

A close-up portrait of a woman with voluminous, wavy reddish-brown hair and bangs. She has a warm smile, showing her teeth, and is wearing a blue collared shirt. The background is a soft-focus green, suggesting foliage.

REALTOR® REPORT

December, 2011/January 2012

The Official Publication of Southland Regional Association of REALTORS®

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SRAR
Leadership
Announced** pg.3

Wendy Hale
Named 2012 President

November 2011
Forms Release
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NOVEMBER 2011 FORMS RELEASE

BY KATHY MEHRINGER, SRAR RISK MANAGEMENT 2011

The California Association of REALTORS® (C.A.R.) Standard Forms Advisory Committee (SFAC) is ready to release some new and newly revised forms. The release is scheduled for November 28, 2011. Below you will find a brief description of what's new in the world of real estate forms:

C.A.R. is pleased to report that the Mortgage Assistance Relief Services (MARS) rules may not apply to real estate licensees provided they meet three criteria:

1. The agents are licensed and maintain good standing under state law.
2. They are acting in compliance with state law governing the practices of brokers and agents.
3. They are assisting or attempting to assist a consumer in negotiating, obtaining or arranging a short sale of a dwelling in the course of securing the sale of the consumer's home.

At this time C.A.R. For the time being the MARS forms will remain on zipForms6.

The complete summary of the changes can be found by logging on to:

<http://www.car.org/legal/standard-forms/summary-forms-releases-chart/november2011formreleases/>

New Forms:

ABAA – Additional Broker or Agent Acknowledgement Addendum – When more than one broker or agent represents a principal, this form identifies the additional licensee.

EL – Extension of Lease – Used to extend a fixed term lease for a new fixed period of time.

OVS – Optional Verification of Electronic Signatures for Third Parties – This form can be used to provide verification to lenders or escrow holders who question whether electronic signatures were authorized by buyer or seller.

WHS – Water Heater Statement of Compliance – Separate stand-alone form to be used only in a TDS exempt transaction where no smoke detector statement is required. For example, with vacant land.

The following forms have been revised:

ADM – Addendum – The modification allows this form to be used with listing agreement or buyer representation agreement.

BMI – Buyer Material Issues – Indemnity language for buyer failure to acknowledge material issues has been changed to a representation that buyer has specified all material issues.

BRE – Property description moved from page 2 to page 1. Rename buyer compensation paragraph

BRNE – Property description moved from page 2 to page 1. Rename buyer compensation paragraph

BRNN – Property description moved from page 2 to page 1.

CL – Commercial Lease Agreement – If damage caused by tenant, landlord has the right to terminate but retains right to recover from tenant.

CTT – Change of Terms of Tenancy – Added tenant acknowledgement.

DRA – Denial of Rental Application – New section added if denial was based on credit score. Language revised to comply with federal rule.

HOA – Homeowner Association Information Request – California law requires a new format and language regarding fees and citation to statutes.

MCA – Market Conditions Advisory – New paragraphs added for appraisal contingency, buyer multiple offers and seller considerations. Seller signature block added.

NCRPA – Sub heading removed

RLA – Residential Listing Agreement – Exclusive – Listing broker given authority but not obligation to disclose terms of other offers received (Also applies to RLAA, RLAN)

SA – Seller's Advisory – Added language regarding Seller obligation to ask attorney if unsure how to disclose. Added reference to Improvement Bond Act.

SBSA – Statewide Buyer and Seller Advisory – Added language regarding point of sale requirements, carbon monoxide detectors. New paragraphs re: underground pipes and medical marijuana.

SPQ – Seller Property Questionnaire – Added note to seller about getting legal advice on how to disclose. Additional questions re: leasing, gas pipelines, cell towers and transmission lines.

SSIA – Short Sale Information and Advisory – Added language about short sale anti-deficiency rules for senior and junior liens. Added language about 3rd party short sale negotiators.

TDS – Real Estate Transfer Disclosure Statement – Added language re: water conservation devices. For further information please see New California Laws as posted on www.car.org

As always, suggestions for C.A.R. SFAC should be sent to carforms@car.org. C.A.R.'s staff liaison, Joy Alafia, will ensure your suggestions are submitted for consideration.

CONSUMER PRICE INDEXES						
OCTOBER 2011						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		ONE MONTH ENDING
	OCT 2010	SEPT 2011	OCT 2011	SEPT 2011	OCT 2011	OCT 2011
Los Angeles - Riverside - Orange County	226.794	233.022	233.049	3.1	2.8	0.0



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

REALTOR® REPORT

The Official Publication of SRAR

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Wendy Hale

Chief Executive Officer
Jim Link

**Santa Clarita Valley Division
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Sal Aranda

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WENDY HALE TO SERVE AS 2012 SRAR PRESIDENT



REALTOR® Wendy Hale was unanimously affirmed to serve as President of the Southland Regional Association of REALTORS® for 2012, it was announced following the first meeting of the newly elected SRAR Board of Directors. Hale currently serves as the Association's President-Elect.

