

A portrait of Wendy Hale, a woman with voluminous, wavy red hair and bangs, smiling warmly. She is wearing a bright red top and a large, ornate earring. The background is a soft, out-of-focus grey.

REALTOR® REPORT

Feb March/April, 2012

The Official Publication of Southland Regional Association of REALTORS®

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Installed as
SRAR *President* 2012.
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NEW LAWS TO GO INTO EFFECT 2012

(PART 2)

SUBMITTED BY OLGA MORETTI, SRAR RISK MANAGEMENT COMMITTEE

Following is a synopsis of some of the new laws effective 2012 that may interest Realtors and their clients. For a review of Part 1 go to the November 2011 Realtor report. The full text of a specific bill is available at www.leginfo.ca.gov.

DISCLOSURES

TDS Disclosure of Water-Conserving Plumbing Fixtures

The TDS form has been revised to include checkbox in Section IIA for a seller to disclose whether the property has water-conserving plumbing fixtures (low-flow toilets, shower heads, and faucets). The revised TDS also clarifies in Section IIB that, by January 1, 2017, a single family residence built on or before January 1, 1994 must generally be equipped with water-conserving plumbing fixtures. If, however, the single-family residence is altered or improved on or after January 1, 2014, the water-conserving plumbing fixtures must be a condition of final permit approval.

Senate Bill 837 (codified as Cal. Civil Code § 1102.6) (effective January 1, 2012).

NHD Disclosure of Mining Operations

An NHD company must disclose whether a property is located within one mile of a mining operation, according to map coordinate data from the Office of Mine Reclamation. If a property is within a mining operation area, the NHD company must provide a specified notice that such mining operations may cause inconveniences.

Senate Bill 110 (codified as Cal. Civil Code § 1103.4) (effective January 1, 2012).

EMPLOYMENT

Prohibiting Misclassification of Independent Contractors

An employer is prohibited from willfully misclassifying an employee as an independent contractor. An employer is also prohibited from charging someone who has been willfully misclassified as

an independent contractor a fee or make a deduction from compensation for materials, space rental, services, and other purposes, if such acts would have violated the law had the individual not been misclassified. A violation of this law is punishable by a civil penalty up to \$25,000, plus other penalties as permitted by law. A violator shall also be ordered to prominently display a notice of the violation as specified on its website for one year. Senate Bill 459 (codified as Cal. Labor Code § 226.8) (effective January 1, 2012).

Requiring Written Commission Agreements

By January 1, 2013, an employer's contract to pay commission to an employee for services rendered in California must be in writing and must set forth the method for computing and paying the commission. The employer must also give a signed copy of the contract to the employee, and get a signed receipt for the contract from the employee. This law does not apply to bonuses and profit-sharing plans, unless the employer has offered to pay a fixed percentage of sales or profits as compensation for work to be performed. Assembly Bill 1396 (codified as Cal. Labor Code § 2751) (effective January 1, 2012).

Requiring Written Employment Notice

An employer must, at the time of hiring, provide a non-exempt employee with a written notice containing, among other things, the pay rate, pay day, employer's contact information, workers comp insurer's contact information, and other information the Labor Commissioner deems appropriate. The Notice to Employee form is available from the Department of Industrial Relations. This law also requires an employer to give written notice of any changes to the information in the Notice to Employee

CONTINUED ON PAGE 4

GOVERNMENTAL AFFAIRS COMMITTEE

The SRAR Governmental Affairs Committee is one of the most active and vital committees of the association. Its purpose is to take positions and offer input on legislative matters, environmental and community issues that are of concern to property owners and REALTORS®. Members of the committee maintain close relationships with legislators representing the San Fernando and Santa Clarita valleys through frequent meetings and correspondence. The committee also interviews candidates for public office and makes recommendations to the appropriate body, SRAR board of directors, California Association of REALTORS®, or National Association of REALTORS, for support of candidates that are in agreement with the positions of organized real estate.

The committee assists in the legislative process by suggesting legislation, attending public meetings and encouraging the appointment of REALTORS® to City and County advisory committees and councils. Members of the Governmental Affairs Committee are active with allied business and community groups and bring the views of those organizations to the full body.

A major focus of the committee is to educate REALTORS® on the importance of being educated on politics and getting active in political activities. An important activity is go encourage REALTORS® to donate to the REALTOR® Action Fund.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

President
Wendy Hale

President-Elect
Sharon Barron

Chief Executive Officer
Jim Link

Santa Clarita Valley Division
President
Erika Kauzlarich-Bird

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CONSUMER PRICE INDEXES						
DECEMBER 2011						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	DEC 2010	NOV 2011	DEC 2011	NOV 2011	DEC 2011	DEC 2011
Los Angeles - Riverside - Orange County	226.639	232.731	231.567	3.0	2.2	-0.5

WENDY HALE INSTALLED AS 2012 SRAR PRESIDENT

Real estate professionals working together can lead the way in the recovery of the local and national economies.



That was the central theme in a speech delivered by Wendy Hale on Feb. 4 at SRAR's 92nd Annual Installation Dinner Dance, where she was sworn in as the 2012 President. LeFrancis Arnold, the 2012 President of the California Association of Realtors, inducted the new Officers and Directors to the

applause of 300 attendees.

"It is through our bonding together that we are strongest," said Wendy Hale, "and do the best service to our clients, our communities, our Association, and each other. Now is our time! It takes all of us working together to return the real estate market to stability."

Hale also urged Realtors® and the public to block any "proposed legislation that would limit home ownership in our country."

"We have gone through some tough years together," she noted. "We now have a great opportunity before us. ... Optimism is up, unemployment is down, and there is pent-up desire for home ownership. ... Now is our time to bring the real estate economy back into stability."

Three professionals were singled out for special honors: Lynn Rinker, the 2011 Realtor® of the Year, Steve Anderson, the 2011 Affiliate of the Year, and Nancy Starczyk, the 2011 Association Service Award winner.

Also sworn into office was Sharon Barron, the 2012 President-Elect, and the Association's 2012 Board of Directors, including:

Tom Carnahan, Ana Maria Colón, Gina Covello, Winnie Davis, Roger Hance, Loren Hansen, Debbie Hawkins, Jeff Kahn, Erika Kauzlarich-Bird, Rana Linka, Bud Mauro, Alice McCain, Susan Miller, Fred Sabine, Nancy Starczyk, Daniel Tresieras, Nancy Troxel, Gina Uzunyan, Andy Walter, Chris Williams, and Pat A. Zicarelli.

