

REALTOR® REPORT

September/October, 2011

The Official Publication of Southland Regional Association of REALTORS®

Sponsors Sought:
2011 Multicultural Mixer
pg. 2

Time to Check Property Tax Bill
pg. 7

Inspecting the Issues Involving Inspectors
pg. 5

2012 SRAR Committee
Membership Application
pg. 9

IMPORTANT *Board of Directors Election* pg.3-4

Criminals are Targeting Brokers and Realtors®
pg. 6

Save the Date: Broker/Owner/Manager Forum
pg. 6



SPONSORS SOUGHT

2011 MULTICULTURAL MIXER: "WE ARE THE WORLD"

The Equal Opportunity Cultural Diversity Committee is looking ahead to once again host one of the most successful and well attended events of the year – its fabulous Multicultural Mixer! This year's Mixer is scheduled for Thursday, October 13, 2011 from 5:30–7:30 p.m. and will be held on SRAR parking grounds. Em Roberts, the 2011 mixer chair, announced this year's theme to be, "We are the World". Attendance continues to grow with this amazing event year-after-year, and this year will be no exception!

All SRAR Affiliates and real estate offices are invited to participate as a Global (paid) or International Food Table Sponsor (free). In addition to the benefits listed below for International Food Table Sponsors, Global Sponsors will also have their company name appear on all promotional materials and event publicity, and are also invited to have a company banner be displayed on the SRAR building during the event. Each Global Sponsor will receive a recognition award to be presented the day of the event. The cost for a Global sponsorship is just \$400.

International Food Table Sponsorships

will go on a first-come/first-serve basis. Table Sponsors will be provided with a space, which includes a 6-foot table and two chairs at no cost. Table sponsors are responsible for selecting a country of their choice, decorating their table and providing food (for 75 -100 people – appetizer portions) that is representative of that particular country. This is a great way to mix and mingle with members and advertise your company or product. You may also conduct your own table prize drawing. The rest is up to your imagination and creativity!

Theme prizes will also be awarded for best table decorations and best costume. So dress to match your table's country theme or break out your wackiest costume to make us laugh.

This is a great opportunity for an office event! Sponsorships are limited, so respond now and reserve your spot!

Special guests and local legislators are also invited to attend the Mixer.

For more information on Global or International Food Table sponsorships, contact Kathleen Young at 818-947-2236 or via email at kathleeny@srar.com.



CONSUMER PRICE INDEXES

JULY 2011

\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		ONE MONTH ENDING
	JUL 2010	JUN 2011	JUL 2011	JUN 2011	JUL 2011	JUL 2011
Los Angeles - Riverside - Orange County	225.991	232.328	231.303	2.9	2.4	-0.4

Live & Be Green

a community affair



A **FREE** public event to learn how to live a more **green** life in your home and within your community!

Learn about the latest products and technologies that will help you become a more sustainable citizen!



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

Presented by:
Southland Regional Association of REALTORS®
with support from the National Association of REALTORS®

Saturday, October 8, 2011
10:00AM to 2:00PM

Southland Regional Association of REALTORS®
7232 Balboa Blvd. | Van Nuys, CA 91406

For more information on this amazing community event, contact Andre Buado at 818-947-2298 or via email at andreb@srar.com or visit us online at www.srar.com



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

President
Fred Sabine

President-Elect
Wendy Hale

Chief Executive Officer
Jim Link

Santa Clarita Valley Division
President
Sal Aranda

Main office:
7232 Balboa Blvd. • Van Nuys, CA 91406
Tel: (818) 786-2110 • Fax: (818) 786-4541
e-mail: info@srar.com

REALTOR® CANDIDATES FOR 2012 BOARD OF DIRECTORS

The following 14 REALTORS® will appear on the ballot for election to the Board of Directors. 11 will be elected. Voting will begin Sept. 27 online and end at noon October 11. Please Vote!!



SLATE CANDIDATE
GINA COVELLO
SRAR MEMBER SINCE 2001

I am a licensed Broker and active member of SRAR. Over the years, I have served as the Chair, Liaison and member for the Commercial Committee, Chair for the Technology Committee, Liaison for the YREP Committee, Board of Directors and Executive Committee. In addition, I am currently a Director for the California Association of REALTORS® serving on the Housing Committee, MLS Committee and Regional Liaison for the Housing Affordability Fund. To be able to sit on the Board for another term is a privilege and a challenge that I will take up with enthusiasm if elected. I am dedicated to be the voice of agents and confident that I can contribute to the advancement of our industry.



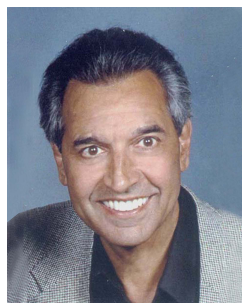
SLATE CANDIDATE
WINNIE DAVIS
SRAR MEMBER SINCE 1975

For over 30 years I have been actively listing & selling real estate. I am hands on in my operation of managing & marketing REO, traditional seller and short sale transactions daily. I realized the need for active participation in the real estate community & have served on numerous committees at SRAR, among them; Equal Opportunity, Housing, Governmental Affairs, Projects & Events, Captain for Political Action Funds, BOPAC. I served as SRAR President 2007 & served on BOD plus 5 years on Executive Committee. I Chaired 2007 Executive Committee & BOD, Chaired CAR Real Estate Finance 2010 & Chaired CAR International Real Estate 2009 & CAR Regional Chair 2008. I serve on the City of Los Angeles Fair Housing Council as Vice President & on the Valley Economic Alliance BOD. I continue to be active serving on the Asian Real Estate Association of America (AREAA) Board of Directors. I am the recipient of the SRAR Association Service Award 2004 & SRAR REALTOR® of the Year 2009. I salute SRAR for creating a fabulous atmosphere & support for its members.



SLATE CANDIDATE
ROBERT BANUELOS
SRAR MEMBER SINCE 2003

Since joining SRAR in 2003, I have served on the Equal Opportunity and Cultural Diversity Committee as both Chair and Vice Chair; Chair & member of Events and Community Relations Committee, Vice Chair of the annual Multi-Cultural Mixer, Vice Chair and member of Education Committee, member of Grievance Committee and Technology Committee. Currently, I serve as a SRAR Director. My work ethic is solid. Fairness is a quality I possess and I highly value personal and professional relationships. I believe in cultural diversity within organized real estate. It would be an honor to continue serving as a voice for the membership on the SRAR 2012 Board of Directors. Please cast me your vote. Thank you.



SLATE CANDIDATE
PAT A. "ZIGGY" ZICARELLI
SRAR MEMBER SINCE 1976

The issues and concerns of our members are a priority to me in representing YOU as one of your Directors. I hold the CRS and GRI Designations. Pro-Advantage SRAR instructor teaching contracts, listing/selling techniques, and negotiating skills. Past President of SRAR; served two terms as President of Tarzana Chamber of Commerce. Senatorial appointee to the Small Business Advisory Commission for the State of California - 4 years. Served on many SRAR Committees as Chair, Vice Chair and/or committee member. Named SRAR "REALTOR® of the Year" - 1996. CAR Director since 1978; CAR "Director for Life" in 2004. Chaired many committees at CAR, among them Legislative, Political Affairs, IMPAC Trustees, Convention, Liaison to Committees, Strategic Planning and Finance and Executive Committee. NAR "Golden R" since 2000; member of the prestigious NAR "President's Circle." Most recently at NAR, Chaired the Communications Committee - 2008, 2011 Chair of Convention, Meeting and Conference Committee. I would like your vote to continue as a voice for all SRAR members' best interests.



SLATE CANDIDATE
GARY WASHBURN
SRAR MEMBER SINCE 1977

Have extensive experience working with Governmental Affairs during my service with SRAR. Have been chair/co-chair of Governmental Affairs, Federal Political Coordinator for Congressman Howard "Buck" McKeon and have advocated for SRAR, CAR and SRAR with elected local, state and federal elected officials. Thoroughly enjoy working with the staff/volunteers of SRAR and advocate on behalf of homeowners. The Board of Directors has given me the opportunity to put my extensive political experience to work on behalf of REALTORS® and homeowners and I truly enjoy the opportunity that the Board of Directors has given me. Look forward to continued service during these time of legislative changes and the challenges to the real estate industry! I have also served on the Education committee.



SLATE CANDIDATE
ANA MARIA COLON
SRAR MEMBER SINCE 1975

Over the years, I have served on and chaired or vice chaired many committees including, Foundation Trustees, Finance Committee, Executive Committee, Housing Needs, Projects and Events Committee, Governmental Affairs Committee, Pro-Standards Panel, Equal Opportunity, Education Committee, Marketing Committee. I served as your 2009 SRAR President. I believe in giving back to the organization that has so generously given me so many resources and a great real estate career. I have always been active in the real estate networking weekly meeting. Please vote me in for the 2012/2013 term on the SRAR BOD.



**PETITION CANDIDATE
LOREN HANSEN
SRAR MEMBER SINCE 1991**

I've been in real estate for 26 years. My SRAR service includes Board of Directors since 2006. Governmental Affairs (Liaison to L.A. City Councilman Greig Smith 2008 & 2009), Grievance Committee, Events and Community Relations (Director Liaison 2000). CAR Director 2006 thru 2013. Founded Choice Inspection Services, an inspection company serving major banks, asset management companies, foreclosures,

Brokers and the REO industry locally and statewide. I am a Vietnam Army Veteran and involved with the VFW, Disabled Vets, American Legion, Prostate Cancer Foundation, Make-A-Wish Foundation and Patriot Guard Riders. My hobbies include golfing, photography, sports (LA Laker's fan) and an avid Harley Davidson motorcycle enthusiast. Favorite quote: "Persistence wears down Resistance... Never give up... All things are possible if you truly Believe" -- Jim "JW" Wilkinson, Broker.



