

REALTOR® REPORT

April/May, 2012

The Official Publication of Southland Regional Association of REALTORS®

What in the
world is a
Smartphone?

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SAVE DATES

REALTOR Expo

July 17, 2012

SRAR Charity Golf Classic

August 13, 2012

AMENDMENT TO REALTOR® CODE OF ETHICS REFLECTS CHANGES IN BUSINESS PRACTICES

BY BOB HUNT

The class of persons about whom Realtors® should not knowingly or recklessly make false or misleading statements has recently been expanded. An examination of what this means and how it came to pass may be of interest.

First, we note that this discussion of what Realtors® should and should not do is centered around the National Association of Realtors® (NAR) Code of Ethics. Thus it applies to members of NAR. Real estate licensees who are not members of the Realtor® organization are not bound by the Code of Ethics.

Provisions of the Code of Ethics may or may not be reflective of what is found in the law and/or what we might call “everyday ethical principles”. They will not contradict the law or those principles, but they may go beyond them.

In the present case we are discussing an amendment (effective Jan. 1, 2012) to the NAR Code of Ethics. First formulated and adopted in 1913, the Code is not viewed, as are some religious documents, as being immutable and forever beyond any need for change. The Code is not treated as if it were carved in stone. To be sure, its principles remain unchanged; but it continually undergoes amendments and/or additions that reflect and address the on-going changes in law, business practices, and technology. In recent years, for example, numerous amendments have made it clear how provisions of the Code extend to activity on the internet and within social media.

The recent amendment to Article 15 of the Code of Ethics is reflective of changes in business practices rather than changes in technology. Article 15 appears in a section of the Code identified as “Duties to Realtors®”. (The other two sections are “Duties to

the Public” and “Duties to Clients and Customers”.) Here is what the amended version says (Strikethrough represents a word removed, underlined words are ones that have been added.): Realtors® shall not knowingly or recklessly make false or misleading statements about competitors other real estate professionals, their businesses, or their business practices.

Why the need for change? Well, as some people noticed, not all Realtors® who are acting in a professional real estate capacity are necessarily competitors with other Realtors®. Persons who are duly licensed and who have joined the Realtor® organization may be fully engaged in activity that is wholly involved with real estate, but that does not compete with those who represent buyers and sellers in transactions. A Realtor® operating an escrow or mortgage company is not competing with one who does sales exclusively.

The phenomenon of Realtors® practicing outside the sales arena grows larger in conditions such as the current economy. For example, finding the income from sales to be insufficient and/or unsteady, a Realtor® might decide to migrate his business into appraisal.


Now, as we all know, there have been lots of disparaging and unkind remarks made about appraisers and their business practices the past few years. Frequently, such remarks have been made by Realtors® who were not competitors with the appraisers, but who were in the sales part of the business. Shouldn't a Realtor® appraiser (or mortgage broker) be afforded the same “protection”, so to speak, of Article 15 as a competitor? The amendment says “yes”.

Inevitably, the change will raise more questions than answers. One of them will

have to do with the Realtor®/non-Realtor® issue. Article 15 occurs in the Duties to Realtors® section, but the article itself doesn't specifically refer to Realtors®. Would it/should it apply to Realtors® only? Even more questions will be raised by the “real estate professional” terminology. Does that apply to termite inspectors or title company representatives?

And, finally, the persistent question will be raised: We shouldn't knowingly or recklessly make false or misleading statements about anyone, so why do we have this specific code provision?





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

REALTOR® REPORT

The Official Publication of SRAR

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CONSUMER PRICE INDEXES						
MARCH 2012						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	MAR 2011	FEB 2012	MAR 2012	FEB 2012	MAR 2012	MAR 2012
Los Angeles - Riverside - Orange County	232.241	24.537	236.941	2.1	2.0	1.0

EVENTS & COMMUNITY RELATIONS COMMITTEE

The SRAR Events & Community Relations Committee is responsible for planning and recommending social activities that will interest and attract maximum participation of the membership. The committee also evaluates and reviews programs that are offered by companies offering discounts and services to the membership.

Some of the major activities that the Events & Community Relations Committee puts together each year are the REALTOR® Expo (scheduled for July 12th this year and will be held at The Odyssey in Granada Hills – more info to come); the Annual Children's Holiday Party, which is designed to help less fortunate children in the San Fernando Valley have a happier Holiday Season; and the Annual Fundraising Party for the Housing Affordability Fund (HAF). In year's past, the Annual Fundraising Party was a Texas Hold 'Em style Casino Night.

While some committees have pre-requisites to join, most are open to all members of SRAR who are in good standing.

If you would like more information on the Events & Community Relations Committee, or any other SRAR committee, visit us online at www.srar.com or contact Joey Lewis, Director, Member & Community Relations at 818-947-2256.

REALTORS OPPOSE REO BULK-SALE PROGRAM

REALTORS® statewide and 20 California congressional lawmakers are urging the Federal Housing Finance Agency to not conduct a REO pilot program in the state, arguing that it would harm the state's budding housing recovery.

The Real Estate Owned name extends to properties owned by lenders after an unsuccessful foreclosure auction.

The California Association of REALTORS® applauded California Congressional members who sent a joint letter to FHFA Acting Director Edward DeMarco. The letter said allowing the bulk sale of properties to investors would increase the losses to taxpayers and the government-sponsored enterprises.

The FHFA launched a pilot program in

PUTTING 'SERVICE' BACK IN HOME LOAN SERVICING

BY WENDY SILVER-HALE, PRESIDENT, AND DAVID WALKER SRAR MEDIA CONSULTANT

In an effort to put the "service" back in loan servicing, the Consumer Financial Protection Bureau last week outlined new rules intended to make mortgage statements more transparent while eliminating surprises that, in some instances, cost borrowers their savings and their homes.

The CFPB intends to formally propose rules this summer and finalize them in January 2013.

"The mortgage-servicing rules we are considering reflect two basic, common-sense principles — no surprises and no runarounds," said CFPB Director Richard Cordray. "For too long, mortgage servicers have not been held accountable to their customers. The result has been profoundly punishing to homeowners in distress. It's time to put the 'service' back in mortgage servicing."

A fact sheet is available online at http://files.consumerfinance.gov/f/201204_cfpb_factsheet_putting-service-back-in-mortgage-servicing.pdf, but here are some of the key points. The rules under consideration by the Bureau are aimed at tackling two underlying servicing problems — lack of transparency and lack of account-ability. In recent years, many borrowers have complained that they did not receive the information they needed to help avoid foreclosure. Other borrowers' troubles worsened because they found it difficult to get answers from their servicers or get errors

corrected when they occurred. The new rules would include:

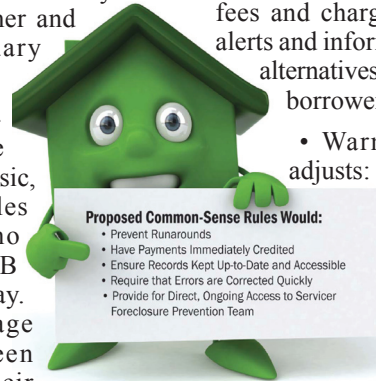
- Clear monthly mortgage statements: Clear statements would provide a summary of the mortgage terms, such as interest rate and principal, a breakdown of payments by principal, interest, fees, the amount of and due date for the next payment, itemized fees and charges, late fee warnings, and alerts and information about loss mitigation alternatives, which is vital for delinquent borrowers.