Hale had particularly kind words of praise for Fred Sabine, the 2011 SRAR President, calling him the "gentleman of gentlemen." Hale said Sabine took her under his wing last year, noting that "because of you and our friendship ... you will always be a special part of my life." Sabine thanked the many volunteers and staff who worked tirelessly in presenting an unprecedented 32 community and professional events in 2011, including a charity tournament that set a record for the most funds raised despite challenging economic times.

"I am indebted to the generous people who guided me," Sabine said, "starting with Jim Link," the Association's Chief Executive Officer, who served as the evening's Master of Ceremonies.

Sabine noted that, through its charitable foundation and individual grants, the Association also helped 20 families realize the American Dream of home ownership.

Numerous elected officials were on hand to congratulate Hale and thank Sabine for his unstinting service, including Los Angeles County Tax Assessor John Noguez; Assemblyman Michael Feuer; Los Angeles City Council Members Paul Koretz and Jan Perry; and representatives of State Senators Tony Strickland and Fran Pavley, as well as Congressmen Brad Sherman and Buck McKeon. Los Angeles City Controller Wendy Greuel and L.A. City Council Member Paul Krekorian also attended the event.

The Association extends its deepest appreciation to the many companies and sponsors who support SRAR programs and events, including Melene Ziglar, Daily News Los Angeles; Steve Spile, Spile, Siegal, Leff & Goor; Bill Love, Supra; Alana Fugnetti, Dee Sign Company; Mike Quiroga, Mike's Roofing & Building Supply; Rachel Gallagher & Nicole Romero, First American Home Buyers Protection and First American Natural Hazards Disclosure; Art Carter, CRMLS; Keller Williams Realty; and Gary Warschaw, The Box Pro.



LYNN RINKER



STEVE ANDERSON



NANCY STARCZYK



SHARON BARRON



FRED & LINDA SABINE WITH JIM LINK



2012 BOARD OF DIRECTORS

within 7 calendar days. Assembly Bill 469 (codified as Cal. Labor Code § 2810.5) (effective January 1, 2012).

Restricting Credit Reports for Employment Purposes

An employer is not allowed to obtain a consumer credit report for employment purposes unless the position of the person for whom the report is sought is, among other things, a managerial position, a position that involves regular access to personal information, a position that involves access to confidential information, a position that involves access to cash of \$10,000 or more, or a position where the person is authorized to transfer money or enter into contracts for the employer or is a named signatory on the employer's bank or credit card account.

Assembly Bill 22 (codified as Cal. Labor Code § 1024.5) (effective January 1, 2012).

HOMEOWNER ASSOCIATION LAWS

Installing Electric Vehicle Charging Stations

An HOA must allow the installation or use of electric vehicle charging stations, but may impose reasonable restrictions. An HOA cannot willfully avoid or delay an application to approve an electric vehicle charging station, which may be deemed approved if not denied within 60 days. If a unit owner seeks to install a charging station in a common area or exclusive use common area, that owner and each successive owner of the parking stall on or near the charging station will be responsible for certain costs and for disclosing to prospective buyers the existence of the electric vehicle charging station and related responsibilities. An HOA that willfully violates this law shall be liable for actual damages, plus a \$1,000 civil penalty.

Senate Bill 209 (codified as Cal. Civil Code § 1353.9) (effective January 1, 2012).

Owner's Right to Rent Condo

A unit owner in a common interest development is exempt from any prohibition in a governing document against renting or leasing the unit, unless that prohibition was in effect before the owner acquired title to the unit. An owner's right to rent under this law does not terminate for certain transfers of title, including probate, spousal, parent-to-child, adding a joint tenant, and other transfers exempt from property tax reassessments. For sales transactions, an HOA must disclose any prohibition in the governing documents against renting or

lease (C.A.R.'s standard form Homeowner Association Information Request (revised 11/11)). For rental transactions, a unit owner must give the HOA verification of the owner's acquisition date, and the name and contact information of the prospective tenant. This law does not apply to rental prohibitions in effect before 2012. Senate Bill 150 (codified as Cal. Civil Code § 1360.2) (effective January 1, 2012).

Restricting Actions by HOA Board

Notice for an executive session meeting of an HOA board of directors (other than emergencies) must be given to unit owners at least 2 days before the meeting. The board of directors cannot take action on any item of business outside of a meeting, except for actions that have been validly delegated to managing agents, officers, or any other persons. A board meeting may be conducted by teleconference as specified, but the notice of a teleconference meeting must identify at least one physical location where members can attend, and at least one director must attend the meeting at that location. A board meeting cannot be conducted by email, except for an emergency in the manner specified. Agendas for executive session meetings are no longer excluded from the records that HOA must make available for inspection. Senate Bill 563 (codified as Cal. Civil Code § 1363, et seq.) (effective January 1, 2012).

LANDLORD / TENANT

Tenants Displaying Political Signs

A residential landlord must generally allow a tenant to display political signs related to elections, legislative votes, initiatives, and other political matters as specified. The landlord can make reasonable restrictions as to location, size, and duration of display. In a single-family dwelling, a tenant's political signs can be displayed from the yard, window, door, balcony, or outside wall of the leased premises. In a multi-family dwelling, a tenant's political signs can be posted in the window or door of the leased premises. A landlord can restrict the size of a political sign to 6 square feet. A landlord can also prohibit a tenant from displaying political signs that violate local, state, or federal law, or a lawful provision in an HOA's governing documents. A tenant must remove political signs in compliance with time limits set by local ordinance, or absent such time limits, the landlord can reasonably restrict the posting of a sign to 90 days before an election, and require removal within 15 days thereafter. Senate Bill 337 (codified as Cal. Civil Code § 1940.4) (effective January


Finance Lenders Law may apply for an exempt company registration to sponsor MLO licensees. Senate Bill 217 (codified as Cal. B&P Code § 10166.05 and Cal. Fin. Code § 22065) (effective January 1, 2012).