**SLATE CANDIDATE
NANCY STARCZYK
SRAR MEMBER SINCE 1990**

After serving since 1992 on the SCV Board/Council and many committees, it has become clear to me that I have great Association and Civic Pride. Supporting the Association, sharing information and educating my peers is part of my "makeup" -- my passion. As a Director, I can promote that which is good for the industry and that which is good for the Association at the same time.



**PETITION CANDIDATE
GAYE RAINEY
SRAR MEMBER SINCE 1978**

I have been a member of the SRAR for 30 years. During that time I served on, Chaired, or been a Liaison to most of the standing committees. I have also served as a member of the Board of Directors for many years. I have served as a CAR Director for over ten years as well. While always maintaining my membership, and staying active in the Real Estate community,

I needed to retire from committee service for some years due to personal reasons. Since returning to active service with the Association, I have served on Grievance, Foundation Trustees, and for the past two years as a member of the Board of Directors. I look forward to continue serving our industry and our Association.



**SLATE CANDIDATE
ALICE MCCAIN
SRAR MEMBER SINCE 1977**

CAR Director 29 years. Past SRAR President, NAR Director 6 years, FPC for Congressman Sherman, Board of Directors 2010-2011 & previous Director. Governmental Affairs Committee - 30 years, Past member of Foundation Trustees, Education Committee, BORPAC Trustees, various CAR Committees - primarily Taxation, Federal Issues, CREPAC Trustees & IMPAC Trustees.



**SLATE CANDIDATE
JOSEPH A. "BUD" MAURO
SRAR MEMBER SINCE 1972**

REALTOR®, of the Year-2010. President-1998. Served as Chairman of several SRAR Committees. Served on most committees. Recently serving as Chairman Bylaws. Serving as Chairman of weekly Real Estate Network meeting. Served as Director of both SRAR & CAR for several years. My experience serving on committees, including BOD is very rewarding

in knowing that I'm there to lend a voice to members at large. The industry has been very good to me and I enjoy giving back to the community. I am approaching my 40th year in real estate. I feel that I have a lot to offer our association. I am anxious to remain in a leadership role. Review the ballot. Vote for experience. Please vote for Bud Mauro.



**PETITION CANDIDATE
TOM CARNAHAN
SRAR MEMBER SINCE 1976**

For the past 30 years I have served on almost every committee at the Association. Additionally I have served on the Board of Directors at SRAR (and SFVBR) for 18 + years. I am a past recipient of the Realtor Associate of the Year Award, and the Realtor of the Year Award for service to the Association. In 1988 and 2003 I served as Association President. Being an active "Selling Broker" for over 30 years and an expert

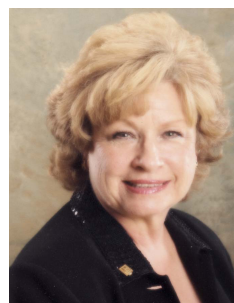
witness for standard of care for REALTORS® for the last 20+ years, I feel I have a "real time" knowledge of what we as REALTORS® face on a daily basis. I would be honored to continue to help shape our Association and the Real Estate industry.



**SLATE CANDIDATE
DANIEL TRESIERRAS
SRAR MEMBER SINCE 1978**

Now that I am on my second year on Board of Directors, I am even more humbled by the level of service that many of the Board of Directors and Staff contributes. It is my desire to serve again and be part of this great organization. I have 33 years of experience as a full time REALTOR® with a wealth of transactional experience to bring to the table.

I have served on Grievance Committee for 2 years, Pro Standards, Director Liaison for Equal Opportunity 2009, Director Liaison for Events Committee (currently), Chair for Blood Drive 2011, and NAR Nominating Committee 2011. I have volunteered for "Project Living Hope" fund raiser for kids, and a member of "American Legion" - San Fernando Chapter for 9 years. Have "SRES" designation for 4 years. Cal State Northridge Alumni. A native of San Fernando Valley, born and raised. Served in the U.S. Navy for 4 years as a Hospital Corpsman attached to the Marine Corp.



**SLATE CANDIDATE
DEBBIE HAWKINS
SRAR MEMBER SINCE 1991**

SRAR BOD 2010-2011, SRAR/SCV 1991. Installation, Golf Committees. SRAR/SCV 2010, Childrens' Holiday Party, G.A. Committee SCV, Events Committee SRAR, Events Committee Liaison 2010, Womens Council of REALTORS® SCV, VP Membership, Pres-Elect, President 2008-2011. I look forward to being more involved at SRAR now that I will not be an officer in WCR. I

want to serve on other committees dealing with Ethics & Abitration.

INSPECTING THE ISSUES INVOLVING INSPECTORS

STEVEN SPILE, 2011 SRAR RISK MANAGEMENT COMMITTEE

In today's litigious environment, inspectors are an integral part of every real estate transaction. These individuals can provide essential information which will assist your clients' proper evaluation of whether they should purchase a particular property. In addition, to the extent you are entitled to rely on their expertise, you are provided with a layer of insulation against a potential claim.

As you approach each transaction, especially if you represent the buyers, you will be faced with questions as to which types of inspections are appropriate. As always, there are conflicting factors in examining this issue. On the one hand, there is the issue of how much it would cost to have every conceivable type of inspection. On the other hand, inspections, if properly performed, should provide you and the buyers with expert information concerning the condition of the property. This, in turn, reduces the risk the buyers will make an imprudent acquisition. In addition, it will reduce the risk you will face a claim with respect to that transaction.

While there is a delicate balance, it is critical to recognize your fiduciary duty to advise your clients of the importance to have all appropriate inspections. To

some extent this warning is provided in the purchase agreements, addendums and related transaction documents. Nonetheless, if you fail to recommend an inspection in a given area, and a defect arises, you could face a lawsuit for breach of fiduciary duty. It is for this reason, you should carefully evaluate the circumstances related to each transaction and strongly encourage inspections which have even a remote possibility of being necessary.

More specifically, in each transaction you should recommend a home inspection. In most transactions, you should also suggest a geological inspection. This is particularly true with respect to hillside and rural properties. If there is evidence of any structural problems, you should encourage the retention of a structural engineer. Similarly, if there are issues related to any particular system at the property (such as plumbing, electrical, septic tank, pool, etc.), then you should urge your clients to have that system inspected by a qualified specialist.

A second, but equally important, issue is to what extent do you involve yourself in the selection of the particular inspectors. From a purely risk management standpoint, the preference would be for you to not participate in this decision-making process. The reason for this position is you are vulnerable to a claim for negligent referral should the particular inspector fail to perform a satisfactory inspection.

As a practical matter, however, it is unrealistic to think you can avoid participation in this process. Your clients look to you for guidance in identifying which types of inspections are appropriate. Similarly, they seek your guidance in the selection of the specific inspectors. The key in this regard is to balance the need to fulfill your clients' expectations with the need to protect yourself from a claim for negligent referral.

In an effort to strike this balance, a common practice is to provide buyers with a list of at least three possible inspectors for each type of inspection. This will help to defeat a claim that the buyers were steered to a particular inspector. In addition, it will shift some of the responsibility to the buyers to evaluate and choose from among the options provided. In this regard, it is helpful to include, with each list of potential inspectors, a disclaimer that states: 1) the names are provided as a courtesy; 2) you make no representations concerning the quality of services provided by any of the inspectors on the list; 3) your client is solely

responsible for the decision-making process of selecting any particular inspector; 4) your client agrees to hold you and your company harmless from any claims related to the services provided by the inspectors.

In compiling your list of inspectors, there are a number of considerations. First, you should be sure the people on your list are qualified. In this regard, you should make sure they have sufficient experience, all applicable licences, and are members of all appropriate trade association (by way of example, home inspectors should be members of ASHI).

You should try to limit yourself to inspectors who are entrenched in the community, as it tends to reflect that they are qualified and will be accountable for their errors. If possible, the inspectors on your list should be individuals with whom you have personal experience and knowledge. It is also valuable to have a file of references for each of these inspectors.

Among the most important, and often overlooked, considerations is whether the inspectors have an Errors and Omissions Insurance Policy. Quite often, REALTORS® are sued for the errors of inspectors because the REALTORS® have insurance and the inspectors do not. As such, the claimant is going to pursue the "deep-pocket" of the REALTOR®. Where the inspector does have insurance, however, we have had success convincing claimants not to pursue the REALTORS®. For this reason, you should require evidence of a current Errors and Omissions Insurance Policy from any inspector who wants to be on your referral list. You should also monitor to make sure the insurance policy is current at all times.

All of the foregoing applies to the participation of the buyers' agent in the inspection process. With respect to listing agents, they should fully encourage, support, and even request that the buyers have all possible inspections. They should not involve themselves, in any manner, in the selection of inspectors. Any involvement by the listing agents in this process is susceptible to a claim that it was for self-serving purposes. If a problem arises, the buyers will likely claim the listing agent manipulated the process to increase the probability the inspection would not disclose any defects so the transaction would close.

In conclusion, there is no doubt inspectors provide valuable functions. In fact, you should certainly encourage every possible inspection the parties are willing to consider. At the same time, you should exercise great care and judgment with respect to your involvement in the process of selecting specific inspectors.

ADVERTISEMENT

METRO RETROFITTING
RETROFITTING COMPLIANCE • REO & REHAB SERVICES

**Retrofitting &
Bank Rehabs**

**Competitive Prices
For Quality Work**

General Contractor Since 1987
G.C. License #505706

800.450.3660

Call For A Bid Or Information

solutions@gometroretro.com

www.GoMetroRetro.com



CRIMINALS ARE TARGETING BROKERS AND REALTORS®

BY: LOUIS PERRY, PRESIDENT OF KADIMA SECURITY SYSTEMS

Below are prevention measures to keep you safe:

1. Try to let someone know your agenda for the day. Leave it on your desk or tell your mate or staff member.

2. When showing a home, put your purse and keys in a hiding spot. The refrigerator is not the right place. The microwave and oven are not the right places either. Try to find a place or area of the house that you think a criminal won't look at. Perhaps it is best to put your purse in the trunk of your car and lock it and put the keys in your pocket.