Ms. Hale is well qualified to lead the 8,800 member Association, one of the nation's largest. A member since 1977, she has served in numerous positions for the Association. She is completing her fifth year on the Board of Directors and third year as a member of the Executive Committee.

She has served four years on the Grievance Committee, nine years on the Professional Standards Panel and four years on the Ethics and Arbitration Policy Committee. She has also served on the MLS Committee, Technology Committee, Governmental Affairs Committee and Nominating Committee.

A Director of the California Association of REALTORS® since 2008, Ms. Hale has served on the Legislative Committee, Taxation and Government Finance Committee, Professional Standards Committee, Risk Management and Consumer Protection Committee, Standard Forms Forum, Local Government Relations Committee and Housing Opportunity Committee.

Hale has participated in National Association of REALTORS® activities, including its annual legislative meetings in Washington D.C., and annual Leadership Summit. She is a certified facilitator for the NAR "At Home With Diversity" program.

She is active in a number of community and civic organizations including the Valley Economic Alliance, Los Angeles Public Library volunteer readers program and is a certified facilitator for Integrity Coaching's "Managing Goal Achievement".

Serving with President Hale on the 2012 Board of Directors will be President-Elect Sharon Barron, Immediate Past President Fred Sabine, Tom Carnahan, Ana Maria Colon, Gina Covello, Winnie Davis, Roger Hance, Loren Hansen, Debbie Hawkins, Jeff Kahn, Erika Kauzlarich-Bird, Rana Linka, Bud Mauro, Alice McCain, Susan Miller, Nancy Starczyk, Daniel Treserras, Nancy Troxell, Gina Uzunyan, Andy Walter, Chris Williams and Pat A. Zicarelli.

The 2012 Officers and Directors assume office on January 1, 2012. They will be installed at the Association's Annual Installation Gala on February 4, 2012 at the Sheraton Universal Hotel. All members of SRAR are invited. Contact Karen Marten for ticket pricing and reservations.

SHARON BARRON NAMED 2012 SRAR PRESIDENT-ELECT

REALTOR® Sharon Barron was elected to the office of 2012 President-Elect of the Southland Regional Association of REALTORS®, it was announced following the first meeting of the 2012 Board of Directors. As per association bylaws, Barron will serve as SRAR President in 2013.

President-Elect Barron has a long and distinguished history of service to the association. A member since 1989, she has served three years on the MLS Committee, two years on the Grievance Committee and five years on the Professional Standards Committee. She was the Professional Standards vice chair in 2005 and chair in 2006.

She has also served on the Technology Committee, Governmental Affairs Committee, Finance Committee and Ethics and Arbitration Committee. She is completing her fifth year as a member of the SRAR Board of Directors and is a member of the 2012 Executive Committee.

A California Association of REALTORS® director since 2009, Sharon has served on the CAR MLS Committee, Professional Standards Committee and Risk Management Committee. She is a California "Golden R" member as a contributor to the REALTORS® Action Fund.

She also serves on the board of directors of the California Real Estate Technology Services (CARETS), an organization of seven regional multiple listing services providing access to data throughout most of Southern California.

An avid golfer, Sharon is the past president of the Lakeside Country Club Ladies Golf Association, active in the Toluca Lake Home Owners Association and other civic organizations. She has been married to husband Bob for 24 years and is a long time resident of Toluca Lake.



*Annual Installation Dinner Dance
February 4, 2012*

INSTALLATION DINNER TICKETS AVAILABLE

SRAR members are invited to attend the 92nd Annual Installation and Dinner Dance being held on Saturday, February 4, 2012 at the Sheraton Universal Hotel where 2012 SRAR President Wendy Hale and the 2012 Board of Directors will be installed.

Cocktails and complimentary hors d'oeuvres will be available beginning at 6:00 p.m., followed by a gourmet dinner. Music and dancing entertainment will be provided throughout the evening.

Tickets for the black tie optional affair are \$100 each and may be ordered by sending in the flier in this issue of REALTOR REPORT®. Reserved tables of ten may be purchased. Seating for purchases of less than ten cannot be reserved.

We look forward to sharing this exciting evening with you.

Free Event - January 24, 2012

COMMERCIAL DAY

Salute, Inform & Celebrate Commercial Agents
Join other practitioners in the Commercial Real Estate Field as they discuss Appraisal, Lending, Short Sale/REO and more.

Schedule of Events:

8:30 a.m. - 9:00 a.m.	Registration
9:00 a.m. - 9:15 a.m.	Welcome & Introductions
9:15 a.m. - 10:55 a.m.	Vesting (How to Hold Title) Property Inspection Commercial Real Estate Terminology Appraisal Property Management REO/Short Sale Note Purchase
11:00 a.m. - 12:00 p.m.	Round Tables (Open Format)
12:00 p.m.	Lunch & Networking

Main Auditorium SRAR
7232 Balboa Blvd., Van Nuys, CA 91406

Email your RSVP today to

CommercialDay2012@srar.com

YOUR RSVP MUST INDICATE IF YOU WILL STAY FOR LUNCH



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HOLIDAY SCHEDULE

The Association office will be closed at noon December 23 and December 30. And all day December 26, and January 2, 2012.