Proper Valuation of Property

A licensee cannot knowingly or intentionally misrepresent the value of real property. Furthermore, a licensee who offers or provides an opinion of value for residential property that is used as the basis for originating a mortgage loan cannot have any direct or indirect interest in the property or transaction as defined under Regulation Z (at 12 C.F.R. § 226.42(d)). A licensee or other interested party is prohibited from using coercion, extortion, bribery, intimidation, compensation, or instruction to improperly influence a person preparing an appraisal or valuation for a real estate transaction.

Senate Bill 6 (codified as Cal. B&P Code § 10177.3) (effective January 1, 2012).

(Information provided by C.A.R.)



San Fernando Valley Chapter
www.wcrsfv.org
 Events RSVP: www.sfvwcr.eventbrite.com
 (818) 900-2927
sfvwcr@gmail.com
 Locations:
 Monthly Business Resource Luncheon:
 Warner Ctn. Marriott
 Monthly Board Meeting: SRAR

CALENDAR	
MARCH	
19th	Business Resource Luncheon 11:00-1:00 "2012 Legal Update with Gov Hutchison"
22nd	New Member Orientation & Thirsty Thursday Social Mixer 6:00-9:00
APRIL	
11th	Board Meeting, SRAR 11:30-1:00
16th	Business Resource Luncheon 11:00-1:00 "Women in REO Business" Panel
26th	3rd Annual Bowling Tournament

CALENDAR OF EVENTS

March 21, 2012

BROKER OWNER MANAGER MEETING

David Lopez, DA

Los Angeles County Real Estate Fraud Unit

10:00 a.m. - 12:00 p.m.

7232 Balboa Blvd., Van Nuys, CA 91406

Email Your RSVP to **MarchRisk@srar.com**

RSVPs Must Be Received by 5:00 p.m. March 19th

Broker/Owner/Managers Only Please

LENDING FOR COMMERCIAL & INVESTMENT R. E.

Wednesday, March 28, 2012 9:00 a.m. ~ 12:00 p.m.

Southland Regional Association of REALTORS®

7232 Balboa Blvd., Van Nuys, CA 91406 (1 block N. of Sherman Way)

Learn From The Best Individuals Who Support The Commercial Real Estate Practitioner

REGISTRATION DEADLINE FOR THIS CLASS IS FRIDAY, March 23, 2012

For More Information contact the **Education Dept. @ 818-786-2110**

FREE WORKSHOP

Another SRAR Member Benefit

“TECH TIPS” FOR WORKING WITH BUYERS

Thursday, April 5, 2012 10:00 - 11:30 A.M.

SRAR Auditorium

7232 Balboa Blvd, Van Nuys, CA 91406

Email Your RSVP to tech5@srar.com

SRAR Risk Management Lender Panel

April 18, 2012

Porter Valley Country Club

19216 Singing Hills Drive, Northridge, CA 91326

8:30 - 11:30 a.m.

\$12 Per Attendee Includes Breakfast

Moderator Kathy Mehringer

SFR, CDPE, CRB Broker Associate Coldwell Banker Residential Brokerage

SEATING IS LIMITED - ADVANCED REGISTRATION REQUIRED

FOR FURTHER INFORMATION CONTACT VALERIE BILETSKY

818-947-2255/valerieb@srar.com

TAX CONSEQUENCES & PARTNERSHIP ARRANGEMENTS OF COMMERCIAL INVESTMENT REAL ESTATE

Wednesday, May 16, 2012 9:00 a.m. ~ 12:00 p.m.

Southland Regional Association of REALTORS®

7232 Balboa Blvd., Van Nuys, CA 91406 (1 block N. of Sherman Way)

Learn From The Best Individuals Who Support The Commercial Real Estate Practitioner

REGISTRATION DEADLINE FOR THIS CLASS IS FRIDAY May 11, 2012

For More Information contact the **Education Dept. @ 818-786-2110**

SRAR'S SCV DIVISION HAS NEW LOCATION

The Santa Clarita branch office of Southland Regional Association of REALTORS® recently moved to a new location that offers members and staff much more space.

You won't have to go far to find the new location. It's literally next door to the previous one in suite 33. The reason for the move was to allow for more space. The new meeting space will hold up to 60 people, whereas the old meeting space could hold only 49.

The new location also offers a separate restroom for men and women. In the previous location, everyone was restricted to using just one restroom.

The staff is also enjoying more space. Becky, the SCV branch office manager, now has her own office, which allows more space in the front for Kayla and Margaret, the two other SCV staff members.

Members will enjoy much more room in the store front area to browse the real estate products for sale.



And for those using the meeting room, you will no longer have to compete for space with the clutter of extra storage. The new SCV location has a separate area for storage.



RESPONSIBLE REALTOR® APPLICANTS

FIRST POSTING

Chang, Peter
WFI Realty
737 S. Gramercy Pl.
Los Angeles, CA. 90005

DeNichols, Johanna Lynn
Johanna DeNichols, Broker
31727 42nd St.
Acton, CA. 93510

Fernandes, Yvonne Theresia
Yvone Fernandes
710 Marguerita Ave.
Santa Monica, CA. 90402

Garner, Patricia
Zip Realty
2000 Powell St. #300
Emeryville, CA. 94608

Hampton, Robert
Realty Response
38713 Tierra Subida Ave. #200
Palmdale, CA. 93551

Levy, James Scott
Townsgate Associates
13347 Ventura Blvd., Ste. 202
Sherman Oaks, CA. 91423

Morga, Teresa Louise
D.R. Horton Los Angeles Holding Co., Inc.
2280 Wardlow Circle
Corona, CA. 92880

Pavlotskaya, Anna Lusine
SANERIC Realty
43535 Vista Circle Drive
Lancaster, CA. 93536

Sato, Rumio
Propser Mortgage & Realty Inc.
17445 Stagg St.
Northridge, CA. 91325

Schwartz, Fred
Rhodes Realty
5724 Rhodes Ave.
Valley Village, CA. 91607

Theole, Jason
Tholco Real Estate Group
4020 California Ave.
Bakersfield, CA. 93309

Thomas, Tracey
TJT Enterprises, Inc.
16631 Bermuda St.
Granada Hills, CA. 91344

Tsimanis, Mark
Mark Tsimanis
3238 Waco Ave.
Simi Valley, CA. 93063

SECOND POSTING

Akhtar, Atif Humayun
Citiwest Realty Services
19360 Rinaldi Street #155
Northridge, CA. 91326