3. Recent scams: two people show up at a home and says, "Hi, we are the next door neighbors. Our cat just jumped over the fence. May we go in and get our cat?" The REALTORS® will walk out with one of the two people to get the cat and the other person is stealing all the jewelry and will go through all the drawers, etc.

4. You must keep doors closed. It is important to ring the bell before entering rather than leaving the door open for anyone

to walk in. This can present an entire new set of problems for you.

5. I recommend you to meet your guests in the driveway. This will allow you to get away, rather than you being in a home with a stranger who has a goal to harm you.

6. There are hand carried audible alarms that REALTORS® should carry. It lets out a very loud ringing tone which will draw attention to your location. Most of the time, there are pin types of hand held alarms. You take the pin out and it continues to ring unless you put the pin back.

7. REALTORS® should always keep his or her phone in hand and never place it down. It should be in your hands all the time. You never know when you will need to call 911 right away.

8. If possible, have someone with you while showing a home.

9. Do not allow people to walk around in a home alone. I suggest you do it by groups. You can leave one group in the living room while you show another group the house. There are increasing cases of criminals targeting REALTORS®.

10. Make sure you know who the people you are meeting and make a note of your appointments. You must verify their call back numbers. It is important to have someone know your daily agendas of appointments. If something happens, it gives the police a good start.

11. If something does not feel right, follow your instincts and do not fight it. Follow your feelings, since most of the time you will be right.

12. When arriving at a property, always be alert. Do not assume that everything is okay, be observant and sharp. Criminals tend to love to catch people caught off guard and who are not paying attention. It gives them the advantage.

13. When walking through the house, direct the people to the locations you want them to go to. I suggest you let them walk in and be observant by the door of each room. This enables you to put no one in the door way just in case you need to run.

14. Always be alert. Sorry to say, but in this day and age, you must trust no one. Criminals come in all ages, sizes and colors.

Be safe!

ADVERTISEMENT



Get Personalized Service from Seasoned Professionals.

Dee J. 818-772-4016
Denise N. 818-772-4038

We evaluate each loan **individually** and recognize a good loan. Plus we close our loans **on time!** We've always delivered on 30 day escrows.

You and your clients can go online to apply and get a decision in minutes or to check on the status of a loan application.

You can **rely** on us. We'll help you and your clients make the right move with great service and **competitive rates**. We invite you to discover the difference a credit union can make.

Premier America
CREDIT UNION

reloans@premier.org | www.premier.org | 800-772-4000 x4016, x4038

Chatsworth | Santa Monica | Simi Valley | Thousand Oaks | Valencia | Warner Center



SAVE THE DATE

SOUTHLAND REGIONAL ASSOCIATION'S
RISK MANAGEMENT COMMITTEE

Presents:

BROKER/OWNER/MANAGER FORUM

October 27, 2011
10:00 A.M. - 12:00 P.M.

RealCare President, Tom Henry

**How Risk Management,
Claims Management And
Strategic Relations Can Help Reduce
Legal Fees And Exposure For Claims**

As Well As
**Proper Corporate Procedures
(How To Limit Liability)
Short Sales and Forms Update
Open Discussion For Attendees**

RSVP Today By Email:
Riskoct27@srar.com

Broker/Owner/Manager Only Please

SIMPLE APPEAL PROCESS

TIME TO CHECK PROPERTY TAX BILL

BY FRED SABINE, PRESIDENT, AND DAVID WALKER SRAR MEDIA CONSULTANT

There's an easy way to confirm that the residential real estate market in Los Angeles County and California continues to improve — the L.A. County Assessor says so.

After two years of declines in values, Assessor John R. Noguez recently reported a 1.5 percent increase in the 2.6 million residential and commercial properties through-out L.A. County.

The \$1.1 trillion gross property roll is \$16.2 billion greater than last year, leading Noguez to cite improved condition in Los Angeles and other counties, including San Diego, Orange, Kern and Santa Clara.

We should be optimistic that this increase in the 2011 roll indicates the real estate market in Los Angeles County and California is growing stronger and continues to recover," Noguez said.

Overall, that's fantastic news, although it also suggests that it's time for home and condominium owners to pay particular attention to their property tax bill.

As provided by law, more than 425,000 homeowners in L.A. County have had their property taxes reduced because their property declined in value.

But it's a temporary drop that the Assessor

must revisit each year to see if reduced property taxes need to be returned to their original level as the market continues to improve. The tax can never exceed the Prop. 13-mandated basis, which is based on the purchase price, but the Assessor is obligated to return tax rates to their original level as the market improves.

Of the 480,000 homes currently reviewed, approximately 260,000 single-family residences and 105,000 condominiums had their property tax reduced as the market declined.

The reduction for homes was about \$160,000, amounting to an average tax savings of approximately \$1,800. The average reduction for condos was \$134,000, saving owners about \$1,500 in taxes.

Letters reporting the outcome of this year's reviews should by now have been received by most owners.

"Owners who disagree with the results or whose property was not reviewed, including property other than homes, may file the simple, one-page "Decline-in-Value" application," he said.

That's an important suggestion, because every year about this time a raft of fly-by-night companies pop up to prod owners to pay a fee for an appeal process that is both simple and free!

All that's needed for an appeal is the basic information: the assessor's I.D. numbers and one or two comparable sales to support an assertion that a property's resale value remains too low to justify an increase in the property tax. It takes less than 10 minutes to find what's needed and complete the one-page form.

The one-page application can be found at www.assessor.lacounty.gov at the download forms link. It can be filed either online via the website or downloaded to print and mail. It can also be obtained by mail by calling 888-807-2111. The deadline for filing a Decline-in-Value application is Nov. 30.

"Though reassessments through this program mean less generated revenue," Noguez said, "they serve to assist taxpayers in their efforts to retain ownership."

Women's Council of REALTORS®

MEGA NETWORKING EVENT
POWER FORUM & LUNCHEON
TUESDAY, OCTOBER 11, 2011
THE ODYSSEY GRANADA HILLS 10AM - 2PM
15600 ODYSSEY DRIVE, GRANADA HILLS, CA 91344

2011 STATE FORUM III
LIMITED SEATING!
CHECK-IN 9:30AM
TICKETS: \$30 BEFORE 09/30
\$35 AFTER 09/30

Pat Hiban
6 Steps to 7 Figures

As a young child Pat Hiban was labeled "Learning disabled with Speech Deficiencies" and put into special classes. Throughout his teenage years he struggled to find his purpose falling forward through life and trying everything. Jumping into Real Estate straight out of college, Pat first year earning a total of \$13,200.00. Through consistent application of 6 steps, Pat became the #1 Re/Max Agent in the world and in 2006 he was honored with the same recognition #1 by Keller Williams Realty. He is now one of only a handful of residential agents internationally to hold the title Billion Dollar Agent, having sold a cumulative of over 4,000 homes with a billion dollars in volume. Pat is still active in real estate selling over 250 homes yearly in addition to being an avid real estate investor and venture capitalist. He will show you an exact process that will allow you to do the same!! Pat has written a book entitled "6 steps to 7 figures" with an introduction by Gary Keller in which he shares the secrets of the 6 steps that propelled his life to where it is today

Special C.A.R. Political Update by 2010 C.A.R President

Mimi Donaldson
Necessary Roughness:
New Rules for the Contact Sport of Business

Prevailing in challenging times is not a question of ability - people are able. Success hinges on opportunity and intention. Opportunity and intention are what football is all about. Mimi uses the ultimate team game to highlight motivational and team building principles that are crucial in today's hard-fought personal and professional success. We are all in need of a good game plan, and what used to be considered "rah-rah" clichés have become a way of life. Motivation itself has become the new norm, and football is the perfect metaphor. Today's managers need to believe the team's goals are doable, because they are. Every day, they need to lead like coaches, like Vince Lombardi and other greats before the big game. "The intention to get to a certain place makes you unstoppable, and your action causes the impossible to become possible."

"Time of possession is everything - the clock is the key."

"When the whistle blows, the play is over."

In this practical, extremely humorous, female-friendly presentation, Mimi shares the secrets of capitalizing on opportunity and intention, so you can become the ultimate coach for yourself and your team. Then nothing will stand in the way of your win.



RESERVATIONS A MUST
PAY VIA OUR WEBSITE :
WWW.WCRMEGAFORUM.COM
FOR MORE INFORMATION OR TO PAY BY CHECK
CALL HELEN SALTZMAN 818-943-3176

Steve Goddard
Special WCR Presentation By
Sheri Souza
WCR 2011 California State
Chapter President



The Mission of Women's Council of Realtors®
WE ARE A NETWORK OF SUCCESSFUL REALTORS® EMPOWERING WOMEN TO EXERCISE THEIR POTENTIAL AS ENTREPRENEURS AND INDUSTRY LEADERS.
www.wcr.org www.wcrca.org



www.srar.com

Realtor® Report

September/October 2011

7

RESPONSIBLE REALTOR® APPLICANTS

FIRST POSTING

Badesha, Rattanpreet K. Rattanpreet K. Badesha 8229 Corbin Ave. Winnetka, CA. 91306	Meneshian, Gregory Valley State Realty 8620 Hillcroft West Hills, CA. 91304
Baron, Omer Omer Baron, Broker 10833 Wilshire Blvd. #608 Los Angeles, CA. 90024	Tahmasbi, Fereidoun American Management Services 19313 Starlight Dr. Tarzana, CA. 91356
Dreicer, Benjamin Big Ben Enterprises, Inc. 16456 Royal Hills Dr. #101 Encino, CA. 91436	Walker, Temmy Temmy Walker, Inc. 5026 Veloz Ave. Tarzana, CA. 91356
Hatch, Annette Annette Hatch 8471 Melvin Ave. Northridge, CA. 91324	Yi, Gina Gina Yi, Broker 25852 Mc Bean Pkwy #424 Valencia, CA. 91355
Kutsevol, Alina Alina Kutsevol 4413 Matilija Ave. Sherman Oaks, CA. 91423	