*Happy Holidays
from the
Officers
and Staff
of the
Southland Regional
Association of Realtors*

Cordially invites you to attend our

*92nd
Annual Installation
Dinner Dance*

*Featuring the Installation of
Wendy Hale, President
and the
2012 Officers and Directors*

*Sheraton Universal Hotel
333 Universal Hollywood Drive
Universal City*

Saturday, February 4, 2012

*Cocktails at 6:30 p.m.
Dinner at 7:30 p.m.*

*Black Tie Optional
Only tables of ten (10)
will be reserved*



Please send _____ Installation Dinner Dance tickets at \$100.00 each.

I have enclosed my check payable to:

SRAR Installation, Attention: Karen Marten, 7232 Balboa Blvd., Van Nuys, CA 91406.

Please charge: ☐ Visa ☐ Mastercard ☐ American Express ☐ Discover

Card Number: _____ / _____ / _____ / _____ Amount: \$ _____

Expiration Date: _____ / _____ Authorized Signature: _____

NAME _____

Mailing Address: _____

Phone Number _____ E-mail _____

RESPONSIBLE REALTOR® APPLICANTS

FIRST POSTING

Banks, Jean
Accountax Financial Services
13001 Killion St.
Sherman Oaks, CA. 91401

Khachian, Emelin S.
Emelin Khachian
1010 N. Central Avenue
Glendale, CA. 91202

Brazil Jr., Richard Harold
Millenium One Realty
152 Via Olivera
Camarillo, CA. 93012

Matthews, Christine Osier
Crisi Matthews Real Estate — CMRE
108 Birmingham Ct.
Discovery Bay, CA. 94505

Coler, Scott Nathan
Capital Pacific Real Estate
4100 MacArthur Blvd., Ste. 300
Newport Beach, CA. 92660

Pham, Peter Minh
Peter M. Pham
824 Hillside Ave.
Albany, CA. 94706

Cordero, Eva Bocalan
EC Realty Network Services
22251 Summit View Lane
Woodland Hills, CA. 91367

Santagata, Joan
Grand California Properties Inc.
18001 Ventura Blvd. #C
Encino, CA. 91316-3526

Gankin, Gennady
Gennady Gankin — Broker
5929 Chimineas Ave.
Tarzana, CA. 91356

SECOND POSTING

Campos, Jorge
The Real Estate Plaza
15650 Devonshire St. #100
Granada Hills, CA. 91344

Osagie, Kinston
New Republic Real Estate Group
7657 Winnetka Ave. #160
Winnetka, CA. 91360

Figueroa, Rafael
Raford Management Co.
6345 Balboa Blvd. Suite #312
Encino, CA. 91316

Sanders, David
David E. Sanders
22101 Gresham St.
West Hills, CA. 91304

Garces-Cardozo, Ingrid Viviana
Skycrown, Inc.
6851 Alta Loma
Los Angeles, CA. 90068

Tapia, Marina
Marina Tapia Broker
28119 Oaklar Dr.
Santa Clarita, CA. 91350

Gibson, Richard Carl
Richard Carl Gibson
21900 Burbank Blvd. #300
Woodland Hills, CA. 91367

Vladimirskaia, Zoya
Zoya Vladimirskaia
7111 Winnetka Ave. #17
Winnetka, CA. 91306

Jannone, Marc
Marc Jannone
5133 Beeman Ave.
Valley Village, CA. 91607

Zeitouni, Zeina
IrentToOwn Corp.
500 3rd Street
San Francisco, CA. 94107

REALTOR® APPLICANTS

Aranda, Lidia / Rueben Zamudio, Broker / Bakersfield
Becker-Frederick, Kimberly R. / Dilbeck Realtors / Calabasas
Burke, Lacy / Re/Max Grand Central / Tarzana
Campuzano, Camilo / Rodeo Realty / Northridge
Carver, Randell Russell / Keller Williams Realty / Studio City
Cashman, Christopher Todd / Keller Williams Realty Calabasas / Calabasas
Chappell, Linda / Client Services Financial / Santa Clarita
Dautel, Alejandro Juan / Realty World Estates / Valencia
Dewit, Jon / RE/MAX of Santa Clarita / Santa Clarita
Fischer, Leslie Suzanne / RE/MAX of Valencia / Valencia
Grassini, Mariana Elena / Pinnacle Estate Properties / Encino
Halim, Maher Moses / Keller Williams VIP Properties / Valencia
Hamblin, Kevin Richard / Coldwell Banker / Calabasas
Hingston, Kathryn S. / Exit Realty SCV / Stevenson Ranch
Hotz, Elizabeth Ann / Ewing Sotheby's I.R. / Calabasas
Hovik, Oganess Movsesyan / New Wave Realty / North Hollywood
Kaminski, Ricki / Pinnacle Estate Properties, Inc. / Encino
Kazarian, Narek / Crisi Matthews Real Estate / Discovery Bay
Kim, Sun C. / Coldwell Banker Quality Properties / Northridge
Koester, Kyle / RE/MAX of Santa Clarita / Santa Clarita
Ibanez, Orlando / Coloso Properties / Burbank
Lee, Edward Arthur / Pacific Inter Capital Investment Solutions / Hollywood
Mamane, Joshua Haim / Century 21 Valley Properties / West Hills
Mardusian, Armen Anthony / Realty Source / El Cajon
Meguerditchian, Alexander / Troop Real Estate, Inc. / Valencia