- Warning before interest rate adjusts: Earlier disclosures would be required before an interest rate change on most adjustable-rate mortgages. The disclosure would explain how the new rate payment would be determined and when changes

will take effect, a good-faith estimate of the amount of the new monthly payments, the date of future interest rate adjustments, a list of alternatives that the consumer may pursue if the new payment is unaffordable, contact information for housing counselors, and the amount of any pre-payment penalty.

- Options for avoiding costly "force-placed" insurance: Servicers who think the insurance has lapsed on a property would be required to ask the borrower twice before the servicer charges the borrower for insurance.

- Earlier information and options for avoiding foreclosure: Servicers could be required to make good-faith efforts to contact delinquent borrowers and inform them of their options to help avoid foreclosure.



February in an attempt to unload the high inventory of foreclosures held by Fannie Mae and Freddie Mac through bulk sales to investors.

The highest number of Fannie Mae's REO inventory is right here in California, which accounts for nearly a quarter of REOs. The pilot program calls for the sale of more than 600 Fannie Mae-owned foreclosed homes in Los Angeles and River-side counties to institutional investors.

REALTORS® have criticized the program, insisting that the housing inventory in the

state is very low and demand is high. A bulk-sale program would do more harm than good, the California Association of REALTORS® argues. According to CAR, REO homes have been attracting multiple offers, often sell above list price, and are closing escrow in less than 60 days on average. CAR officials argue government intervention is not needed.

"Carrying out this plan in California would potentially further delay a housing re-recovery and ultimately result in greater losses for the taxpayer," said CAR President LeFrancis Arnold.

Women's Council of REALTORS®

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

APRIL

26th 3rd Annual Bowling Tournament

MAY

4/30 CAR Spring: April 30-May 1

1st Sacramento, California
Sheraton, Grand Hotel,
Hyatt Regency Hotel
Sacramento Community
Convention Center

9th Board Meeting SRAR Board Rm
11:30 A.M. - 1:00 P.M.

17th National WCR Midyear Meeting
20th WCR Headquarters Hilton
Washington

1919 Connecticut Ave. NW
Washington, D.C.

21st Business Resource Luncheon
11:00 A.M. - 1:00 P.M.

24th New Member Orientation &
Thirsty Thursday Social Mixer
6:00 P.M. - 9 P.M.

JUNE

9th eWaste Recycling at Sherman
Oaks Galleria

13th Board meeting, SRAR
11:30 - a.m. 1:00 p.m.

20th Multiple Chapter Mega
Networking & Forum

MANDATORY GOVERNMENT RETROFIT ITEMS

SUBMITTED BY JEFF KAHN, SRAR RISK MANAGEMENT COMMITTEE

You are selling a residential property within the City of Los Angeles. What are the mandatory retrofit items that must be completed prior to the close of escrow?

1. The Los Angeles Municipal code Section 122.03 requires that the Seller of Residential property provide the Buyer with a **Certificate of Compliance** stating that all applicable items have been retrofitted with the **water saving devices** specified in said code section. Property shall have ultra low flow toilets in all bathrooms as well as **flow restrictor showerheads** on all showers.

2. Los Angeles City Ordinance No. 161.136 requires that all **external sliding glass doors** (the sliding part only) must be tempered glass or "impact hazard glazed" with a safety film approved by the City of Los Angeles.

3. California Health and Safety Code Sections 13113.8(b) and 19211 requires Sellers to provide buyer with a written statement indicating that the Property is in compliance with the applicable local ordinance regarding installation of **smoke detectors and water heater bracing, anchoring or strapping**. Los Angeles City ordinance requires installation of smoke detectors in every bedroom and hallway adjacent to a bedroom. Single family residences may have battery operated smoke detectors, but all multi dwelling units, including condominiums and townhomes, must be hardwired. Los Angeles City ordinance requires all water heaters to

be double strapped as per city ordinance specifications.

4. Los Angeles City Ordinance requires the installation of a **Seismic Gas shutoff Valve** prior to the close of escrow. Said ordinance requires a permit from the Department of Building and Safety as well as an inspection by the Department.

5. In addition to the above, it should be noted that State law now requires the installation of **Carbon Monoxide** detectors in all single family dwellings. While this is not a retrofit, or point of sale, requirement in the City of Los Angeles, it is state law that all residential single family dwellings have Carbon Monoxide detectors effective July 1, 2011. The state requirement would appear to require a Carbon Monoxide detector be installed outside each separate sleeping area in



the immediate vicinity of the bedroom and on every level of the property. For all units other than single family dwelling units, this law goes into effect on January 1, 2013.

The governmental agencies requiring the above retrofit items do not dictate who is to pay for this. It is the custom and practice in the City of Los Angeles that the Seller pays for these retrofit items, but this is a negotiable item between seller and buyer. The city and state are neutral on who pays for these items, only that they must be completed prior to the close of escrow. REO properties are NOT exempt from these retrofit requirements nor from the Carbon Monoxide detector requirements.

CALENDAR OF EVENTS

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



GERARDO ASCENCIO NAMED NAHREP PRESIDENT JUAN MARTINEZ INSTALLED AS PRESIDENT-ELECT



The National Association of Hispanic Real Estate Professionals (N A H R E P) announced the installation of Gerardo "Jerry" Ascencio, a Southern California-based real estate broker, as the 2012-2013

president of the nation's largest and fastest growing trade association for Hispanic real estate professionals. Ascencio, who has served as NAHREP's president elect, joined the national leadership team in 2009 as a member of the national board. He succeeds outgoing President Carmen Mercado of Long Island, NY. Juan Martinez, one of the leading Latino real estate brokers in Nevada, succeeds Ascencio as president-elect. The pair was sworn in during NAHREP's annual legislative conference last week in Washington D.C. and will serve one-year terms in these roles.

"Jerry Ascencio is part of a movement of young NAHREP leaders that will carry the message of our group and the important role it must play in the housing recovery," said Gary Acosta, co-executive director of NAHREP. "Jerry is a strong leader and one of the finest communicators in the business. His passion and advocacy will help propel NAHREP in a new era."

Ascencio, a Mexican immigrant from Michoacán, is a 22-year veteran of real estate. He co-founded his first office, San Fernando Realty, in 1993 with six agents. Today his company employs over 50 agents and is one of the leading brokerages in the greater Los Angeles area. Ascencio has also been an active leader with the Southland Regional Association of Realtors and has served in several leadership positions including their Board of Directors.