SECOND POSTING

Arakelyan, Anush Yan Properties Realty, Inc. 19730 Ventura Blvd. Woodland Hills, CA. 91364	Moran, Laura Manor Est Prop 1st Tower Com Brokerage 15455 San Fernando Mission Bl. #309 Mission Hills, CA. 91345
Brooks, Jacqueline Brooks Realty, Inc. 15147 Otsego St. Sherman Oaks, CA. 91403	Naeem, Shahid Rasheed Shahid Naeem 19237 Charles St. Tarzana, CA. 91356
Chakalian, Varant M. Apple Property Management 18620 Hatteras St. #285 Tarzana, CA. 91356	Osman, David David F. Osman 26814 Live Oak Court Agoura Hills, CA. 91301
Keuroghlian, Harout John Hart Corp. 1025 N. Brand Blvd., Ste. 320 Glendale, CA. 91202	Peys, James Thomas Terra Firma Properties 6621 E. Pacific Coast Hwy Ste 150 Long Beach, CA. 90803
Khalatian, Edgar Edgar Khalatian 7755 Via Capri Burbank, CA. 91504	Shultz, Tammy Ann Tammy Shultz 27140 Marisa Dr. Canyon Country, CA. 91387
Kuan, Richard Richard Kuan — Broker 2191 W. Esplanade Ave. #108H MS 126 San Jacinto, CA. 92582	Tzavaras, Loly Yu Loly Yu Tzavaras 221 Bainbridge Court Thousand Oaks, CA. 91360
Michael, Thomas Blue Pacific Property 8 Corporate Park, Suite 300 Irvine, CA. 92606	Yaghoobia, Bizhan Bizhan Yaghoobia 5619 Amorita Place Woodland Hills, CA. 91367

REALTOR® APPLICANTS

Alexander, Damion C. / Keller Williams Realty / Calabasas	Martin, Charlene Anne / Ewing Sotheby's I.R. / Sherman Oaks
Alexander, Dana Suzanne / Keller Williams Realty / Calabasas	Medina, Mario / Progressive Realtors / San Fernando
Anderson, Joan E. / Realty Executives / Santa Clarita	Mejia, Oscar Alexander / Rodeo Realty / Northridge
Arastu, Rukhsana / Pinnacle Estate Properties / Northridge	Mickelson, Brandon Scott / Realty World Legends / Valencia
Arnaud, Darren / Realty Executives / Valencia	Mogaji, Thomas Isaac / Realty World Estates / Valencia
Bassali, Ashraf Halim / Legacy Group Realty / Simi Valley	Nalin, Scott Eric / Rodeo Realty / Encino
Bona, Paul / Keller Williams VIP Properties / Valencia	Nolasco-Kouyoumdjian / Exclusive Estate Properties Inc. / North Hollywood
Brand, Michael Alan / Century 21 All Moves / Granada Hills	Okhorat, Elham Ellie / Regal Realty of California / Valencia
Cannella, Anthony / Century 21 All Moves / Granada Hills	Olivier, Pierre Alain / West Co Realty / Norwalk
Criste, Zaida I. / Keller Williams VIP Properties / Valencia	Ostergard, Erik / Keller Williams Realty / Studio City
Dangerfield, Matthew Hosea / Keller Williams Realty / Calabasas	Pai, Timothy Soo / Strategic Realty / North Hollywood
Duffy-Brown, Patricia Ann / Keller Williams Realty / Calabasas	Reddy, Patrick Gerard / Dilbeck Real Estate / Studio City
Eshaghoof, Maykel / Re-Search Concept / Northridge	Renick, Susan Virginia / Dilbeck Realtors / Calabasas
Garcia, Charles Michael / Realty World-Legends / Valencia	Rivera, Yolanda / Keller Williams VIP Properties / Valencia
Garibay, Gonzalo Napoles / Solution Realty / Van Nuys	Roy-Ramos, Judy Inigo / L.A. Property Investment / Sherman Oaks
Gavagnini, John J. / Realty Executives / Canyon Country	Ruiz, Enma Y. / Michael Green Realty & Inv. / Granada Hills
Ghumman, Navdeep C. / Century 21 Adobe / Agoura Hills	Silva, Rustina / Pantera Real Estate, Inc. / Northridge
Gibson, Hannele Eeva / Hanrich Enterprises, Inc. / Woodland Hills	Smith, Andrea B. / American Living Real Estate / Oxnard
Gonzalez-Flores, Jose / San Fernando Realty, Inc. / San Fernando	Soto, Mireya / Keller Williams North Valley / Granada Hills
Hairabedian, Antranik / Re/Max Boardwalk Realty / Sherman Oaks	Spaur, Kimberly De Annen / Century 21 All Moves / Granada Hills
Hall, Jeffrey Sean / L.A. Valley Realty, Inc. / Van Nuys	Stocks, Lauren Amelia / RES Realty / Tarzana
Harabedian, Caroline Saralou / Re-Search Concept / Northridge	Tanner, Janus / Realty Executives / Valencia
Harris, Gregory Adam / Executive Realty Solutions / Mission Hills	Trouts, Matthew Galvin / Keller Williams Realty / Calabasas
Hededes, Michael Joseph / ZipRealty, Inc. / Emeryville	Vega, Maria Elena / Century 21 La Hacienda / North Hills
Hill, Kimberly / Keller Williams Realty / Westlake Village	Villalobos, Bryan / Pantera Real Estate, Inc. / Northridge
Johnson, Christopher Mark / Pinnacle Estate Properties, Inc. / Valencia	Viswanathan, Lochani / Pinnacle Estate Properties / Northridge
Khazanov, Anna / Keller Williams Realty / Studio City	Vogel, Jason Gordon / Pantera Real Estate, Inc. / Northridge
Kwan, Ada / Keller Davis, Inc. / Santa Clarita	Walsh, Joseph Richard / Rodeo Realty, Inc. / Woodland Hills
Lamadrid, Sophiah / Sellstate Horizons Realty / Encino	Wilson, Joann / Keller Williams Realty / Northridge
Lane, Roy James / Pinnacle Estate Properties / Northridge	Winner, Charles / A Core Realty, Inc. / Chatsworth
Lapid, Constantino Dizon / Prudential California Realty / Northridge	Yates, Seana Maureen / Dilbeck Real Estate Real Living / Sherman Oaks
Lee, Karl Pen / Exclusive Estate Properties, Inc. / North Hollywood	York, Christopher Robert / SCV Home Buyer / Valencia
Long, Kim / Prudential Calif. Realty / Calabasas	Yutuc, Kristine Marie Plato / SCV Home Buyer / Valencia
Lulechian, Markar Mark / Capital Loans / Rancho Cucamonga	

2012 SRAR COMMITTEE MEMBERSHIP APPLICATION

(PLEASE TYPE OR PRINT BELOW)

NAME _____

Important (check one) ☐ REALTOR® ☐ AFFILIATE

DATE JOINED: _____ SRAR MEMBER # _____

COMMITTEE SELECTION: Please select your choice(s) for a committee appointment and return the completed form to the attention of Valerie Biletsky, Southland Regional Association of REALTORS®, 7232 Balboa Blvd., Van Nuys, CA 91406, or FAX this form to (818) 786-4541

<u>CHOICE</u>	<u>NAME OF COMMITTEE</u>	<u>POSITION SOUGHT</u>
1st Choice	_____	_____
2nd Choice	_____	_____
3rd Choice	_____	_____

Currently serve on a committee: ☐ YES ☐ NO If Yes, list committee(s) below

Comments: (Optional – include any information we should know regarding your committee qualifications. – **NO PREVIOUS ASSOCIATION SERVICE IS REQUIRED**)

Please indicate your mailing preference: ☐ Office ☐ Home

OFFICE ADDRESS

Company Name: _____

Address: _____

City/State/Zip: _____

Phone: _____

Fax: _____

E-mail: _____

HOME ADDRESS

Address: _____

City/State/Zip: _____

Phone: _____

Fax: _____

E-mail: _____

Pager: _____

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.
7232 Balboa Blvd., Van Nuys, CA 91406
818-786-2110 - Fax: 818-786-4541
www.srar.com

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR AUGUST

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	170	163	127	184	206	850	392	1,242
Total Active Listings	418	442	356	528	564	2,308	1,225	3,533
Average Days on Market	92	99	94	98	107	99	118	106
Average List Price in Thousands	278.0	699.8	841.2	489.7	971.7	663.6	480.0	599.9
Median List Price in Thousands	265.0	524.9	530.0	415.0	589.5	415.0	299.9	379.0
BOMS	66	37	42	57	47	249	96	345
Average BOM Price in Thousands	257.2	483.6	659.9	397.8	571.8	450.4	395.3	435.0
BOM to Sale Ratio	55.5	30.8	45.7	43.2	30.3	40.3	42.7	40.9
Expirations	25	32	27	36	32	152	91	243

PENDING SALES

New Escrows Opened	147	125	110	181	178	741	306	1,047
Total YTD Escrows Opened	896	903	674	1,057	1,141	4,671	1,937	6,608
New Open Escrows Average Days on Market]	59	62	76	71	65	66	84	71
New Open Escrows Average List Price	247.2	569.7	507.6	426.1	600.7	468.9	365.7	438.7

CLOSED SALES:

New Escrows Closed	119	120	92	132	155	618	225	843
Total YTD Escrows Closed	796	815	568	912	984	4,075	1,635	5,710
Volume of New Sales Dollars in Millions	31.824	61.191	47.496	55.933	97.707	294.150	83.961	378.11
Volume of total YTD Sales in Millions	210.995	429.030	321.388	395.079	596.408	1,952.899	600.887	2,553.787
Average Sale price in Thousands	267.4	509.9	516.3	423.7	630.4	476.0	373.2	448.5
Median Sale Price in Thousands	258.0	400.0	320.0	378.0	470.0	358.0	269.5	335.0
Coop Sales	82	90	70	104	119	465	177	642
Percent of Coop Sales	68.9	75.0	76.1	78.8	76.8	75.2	78.7	76.2
Average Days on Market	130	131	128	112	128	126	137	129
Sales at List Price	68	53	38	49	62	270	104	374
Percent of Sales at List Price	57.1	44.2	41.3	37.1	40.0	43.7	46.2	44.4
Sales to Listing Inventory Ratio	28.5	27.1	25.8	25.0	27.5	26.8	18.4	23.9
Final Sale to New Listing Ratio	70.0	73.6	72.4	71.7	75.2	72.7	57.4	67.9