Minassian, Elvin J. / Keller Williams Realty / Northridge
Molidor, Jennifer Christine / Pinnacle Estate Properties, Inc. / Valencia
Montero, Pamela Ann / Gold Star Realty / Encino
Monterrosa, Ricardo Anibal / Mohamed Hassan / Sherman Oaks
Onu, Cajetan / Dilbeck Realtors / Santa Clarita
Pasha, Rahman Kaleem / Keller Williams Realty / Northridge
Prieto, William David / A-Team Realty, Inc. / Woodland Hills
Pritikin, Jeffrey / Pinnacle Estate Properties / Encino
Raach, Nicole Marie / Exit Realty SCV / Stevenson Ranch
Rabinovitz, Joshua / Exit Platinum Realty / Woodland Hills
Rapley, Junior / DR Realty / Sylmar
Rashidian, Marisol / RE/MAX Olson & Associates, Inc. / Northridge
Reyes, Enrique Cutin / Century 21 All Moves / Granada Hills
Ross, Mary Elizabeth / Dilbeck Realtors / Calabasas
Rouse, Kevin A. / Personal Touch Properties / Lancaster
Suarez, Luis / Keller Williams Realty / Northridge
Toledo, Michael Derrick / Quantum Realtors / Los Angeles
Torres, Maria Isabel / Century 21 O.J. Realty / North Hollywood
Tucci, Kimberly Ann / Rodeo Realty / Encino
Vakian, Ailine / Pinnacle Estate Properties / Northridge
Vazquez, Mayra Berenice / General Realty Group, Inc. / Sherman Oaks
Weston, Jennifer Anne / Zip Realty / Emeryville
Wink, Sandra K. / Century 21 Adobe / Agoura Hills
Wright, Jack Anthony / Keller Williams Westlake Village / Westlake Village
Zaribaf, Seyed Saeid / Keller Williams Realty Calabasas / Calabasas

NOVEMBER 2011

SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

 RESIDENTIAL
PROPERTIES LISTED

1,273

 RESIDENTIAL PROP.
ESCROW OPENED

1,272

 RESIDENTIAL PROP.
ESCROW CLOSED

985

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	183	154	131	158	205	831	442	1,273
TOTAL ACTIVE LISTINGS	524	609	429	559	652	2,773	1,605	4,378
AVERAGE DAYS ON MARKET	104	111	108	113	116	111	127	117
AVERAGE LIST PRICE IN THOUSANDS	242.5	549.6	592.4	445.2	797.3	535.4	402.7	486.7
MEDIAN LIST PRICE IN THOUSANDS	239.0	375.0	350.0	369.0	485.0	349.0	270.0	320.0
BOMS	52	58	55	59	64	288	118	406
AVERAGE BOM PRICE IN THOUSANDS	230.4	409.4	361.3	356.1	595.5	398.3	314.4	373.9
BOM TO SALE RATIO	36.6	47.9	48.7	36.6	39.0	41.1	41.2	41.2
EXPIRATIONS	30	38	27	39	40	174	88	262

PENDING SALES:

NEW ESCROWS OPENED	167	163	144	204	213	891	381	1,272
TOTAL YTD ESCROWS OPENED	1,603	1,690	1,367	1,820	1,968	8,448	3,468	11,916
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	73	77	113	90	77	85	78	83
NEW OPEN ESCROWS AVERAGE LIST PRICE	224.3	384.5	404.3	386.3	522.7	391.1	380.6	388.0

CLOSED SALES:

NEW ESCROWS CLOSED	142	121	113	161	164	701	284	985
TOTAL YTD ESCROWS CLOSED	1,459	1,559	1,211	1,623	1,770	7,622	3,039	10,661
VOLUME OF NEW SALE DOLLARS IN MILLIONS	36.621	57.517	54.274	61.761	78.059	288.231	96.031	383.262
VOLUME OF TOTAL YTD SALES IN MILLIONS	348.592	721.250	559.624	640.494	898.233	3,168.193	1,045.881	4,214.074
AVERAGE SALE PRICE IN THOUSANDS	257.9	475.3	480.3	383.6	476.0	411.2	338.1	390.1
MEDIAN SALE PRICE IN THOUSANDS	245.0	390.0	322.0	355.0	390.0	325.0	260.1	310.0
COOP SALES	107	104	93	130	132	566	244	810
PERCENT OF COOP SALES	75.4	86.0	82.3	80.7	80.5	80.7	85.9	82.2
AVERAGE DAYS ON MARKET	126	134	139	145	134	136	146	139
SALES AT LIST PRICE	81	47	37	73	58	296	138	434
PERCENT OF SALES AT LIST PRICE	57.0	38.8	32.7	45.3	35.4	42.2	48.6	44.1
SALES TO LISTING INVENTORY RATIO	27.1	19.9	26.3	28.8	25.2	25.3	17.7	22.5
FINAL SALE TO NEW LISTING RATIO	77.6	78.6	86.3	101.9	80.0	84.4	64.3	77.4