Juan Martinez is the broker/owner of RE/MAX Executives in Las Vegas. He is the number one Hispanic Agent in the Silver

State closing more than 500 transactions per year. He has placed within the top three agents in closed transactions for the past decade and is the number one Hispanic agent in buyer transactions for the Valley. Martinez is also the former president of NAHREP Nevada, which under his leadership became the first NAHREP chapter in the country to exceed 1000 members. He also serves on NAHREP's national board and is the national membership committee chair.

ABOUT NAHREP

The National Association of Hispanic Real Estate Professionals, a non-profit 501c6 trade association, is dedicated to increasing the homeownership rate among Latinos by educating and empowering the real estate professionals that serve them. Based in San Diego, NAHREP is the premier trade organization for Hispanics and has more than 20,000 members in 48 states and 50 affiliate chapters.

BE AWARE, BE ALERT, BE PRO-ACTIVE AND BE SAFE

BY: LOUIS PERRY, PRESIDENT OF KADIMA SECURITY SERVICES

Often times we leave ourselves open for criminals to take advantage. I will list many examples below. Ask yourself if you are guilty of any of the below listed items. If so, you are more capable of becoming a victim.

1. Do you leave your purse on top or under your desk?
2. Do you leave items such as bags, laptops, cell phones, boxes, etc. in your car?
3. Do you leave your car windows open?
4. Do you carry wads of cash?
5. Do you keep multiple doors open in your office unmanned?
6. Do you leave windows open on ground level when no one is home?
7. Do you give anyone your social security number?
8. Do you trust people based on how they look?
9. Do you research a little about the people with whom you do business with?
10. Do you assume a lot?
11. Are you the type that believes if it is too good to be true, then it is true?
12. Do you think all people have good intentions? If you answer yes, you are in trouble.
13. Would you enter a parking structure if you felt something was not right and you were alone? If you answer yes, think again,
14. If you were about to enter an elevator and did not feel right about entering the elevator because you were not comfortable with the occupants, what would you do? Would you do in or turn and walk away? B is correct. Follow your instincts.
15. When showing a home, if you do not feel good about the person in front of

you, I would call and have someone on the phone line with me. If something is about to go bad, he or she can notify the police and advise them of the situation.

16. Remember: do not leave your valuables in your car such as purses, keys, cell phones, etc. Criminals target brokers and try to catch them off guard.
17. Always tell someone where you will be and when you will leave the location. It is a simple task. This will enable those who love you to know your last location.
18. Remember: be alert, be aware and be pro-active.

Be safe,
KADIMA SECURITY SERVICES, INC
Louis Perry
President

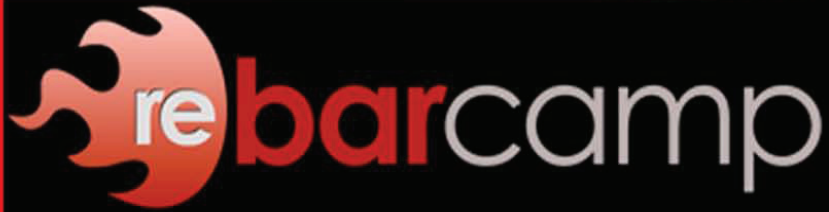
SRAR's EDUCATION & EVENTS CALENDAR

APRIL/MAY, 2012

All classes & events are subject to change or cancellation. Please check the SRAR educational calendar online at www.srar.com/calendar for updated information.