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	56	86	59	52	55	308	157	465
Total Active Listings	149	252	142	136	175	854	427	1,281
Average Days on Market	104	104	100	108	106	104	112	107
Average List Price in Thousands	181.9	360.7	262.5	278.3	333.9	294.6	359.5	316.2
Median List Price in Thousands	167.5	320.0	220.0	249.0	260.0	249.0	260.0	250.0
BOMS	26	24	29	17	27	123	40	163
Average BOM Price in Thousands	171.7	278.4	236.6	255.8	217.3	229.5	271.3	239.7
BOM to Sale Ratio	78.8	48.0	50.0	53.1	56.3	55.7	49.4	54.0
Expirations	15	16	10	14	9	64	24	88

PENDING SALES

New Escrows Opened	57	75	63	54	59	308	132	440
Total YTD Escrows Opened	281	411	352	305	379	1,728	700	2,428
New Open Escrows Average Days on Market	70	84	75	101	78	81	83	82
New Open Escrows Average List Price	189.8	289.6	270.8	254.3	261.9	255.8	350.2	284.1

CLOSED SALES:

New Escrows Closed	33	50	58	32	48	221	81	302
Total YTD Escrows Closed	256	363	301	253	328	1,501	589	2,090
Volume of New Sales Dollars in Millions	4.794	15.082	13.824	8.836	9.810	52.346	22.143	74.489
Volume of total YTD Sales in Millions	39.681	111.980	70.910	65.008	79.749	367.328	170.388	537.716
Average Sale price in Thousands	145.3	301.6	238.3	276.1	204.4	236.9	273.4	246.7
Median Sale Price in Thousands	136.0	285.0	205.0	265.0	149.0	204.0	239.9	215.0
Coop Sales	29	37	46	28	39	179	66	245
Percent of Coop Sales	87.9	74.0	79.3	87.5	81.3	81.0	81.5	81.1
Average Days on Market	121	146	126	123	124	129	125	128
Sales at List Price	19	22	25	9	19	94	30	124
Percent of Sales at List Price	57.6	44.0	43.1	28.1	39.6	42.5	37.0	41.1
Sales to Listing Inventory Ratio	22.1	19.8	40.8	23.5	27.4	25.9	19.0	23.6
Final Sale to New Listing Ratio	58.9	58.1	98.3	61.5	87.3	71.8	51.6	64.9

AUGUST 2011

SFV RESIDENTIAL MLS SUMMARY

RESIDENTIAL
PROPERTIES LISTED
1,707RESIDENTIAL PROP.
ESCROW OPENED
1,487RESIDENTIAL PROP.
ESCROW CLOSED
1,145

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	226	249	186	236	261	1,158	549	1,707
TOTAL ACTIVE LISTINGS	567	694	498	664	739	3,162	1,652	4,814
AVERAGE DAYS ON MARKET	95	101	96	100	107	100	117	106
AVERAGE LIST PRICE IN THOUSANDS	252.8	576.6	676.2	446.4	820.7	563.9	448.8	524.4
MEDIAN LIST PRICE IN THOUSANDS	245.0	394.5	379.9	390.0	499.9	360.0	295.0	344.0
BOMS	92	61	71	74	74	372	136	508
AVERAGE BOM PRICE IN THOUSANDS	233.1	402.8	487.0	365.2	442.5	377.3	358.9	372.4
BOM TO SALE RATIO	60.5	35.9	47.3	45.1	36.5	44.3	44.4	44.4
EXPIRATIONS	40	48	37	50	41	216	115	331

PENDING SALES:

NEW ESCROWS OPENED	204	200	173	235	237	1,049	438	1,487
TOTAL YTD ESCROWS OPENED	1,177	1,314	1,026	1,362	1,520	6,399	2,637	9,036
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	62	70	75	78	68	71	84	74
NEW OPEN ESCROWS AVERAGE LIST PRICE	231.1	464.7	421.4	386.6	516.4	406.3	361.0	393.0

CLOSED SALES:

NEW ESCROWS CLOSED	152	170	150	164	203	839	306	1,145
TOTAL YTD ESCROWS CLOSED	1,052	1,178	869	1,165	1,312	5,576	2,224	7,800
VOLUME OF NEW SALE DOLLARS IN MILLIONS	36.618	76.273	61.320	64.769	107.517	346.497	106.104	452.600
VOLUME OF TOTAL YTD SALES IN MILLIONS	250.676	541.010	392.298	460.087	676.157	2,320.227	771.275	3,091.503
AVERAGE SALE PRICE IN THOUSANDS	240.9	448.7	408.8	394.9	529.6	413.0	346.7	395.3
MEDIAN SALE PRICE IN THOUSANDS	240.0	350.0	295.0	364.5	380.0	316.5	260.0	310.0
COOP SALES	111	127	116	132	158	644	243	887
PERCENT OF COOP SALES	73.0	74.7	77.3	80.5	77.8	76.8	79.4	77.5
AVERAGE DAYS ON MARKET	128	136	127	114	127	126	134	128
SALES AT LIST PRICE	87	75	63	58	81	364	134	498
PERCENT OF SALES AT LIST PRICE	57.2	44.1	42.0	35.4	39.9	43.4	43.8	43.5
SALES TO LISTING INVENTORY RATIO	26.8	24.5	30.1	24.7	27.5	26.5	18.5	23.8
FINAL SALE TO NEW LISTING RATIO	67.3	68.3	80.6	69.5	77.8	72.5	55.7	67.1

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
SELLING PRICE RANGE:					
LESS THAN 100,000	86	194	50	40	19533
100,000 TO 109,999	92	34	12	8	10150
110,000 TO 119,999	43	83	16	8	2133
120,000 TO 139,999	81	119	41	29	21875
140,000 TO 159,999	70	159	45	27	49324
160,000 TO 179,999	38	149	29	18	12077
180,000 TO 199,999	82	194	48	33	25261
200,000 TO 249,999	74	464	117	71	16898
250,000 TO 299,999	70	592	167	112	21419
300,000 TO 349,999	66	519	168	104	17232
350,000 TO 399,999	60	451	90	58	22741
400,000 TO 449,999	70	232	66	43	18897
450,000 TO 499,999	83	243	53	40	31538
500,000 TO 549,999	72	156	49	42	51797
550,000 TO 599,999	57	177	29	21	49116
600,000 TO 699,999	67	261	42	37	48647
700,000 TO 799,999	56	160	37	31	41546
800,000 TO 899,999	51	114	23	13	44410
900,000 TO 999,999	66	85	15	11	92575
1,000,000 TO 1,999,999	170	316	42	31	64631
MORE THAN 2,000,000	69	121	6	5	560833
TOTALS		4823	1145	782	31188

LISTINGS

13,840

2011 RMLS TOTAL - \$ VOLUME

\$3,091,503,000

SALES

8,146

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



2006

www.srar.com

AUGUST 2011

SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL
PROPERTIES LISTED
532RESIDENTIAL PROP.
ESCROW OPENED
517RESIDENTIAL PROP.
ESCROW CLOSED
406

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	14	8	107	30	42	69	22	95	387	145	532
TOTAL ACTIVE LISTINGS	44	27	300	74	167	176	59	268	1,115	460	1,575
AVERAGE DAYS ON MARKET	124	183	99	99	128	113	92	116	112	114	113
AVERAGE LIST PRICE IN THOUSANDS	494.8	715.4	394.0	394.1	321.2	391.2	519.2	512.5	429.5	271.9	383.5
MEDIAN LIST PRICE IN THOUSANDS	415.0	548.0	289.9	319.9	248.9	339.0	500.0	375.0	330.0	199.0	299.0
BOMS	4	0	38	18	20	33	8	46	167	43	210
AVERAGE BOM PRICE IN THOUSANDS	397.2	0	319.6	327.5	204.3	363.6	433.6	414.7	348.8	235.3	325.6
BOM TO SALE RATIO	44.4	0	43.7	72.0	80.0	50.0	34.8	59.7	52.8	47.8	51.7
EXPIRATIONS	5	1	10	4	12	7	4	8	51	43	94

PENDING SALES:

NEW ESCROWS OPENED	11	2	102	32	49	75	21	101	393	124	517
TOTAL YTD ESCROWS OPENED	50	25	583	196	223	432	158	626	2,293	779	3,072
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	67	42	80	81	88	75	59	80	78	84	80
NEW OPEN ESCROWS AVERAGE LIST PRICE	359.0	387.3	259.8	347.6	340.8	335.4	470.8	375.3	335.9	240.3	313.0

CLOSED SALES:

NEW ESCROWS CLOSED	9	4	87	25	25	66	23	77	316	90	406
TOTAL YTD ESCROWS CLOSED	39	26	467	155	180	356	129	515	1,867	668	2,535
VOLUME OF NEW SALE DOLLARS IN MILLIONS	2,573	1,849	23,578	8,993	7,026	22,070	10,358	31,874	108,320	21,705	130,025
VOLUME OF TOTAL YTD SALES IN MILLIONS	11,960	10,269	143,186	55,642	56,669	124,632	61,948	208,615	672,920	146,66	819,086
AVERAGE SALE PRICE IN THOUSANDS	285.9	462.3	271.0	359.7	281.0	334.4	450.3	414.0	342.8	241.2	320.3
MEDIAN SALE PRICE IN THOUSANDS	270.0	310.0	256.3	375.0	230.0	300.0	451.0	385.0	310.0	172.0	289.9
COOP SALES	8	4	73	21	21	55	18	62	262	72	334
PERCENT OF COOP SALES	88.9	100.0	83.9	84.0	84.0	83.3	78.3	80.5	82.9	80.0	82.3
AVERAGE DAYS ON MARKET	190	128	130	159	131	140	183	142	143	118	137
SALES AT LIST PRICE	3	1	46	10	6	33	10	30	139	40	179
PERCENT OF SALES AT LIST PRICE	33.3	25.0	52.9	40.0	24.0	50.0	43.5	39.0	44.0	44.4	44.1
SALES TO LISTING INVENTORY RATIO	20.5	14.8	29.0	33.8	15.0	37.5	39.0	28.7	28.3	19.6	25.8
FINAL SALE TO NEW LISTING RATIO	64.3	50.0	81.3	83.3	59.5	95.7	104.5	81.1	81.7	62.1	76.3

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL #SOLD	REDUCE \$	\$ AVERAGE PRICE REDUCTION %	
SELLING PRICE RANGE:						
LESS THAN 100,000	76	78	28	22	32850	20.2
100,000 TO 109,999	45	26	5	2	1475	1.2
110,000 TO 119,999	82	40	7	7	27007	16.4
120,000 TO 139,999	116	74	15	15	22703	14.1
140,000 TO 159,999	85	75	21	14	19734	10.8
160,000 TO 179,999	101	69	11	8	20856	9.9
180,000 TO 199,999	75	65	16	12	18829	8.1
200,000 TO 249,999	74	179	53	47	25574	8.9
250,000 TO 299,999	69	180	52	34	16915	5.1
300,000 TO 349,999	80	156	40	26	21822	5.3
350,000 TO 399,999	90	121	34	24	26932	5.6
400,000 TO 449,999	66	81	26	20	26261	5.1
450,000 TO 499,999	56	74	20	16	23107	4.3
500,000 TO 549,999	77	50	17	13	14770	2.4
550,000 TO 599,999	48	45	12	6	33365	4.3
600,000 TO 699,999	56	42	10	8	31446	4.4
700,000 TO 799,999	126	41	4	2	23848	2.8
800,000 TO 899,999	56	33	2	2	44950	5.2
900,000 TO 999,999	74	12	4	4	56250	5.5
1,000,000 TO 1,999,999	37	49	4	2	30000	2.6
MORE THAN 2,000,000	0	14	0	0	N/A	N/A
TOTALS	76	1504	381	284	23499	7.6

LISTINGS

4,457

2011 RMLS TOTAL - VOLUME

\$819,086,000

SALES

2,632

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SANTA CLARITA VALLEY
COMPARABLE SALES ANALYSIS 2006 - 2011
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)
TOTAL MONTH BY MONTH

	2006				2007				2008				2009				2010				2011			
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST
JAN	803	321	174.6	42.3	862	322	164.0	37.4	822	181	79.1	22	574	263	86.3	45.8	476	231	82.7	48.5	519	241	75.2	46.4
FEB	776	289	142.5	37.2	862	320	155.2	37.1	706	237	97.6	33.6	450	281	97.1	62.4	489	241	89.4	49.3	525	222	74.2	42.3
MAR	1010	454	236.7	45.0	1121	469	241.6	41.8	766	299	120.1	39	506	336	105.4	66.4	592	354	123.4	59.8	585	310	104	53
APR	926	473	260.2	51.1	1065	320	164.7	30.0	668	324	136.5	48.5	435	382	122.7	87.8	553	328	118.1	59.3	618	329	106	53.2
MAY	1235	476	248.4	38.5	1090	355	183.6	32.6	614	396	153.4	64.5	434	337	111.7	77.6	465	368	135.9	79.1	588	363	115.8	61.7
JUNE	1231	493	266.3	39.6	1098	377	207.4	33.9	642	391	162	60.9	448	350	120.9	78.1	551	357	123.4	64.8	578	397	128	68.7
JUL	1149	469	244.5	40.8	960	365	186.4	38.0	643	418	158.5	65.0	463	393	138.7	84.9	564	302	115.8	53.5	512	364	115.7	71.1
AUG	1123	483	251.3	43.0	1064	320	167.1	30.1	645	341	131.9	52.9	428	342	118.3	79.9	550	312	111.3	56.7	532	406	130	76.3
SEPT	959	445	224.1	46.4	793	225	111.7	28.4	625	342	130.3	54.7	413	308	107.1	74.6	540	297	106.4	55				
OCT	824	380	193.6	46.1	793	227	107	28.6	634	371	137.4	58.5	469	334	117.9	71.2	525	279	93.1	53.1				
NOV	712	390	189.2	53.5	674	216	100.2	32.0	416	318	103.5	76.4	415	281	99.5	67.7	423	299	97.3	70.7				
DEC	423	372	200	87.9	566	226	104.6	39.9	433	366	120.5	84.5	315	323	114.0	92.0	407	308	102.6	75.2				
TOTAL	11,171	5,045	2631.4	45.2	10,948	3,742	1893.5	34.2	7614	3984	1530.8	55	5,353	3,930	1,339.6	73	6,135	3,676	1299.4	60.3				
	\$521,586				\$506,013				\$384,236				\$340,865				\$353,482							

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR AUGUST

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings.....	14	8	77	27	21	53	15	69	284	115	399
Total Active Listings.....	43	27	197	66	80	127	44	185	769	385	1,154
Average Days on Market.....	123	183	93	105	131	106	99	117	111	121	114
Average List Price in Thousands.....	498.5	715.4	500.6	419.0	498.7	451.5	607.5	623.2	528.3	277.3	444.6
Median List Price in Thousands.....	415.0	548.0	340.0	355.0	408.5	389.0	565.0	439.9	399.9	199.0	349.0
BOMS.....	4	0	30	18	7	24	5	28	116	39	155
Average BOM Price in Thousands.....	397.2	0	361.4	327.5	335.4	413.0	540.8	516.4	411.6	237.1	367.7
BOM to Sale Ratio.....	44.4	0	50.8	75.0	70.0	50.0	31.3	53.8	52.3	49.4	51.5
Expirations.....	5	1	5	3	4	7	3	6	34	38	72
PENDING SALES											
New Escrows Opened.....	11	2	66	29	30	62	16	65	281	109	390
Total YTD Escrows Opened.....	49	25	409	185	122	327	113	408	1,638	670	2,308
New Open Escrows Average Days on Market.....	67	42	83	83	79	75	59	61	74	84	76
New Open Escrows Average List Price.....	359.0	387.3	320.4	366.5	458.8	368.6	525.5	444.3	392.9	237.3	349.4
CLOSED SALES:											
New Escrows Closed.....	9	4	59	24	10	48	16	52	222	79	301
Total YTD Escrows Closed.....	37	26	331	147	93	261	90	341	1,326	566	1,892
Volume of New Sales Dollars in Millions.....	2.573	1.849	19.215	8.753	4.600	18.125	8.681	25.277	89.073	19.447	108.520
Volume of total YTD Sales in Millions.....	11.300	10.269	119.365	54.168	39.903	102.761	50.335	158.728	546.828	126.317	673.146
Average Sale price in Thousands.....	285.9	462.3	325.7	364.7	460.0	377.6	542.5	486.1	401.2	246.2	360.5
Median Sale Price in Thousands.....	270.0	310.0	295.0	375.0	370.0	355.0	515.0	430.0	372.5	165.4	339.9
Coop Sales.....	8	4	50	20	8	39	12	41	182	65	247
Percent of Coop Sales.....	88.9	100.0	84.7	83.3	80.0	81.3	75.0	78.8	82.0	82.3	82.1
Average Days on Market.....	190	128	127	156	97	122	186	139	137	119	132
Sales at List Price.....	3	1	31	9	2	25	7	18	96	35	131
Percent of Sales at List Price.....	33.3	25.0	52.5	37.5	20.0	52.1	43.8	34.6	43.2	44.3	43.5
Sales to Listing Inventory Ratio.....	20.9	14.8	29.9	36.4	12.5	37.8	36.4	28.1	28.9	20.5	26.1
Final Sale to New Listing Ratio.....	64.3	50.0	76.6	88.9	47.6	90.6	106.7	75.4	78.2	68.7	75.4

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings.....	0	0	30	3	21	16	7	26	103	30	133
Total Active Listings.....	1	0	103	8	87	49	15	83	346	75	421
Average Days on Market.....	181	0	109	57	125	132	72	115	115	80	109
Average List Price in Thousands.....	335.0	0	189.9	188.6	158.1	234.8	260.1	265.9	209.9	244.0	216.0
Median List Price in Thousands.....	335.0	0	164.8	180.0	143.0	230.0	249.0	250.0	196.0	210.0	199.0
BOMS.....	0	0	8	0	13	9	3	18	51	4	55
Average BOM Price in Thousands.....	0	0	163.0	0	133.7	231.9	254.8	256.4	206.0	217.7	206.9
BOM to Sale Ratio.....	0	0	28.6	0	86.7	50.0	42.9	72.0	54.3	36.4	52.4
Expirations.....	0	0	5	1	8	0	1	2	17	5	22
PENDING SALES											
New Escrows Opened.....	0	0	36	3	19	13	5	36	112	15	127
Total YTD Escrows Opened.....	1	0	174	11	101	105	45	218	655	109	764
New Open Escrows Average Days on Market.....	0	0	73	63	102	75	59	113	90	88	90
New Open Escrows Average List Price.....	0	0	148.8	165.0	154.4	177.2	295.7	250.8	192.8	262.5	201.1
CLOSED SALES:											
New Escrows Closed.....	0	0	28	1	15	18	7	25	94	11	105
Total YTD Escrows Closed.....	2	0	136	8	87	95	39	174	541	102	643
Volume of New Sales Dollars in Millions.....	0	0	4.363	.240	2.426	3.944	1.677	6.597	19.247	2.258	21.505
Volume of Total YTD Sales in Millions.....	660	0	23.821	1.475	16.766	21.871	11.613	49.886	126.091	19.849	145.940
Average Sale price in Thousands.....	0	0	155.8	240.0	161.7	219.1	239.6	263.9	204.8	205.3	204.8
Median Sale Price in Thousands.....	0	0	149.0	240.0	147.0	220.0	235.0	239.9	200.0	184.9	199.9
Coop Sales.....	0	0	23	1	13	16	6	21	80	7	87
Percent of Coop Sales.....	0	0	82.1	100.0	86.7	88.9	85.7	84.0	85.1	63.6	82.9
Average Days on Market.....	0	0	137	243	154	189	178	148	157	108	152
Sales at List Price.....	0	0	15	1	4	8	3	12	43	5	48
Percent of Sales at List Price.....	0	0	53.6	100.0	26.7	44.4	42.9	48.0	45.7	45.5	45.7
Sales to Listing Inventory Ratio.....	0	0	27.2	12.5	17.2	36.7	46.7	30.1	27.2	14.7	24.9
Final Sale to New Listing Ratio.....	0	0	93.3	33.3	71.4	112.5	100.0	96.2	91.3	36.7	78.9

REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for Realtors® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

BUILDING REPAIRS & REMODELING

A1 PAINTING & Decorating. 30 yrs exp. Int & Ext. Wallpaper & popcorn removal. Installing and texturing of drywall & stucco. Handyman. Free estimates (818) 368-5539.....Cell 309-9189.....CSL #717698. Exp. #8 (8-17)

GAMBINO ELECTRIC
Corrections Troubleshooting
Lic. 315797 Cell (818) 468-8456 (818) 718-1922. Exp. #12 (12-14)

JIMMY'S HAULING
Yard, garage, construction clean up, trash out, small demo, concrete removal and hauling. Free estimate CA Lic. #764219.
.....(818) 882-2339...Cell (818) 535-8489..... Exp. #1 (1-19-12)

QUICK PAATCH, PLASTER & DRYWALL
Repairs match all textures. Interior & Exterior. Water damage. Lic. #293579.....(818) 7781-6032 Exp. #12 (12-14)

A/C & HEAT INSPECTIONS
REPAIR & INSTALLATION
818-599-6756.....Lic. #802169 Exp. #11 (11-16)

HARDWOOD FLOOR, KITCHEN CABINETS, FINE FURNITURE REFINISHING. INSTALLATION, REPAIRS.
BILL.....(818) 481-4651 Exp. #12 (12-14)

A PERFECT CONNECTION, INC.
Licensed Electrical Contractor #879206
Electrical corrections, trouble shooting and repairs. Free Estimates. We Show Up.
Major Credit Cards Accepted.
(323) 257-2724 Exp. #1 (2-11)

EMPLOYMENT

RUBICON, 40 yrs same location, fullor part time, no fees, free training, splits to 90%, must have sense of humor. Very busy locaiton. Easy parking, no office charges, real estate or loans, in-house escrow, optional floor time. Weekly optional fun meetings, stocks, health. Nick the Broker (818) 734-9133. A Smile Can Go a Mile. Exp. #11 (11-16)

MAINTENANCE & REPAIRS

HVAC PROFESSIONAL INSTALLATIONS
REPAIRS & NEW CONSTRUCTION
LIC. #823084.....(818) 384-5067 Exp. #9 (9-14)

VACANT HOME CLEANING SPECIALIST
APPLE CLEANING/PAINT. FORECLOSURES, HAULING.
(661)298-2084JOHN/JUNECARPETSHAMPOO(818)993-5102 Exp. #10 (10-19)

GARY SCHIFF PLUMBING
Owner operated, Roto Rooter, Main Line Drain Cleaning. Fast Reliable, inexpensive plumbing repairs. Water heaters, garbage disposals, faucets, pressure regulators and more. St Lic #683205.....(818) 700-1079 Exp. #9-9-14

QUALIFIED HANDYMAN SERVICES. All kinds of jobs. Immediately response. Free estimates. Ask for Alberto or Andy (818) 347-8765.....Fax (323-588-1490. Lic. 750345 Exp. #1 (1-2012)

MAINTENANCE & REPAIRS

LIC. ELECTRICIAN. Security lights, maintenance, Pool/spa repairs, remodel. Troubleshooting (all prices negotiable) Lic. #956157.....(818) 518-5177 Exp. #11 (11-16)

PROFESSIONAL SERVICES

LICENSED LAND SURVEYOR
LOT LINES, CERT OF COMPLIANCE,
LOT LINE ADJUSTMENT
DAN MAY.....661-297-2667 Exp. #12 (1-19-12)

POOL CLEAN UPS/REO SPECIALIST
DRAINING, ACID WASHING, REPAIR & INSTALL PUMPS, FILTERS HEATERS. PLASTER, TILE, PLUMBING & ELECTRICAL REPAIRS. POOL INSPECTIONS: \$175. C-53 LICENSED CONTRACTOR #610398. SFV, SIMI, SANTA CLARITA. **THE POOL WORKS.....805-577-6822** Exp. #2 (2012)

WIZE CHOICE
TILE & GROUT CLEANING SEALING COMPANY
LICENSED SEALER (818) 378-6360 FREE ESTIMATE.
PROFESSIONAL PRESSURE WASHING SERVICES. Exp. #12 (12-14)

\$\$ Avoid I.R.S. Penalties \$\$
Tax Preparation: Individual, Business, Corporation
Need to File Current Returns, Or Late Filings?
Gary M. Martin Enrolled Agent, Lic. #41838
Office: (818) 709-2500
GARYMARTIN@SOCAL.RR.COM Exp. #4 (4-2012)

LEGAL

THE LAW FIRM OF KATZ & BLOCK
DENNIS P. BLOCK & ASSOCIATES
The Number One Law Firm Specializing in
TENANT EVICTIONS
UNLAWFUL DETAINER



ENCINO
(818) 986-3147



- Guaranteed rapids filings
- No office visit required
- Free telephone consultations
- More experience than any other law firm
- Lockout Management service available

FULL COLLECTION SERVICES
FREE FORMS AND
TELEPHONE CONSULTATIONS

Open Monday through Saturday
Call after hours for our informational hotline
including free forms

OTHER AREA OFFICES:
LOS ANGELES **VALLEY VILLAGE**
323-938-2868 **818-432-1980**

TOLL FREE
800-77EVICT

www.evict123.com

REAL ESTATE

Discover the Park Regency Difference.

Meet Art & Giuliana O'Hare...



Art & Giuliana O'Hare

"In 1989, I felt like I wasn't going anywhere professionally and decided to make a career change. I came to Park Regency and began a new way of life. Success didn't happen overnight, but the training and motivational classes combined with the continuous support from management and my colleagues provided me the direction I needed to grow both professionally and personally to where I am today."

-Art O'Hare



Facebook.com/ParkRegency

818-363-6116 • www.ParkRegency.com
10146 Balboa Blvd. Granada Hills, CA 91344



REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for Realtors® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

PROFESSIONAL SERVICES

REVERSE MORTGAGE FOR HOME PURCHASE

JERRY T. COHEN
WELLS FARGO HOME MORTGAGE.
Tel (818) 316-0863.....Cell (818) 631-1110
jerry.t.cohen@wellsfargo.com
www.wfhm.com/jerry-cohen

Exp. #11 (11-16)

MOLD INSPECTIONS

Escrow mold screening/investigation, visual inspection, moisture assessment, sampling, recommendations. Initial consultation/inspections by experienced certified professional CIEC/CMRS starting at \$110.00 Visit our website at PPIENVIRO.com or call today to speak with our environmental professional. PPI L.L.C./Environmental Services..... (818) 707-7725

Exp. #2 (2012)

PERMIT PLAN PERMIT PLAN

LEGALIZE ROOM ADDITION
BUILDING CODE VIOLATION

ALEX.....(818) 497-3799

Exp. #3 (3-2012)

ROOFING Inspection within 24 hrs. 1-818-772-7500

ROOFING OCTAGON ROOFING CO. Fast serv.

ROOFING Certification-all types repaired & installed

ROOFING Insured & CA Lic. #767713

ROOFING with over 20 years experience.

Exp. #12 12-20-13

ADVERTISERS: DON'T BE LEFT OUT!

It's Your Responsibility As An Advertiser To Keep Track Of Your Ad's Expiration Date.

Send In Your Renewal One Week Prior To Expiration To Guarantee Continued Exposure And Results From Your Realtors® Report Classified Ads

REAL ESTATE

\$39 per month

100%

COMMISSION



GOLD STAR REALTY

We Offer:

Full Time Experienced Broker

Equipped Offices & Conference Rooms

Most Southland MLS Services

Friendly and Helpful staff

(818) 757-4567

20 YEARS IN BUSINESS

17815 Ventura Blvd., Suite 205, Encino

REAL ESTATE

WANTED

12 Ugly, in need of repair,
Single Family Homes
in the San Fernando Valley
(and surrounding areas).

We PURCHASE (ALL CASH)
IN 7 DAYS

OUR PROMISE:

All Agents that find them will
List Properties for Sale
upon rehabbing them.

Send us a deal today!

David Gutierrez, Mgr. of MI, LLC

Direct

(818) 922-5997

david@oldmissionfinance.com

TERMITE INSPECTION & FUMIGATION

NORDHAGEN AND
DAUGHTERS

EXTERMINATING
COMPANY INC.

TERMITE INSPECTIONS & FUMIGATIONS

SRAR 2002 " AFFILIATE OF THE YEAR"

YOU'VE TRIED THE REST...

YOU DEMAND THE BEST...

PUT US TO THE TEST !!!