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	73	215	28	20	17038
100,000 TO 109,999	68	60	5	4	12140
110,000 TO 119,999	94	11	82	7	8876
120,000 TO 129,999	66	149	38	24	10868
130,000 TO 139,999	105	158	43	28	17757
140,000 TO 149,999	57	142	36	23	17870
150,000 TO 159,999	81	195	44	30	66600
160,000 TO 169,999	83	434	119	84	23129
170,000 TO 179,999	82	571	143	103	23386
180,000 TO 189,999	74	441	132	88	19848
190,000 TO 199,999	69	360	79	56	26506
200,000 TO 209,999	77	210	60	46	33820
210,000 TO 219,999	72	204	55	45	35201
220,000 TO 229,999	60	151	36	21	21672
230,000 TO 239,999	93	139	33	26	48650
240,000 TO 249,999	64	214	35	31	56944
250,000 TO 259,999	56	137	18	10	79457
260,000 TO 269,999	69	105	12	10	42658
270,000 TO 279,999	56	72	9	7	92850
280,000 TO 289,999	97	241	38	32	152251
290,000 TO 299,999	106	106	5	5	76017
300,000 TO 309,999	77	4386	984	708	33946
TOTALS					

LISTINGS

17,988

2011 RMLS TOTAL - \$ VOLUME

\$4,214,074,000

SALES

11,196

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS® INC.

SAN FERNANDO 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	2346	895	560.0	38.2		2595	882	594.2	34		2935	574	329.3	19.6		2084	964	357.7	46.3		1830	963	410	52.6		1786	976	368.7	54.3	
FEB	2373	971	602.1	40.9		2421	893	581.8	36.9		2633	654	409.7	24.8		1178	876	330.5	49.4		1780	872	349.7	49		1646	753	303.5	45.7	
MAR	2818	1487	976.8	52.8		3521	1318	848.1	37.4		2878	792	429.0	27.5		2004	1,148	428.6	57.3		2,231	1,131	523.3	50.7		1,875	1,050	430.7	56	
APR	2465	1441	911.4	58.5		3205	761	519.6	23.7		2949	983	538.1	33.3		1956	1275	487.5	65.2		2,212	1,188	526.9	53.7		1,740	1052	394.2	60.5	
MAY	3185	1434	903.9	45.0		3493	1151	804.7	33		2629	1165	626.4	44.3		1,865	1,300	530.1	69.7		1,936	1,235	523.7	63.8		1,732	1,023	422.3	59.1	
JUNE	3111	1407	948.7	45.2		3163	1234	870	39		1549	1182	616.7	43.2		1,928	1,410	612	73.1		2,051	1,269	563	61.9		1,752	1,114	439.1	63.6	
JUL	2899	1322	825.1	45.6		3247	1157	839.7	35.6		2731	1263	672.9	46.2		1,922	1,322	581.7	68.8		2,153	1,104	484.5	51.3		1,592	1,033	422.7	64.9	
AUG	3097	1296	816.4	41.8		3480	1057	767.0	30.4		2518	1181	594.7	46.9		1,820	1,259	553.7	69.2		1,993	1,029	443.8	51.6		1,707	1,145	452.6	67.1	
SEPT	2807	1284	783.8	45.7		2753	736	506.3	26.7		2423	1181	533.4	48.7		1,731	1,205	543.1	69.6		1,726	1,034	430.4	59.9		1,512	1,048	430.4	69.3	
OCT	2682	1194	756.7	44.5		2925	666	444.2	22.8		2389	1321	601.7	55.3		1,794	1,243	527.5	69.3		1,677	883	371.9	52.7		1,363	1,017	385.3	74.6	
NOV	1943	1195	756.6	61.5		2342	701	438.4	29.9		1770	1121	470.9	63.3		1,505	1,095	452.1	72.8		1,431	864	356.8	60.4		1,273	985	382.2	77.4	
DEC	1355	1263	812.3	93.2		1691	710	440.1	42		1483	1241	497.5	83.7		1,327	1,174	549.1	88.5		1,298	1,045	431.2	80.5						
TOTAL	31,081	15,189	9,653	48.9		34,836	11,266	7,654.1	32.6		28,887	12,658	6,320.3	44.7		21,114	14,271	5,953.6	66.6		22,318	12,617	5415.2	55.6						
AVG. SALE PRICE			\$635,578					\$679,398					\$499,313					\$417,181					\$429,200							

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR NOVEMBER

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	136	100	82	122	164	604	337	941
Total Active Listings	373	392	300	441	517	2,023	1,185	3,208
Average Days on Market	101	111	115	109	113	110	123	115
Average List Price in Thousands	268.5	678.6	723.1	487.2	933.6	633.0	425.5	556.4
Median List Price in Thousands	255.0	500.0	480.0	400.0	549.0	399.9	275.0	359.0
BOMS	42	38	36	45	50	211	91	302
Average BOM Price in Thousands	244.9	504.4	448.5	379.3	696.8	462.1	321.0	419.6
BOM to Sale Ratio	40.8	43.2	44.4	36.9	42.7	41.3	43.5	41.9
Expirations	25	26	20	32	35	138	68	206