April	Class/Event	Time	Location	Cost	Overview
20	CARETS Commercial (Lecture)	2:00PM to 3:30PM	Van Nuys Office	FREE	Overview of the new CARETS Commercial MLS. A Property Centric System for CRISNet MLS agents to Search, Add/Edit Commercial/Industrial For Sale/Lease, Biz Op, Res Income (5+ units), Land properties. Public side and Agent side. This Lecture class will take place in the SRAR Auditorium at 7232 Balboa Blvd Van Nuys, Ca. 91406. To RSVP for this class call Vince at (818) 947-2268.
23	Matrix CMA Wizard (Lecture)	2:00PM to 4:00PM	Van Nuys Office	FREE	Comparative Market Analysis for Buyers and Sellers. Searches, Reports and Maps. This lecture class will take place in the SRAR Board Room at 7232 Balboa Blvd Van Nuys, Ca. 91406. Seating is limited and you MUST have a reservation in advance. To RSVP for this class call Vince at (818) 947-2268.
24	Certified Green Real Estate Professional Training (Other)	2-Day Event	West San Gabriel Valley Association of REALTORS®	\$400 for Build It Green members, \$450 for non-members	Visit www.builditgreen.org/en/cev/531 or contact: training@builditgreen.org or 510-590-3360 ext. 603
24	Cloud CMA Plus (Lecture)	10:00AM to 12:00PM	Santa Clarita Office	FREE	An Easy, Quick yet Sophisticated programs for CMAs, Buyer Tours, Property Reports and Flyers with QR codes and smartphone reports for you and your clients. This Lecture class will take place at the Santa Clarita Office on 20655 Soledad Canyon Rd #33 Canyon Country, Ca 91351. To RSVP for this class call the Santa Clarita Office at (661) 299-2930.
24	Matrix Email Alerts & Contact Management (Lecture)	1:00 PM to 3:00pm	Santa Clarita Office	FREE	Add and Manage Contacts, Emails, Alerts and more in the My Matrix Tab. This Lecture class will take place at the Santa Clarita Office on 20655 Soledad Canyon Rd #33 Canyon Country, Ca 91351. To RSVP for this class call the Santa Clarita Office at (661) 299-2930. PRE-REQUISITE CLASS MATRIX SEARCHING 1
24	Web Marketing & Leads (Lecture)	2:00PM to 4:00PM	Van Nuys Office	FREE	This class covers FREE member benefits-the Basic Website, Basic IDX, and Basic Mobile IDX (for Smartphone viewing). Also, how to take advantage of the internet and specifically working with internet leads. This class will take place in the SRAR Auditorium at 7232 Balboa Blvd Van Nuys, Ca. 91406. To RSVP for this seminar, please send an e-mail with your name, member number, and phone number to: seminars@realtylech.com
25	Introduction to Commercial RE (Lecture)	9:00AM to 12:00PM	Santa Clarita Office	\$25	Interested in learning about Commercial Real Estate? Attend this class to learn the basics. Seating limited. See flyer for registration information. Flyer could be found on http://srar.com/events/?p=calendar&date=2012-04-25
25	Hone Your Map Search Skills & More (Hands On)	10:00AM to 12:00PM	Van Nuys Office	FREE	Learn how to search using Matrix map search tools and other tips. This Hands-On class will take place in the SRAR Computer Lab at 7232 Balboa Blvd Van Nuys, Ca. 91406. NOTE: Seating for this class is extremely limited and you MUST have a reservation, you MUST know basic Windows and how to use a mouse. To RSVP for this class call Vince at (818) 947-2268. PRE-REQUISITE CLASS MATRIX SEARCHING 1
25	Matrix Beyond Basic (Lecture)	2:00PM to 4:00PM	Van Nuys Office	FREE	This Class covers the Speed bar, Carts, Market Watch Widget, Custom displays, and more. This Lecture class will take place in the SRAR Auditorium at 7232 Balboa Blvd Van Nuys, Ca. 91406. To RSVP for this class call Vince at (818) 947-2268. PRE-REQUISITE CLASS MATRIX SEARCHING 1
27	Listing Management/Add Edit (Lecture)	12:00PM to 2:00PM	Van Nuys Office	FREE	This class covers how to input and make changes to your own listings in the Matrix System. This Lecture class will take place in the SRAR Auditorium at 7232 Balboa Blvd Van Nuys, Ca. 91406. To RSVP for this class call Vince at (818) 947-2268.
28	Foreclosure Prevention Seminar	10:00AM to 12:00PM	Van Nuys Office	FREE	**IF YOU'RE A REALTOR, YOU MUST BRING A CLIENT TO THIS SEMINAR** Please join us for a FREE Foreclosure Prevention Seminar on Saturday, April 28th from 10:00am - 12:00pm. Seminar to include: *Your Legal Rights Explained *Foreclosure Scams to Watch Out For *What is a Short Sale & How can it Help? *Options for Refinancing For information or to RSVP, call 818-947-2298
30	Matrix Searching (Lecture)	10:00AM to 12:00PM	Van Nuys Office	FREE	This class covers how to get comps, new listings, search by map, email reports and other useful tips. This Lecture class will take place in the SRAR Auditorium at 7232 Balboa Blvd Van Nuys, Ca. 91406. To RSVP for this class call Vince at (818) 947-2268.
May	Class/Event	Time	Location	Cost	Overview
1	Zipform 6 (Workshop)	10:00AM to 12:00PM	Van Nuys Office	Free	ZipForm 6 California Association of REALTORS® electronic contract/forms program. Make Templates for listings appointments, buyers, etc. Learn to use special features of the program. This workshop will take place in the SRAR Auditorium at 7232 Balboa Blvd Van Nuys, Ca. 91406. Seating is limited and you MUST have a reservation in advance. If you want to work on a computer, you must bring your own laptop with you. To RSVP for this workshop call Vince at (818) 947-2268.
1	Matrix Beyond Basic (Workshop)	2:00PM to 4:00PM	Van Nuys Office	Free	Matrix Beyond Basic This Class covers the Speed bar, Carts, Market Watch Widget, Custom displays, and more. PRE-REQUISITE CLASS MATRIX SEARCHING 1. This workshop will take place in the SRAR Auditorium at 7232 Balboa Blvd Van Nuys, Ca. 91406. Seating is limited and you MUST have a reservation in advance. If you want to work on a computer, you must bring your own laptop with you. To RSVP for this workshop call Vince at (818) 947-2268.
2	Matrix Email Alerts & More (Workshop)	10:00AM to 12:00PM	Van Nuys Office	Free	Add and Manage Contacts, Emails, Alerts and more in the My Matrix Tab. PRE-REQUISITE CLASS MATRIX SEARCHING 1. This workshop will take place in the SRAR Auditorium at 7232 Balboa Blvd Van Nuys, Ca. 91406. Seating is limited and you MUST have a reservation in advance. If you want to work on a computer, you must bring your own laptop with you. To RSVP for this workshop call Vince at (818) 947-2268.
2	Creating & Editing Your Website (Workshop)	2:00PM to 4:00PM	Van Nuys Office	Free	Learn how to create and edit your Realty Tech Website. This workshop will take place in the SRAR Auditorium at 7232 Balboa Blvd Van Nuys, Ca. 91406. Seating is limited and you MUST have a reservation in advance. If you want to work on a computer, you must bring your own laptop with you. To RSVP for this workshop send an email with your name, member number & phone number to: seminars@realtylech.com
7	Lisint Management / Add Edit (Lecture)	2:00PM to 4:00PM	Van Nuys Office	Free	This class covers how to input and make changes to your own listings in the Matrix System. This Lecture class will take place in the SRAR Auditorium at 7232 Balboa Blvd Van Nuys, Ca. 91406. To RSVP for this class call Vince at (818) 947-2268.
8	Realty Tech (Workshop)	2:00PM to 4:00PM	Santa Clarita Office	Free	Learn how to create and edit your Realty Tech Website. This Workshop will take place at the Santa Clarita Office on 20655 Soledad Canyon Rd #33 Canyon Country, Ca 91351. To RSVP for this seminar, please send an e-mail with your name, member number, and phone number to: seminars@realtylech.com
9	Lisint Management / Add Edit (Lecture)	10:00AM to 12:00PM	Santa Clarita Office	Free	This class covers how to input and make changes to your own listings in the Matrix System. This Lecture class will take place at the Santa Clarita Office on 20655 Soledad Canyon Rd #33 Canyon Country, Ca 91351. To RSVP for this class call the Santa Clarita Office at (661) 299-2930.
9	Hone Your Map Search Skills (Lecture)	1:00PM to 3:00PM	Santa Clarita Office	Free	Learn how to search using Matrix map search tools and other tips. PRE-REQUISITE CLASS MATRIX SEARCHING 1 This Lecture class will take place at the Santa Clarita Office on 20655 Soledad Canyon Rd #33 Canyon Country, Ca 91351. To RSVP for this class call the Santa Clarita Office at (661) 299-2930.
10	Broker Owner Manager Meeting (Other)	10:00AM to 12:00PM	Van Nuys Office	Free	n/a
11	Hone Your Map Search Skills & More (Lecture)	10:00AM to 12:00PM	Van Nuys Office	Free	Learn how to search using Matrix map search tools and other tips. PRE-REQUISITE CLASS MATRIX SEARCHING 1 This Lecture class will take place in the SRAR Auditorium at 7232 Balboa Blvd Van Nuys, Ca. 91406. To RSVP for this class call Vince at (818) 947-2268.
15	May Commercial Networking Meeting (Other)	8:15AM to 9:30AM	Van Nuys Office	Free	Come hear Dawn Rickabaugh discuss Commercial Notes, Networking, refreshments, listing pitches.
15	Matrix Searching 1 (Lecture)	2:00PM to 4:00PM	Van Nuys Office	Free	This class covers how to get comps, new listings, search by map, email reports and other useful tips. This Lecture class will take place in the SRAR Auditorium at 7232 Balboa Blvd Van Nuys, Ca. 91406. To RSVP for this class call Vince at (818) 947-2268.
16	Tax Consequences & Partnership Arrangements (Other)	9:00AM to 12:00PM	Van Nuys Office	\$25	Come to this informative event to learn the tax advantages/disadvantages of commercial real estate - find out about new tax laws - learn from the best the business has to offer!
16	Zipform 6 (Hands On)	5:00PM to 7:00PM	Van Nuys Office	Free	California Association of REALTORS® electronic contract/forms program. Make Templates for listings appointments, buyers, etc. Learn to use special features of the program. This Hands-On class will take place in the SRAR Computer Lab at 7232 Balboa Blvd Van Nuys, Ca. 91406. NOTE: Seating for this class is extremely limited and you MUST have a reservation, you MUST know basic Windows and how to use a mouse. To RSVP for this class call Vince at (818) 947-2268.
18	CARETS Commercial (Lecture)	2:00PM to 4:00PM	Van Nuys Office	Free	Overview of the new CARETS Commercial MLS. A Property Centric System for CRISNet MLS agents to Search, Add/Edit Commercial/Industrial For Sale/Lease, Biz Op, Res Income (5+ units), Land properties. Public side and Agent side. This Lecture class will take place in the SRAR Auditorium at 7232 Balboa Blvd Van Nuys, Ca. 91406. To RSVP for this class call Vince at (818) 947-2268.