- ◆ We do our OWN fumigations (No Sub-Contractor)
- ◆ Salaried inspectors (NO COMMISSIONS)
- ◆ FREE inspection if competitive bid
- ◆ Computer generated, emailed reports
- ◆ Recommended repairs performed by our company
- ◆ Licensed, insured and bonded

800-933-7378

818-886-3454

661-254-2133

800-649-1922 FAX

661-255-1902 FAX

Affiliate member SRAR

Affiliate member REOMAC

Member PCOC (Pest Control Operators of California)

CA Reg. # PR 2861

PROPERTY INSPECTION



California General
Building Contractors
Lic. No. 305021



JERRY CARLISLE
PROPERTY INSPECTIONS

MASTER CREIA INSPECTOR
AS DESIGNATED BY THE CALIFORNIA REAL
ESTATE INSPECTION ASSOCIATION

Member
AMERICAN SOCIETY OF
HOME INSPECTORS

Over twenty years of property inspection experience

Single Family Residences
Condos
Townhouses
Apartment Buildings
Commercial/Industrial Buildings

(818) 880-9195

(310) 478-8039

20929 Ventura Blvd. Suite 47-148
Woodland Hills, CA. 91364

HomeInspectJerry@aol.com
www.PropertyInspector.CityMax.com

REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for Realtors® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

TERMITE INSPECTION

Termite & Retrofitting

Termite Inspection

- Fast report (fax or e-mail)
- Bill to escrow
- Free inspection if competitive bid
- All works fully guaranteed
- We will beat or meet other bid

Retrofitting Inspection

- Gas shut-off valve
- Water conservation
 - Ultra low flow toilet
 - Shower head
 - Certificate of compliance
- Smoke detector
- Window safety glazing



Call: (818) 886-7378
(310) 328-7378



Get two inspections for one call

PROPERTY INSPECTION

**“Property Inspectors
You Can Count On!”**

April Kass
818-951-1795

LaRoccaInspect.com

LEGAL

SPILE, SIEGAL, LEFF & GOOR, LLP

** Member of the
Prestigious C.A.R. Strategic Defense Panel **

** Serving the
Real Estate Brokerage Industry **

- Transactional
- Corporate
- Mergers & Acquisitions
- Litigation
- Professional Liability
- Administrative Hearings
- D.R.E. Issues
- Alternative Dispute Resolution
- Risk Management
- Estate Planning

Phone: **818-784-6899**

Fax: 818-784-1076

E-mail: counsel@spile-siegal.com

SSL&G

CONSTRUCTION



STYL'N CONSTRUCTION, INC.

R.E.O. / Foreclosures
Email: Styl'n@earthlink.net

Hey Brokers - We Do It All!

- | | |
|--------------------------|---------------------------------|
| • Trash-Outs | • Lead Bids |
| • Initial Yard Clean-Up | • Retrofitting Bids |
| • Initial Cleaning | • FHA - HUD Lender Requirements |
| • Emergency Preservation | • Interior Paint |
| • Pool Clean-Ups | • Carpet - Vinyl - tile |
| • Monthly Services | • Exterior Paint |

No One Has Our Experience Or Billing Terms!

STYL'N CONSTRUCTION INC.
9939 Canoga Avenue Unit "J"
Chatsworth, CA 91311
www.broker-solutions.com

Office: (818) 407-1327

Fax: (818) 407-1462

Licensed • Bonded & Insured • Lic. #806623

REAL ESTATE

(818) 755-0002

Confidential Interview

Call For a

Concept To A New Level!

Taking the 100%

www.ExclusiveEstatePro.com

Estate Properties, Inc.

Exclusive



Are you ready to keep
more of your commission?

REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for Realtors® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

AIR CONDITIONING / HEATING



TEL. (818) 833-7351
FAX. (818) 833-7352

- ✓ HEATING & AIR SPECIALISTS
- ✓ INSPECTIONS
- ✓ NEW INSTALLATIONS
- ✓ REPAIRS
- ✓ CHANGE OUTS
- ✓ MAINTENANCE



CHECK OUT OUR WEBSITE
WWW.AIR-REGIONAL.COM

**RESIDENTIAL
AND
COMMERCIAL**

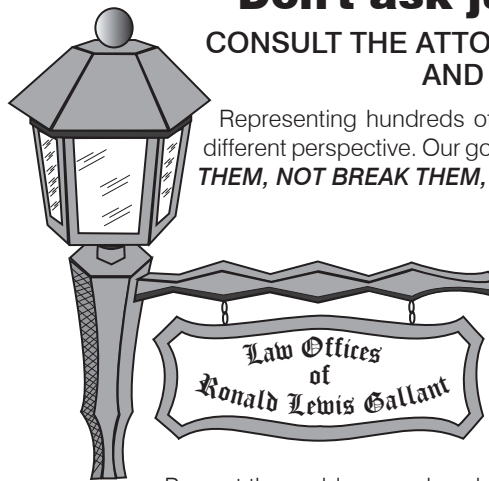
FREE QUOTES!

LEGAL

Legal Problems? Don't ask just an attorney

**CONSULT THE ATTORNEY CHOSEN BY BROKERS
AND THEIR AGENTS**

Representing hundreds of REALTORS® and associates gives us a different perspective. Our goal is to **KEEP DEALS TOGETHER -- MAKE THEM, NOT BREAK THEM**, and keep you out of trouble.



- *Free consultations for SRAR members and their clients.*
- *24 Hour Advice.*
- *Reduced fees for SRAR members.*
- *Free seminars for SRAR Offices.*

Prevent the problem -- ask us before you or your client act.

- Former Assistant United States Attorney and Professor of Law
- Master of Law Degree
- MASTER CARD/VISA ACCEPTED
- Review of Real Estate Documents
- Negotiations
- Business and Tax Advice
- Real Estate Litigation
- Dept. of Real Estate and SRAR Disciplinary Matters
- CC&R AND HOA Issues
- Corporations
- LLC and Partnership



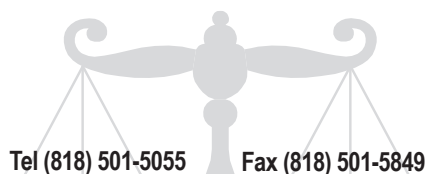
15760 VENTURA BLVD. • SUITE 700 • ENCINO • (818) 501-0780

BANKRUPTCY

Bankruptcy and Real Estate Attorney

Stephen L. Burton, Attorney at Law

- ◆ Chapter 7, 11 and 13 Bankruptcy
- ◆ Represent Debtors and Creditors since 1984
- ◆ Stop Foreclosures, Automatic Stay Relief
- ◆ Real Estate Litigation, Civil Suits, Unlawful Detainers
- ◆ Free Initial Consultation. Competitive Rates



Tel (818) 501-5055 Fax (818) 501-5849

Offices located in the City National Bank Executive Tower, Sherman Oaks

Email: SteveBurtonlaw@aol.com
www.TopGunBankruptcyAttorney.com

15260 Ventura Blvd., Suite 640 • Sherman Oaks, CA 91403

PRINTING

Southland REGIONAL Association of PRINT SHOP SERVICES

Make Us Your Choice For All Your Printing Needs!

Fast Turn Around! Competitive Pricing!

Our in-house graphic design team is standing by, so call today!



- ANNOUNCEMENTS
- BROCHURES
- BUSINESS CARDS
- NCR FORMS
- DOOR HANGERS
- ENVELOPES
- FLYERS
- POST CARDS
- LABELS
- LETTERHEAD
- COLOR COPIES

(818) 947-2246



**SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.**

**7232 Balboa Blvd.
Van Nuys CA 91406**

**Regular mail not fast enough?
Read REALTOR® Report on-line at www.srar.com**

PRESORTED
STANDARD
U.S. POSTAGE
PAID
VAN NUYS, CA
PERMIT NO. 1088

AREA MEETING ANNOUNCEMENTS

EAST NORTH

Thursdays

Chairperson: Doc Holladay
Phone: (818) 987-9500

Co-Chair: Rudy Leon
Phone: (818) 642-7839

Location: Lulu's Restaurant - 16900 Roscoe Blvd., Van Nuys

Time: 8:45am

COMM. INVEST. PROP. 3rd Tues of mo.

Chairperson: Brian Hatkoff, CCIM
Phone: (818) 701-7789
Web: www.commercialdataexchange.com
Time: 8:30 A.M.
Location: SRAR Auditorium
7232 Balboa Blvd., Van Nuys

R.E. NETWORK Fridays (expt. holidays)

Contact For Information: Bud Mauro
Phone: (818) 349-9997
Location: El Cariso Golf Club Restaurant, "The 19th Hole". 13100 Eldridge Ave., Sylmar CA.
Exit 210 Frwy at Hubbard, N. to Eldridge, E. to Golf Club Entrance. [TG-482 D 3]
Time: 8:30 – 9:30 A.M. - EVERY FRIDAY

OUTWEST

2nd Thurs of Mo.

Chairperson(s): Jim Bevis, Chairman
Louis Mowbray, Membership
Larry Gutierrez, Listings and Caravan

Phone: Jim – (818) 522-4113

Email: jabevis@ATT.net

Phone: Lou – (818) 703-7209

Email: lmowbray@pacbell.net

Phone: Larry – (818) 645-8224

Location: Denny's, 8330 Topanga Cyn. Blvd.

Time: 8:30am – 10:00am

BUSINESS OPPORTUNITY 4th Tues of mo.

Chairperson(S): Harvey Osherenko
Phone: 522-7592
Location: SRAR – Time: 9:00 A.M.

Business Opportunity Marketing and
IRC 1030 Exchanging
Bring copies of your Haves and Wants
How to Value a business!
Learn about 4x Trading

Followed by a light lunch.

Reservations or Information: Harvey at
harveyok2@yahoo.com

SCV CARAVAN 1st and 3rd Fridays

Location: Home Town Buffet- 23154 W. Valencia Blvd., Santa Clarita Valley
Date: 1st & 3rd Friday's
Time: 8:30am
Topic: MLS Marketing Meeting

NORTH L.A. COMMERCIAL REAL ESTATE FORUM

Location: IHop Restaurant
24737 Pico Cyn. Rd., Stevenson Ranch
Chairperson: Bob Khalsa, CCIM
661-513-4433