PENDING SALES

New Escrows Opened	129	94	99	162	152	636	284	920
Total YTD Escrows Opened	1,222	1,132	922	1,425	1,456	6,157	2,578	8,735
New Open Escrows Average Days on Market	70	76	108	94	73	84	73	80
New Open Escrows Average List Price	243.7	454.0	479.2	422.0	627.9	448.7	399.6	433.5

CLOSED SALES:

New Escrows Closed	103	88	81	122	117	511	209	720
Total YTD Escrows Closed	1,092	1,067	812	1,274	1,315	5,560	2,248	7,808
Volume of New Sales Dollars in Millions	29.467	46.708	45.611	51.161	64.081	237.029	67.522	304.551
Volume of total YTD Sales in Millions	288.156	569.874	463.216	550.025	780.385	2,651.655	811.296	3,462.952
Average Sale price in Thousands	286.1	530.8	563.1	419.4	547.7	463.9	323.1	423.0
Median Sale Price in Thousands	265.0	449.0	349.9	390.0	470.0	355.0	275.0	340.0
Coop Sales	77	74	66	98	93	408	177	585
Percent of Coop Sales	74.8	84.1	81.5	80.3	79.5	79.8	84.7	81.3
Average Days on Market	130	131	148	146	130	137	147	140
Sales at List Price	58	33	27	52	40	210	103	313
Percent of Sales at List Price	56.3	37.5	33.3	42.6	34.2	41.1	49.3	43.5
Sales to Listing Inventory Ratio	27.6	22.4	27.0	27.7	22.6	25.3	17.6	22.4
Final Sale to New Listing Ratio	75.7	88.0	98.8	100.0	71.3	84.6	62.0	76.5

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR NOVEMBER

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	47	54	49	36	41	227	105	332
Total Active Listings	151	217	129	118	135	750	420	1,170
Average Days on Market	110	111	93	127	130	114	138	122
Average List Price in Thousands	178.2	316.6	288.3	287.9	275.3	271.9	338.5	295.8
Median List Price in Thousands	164.9	285.0	213.0	249.0	199.9	225.0	269.0	239.0
BOMS	10	20	19	14	14	77	27	104
Average BOM Price in Thousands	169.8	228.9	196.1	281.6	233.7	223.6	292.0	241.4
BOM to Sale Ratio	25.6	60.6	59.4	35.9	29.8	40.5	36.0	39.2
Expirations	5	12	7	7	5	36	20	56

PENDING SALES

New Escrows Opened	38	69	45	42	61	255	97	352
Total YTD Escrows Opened	381	558	445	395	512	2,291	890	3,181
New Open Escrows Average Days on Market	82	78	125	78	87	89	94	90
New Open Escrows Average List Price	158.2	289.9	239.3	248.6	260.6	247.6	325.1	268.9

CLOSED SALES:

New Escrows Closed	39	33	32	39	47	190	75	265
Total YTD Escrows Closed	367	492	399	349	455	2,062	791	2,853
Volume of New Sales Dollars in Millions	7.154	10.808	8.662	10.600	13.978	51.202	28.509	79.711
Volume of total YTD Sales in Millions	60.436	151.375	96.408	90.469	117.848	516.537	234.585	751.122
Average Sale price in Thousands	183.4	327.5	270.7	271.8	297.4	269.5	380.1	300.8
Median Sale Price in Thousands	156.5	280.0	214.9	265.0	185.0	225.0	242.0	232.9
Coop Sales	30	30	27	32	39	158	67	225
Percent of Coop Sales	76.9	90.9	84.4	82.1	83.0	83.2	89.3	84.9
Average Days on Market	115	142	117	142	143	132	145	136
Sales at List Price	23	14	10	21	18	86	35	121
Percent of Sales at List Price	59.0	42.4	31.3	53.8	38.3	45.3	46.7	45.7
Sales to Listing Inventory Ratio	25.8	15.2	24.8	33.1	34.8	25.3	17.9	22.6
Final Sale to New Listing Ratio	83.0	61.1	65.3	108.3	114.6	83.7	71.4	79.8

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR NOVEMBER

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	12	3	51	21	14	34	11	49	195	78	273
Total Active Listings	49	32	185	66	67	120	34	170	723	354	1,077
Average Days on Market	127	189	118	95	155	117	100	115	121	130	124
Average List Price in Thousands	451.5	652.9	466.8	384.0	619.1	453.5	555.7	602.7	514.5	295.6	442.5
Median List Price in Thousands	384.0	499.1	334.8	334.9	464.9	389.0	530.0	449.9	399.9	189.9	350.0
BOMS	0	2	19	12	6	11	6	18	74	19	93
Average BOM Price in Thousands	0	434.0	311.6	253.9	378.1	364.4	440.6	447.2	362.2	326.2	354.9
BOM to Sale Ratio	0	200.0	32.8	44.4	66.7	25.6	66.7	42.9	37.4	23.2	33.2
Expirations	3	2	11	2	2	6	4	9	39	32	71