San
Fernando
Valley



FREE

Parking
\$4.00

Thursday

June 21, 2012

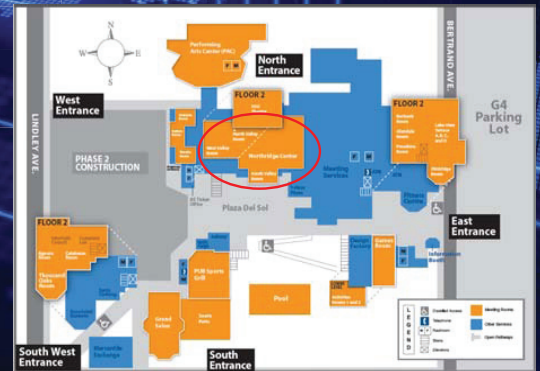
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**California State University, Northridge
University Student Union
Northridge Center Complex
18111 Nordhoff Street
Northridge, CA 91330**



RESPONSIBLE REALTOR® APPLICANTS

FIRST POSTING

Aguilera, Giancarlo
Top Rank Realty
7810 Topanga Canyon Blvd. #204
Canoga Park, CA. 91304

Angelina, Eva
Excellence Premier Properties
14500 Roscoe Blvd. 4th Floor
Panorama City, CA. 91402

Brooks, Fe
Fe V. Brooks
19213 Schoenborn St.
Northridge, CA. 91324

Candelaria, Jaime G.
Kenneth Management Group Inc.
31129 Via Colinas St. 703
Westlake Village, CA. 91362

Chong, Frank
CIB Residential
101 Gregory Lane, St. 27
Pleasant Hill, CA. 94523

Feingersh, Michael
Michael Scott Feingersh
5727 Topanga Cyn. Blvd. #4
Woodland Hills, CA. 91367

Gamero, Jennifer Lynn
Gamero Group Properties
7120 Hayvenhurst Ave. 206A
Lake Balboa, CA. 91406

Hamidi, Michael
Lanceville Property Management
20501 Ventura Blvd. #205
Woodland Hills, CA. 91367

Karamad, Paymaneh
Perfect Properties
23744 Kittridge St.
West Hills, CA. 91307

Kasra, Amir
Amir Kasra
26261 Veva Way
Calabasas, CA. 91302

Levy, Bruce Allen
Bruce Allen Levy
22527 Crenshaw Blvd. Suite 201
Torrance, CA. 90505

Limon, Filiberto
Viking Realty
8535 Florence Ave., Suite 100
Downey, CA. 90240

Linsk, Michael Stephen
Michael Linsk
18140-60 Oxnard St.
Tarzana, CA. 91356

Lubinsky, Mitchell
REOMI, Inc.
18757 Burbank Blvd. Suite 128
Tarzana, CA. 91356

Maghalyan, Michelle
California Quest Realty
13331 Moorpark St. #127
Sherman Oaks, CA. 91423

Pepe, Phillip
Summitt, Inc.
5170 Kanan Rd.
Agoura Hills, CA. 91301

Prince, Harvey David
Prince Realty/A C F Property Management
12411 Ventura Blvd.
Studio City, CA. 91604

Sousa, Alfredo Jose
L.P.F. Homes Inc.
10727 White Oak Ave. #100
Granada Hills, CA. 91344

Tonchev, Nick
Tasoni Realty
7840 Foothill Blvd. #H
Sunland, CA. 91040

Valencia, Oscar Benjamin
Valencia Realty Services
1543 W. Olympic Blvd. PH1
Los Angeles, CA. 90015

Valladares, Roberto
Roberto Valladares
8054 Cantaloupe Ave.
Panorama City, CA. 91402

Wolfe, Juanita Gardenier
Cunningham Property Management, Inc.
4417 W. Magnolia Blvd.
Burbank, CA. 91505

SECOND POSTING

Chang, Peter
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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

REALTOR® APPLICANTS

Abrahamian, Aram / SoCal Real Estate Services / Valley Village
 Abrahamian, Michelle / Pinnacle Estate Properties / Northridge
 Acevedo, Salvador Manuel / Coldwell Banker Greater Valleys / Granada Hills
 Adams, Clay Allen / Re/Max Olson & Associates / Porter Ranch
 Ahmadi, Nasser / Pinnacle Estate Properties / Northridge
 Ahn, Bradford / Rodeo Realty / Woodland Hills
 Ananian, Garen Alexander / Pinnacle Estate Properties / Encino
 Arcilla, Michelle Goita / Exit Realty Granada / Granada Hills
 Ashorzadeh, Isaac / Property Center, Inc. / Woodland Hills
 Beckerman, Sheila / Rodeo Realty / Encino
 Borghetti, Michael Spencer / The Real Estate Plaza / Granada Hills
 Brikha-Khowrowabadi, Jaklin / Rodeo Realty / Calabasas
 Brutyan, Edgar / Pinnacle Estate Properties / Northridge
 Bucano, Danya / Exclusive Estate Properties / North Hollywood
 Ceglia, Brandon Michael / Keller Williams Encino-Sherman Oaks / Encino
 Chavez, Hans J. / The Real Estate Plaza / Granada Hills
 Chong, Kenneth Michael / CIB Residential / Pleasant Hill
 Cohen, Donny Jacob / Prudential Calif. Realty / Sherman Oaks
 Cohen, Kevin / M & M Financial Services / Encino
 Cole, Bradley Thomas / Prudential Calif. Realty / Studio City
 de Golish, Jacob / Keller Williams Encino-Sherman Oaks / Encino
 De La Torre, Sara / Tholco R.E. / Bakersfield
 Dowell, Debra Majenta / Keller Williams Realty Calabasas / Calabasas
 Dugom, Salem Yousef / California Pacific Realty And Finance / Woodland Hills
 Eslamieh, Farid / Realty Executives / Santa Clarita
 Daneshi, Paula / Century 21 Albert Foulad Realty Corp. / Encino
 Duran-Rodriguez, Sandra / Brightstone Estate Properties / Winnetka
 Farhadian, Sharona / Keller Williams Realty / Studio City
 Fidalgo, Julie G. / Rodeo Realty / Studio City
 Flatt, Michael / Century 21 All Moves / Granada Hills
 Fletcher, Edward Arnold / American Capital Realty / Los Angeles
 Franco, Miguel Angel / Century 21 Valley Properties / West Hills
 Freeman, Jeffrey Regan / Keller Williams Realty North Valley / Granada Hills