Cao, Zuolin
Zuolin Cao
6739 Sepulveda Blvd.
Van Nuys, CA. 91411

Chung, Charlie Chul-Woong
REO Modern Realty Corp.
11900 South St. Ste. 109 B
Cerritos, CA. 90703

Dao, Steve Xavier
Steve Xavier Dao
5021 Balboa Blvd.
Encino, CA. 91316

Dixon-Meske, Chesni
Dichotomus, Inc.
388 E. Ocean #1208
Long Beach, CA. 90802

Galstian, Siranoush
Siti Financial Group, Inc.
6320 Canoga Ave., Suite 1500
Woodland Hills, CA. 91367

Harper, Cleoatha
American Capital
11600 Washington Pl. #206
Los Angeles, CA. 90066

Jansen, Cynthia
Valleywide Properties
18424 ½ Ventura Blvd.
Tarzana, CA. 91356

Kennedy, Jane Livingston
Jane Kennedy, Broker
11141 Tampa Ave.
Northridge, CA. 91326

Ladan, Amin
Realty Max
29462 Green Grass Ct.
Agoura, CA. 91301

Martinez, Ricardo
Ricardo Martinez
12777 San Fernando Rd. #8
Sylmar, CA. 91342

Paylevanyan, Vardges
Century Properties
6635 Greenbush Ave.
Valley Glen, CA. 91401

Satourian, Catherine
Catherine Satourian
437 E. Palm Ave. #301
Burbank, CA. 91501

Shalev, Edan
Edan Shalev
26698 Country Creek Lane
Calabasas, CA. 91302

Simpson, Kandice
Kandice Simpson, Broker
8921 Chimineas Ave.
Northridge, CA. 91325

Slack, Cynthia
Keller Williams Realty
2585 Cochran St.
Simi Valley, CA. 93065

Somkaew, Surapong
Surapong Somakaew
13021 Strathern St.
North Hollywood, CA. 91605

Ubhi, Jasmeen Ahdi
Jasmeen Ubhi
2470 Stearns St. #236
Simi Valley, CA. 93063

Vamianakis, John
Delfini Real Estate Services, Inc.
19205 Parthenia St., Suite A
Northridge, CA. 91324

Venetas, Paul
Fenway Realty
13562 Valley Vista Blvd.
Sherman Oaks, CA. 91423

Wyatt, Myla I.
Wyatt Realty
10546 De Haven Ave.
Pacoima, CA. 91331

REALTOR® APPLICANTS

Alemian, Modjtaba / Coldwell Banker / Sherman Oaks
Allen, Catherine Macdonald / Re/Max Olson Estates / Woodland Hills
Alvarado Jr., Vicente / Rodeo Realty / Sherman Oaks
Armstrong-Bruns, Diana Margaret / Coldwell Banker Calabasas / Calabasas
Asemanfar, Abdi / Coldwell Banker / Calabasas
Babici, Andrea Diana / Park Regency Realty / Granada Hills
Badalkolan, Melina / A & D Realty / Valencia
Barrios, Wendy F. / Keller Williams VIP Properties / Valencia
Beckman, Michelle Lehua / Century 21 Adobe / Agoura
Borja, Enrique / Keller Williams VIP Properties / Valencia
Brown, Kevin / Archer Real Estate / Santa Clarita
Burciaga-Diaz, Luis Antonio / Park Regency Realty / Granada Hills
Cabral, Kelly / Coldwell Banker Residential Brokerage / Studio City
Calloway, Dwayne Calvin / Pinnacle Estate Properties / Northridge
Cina, Jenean Jay / Pinnacle Estate Properties / Northridge
Claveria, Andy Cokkee / Exit Realty Granada / Granada Hills
Cohen, Jonathan / Coldwell Banker / Sherman Oaks
Cornejo, Emmanuel / Prudential Calif. Realty / Sherman Oaks
Dickens, Jahari M. / Pinnacle Estate Properties, Inc. / Valencia
Eason, Irene Jessie / Pantera Real Estate / Simi Valley
Escobedo, Rene Ricardo / The Real Estate Plaza / Granada Hills
Farfan, Mauro A. / The Real Estate Plaza / Granada Hills
Feldman, Barry Alan / Rodeo Realty / Encino
Feldstein, Daniel Ross / Sellstate Horizons Realty / Encino
Frazier, Rachel Alexandra / Keller Williams VIP Properties / Valencia
Freeman, Amy Michelle / Coldwell Banker / Calabasas
Fried, Beth / Woodbridge Estates, Inc. / Studio City
Galat, Gregory G. / Re/Max Olson & Associates / Westlake Village
Garcia, Michael David / Park Regency / Granada Hills
Gardner, Wendy Yolanda / Jennings Realty / Pine Mountain Club
Gee, Julieanne E. / Quantum Realtors / Los Angeles
Ghassemi, Mary Ann R. / Pinnacle Estate Properties, Inc. / Northridge
Gobrial, Stephen Nady / Coldwell Banker Quality Properties / Northridge
Gonzalez, Mirna Elizabeth / Empire Realty Enterprise / Van Nuys
Guerrero, Eduardo / Keller Williams North Valley / Granada Hills
Hale, John R. / Keller Williams Realty / Calabasas
Hardine-Frazier, Laleh / Pinnacle Estate Properties, Inc. / Encino
Harleston, Jerry C. / S & K Realty / Chatsworth
Harper, Sara A. / Dilbeck Realtors / Studio City
Jones, Steven Michael / Prudential Calif. Realty / Sherman Oaks
Koady, Adrienne / Sterling Oaks Real Estate Inc. / Valencia
Kamali, Kourosh / California Pacific Realty & Finance / Woodland Hills
Kambourian, Varteni / Century 21 All Moves / Granada Hills
Khai, Gayle Burley / Ramsey Shilling Assoc. / Hollywood Hills
Klein, Jeremy / Seth A. Caplan / Studio City
Knibbs, Shelby Melisa / Pinnacle Estate Properties / Northridge
Lee, Joseph M. / Allstate Realty / Reseda
Lee, Ronald Young / Realty Source / El Cajon
Leon, Jose Nelson / Home Sweet Home Realty Services, LLC / San Fernando
Lhanie, Roy / Re/Max Grand Central / Tarzana
Lindstrom, Jason David / Keller Williams VIP Properties / Valencia
Lindstrom, Masie Lynn / Keller Williams VIP Properties / Valencia
Magana, Dora / Rodeo Realty / Studio City
Maragool, Rayan / Pinnacle Estate Properties, Inc. / Encino
Martinez, Guillermo / Bona Real Estate / Van Nuys
Mc Donald, Kevin James / Pantera Real Estate, Inc. / Simi Valley
Mendoza, Julio A. / Pinnacle Estate Properties, Inc. / Mission Hills
Mesbah, Steven Bijan / Rodeo Realty / Sherman Oaks
Miller-Flores, Brandi Marie / Strategic Realty / North Hollywood
Miranda, Rosa M. / Park Regency Realty / Granada Hills
Moss, Janet / Prudential Calif. Realty / Encino
Murrieta, Joaquin / San Fernando Realty / San Fernando
Nieto, Rosemarie / Keller Williams Realty / Simi Valley
O'Connor, Brian James / Century 21 Cosgrove / Woodland Hills
Pendergast, Michelle / Century 21 Yarrow & Associates / Lancaster
Perlstein, Emery / Cinema Real Estate / Santa Clarita
Post, Jeffrey Scott / Pinnacle Estate Properties / Northridge
Reyes, Ruben P. / Park Regency Realty / Granada Hills
Rivas, Herbert M. / Century 21 O.J. Realty / Arleta
Rodas, Genessy / Reliance & Associates, Inc. / San Fernando
Rodas, Oscar Rene / Atlantic & Pacific Real Estate / Thousand Oaks
Rodriguez, Kelia Jeannette / Brightstone Estate Properties / Winnetka
Rogers, Angelica / Rodeo Realty / Studio City
Ruelas, Rafael / Park Regency Realty / Granada Hills
Scarpa, Julie Jaye / Coldwell Banker / Calabasas
Shure, Leonard Michael / Atlantic & Pacific Real Estate / Thousand Oaks
Sotelo, Magda Elizabeth / The Real Estate Plaza / Granada Hills
Stein, Maryann / CAPRE / Lake Arrowhead
Tsidulko, Mina / ATT Capital Group Corp. / Sherman Oaks
Tuanaki, Isileli Katoa / 1st United Realty / Riverside
Vanleeuwen, Tracy Lynn / LRS Realty & Management / Chatsworth
Wachtler, Devin Elyse / Keller Williams Realty / Studio City
Weldon, Kristin A. / Rodeo Realty / Woodland Hills
White Jr., Manuel / Keller Williams Realty VIP Properties / Valencia
Zambrano, Yola Erendira / Century 21 La Hacienda Realty, Inc. / North Hills