PENDING SALES

New Escrows Opened	9	7	42	30	22	35	15	48	208	78	286
Total YTD Escrows Opened	69	33	537	248	159	417	138	523	2,124	877	3,001
New Open Escrows Average Days on Market	39	26	78	81	69	72	95	98	79	84	80
New Open Escrows Average List Price	313.7	448.1	323.6	332.4	348.9	409.0	520.8	468.0	393.2	195.7	339.3

CLOSED SALES:

New Escrows Closed	9	1	58	27	9	43	9	42	198	82	280
Total YTD Escrows Closed	58	30	476	207	127	366	124	460	1,848	801	2,649
Volume of New Sales Dollars in Millions	3.094	398	18,449	9,220	2,833	16,083	4,658	19,033	73,768	15,906	89,674
Volume of total YTD Sales in Millions	18,296	11,851	169,431	74,268	51,129	142,920	69,621	212,644	750,161	170,904	921,065
Average Sale price in Thousands	343.7	398.0	318.1	341.5	314.8	374.0	517.6	453.2	372.6	194.0	320.3
Median Sale Price in Thousands	390.0	398.0	295.0	290.0	315.0	356.0	440.0	410.0	340.0	153.0	304.0
Coop Sales	8	1	47	24	6	33	7	41	167	59	226
Percent of Coop Sales	88.9	100.0	81.0	88.9	66.7	76.7	77.8	97.6	84.3	72.0	80.7
Average Days on Market	141	637	123	155	169	145	114	127	138	143	139
Sales at List Price	2	0	29	14	5	20	5	21	96	38	134
Percent of Sales at List Price	22.2	0	50.0	51.9	55.6	46.5	55.6	50.0	48.5	46.3	47.9
Sales to Listing Inventory Ratio	18.4	3.1	31.4	40.9	13.4	35.8	26.5	24.7	27.4	23.2	26.0
Final Sale to New Listing Ratio	75.0	33.3	113.7	128.6	64.3	126.5	81.8	85.7	101.5	105.1	102.6

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR NOVEMBER

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	1	0	36	0	13	8	1	20	79	16	95
Total Active Listings	3	0	92	6	69	48	18	80	316	70	386
Average Days on Market	79	0	129	98	136	141	134	106	126	116	124
Average List Price in Thousands	354.7	0	197.8	181.8	148.4	217.1	252.5	273.8	213.5	224.9	215.6
Median List Price in Thousands	415.0	0	169.0	178.2	127.7	214.0	240.0	239.9	195.0	195.0	195.0
BOMS	0	0	13	0	4	6	2	7	32	3	35
Average BOM Price in Thousands	0	0	163.0	0	120.2	203.5	226.7	267.7	192.1	157.3	189.1
BOM to Sale Ratio	0	0	65.0	0	36.4	75.0	33.3	38.9	49.2	33.3	47.3
Expirations	0	0	3	0	4	0	1	3	11	2	13

PENDING SALES

New Escrows Opened	0	0	38	0	19	17	3	35	112	23	135
Total YTD Escrows Opened	1	1	247	12	144	144	56	287	892	153	1,045
New Open Escrows Average Days on Market	0	0	96	0	99	86	69	68	85	77	84
New Open Escrows Average List Price	0	0	156.5	0	141.4	207.1	233.2	261.7	196.5	175.7	193.0

CLOSED SALES:

New Escrows Closed	0	1	20	1	11	8	6	18	65	9	74
Total YTD Escrows Closed	2	1	192	11	119	116	56	244	741	141	882
Volume of New Sales Dollars in Millions	0	340	3,441	255	1,770	1,680	1,524	4,279	13,290	1,882	15,171
Volume of Total YTD Sales in Millions	660	340	32,308	2,000	21,848	25,809	15,934	67,842	166,741	28,602	195,343
Average Sale price in Thousands	0	340.0	172.1	255.0	160.9	210.0	254.0	237.7	204.5	209.1	205.0
Median Sale Price in Thousands	0	340.0	159.0	255.0	145.0	199.0	250.0	240.0	199.9	191.5	199.0
Coop Sales	0	0	16	0	9	7	6	15	53	8	61
Percent of Coop Sales	0	0	80.0	0	81.8	87.5	100.0	83.3	81.5	88.9	82.4
Average Days on Market	0	50	132	202	179	119	140	176	151	145	150
Sales at List Price	0	1	9	0	7	2	1	7	27	2	29
Percent of Sales at List Price	0	100.0	45.0	0	63.6	25.0	16.7	38.9	41.5	22.2	39.2
Sales to Listing Inventory Ratio	0	0	21.7	16.7	15.9	16.7	33.3	22.5	20.6	12.9	19.2
Final Sale to New Listing Ratio	0	0	55.6	0	84.6	100.0	600.0	90.0	82.3	56.3	77.9