Garcia, Jane / Dass Realty & Associates / Granada Hills
 Garcia, Juan Jose / Brightstone Estate Properties / Winnetka
 Garcia, Linda / Pinnacle Estate Properties, Inc. / Northridge
 Golastani, Mona / Re/Max Olson Estates / Woodland Hills
 Gordon, Joseph Howard / Keller Williams Realty Calabasas / Calabasas
 Hernandez, George / Atlantic & Pacific Real Estate / Thousand Oaks
 Jara, Nilo G. / Gold Star Realty / Encino
 Kellar, Deborah Lorraine / Keller Williams Realty A.V. / Palmdale
 Kim, Janet Haegge / Best Realty & Investment, Inc. / Granada Hills
 Kruger, Yolanda Marie / Tholco Real Estate Group / Bakersfield
 Kuliczowski, Herminia P. / Coldwell Banker Quality Properties / Northridge
 Landry, Vicki / Equity Builder's And Investments / Woodland Hills
 Lundsford, Leslie A. / REO Modern Realty Corp. / Cerritos
 Manzano, Susanna / Realty Executives Premiere / North Hollywood
 Marinic, David K S / Oakwood Mortgage & Real Estate, Inc. / Oak Park
 Marks, Lawrence Neil / Atlantic & Pacific Real Estate, Inc. / Thousand Oaks
 Mikaelian, Michael Robert / Keller Williams Realty Calabasas / Calabasas
 Motamedi, May / Realty America Group / Calabasas
 Nuor, Nick / Gold Star Realty / Encino
 Orozco, Delmy / Keller Williams North Valley / Granada Hills
 Perez, Elvira Antonia / Dilbeck Real Estate Real Living / Sherman Oaks
 Porter II, Daniel Charles / Marquise Realty / Chatsworth
 Purvis, Monique / Keller Williams North Valley / Granada Hills
 Richards, Gabriela / Realty Source / El Cajon
 Robbins, Adam / Realty World-Imperial / Woodland Hills
 Rodriguez, Louis Alex / Keller Williams North Valley / Granada Hills
 Rohdes, Harold / Keller Williams Realty Calabasas / Calabasas
 Russo, Carmen / Keller Williams VIP Properties / Valencia
 Seth, Neeru / Pars Properties / Encino
 Sharaf, Michelle / Rodeo Realty / Sherman Oaks
 Vera, John J. / Coldwell Banker Greater Valleys / Granada Hills
 Wright, George Lee / Rodeo Realty / Woodland Hills

Posting

The following Real Estate Brokers have applied for REALTOR® membership. If you have any objections to an applicant's admittance, the objection should be submitted in writing to the Membership Committee at once. In the event a qualified complaint is received, the complaint will be forwarded to the applicant and to the Chairman of the Membership Committee to ascertain that the complaint comes within the purview of the 7 point criteria established by the National Association of Realtors®. If it does not, the complainant is notified and the applicant is admitted to membership. If it does, the Membership Committee Chairman shall appoint a panel of 3 members from the committee to interview the applicant. The Panel shall make its recommendation to the Membership Committee, which shall then forward its recommendation to the Board of Directors. If the committee recommends disapproval of the application, the Board of Directors will review the recommendation and render a final decision.

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR MARCH

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	136	95	99	159	157	646	485	1,131
Total Active Listings.....	291	203	224	303	356	1,377	1,217	2,594
Average Days on Market.....	101	98	124	114	108	109	114	111
Average List Price in Thousands.....	264.8	888.8	671.6	519.9	1,154.9	709.2	436.2	581.1
Median List Price in Thousands.....	249.9	779.0	424.9	435.0	649.0	450.0	280.0	359.0
BOMS.....	42	14	27	45	38	166	117	283
Average BOM Price in Thousands.....	263.5	747.2	512.3	423.9	998.4	556.5	318.9	458.2
BOM to Sale Ratio.....	37.5	23.0	37.5	37.2	27.9	33.1	36.9	34.6
Expirations.....	16	11	17	29	28	101	87	188

PENDING SALES

New Escrows Opened.....	168	68	115	178	175	704	482	1,186
Total YTD Escrows Opened.....	407	180	316	436	420	1,759	1,173	2,932
New Open Escrows Average Days on Market.....	72	63	84	73	75	74	75	74
New Open Escrows Average List Price.....	253.9	797.8	595.8	448.7	576.6	491.7	337.7	429.1

CLOSED SALES:

New Escrows Closed.....	112	61	72	121	136	502	317	819
Total YTD Escrows Closed.....	298	146	199	282	325	1,250	785	2,035
Volume of New Sales Dollars in Millions.....	28.011	37.847	43.985	51.028	79.960	240.831	113.539	354.370
Volume of total YTD Sales in Millions.....	72.640	94.132	112.624	117.241	201.333	597.970	272.880	870.850
Average Sale price in Thousands.....	250.1	620.4	610.9	421.7	587.9	479.7	358.2	432.7
Median Sale Price in Thousands.....	247.5	550.0	400.0	395.0	445.0	378.5	285.0	330.0
Coop Sales.....	73	48	53	103	115	392	250	642
Percent of Coop Sales.....	65.2	78.7	73.6	85.1	84.6	78.1	78.9	78.4
Average Days on Market.....	137	133	147	135	132	136	147	140
Sales at List Price.....	63	20	26	57	58	224	169	393
Percent of Sales at List Price.....	56.3	32.8	36.1	47.1	42.6	44.6	53.3	48.0
Sales to Listing Inventory Ratio.....	38.5	30.0	32.1	39.9	38.2	36.5	26.0	31.6
Final Sale to New Listing Ratio.....	82.4	64.2	72.7	76.1	86.6	77.7	65.4	72.4

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	49	32	58	46	35	220	164	384
Total Active Listings.....	122	82	113	88	93	498	436	934
Average Days on Market.....	105	121	99	117	130	113	137	124
Average List Price in Thousands.....	173.3	445.4	317.6	312.9	360.3	310.4	312.1	311.2
Median List Price in Thousands.....	154.9	345.0	245.0	250.0	270.0	244.9	239.9	240.0
BOMS.....	21	18	18	17	14	88	44	132
Average BOM Price in Thousands.....	172.2	324.9	251.6	267.2	270.3	253.6	245.7	251.0
BOM to Sale Ratio.....	84.0	60.0	50.0	41.5	43.8	53.7	43.1	49.6
Expirations.....	9	8	7	5	7	36	28	64