FEBRUARY 2012

SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL
PROPERTIES LISTED
1,458RESIDENTIAL PROP.
ESCROW OPENED
1,528RESIDENTIAL PROP.
ESCROW CLOSED
856

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS.....	212	107	166	174	197	856	602	1,458
TOTAL ACTIVE LISTINGS.....	457	282	367	426	507	2,039	1,743	3,782
AVERAGE DAYS ON MARKET.....	101	110	115	122	116	113	120	116
AVERAGE LIST PRICE IN THOUSANDS.....	241.6	717.0	580.3	464.8	857.4	568.1	398.7	490.0
MEDIAN LIST PRICE IN THOUSANDS.....	239.0	595.0	349.9	387.0	524.9	359.9	269.9	320.0
BOMS.....	48	21	51	61	59	240	159	399
AVERAGE BOM PRICE IN THOUSANDS.....	225.9	653.1	335.6	371.6	506.4	392.6	299.5	355.5
BOM TO SALE RATIO.....	39.7	31.3	52.6	50.8	50.0	45.9	47.7	46.6
EXPIRATIONS.....	36	16	29	28	38	147	134	281

PENDING SALES:

NEW ESCROWS OPENED.....	211	96	169	228	187	891	637	1,528
TOTAL YTD ESCROWS OPENED.....	362	181	307	397	339	1,586	1,106	2,692
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET.....	70	76	74	82	75	76	90	82
NEW OPEN ESCROWS AVERAGE LIST PRICE.....	224.1	579.1	450.9	387.4	568.9	419.5	332.2	383.1

CLOSED SALES:

NEW ESCROWS CLOSED.....	121	67	97	120	118	523	333	856
TOTAL YTD ESCROWS CLOSED.....	244	135	199	226	240	1,044	668	1,712
VOLUME OF NEW SALE DOLLARS IN MILLIONS.....	25.578	38.695	46.835	43.943	60.447	215.497	106.983	322.480
VOLUME OF TOTAL YTD SALES IN MILLIONS.....	54.425	73.070	87.110	82.005	133.314	429.925	206.566	636.491
AVERAGE SALE PRICE IN THOUSANDS.....	211.4	577.5	482.8	366.2	512.3	412.0	321.3	376.7
MEDIAN SALE PRICE IN THOUSANDS.....	210.0	465.0	318.0	326.1	395.0	323.5	265.0	299.0
COOP SALES.....	90	54	73	97	94	408	264	672
PERCENT OF COOP SALES.....	74.4	80.6	75.3	80.8	79.7	78.0	79.3	78.5
AVERAGE DAYS ON MARKET.....	136	136	136	153	152	144	153	147
SALES AT LIST PRICE.....	52	26	36	41	36	191	157	348
PERCENT OF SALES AT LIST PRICE.....	43.0	38.8	37.1	34.2	30.5	36.5	47.1	40.7
SALES TO LISTING INVENTORY RATIO.....	26.5	23.8	26.4	28.2	23.3	25.6	19.1	22.6
FINAL SALE TO NEW LISTING RATIO.....	57.1	62.6	58.4	69.0	59.9	61.1	55.3	58.7

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.....	109	197	41	31	32337
100,000 TO 109,999.....	37	41	18	12	69366
110,000 TO 119,999.....	71	75	11	7	3073
120,000 TO 139,999.....	87	145	36	24	11278
140,000 TO 159,999.....	86	153	39	19	5034
160,000 TO 179,999.....	70	125	38	28	13211
180,000 TO 199,999.....	82	144	37	27	17629
200,000 TO 249,999.....	99	397	90	27	20766
250,000 TO 299,999.....	82	494	119	83	22388
300,000 TO 349,999.....	86	380	106	75	22798
350,000 TO 399,999.....	77	277	74	59	26736
400,000 TO 449,999.....	102	186	41	30	32808
450,000 TO 499,999.....	90	170	29	23	46742
500,000 TO 549,999.....	85	126	33	22	36053
550,000 TO 599,999.....	57	116	24	18	35787
600,000 TO 699,999.....	66	180	33	28	49268
700,000 TO 799,999.....	62	131	20	12	26922
800,000 TO 899,999.....	85	76	18	12	126730
900,000 TO 999,999.....	60	64	12	8	35500
1,000,000 TO 1,999,999.....	93	225	24	19	183227
MORE THAN 2,000,000.....	87	90	8	6	345507
TOTALS.....	83	3792	855	613	35858