NOVEMBER 2011

RESIDENTIAL
PROPERTIES LISTED
368RESIDENTIAL PROP:
ESCROW OPENED
421RESIDENTIAL PROP:
ESCROW CLOSED
354

SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS.....	13	3	87	21	27	42	12	69	274	94	368
TOTAL ACTIVE LISTINGS.....	52	32	277	72	136	168	52	250	1,039	424	1,463
AVERAGE DAYS ON MARKET.....	124	189	122	95	145	124	112	112	123	128	124
AVERAGE LIST PRICE IN THOUSANDS.....	445.9	652.9	377.5	367.1	380.3	386.0	450.7	497.4	422.9	284.0	382.7
MEDIAN LIST PRICE IN THOUSANDS.....	384.0	499.1	289.9	319.0	250.0	330.0	410.0	375.0	330.0	189.9	296.0
BOMS.....	0	2	32	12	10	17	8	25	106	22	128
AVERAGE BOM PRICE IN THOUSANDS.....	0	434.0	251.2	253.9	275.0	307.6	387.2	396.9	310.9	303.2	309.6
BOM TO SALE RATIO.....	0	100.0	41.0	42.9	50.0	33.3	53.3	41.7	40.3	24.2	36.2
EXPIRATIONS.....	3	2	14	2	6	6	5	12	50	34	84

PENDING SALES:

NEW ESCROWS OPENED.....	9	7	80	30	41	52	18	83	320	101	421
TOTAL YTD ESCROWS OPENED.....	70	34	784	260	303	561	194	810	3,016	1,030	4,046
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET.....	39	26	87	81	83	76	90	85	81	83	82
NEW OPEN ESCROWS AVERAGE LIST PRICE.....	313.7	448.1	244.2	332.4	252.7	343.0	472.9	381.0	324.4	191.1	292.4

CLOSED SALES:

NEW ESCROWS CLOSED.....	9	2	78	28	20	51	15	60	263	91	354
TOTAL YTD ESCROWS CLOSED.....	60	31	668	218	246	482	180	704	2,589	942	3,531
VOLUME OF NEW SALE DOLLARS IN MILLIONS.....	3,094	738	21,890	9,475	4,603	17,763	6,182	23,313	87,058	17,788	104,845
VOLUME OF TOTAL YTD SALES IN MILLIONS.....	18,956	12,191	201,739	76,268	72,977	168,729	85,556	280,486	916,902	199,506	1,116,408
AVERAGE SALE PRICE IN THOUSANDS.....	343.7	369.0	280.6	338.4	230.1	348.3	412.1	388.5	331.0	195.5	296.2
MEDIAN SALE PRICE IN THOUSANDS.....	390.0	340.0	255.0	289.9	198.0	330.0	356.0	350.0	305.0	155.0	270.0
COOP SALES.....	89	1	63	24	15	40	13	56	220	67	287
PERCENT OF COOP SALES.....	88.9	50.0	80.8	85.7	75.0	78.4	86.7	93.3	83.7	73.6	81.1
AVERAGE DAYS ON MARKET.....	141	344	125	157	175	141	124	142	141	143	142
SALES AT LIST PRICE.....	2	1	38	14	12	22	6	28	123	40	163
PERCENT OF SALES AT LIST PRICE.....	22.2	50.0	48.7	50.0	60.0	43.1	40.0	46.7	43.1	44.0	46.0
SALES TO LISTING INVENTORY RATIO.....	17.3	6.3	28.2	38.9	14.7	30.4	28.8	24.0	25.3	21.5	24.2
FINAL SALE TO NEW LISTING RATIO.....	69.2	66.7	89.7	133.3	74.1	121.4	125.0	87.0	96.0	96.8	96.2

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.....	88	99	24	15	11.6
100,000 TO 109,999.....	64	23	9	8	13133
110,000 TO 119,999.....	86	46	11	7	14736
120,000 TO 139,999.....	47	52	13	10	11208
140,000 TO 159,999.....	118	55	17	13	4456
160,000 TO 179,999.....	87	72	20	10	13162
180,000 TO 199,999.....	96	66	11	7	13270
200,000 TO 249,999.....	81	160	41	28	24477
250,000 TO 299,999.....	77	151	41	35	32601
300,000 TO 349,999.....	85	124	45	32	20119
350,000 TO 399,999.....	93	117	23	14	9637
400,000 TO 449,999.....	73	95	30	21	23556
450,000 TO 499,999.....	47	63	7	5	18733
500,000 TO 549,999.....	94	46	12	12	53458
550,000 TO 599,999.....	100	46	11	8	39839
600,000 TO 699,999.....	90	37	3	2	49500
700,000 TO 799,999.....	34	40	3	1	21700
800,000 TO 899,999.....	71	24	4	2	171326
900,000 TO 999,999.....	0	0	0	0	N/A
1,000,000 TO 1,999,999.....	11	38	2	0	90000
MORE THAN 2,000,000.....	0	15	0	0	N/A
TOTALS.....	82	1,393	327	230	20327

LISTINGS

2011 RMLS TOTAL - VOLUME

\$1,116,408,000

SALES

3,668

*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		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	505	336	103.4	66.5
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	491	346	106.5	70.5
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	368	354	104.8	96.2
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							

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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. INVST. 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.

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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