PENDING SALES

New Escrows Opened.....	64	51	65	55	53	288	198	486
Total YTD Escrows Opened.....	143	105	148	145	119	660	499	1,159
New Open Escrows Average Days on Market.....	79	95	87	61	79	80	77	79
New Open Escrows Average List Price.....	182.0	332.2	228.8	267.5	289.4	255.3	267.2	260.1

CLOSED SALES:

New Escrows Closed.....	25	30	36	41	32	164	102	266
Total YTD Escrows Closed.....	77	79	105	102	81	444	293	737
Volume of New Sales Dollars in Millions.....	3.454	10.003	11.365	9.850	9.835	44.506	28.571	73.077
Volume of total YTD Sales in Millions.....	11.994	26.518	27.728	24.402	21.116	111.758	74.397	186.154
Average Sale price in Thousands.....	138.1	333.4	315.7	240.2	307.3	271.4	280.1	274.7
Median Sale Price in Thousands.....	129.0	310.0	212.0	225.0	260.0	230.0	228.0	230.0
Coop Sales.....	17	27	22	33	21	120	79	199
Percent of Coop Sales.....	68.0	90.0	61.1	80.5	65.6	73.2	77.5	74.8
Average Days on Market.....	174	142	154	155	182	160	143	154
Sales at List Price.....	11	8	11	17	10	57	39	96
Percent of Sales at List Price.....	44.0	26.7	30.6	41.5	31.3	34.8	38.2	36.1
Sales to Listing Inventory Ratio.....	20.5	36.6	31.9	46.6	34.4	32.9	23.4	28.5
Final Sale to New Listing Ratio.....	51.0	93.8	62.1	89.1	91.4	74.5	62.2	69.3

MARCH 2012

SFV RESIDENTIAL MLS SUMMARY

RESIDENTIAL
PROPERTIES LISTED
1,515RESIDENTIAL PROP.
ESCROW OPENED
1,672RESIDENTIAL PROP.
ESCROW CLOSED
1,085

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	185	127	157	205	192	866	649	1,515
TOTAL ACTIVE LISTINGS	413	285	337	391	449	1,875	1,653	3,528
AVERAGE DAYS ON MARKET	103	104	116	115	112	110	120	115
AVERAGE LIST PRICE IN THOUSANDS	237.8	761.3	552.9	473.3	990.3	603.3	403.5	509.7
MEDIAN LIST PRICE IN THOUSANDS	230.0	675.0	349.0	399.0	564.0	379.0	270.0	325.0
BOMS	63	32	45	62	52	254	161	415
AVERAGE BOM PRICE IN THOUSANDS	233.1	509.7	408.0	380.9	802.4	451.5	298.9	392.3
BOM TO SALE RATIO	46.0	35.2	41.7	38.3	31.0	38.1	38.4	38.2
EXPIRATIONS	25	19	24	34	35	137	115	252

PENDING SALES:

NEW ESCROWS OPENED	232	119	180	233	228	992	680	1,672
TOTAL YTD ESCROWS OPENED	550	285	464	581	539	2,419	1,672	4,091
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	74	77	85	70	76	76	76	76
NEW OPEN ESCROWS AVERAGE LIST PRICE	234.1	598.2	463.3	405.0	509.8	423.1	317.2	380.0

CLOSED SALES:

NEW ESCROWS CLOSED	137	91	108	162	168	666	419	1,085
TOTAL YTD ESCROWS CLOSED	375	225	304	384	406	1,694	1,078	2,772
VOLUME OF NEW SALE DOLLARS IN MILLIONS	31.464	47.850	55.350	60.878	89.795	285.337	142.110	427.448
VOLUME OF TOTAL YTD SALES IN MILLIONS	84.633	120.650	140.352	141.643	222.449	709.728	347.277	1,057.005
AVERAGE SALE PRICE IN THOUSANDS	229.7	525.8	512.5	375.8	534.5	428.4	339.2	394.0
MEDIAN SALE PRICE IN THOUSANDS	230.0	447.5	342.0	339.0	400.0	330.0	270.0	305.0
COOP SALES	90	75	75	136	136	512	329	841
PERCENT OF COOP SALES	65.7	82.4	69.4	84.0	81.0	76.9	78.5	77.5
AVERAGE DAYS ON MARKET	144	136	149	140	142	142	146	144
SALES AT LIST PRICE	74	28	37	74	68	281	208	489
PERCENT OF SALES AT LIST PRICE	54.0	30.8	34.0	45.7	40.5	42.2	49.6	45.1
SALES TO LISTING INVENTORY RATIO	33.2	31.9	32.0	41.4	37.4	35.5	25.3	30.8
FINAL SALE TO NEW LISTING RATIO	74.1	71.7	68.8	79.0	87.5	76.9	64.6	71.6

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	177	51	32	17349
100,000 TO 109,999	89	38	12	8	104940
110,000 TO 119,999	138	71	11	9	20797
120,000 TO 139,999	70	125	40	22	13957
140,000 TO 159,999	93	140	36	22	22940
160,000 TO 179,999	83	120	39	29	21911
180,000 TO 199,999	106	147	28	20	30529
200,000 TO 249,999	75	379	138	94	18779
250,000 TO 299,999	77	427	161	103	38628
300,000 TO 349,999	76	333	128	80	25701
350,000 TO 399,999	76	264	97	66	33846
400,000 TO 449,999	65	180	70	48	26837
450,000 TO 499,999	83	161	46	33	30489
500,000 TO 549,999	63	108	35	21	21650
550,000 TO 599,999	73	118	38	30	39009
600,000 TO 699,999	84	176	38	28	48247
700,000 TO 799,999	62	115	25	25	53111
800,000 TO 899,999	115	78	26	23	94678
900,000 TO 999,999	82	61	11	11	33227
1,000,000 TO 1,999,999	67	230	36	28	73101
MORE THAN 2,000,000	115	93	6	5	417000
TOTALS	79	3541	1087	737	30527

LISTINGS
4,4542012 RMLS TOTAL - \$ VOLUME
\$1,057,005,00SALES
3,243

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

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MARCH 2012

SCV RESIDENTIAL MLS SUMMARY

RESIDENTIAL
PROPERTIES LISTED
460RESIDENTIAL PROP.
ESCROW OPENED
640RESIDENTIAL PROP.
ESCROW CLOSED
348

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS.....	6	4	103	27	27	65	20	84	336	124	460
TOTAL ACTIVE LISTINGS.....	37	28	175	53	100	132	26	173	724	308	1,032
AVERAGE DAYS ON MARKET.....	164	179	130	101	124	133	94	106	124	142	130
AVERAGE LIST PRICE IN THOUSANDS.....	387.4	679.6	379.7	326.8	384.3	369.0	519.4	502.0	420.7	300.2	384.8
MEDIAN LIST PRICE IN THOUSANDS.....	385.0	510.0	282.0	279.9	239.0	310.0	525.0	395.0	330.0	199.0	289.9
BOMS.....	3	4	37	6	9	20	6	27	112	31	143
AVERAGE BOM PRICE IN THOUSANDS.....	281.3	635.9	265.0	308.4	178.9	318.3	418.7	385.9	321.0	295.3	315.4
BOM TO SALE RATIO.....	50.0	200.0	66.1	26.1	33.3	37.7	46.2	40.3	45.3	30.7	41.1
EXPIRATIONS.....	2	2	11	5	4	2	1	12	39	20	59