LISTINGS

2,939

2012 RMLS TOTAL - \$ VOLUME

\$636,491,000

SALES

2,158

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SAN FERNANDO VALLEY

[illegible]

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR FEBRUARY

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	153	71	109	122	167	622	429	1,051
Total Active Listings	319	179	249	329	403	1,479	1,267	2,746
Average Days on Market	99	104	120	124	113	112	115	114
Average List Price in Thousands	264.5	880.2	704.1	508.9	983.6	663.3	430.0	555.7
Median List Price in Thousands	251.0	745.0	460.0	425.0	589.0	434.0	279.0	350.0
BOMS	36	16	32	47	44	175	107	282
Average BOM Price in Thousands	241.1	760.2	432.5	409.4	572.9	452.2	321.4	402.6
BOM to Sale Ratio	40.4	34.0	50.0	56.6	45.4	46.1	46.7	46.3
Expirations	26	10	18	24	32	110	87	197

PENDING SALES

New Escrows Opened	153	61	118	168	143	643	440	1,083
Total YTD Escrows Opened	271	120	217	294	264	1,166	766	1,932
New Open Escrows Average Days on Market	67	82	75	80	76	75	87	80
New Open Escrows Average List Price	251.3	716.2	536.4	438.2	665.2	488.6	362.8	437.5

CLOSED SALES:

New Escrows Closed	89	47	64	83	97	380	229	609
Total YTD Escrows Closed	189	85	130	163	192	759	473	1,232
Volume of New Sales Dollars in Millions	20.923	31.625	37.621	34.705	56.098	180.973	82.011	262.984
Volume of total YTD Sales in Millions	45.372	56.180	70.747	66.948	122.158	361.405	160.731	522.136
Average Sale price in Thousands	235.1	672.9	587.8	418.1	578.3	476.2	358.1	431.8
Median Sale Price in Thousands	230.1	530.0	355.0	367.5	460.0	355.0	285.0	335.0
Coop Sales	65	38	49	69	77	298	182	480
Percent of Coop Sales	73.0	80.9	76.6	83.1	79.4	78.4	79.5	78.8
Average Days on Market	139	129	138	158	150	145	160	150
Sales at List Price	43	17	22	29	29	140	109	249
Percent of Sales at List Price	48.3	36.2	34.4	34.9	29.9	36.8	47.6	40.9
Sales to Listing Inventory Ratio	27.9	26.3	25.7	25.2	24.1	25.7	18.1	22.2
Final Sale to New Listing Ratio	58.2	66.2	58.7	68.0	58.1	61.1	53.4	57.9

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR FEBRUARY

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	59	36	57	52	30	234	173	407
Total Active Listings	138	103	118	97	104	560	476	1,036
Average Days on Market	104	120	104	116	129	114	132	122
Average List Price in Thousands	188.5	433.5	319.1	315.4	368.5	316.5	315.4	316.0
Median List Price in Thousands	175.0	320.0	245.0	285.0	284.9	250.0	240.0	249.0
BOMS	12	5	19	14	15	65	52	117
Average BOM Price in Thousands	180.2	310.3	172.5	244.6	311.5	232.1	254.5	242.1
BOM to Sale Ratio	37.5	25.0	57.6	37.8	71.4	45.5	50.0	47.4
Expirations	10	6	11	4	6	37	47	84

PENDING SALES

New Escrows Opened	58	35	51	60	44	248	197	445
Total YTD Escrows Opened	91	61	90	103	75	420	340	760
New Open Escrows Average Days on Market	78	64	72	88	75	77	95	85
New Open Escrows Average List Price	152.6	340.1	253.0	245.0	256.0	240.4	263.9	250.8

CLOSED SALES:

New Escrows Closed	32	20	33	37	21	143	104	247
Total YTD Escrows Closed	55	50	69	63	48	285	195	480
Volume of New Sales Dollars in Millions	4.654	7.070	9.213	9.238	4.349	34.524	24.972	59.496
Volume of total YTD Sales in Millions	9.053	16.890	16.363	15.057	11.156	68.519	45.835	114.355
Average Sale price in Thousands	145.4	353.5	279.2	249.7	207.1	241.4	240.1	240.9
Median Sale Price in Thousands	141.0	310.0	205.0	225.0	194.9	199.9	185.0	196.0
Coop Sales	25	16	24	28	17	110	82	192
Percent of Coop Sales	78.1	80.0	72.7	75.7	81.0	76.9	78.8	77.7
Average Days on Market	129	153	133	142	166	142	138	140
Sales at List Price	9	9	14	12	7	51	48	99
Percent of Sales at List Price	28.1	45.0	42.4	32.4	33.3	35.7	46.2	40.1
Sales to Listing Inventory Ratio	23.2	19.4	28.0	38.1	20.2	25.5	21.8	23.8
Final Sale to New Listing Ratio	54.2	55.6	57.9	71.2	70.0	61.1	60.1	60.7

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR FEBRUARY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings.....	7	14	43	32	21	37	9	59	222	84	306
Total Active Listings.....	38	30	138	63	56	109	29	129	592	298	890
Average Days on Market.....	153	148	135	104	133	125	92	108	123	144	130
Average List Price in Thousands.....	390.0	599.1	415.2	328.5	592.7	410.9	560.7	585.9	474.0	300.0	415.8
Median List Price in Thousands.....	385.0	450.0	317.2	295.0	419.0	365.0	532.0	470.0	389.0	199.0	330.0
BOMS.....	5	0	18	10	14	14	7	12	80	31	111
Average BOM Price in Thousands.....	340.5	0	368.9	315.9	360.4	374.8	450.1	450.0	379.3	252.7	344.0
BOM to Sale Ratio.....	62.5	0	46.2	62.5	116.7	70.0	140.0	35.3	58.0	47.0	54.4
Expirations.....	2	2	10	0	5	4	0	6	29	27	56

PENDING SALES

New Escrows Opened.....	15	8	65	38	28	47	19	81	301	118	419
Total YTD Escrows Opened.....	20	12	116	53	34	88	27	135	485	187	672
New Open Escrows Average Days on Market.....	88	78	99	83	123	90	90	84	92	92	92
New Open Escrows Average List Price.....	294.1	566.7	349.7	343.7	429.3	395.1	493.1	476.6	409.6	216.5	355.2

CLOSED SALES:

New Escrows Closed.....	8	4	39	16	12	20	5	34	138	66	204
Total YTD Escrows Closed.....	12	10	70	40	22	43	11	73	281	114	395
Volume of New Sales Dollars in Millions.....	2.200	1.848	12.477	5.919	4.484	7.445	2.957	14.554	51.883	13.282	65.165
Volume of total YTD Sales in Millions.....	3.579	3.907	23.167	14.242	7.934	15.826	6.546	31.181	106.383	24.923	131.307
Average Sale price in Thousands.....	275.1	461.9	319.9	369.9	373.7	372.2	591.3	428.1	376.0	201.2	319.4
Median Sale Price in Thousands.....	175.0	445.0	325.0	339.0	300.0	360.0	625.0	385.0	358.0	171.0	300.0
Coop Sales.....	4	3	32	14	11	19	5	28	116	58	174
Percent of Coop Sales.....	50.0	75.0	82.1	87.5	91.7	95.0	100.0	82.4	84.1	87.9	85.3
Average Days on Market.....	164	197	154	177	150	237	176	174	176	147	167
Sales at List Price.....	3	1	23	9	5	12	3	16	72	28	100
Percent of Sales at List Price.....	37.5	25.0	59.0	56.3	41.7	60.0	60.0	47.1	52.2	42.4	49.0
Sales to Listing Inventory Ratio.....	21.1	13.3	28.3	25.4	21.4	18.3	17.2	26.4	23.3	22.1	22.9
Final Sale to New Listing Ratio.....	114.3	28.6	90.7	50.0	57.1	54.1	55.6	57.6	62.2	78.6	66.7

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR FEBRUARY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings.....	0	0	37	1	23	15	7	35	118	23	141
Total Active Listings.....	3	0	77	6	66	35	11	71	269	49	318
Average Days on Market.....	170	0	115	94	119	145	92	121	121	97	117
Average List Price in Thousands.....	326.3	0	196.5	174.4	151.7	200.9	241.8	289.8	213.5	198.2	211.2
Median List Price in Thousands.....	369.9	0	154.9	152.9	139.7	219.0	230.0	229.9	190.0	170.0	185.0
BOMS.....	0	0	13	0	9	3	1	11	37	5	42
Average BOM Price in Thousands.....	0	0	182.6	0	131.2	210.0	230.0	228.3	187.2	114.4	178.5
BOM to Sale Ratio.....	0	0	81.3	0	180.0	21.4	16.7	84.6	67.3	31.3	59.2
Expirations.....	0	0	10	0	8	1	2	4	25	5	30

PENDING SALES

New Escrows Opened.....	0	0	37	1	19	17	6	45	125	27	152
Total YTD Escrows Opened.....	0	0	62	2	28	40	15	77	224	59	283
New Open Escrows Average Days on Market.....	0	0	82	51	80	108	49	88	86	52	80
New Open Escrows Average List Price.....	0	0	160.1	239.9	137.6	211.8	223.3	236.6	194.9	159.1	188.5

CLOSED SALES:

New Escrows Closed.....	0	0	16	1	5	14	6	13	55	16	71
Total YTD Escrows Closed.....	0	0	31	1	16	25	11	32	116	33	149
Volume of New Sales Dollars in Millions.....	0	0	2.544	149	626	2.956	1.385	3.080	10.739	2.821	13.560
Volume of Total YTD Sales in Millions.....	0	0	4.622	149	2.115	5.129	2.689	7.699	22.402	6.949	29.352
Average Sale price in Thousands.....	0	0	159.0	149.0	125.1	211.2	230.8	236.9	195.3	176.3	191.0
Median Sale Price in Thousands.....	0	0	132.0	149.0	107.2	205.0	207.0	235.0	194.0	110.0	192.0
Coop Sales.....	0	0	14	1	3	11	5	10	44	13	57
Percent of Coop Sales.....	0	0	87.5	100.0	60.0	78.6	83.3	76.9	80.0	81.3	80.3
Average Days on Market.....	0	0	128	179	199	167	174	157	157	133	152
Sales at List Price.....	0	0	4	0	2	8	1	5	20	1	21
Percent of Sales at List Price.....	0	0	25.0	0	40.0	57.1	16.7	38.5	36.4	6.3	29.6
Sales to Listing Inventory Ratio.....	0	0	20.8	16.7	7.6	40.0	54.5	18.3	20.4	32.7	22.3
Final Sale to New Listing Ratio.....	0	0	43.2	100.0	21.7	93.3	85.7	37.1	46.6	69.6	50.4

FEBRUARY 2012

SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL
PROPERTIES LISTED
447RESIDENTIAL PROP.
ESCROW OPENED
571RESIDENTIAL PROP.
ESCROW CLOSED
275

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS.....	7	14	80	33	44	52	16	94	340	107	447
TOTAL ACTIVE LISTINGS.....	41	30	215	69	122	144	40	200	861	347	1,208
AVERAGE DAYS ON MARKET.....	154	148	127	104	126	130	92	113	123	138	127
AVERAGE LIST PRICE IN THOUSANDS.....	385.4	599.1	336.9	315.1	354.1	359.9	473.0	480.8	392.6	285.6	361.9
MEDIAN LIST PRICE IN THOUSANDS.....	385.0	450.0	284.9	279.9	219.5	319.9	449.0	389.0	319.9	189.9	287.9
BOMS.....	5	0	31	10	23	17	8	23	117	36	153
AVERAGE BOM PRICE IN THOUSANDS.....	340.5	0	290.8	315.9	270.7	345.8	422.6	344.0	318.6	233.5	298.5
BOM TO SALE RATIO.....	62.5	0	56.4	58.8	135.3	50.0	72.7	48.9	60.6	43.9	55.6
EXPIRATIONS.....	2	2	20	0	13	5	2	10	54	32	86

PENDING SALES:

NEW ESCROWS OPENED.....	15	8	102	39	47	64	25	126	426	145	571
TOTAL YTD ESCROWS OPENED.....	20	12	178	55	62	128	42	212	709	246	955
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET.....	88	78	93	82	106	95	80	85	90	84	89
NEW OPEN ESCROWS AVERAGE LIST PRICE.....	294.1	566.7	280.9	341.1	311.4	346.4	428.3	390.9	346.6	205.8	310.9

CLOSED SALES:

NEW ESCROWS CLOSED.....	8	4	55	17	17	34	11	47	193	82	275
TOTAL YTD ESCROWS CLOSED.....	12	10	101	41	38	68	22	105	397	147	544
VOLUME OF NEW SALE DOLLARS IN MILLIONS.....	2,200	1,848	15,020	6,068	5,109	10,401	4,342	17,634	62,622	16,103	78,725
VOLUME OF TOTAL YTD SALES IN MILLIONS.....	3,579	3,907	27,789	14,391	10,048	20,955	9,235	38,880	128,786	31,873	160,658
AVERAGE SALE PRICE IN THOUSANDS.....	275.1	461.9	273.1	356.9	300.6	305.9	394.7	375.2	324.5	196.4	286.3
MEDIAN SALE PRICE IN THOUSANDS.....	175.0	445.0	260.0	339.0	284.0	268.2	290.0	340.0	300.0	169.9	260.0
COOP SALES.....	4	3	46	15	14	30	10	38	160	71	231
PERCENT OF COOP SALES.....	50.0	75.0	83.6	88.2	82.4	88.2	90.9	80.9	82.9	86.6	84.0
AVERAGE DAYS ON MARKET.....	164	197	147	177	164	208	175	169	171	144	163
SALES AT LIST PRICE.....	3	1	27	9	7	20	4	21	92	29	121
PERCENT OF SALES AT LIST PRICE.....	37.5	25.0	49.1	52.9	41.2	58.8	36.4	44.7	47.7	35.4	44.0
SALES TO LISTING INVENTORY RATIO.....	19.5	13.3	25.6	24.6	13.9	23.6	27.5	23.5	22.4	23.6	22.8
FINAL SALE TO NEW LISTING RATIO.....	114.3	28.6	68.8	51.5	38.6	65.4	68.8	50.0	56.8	76.6	61.5

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.....	107	94	26	21	15843
100,000 TO 109,999.....	136	24	10	10	14385
110,000 TO 119,999.....	83	33	7	5	20700
120,000 TO 139,999.....	70	60	8	7	11521
140,000 TO 159,999.....	66	49	10	8	11365
160,000 TO 179,999.....	93	37	12	11	14936
180,000 TO 199,999.....	42	55	14	9	12790
200,000 TO 249,999.....	101	138	36	32	21849
250,000 TO 299,999.....	138	136	38	31	24461
300,000 TO 349,999.....	86	89	19	12	9912
350,000 TO 399,999.....	102	94	20	13	21452
400,000 TO 449,999.....	133	73	28	21	26812
450,000 TO 499,999.....	84	53	12	7	27500
500,000 TO 549,999.....	129	44	6	3	15087
550,000 TO 599,999.....	42	33	4	3	27806
600,000 TO 699,999.....	49	41	4	3	69225
700,000 TO 799,999.....	119	27	3	2	41666
800,000 TO 899,999.....	0	13	0	0	N/A
900,000 TO 999,999.....	0	16	0	0	N/A
1,000,000 TO 1,999,999.....	228	27	2	2	259500
MORE THAN 2,000,000.....	0	9	0	0	N/A
TOTALS.....	104	1145	259	200	22733

LISTINGS

2012 RMLS TOTAL - VOLUME

\$160,658,000

SALES

551

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



TOTAL MONTH BY MONTH

2012

REALTOR® RESOURCE CENTER

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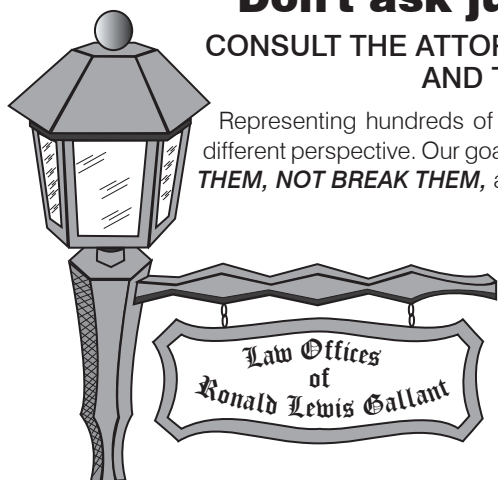
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AREA MEETING ANNOUNCEMENTS

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

OUTWEST **Fridays**

Chairperson: Larry Gutierrez
Phone: (818) 416-7077
Co-Chair: Steve Peterson
Phone: (818) 914-2536
Chairman Emeritus: Jim Bevis
Phone: (818) 522-4113
Location: Denny's - Garden Room
8330 Topanga Cyn. Blvd.
(Corner of Roscoe and Topanga)
Time: 8:30 A.M. - 9:30 A.M.
Topic: MLS Pitches, Caravan, Guest Speakers

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
Tuesday, February 21, 2012

David Newman, CPA
How Do You Plan Your Business When the Tax Laws are in Flux?

BUSINESS OPPORTUNITY **4th Tues of mo.**

Chairperson(S): Harvey Osherenko
Phone: 522-7592 - Harveyok2@yahoo.com
Location: SRAR - Time: 9:00 A.M.
Free Business Opportunity Marketing Meeting

March 27, 2012 9AM-12:30PM

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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

SCV CARAVAN **1st and 3rd Fridays**

Location: Home Town Buffet- 23154 W. Valencia Blvd., Santa Clarita Valley
Date: 1st & 3rd Friday's
Call Erika 661-259-4663
Time: 8:30am
Topic: MLS Marketing Meeting (there is a meeting charge at the door)
March 23 - MLS April 27 - MLS
March 30 May 4
April 6 May 11 - MLS
April 13 - MLS May 18
April 20 May 25 - No Mtg

NORTH L.A. COMMERCIAL REAL ESTATE FORUM **4th Thursday of each month**

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