PENDING SALES:

NEW ESCROWS OPENED.....	10	7	145	41	48	80	32	112	475	165	640
TOTAL YTD ESCROWS OPENED.....	27	16	303	89	104	196	69	304	1,108	382	1,490
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET.....	114	90	75	67	117	76	65	96	84	82	84
NEW OPEN ESCROWS AVERAGE LIST PRICE.....	274.7	304.0	272.0	313.1	226.2	316.4	463.9	394.6	320.8	223.5	295.7

CLOSED SALES:

NEW ESCROWS CLOSED.....	6	2	56	23	27	53	13	67	247	101	348
TOTAL YTD ESCROWS CLOSED.....	18	12	157	64	65	121	35	170	642	247	889
VOLUME OF NEW SALE DOLLARS IN MILLIONS.....	2.171	995	16.291	9.213	7.514	17.600	6.219	27.255	87.258	20.730	107.988
VOLUME OF TOTAL YTD SALES IN MILLIONS.....	5.751	4,902	44.083	23.504	17.563	38.554	15.454	65.135	214.946	52.484	267.430
AVERAGE SALE PRICE IN THOUSANDS.....	361.9	497.5	290.9	400.6	278.3	332.1	478.4	406.8	353.3	205.3	310.3
MEDIAN SALE PRICE IN THOUSANDS.....	385.0	465.0	275.0	330.0	190.0	330.0	470.0	362.5	325.0	162.0	277.0
COOP SALES.....	6	1	44	18	22	39	11	51	192	83	275
PERCENT OF COOP SALES.....	100.0	50.0	78.6	78.3	81.5	73.6	84.6	76.1	77.7	82.2	79.0
AVERAGE DAYS ON MARKET.....	108	95	159	149	166	166	143	136	151	138	148
SALES AT LIST PRICE.....	1	0	33	9	11	30	8	14	106	50	156
PERCENT OF SALES AT LIST PRICE.....	16.7	0	58.9	39.1	40.7	56.6	61.5	20.9	42.9	49.5	44.8
SALES TO LISTING INVENTORY RATIO.....	16.2	7.1	32.0	43.4	27.0	40.2	50.0	38.7	34.1	32.8	33.7
FINAL SALE TO NEW LISTING RATIO.....	100.0	50.0	54.4	85.2	100.0	81.5	65.0	79.8	73.5	81.5	75.7

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	72	28	19	15262	13.4
100,000 TO 109,999	66	20	10	7	9350	7.7
110,000 TO 119,999	111	25	4	3	31167	18.7
120,000 TO 139,999	102	51	20	15	16731	10.0
140,000 TO 159,999	107	36	11	7	27062	13.2
160,000 TO 179,999	79	28	18	14	18174	9.2
180,000 TO 199,999	73	68	15	10	9833	4.1
200,000 TO 249,999	84	100	33	26	19336	7.6
250,000 TO 299,999	105	125	43	30	24030	6.7
300,000 TO 349,999	71	74	36	22	143213	10.2
350,000 TO 399,999	118	71	25	19	32140	7.0
400,000 TO 449,999	63	51	23	18	17630	3.7
450,000 TO 499,999	68	59	20	14	25250	4.8
500,000 TO 549,999	95	34	16	12	36713	6.1
550,000 TO 599,999	83	35	5	4	60220	8.6
600,000 TO 699,999	25	31	5	4	54370	7.2
700,000 TO 799,999	116	33	6	6	108356	12.4
800,000 TO 899,999	52	15	3	3	74933	8.1
900,000 TO 999,999	9	16	1	1	25000	2.7
1,000,000 TO 1,999,999	313	29	3	3	436333	24.5
MORE THAN 2,000,000	0	10	0	0	N/A	N/A
TOTALS	87	983	325	237	40906	8.2

LISTINGS

2012 RMLS TOTAL - VOLUME

1,377

SALES

899

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



TOTAL MONTH BY MONTH

[illegible]

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR MARCH

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	6	4	69	26	11	51	15	54	236	109	345
Total Active Listings	34	28	111	49	47	104	20	111	504	267	771
Average Days on Market	160	179	137	101	139	124	91	105	126	149	134
Average List Price in Thousands	393.3	679.6	479.1	335.2	644.4	412.5	605.3	642.4	513.1	314.3	444.3
Median List Price in Thousands	385.0	510.0	329.9	289.0	510.0	365.0	625.0	485.0	410.5	199.9	349.0
BOMS	3	4	19	6	2	15	3	18	70	24	94
Average BOM Price in Thousands	281.3	635.9	378.4	308.4	290.0	345.5	599.9	448.6	400.9	325.8	381.7
BOM to Sale Ratio	50.0	200.0	46.3	28.6	15.4	41.7	25.0	36.7	38.9	30.8	36.4
Expirations	2	2	8	5	2	1	0	6	26	19	45

PENDING SALES

New Escrows Opened	10	7	95	39	20	59	22	75	327	135	462
Total YTD Escrows Opened	27	16	196	85	52	138	46	196	756	299	1,055
New Open Escrows Average Days on Market	114	90	73	68	115	74	65	94	81	80	81
New Open Escrows Average List Price	274.7	304.0	334.2	322.8	344.4	360.8	567.4	454.3	379.0	229.3	335.3

CLOSED SALES:

New Escrows Closed	6	2	41	21	13	36	12	49	180	78	258
Total YTD Escrows Closed	18	12	111	61	35	79	23	120	459	191	650
Volume of New Sales Dollars in Millions	2.171	.995	13.925	8.829	5.753	13.880	6.007	22.238	73.798	16.609	90.408
Volume of total YTD Sales in Millions	5.751	4.902	37.092	22.971	13.687	29.706	12.553	52.419	179.082	41.413	220.495
Average Sale price in Thousands	361.9	497.5	339.6	420.4	442.5	385.6	500.6	453.8	410.0	212.9	350.4
Median Sale Price in Thousands	385.0	465.0	305.0	330.0	374.0	378.1	470.0	415.0	378.1	161.0	329.9
Coop Sales	6	1	34	16	11	28	10	41	147	64	211
Percent of Coop Sales	100.0	50.0	82.9	76.2	84.6	77.8	83.3	83.7	81.7	82.1	81.8
Average Days on Market	108	95	175	154	224	140	125	135	152	139	148
Sales at List Price	1	0	26	8	6	19	8	7	75	35	110
Percent of Sales at List Price	16.7	0	63.4	38.1	46.2	52.8	66.7	14.3	41.7	44.9	42.6
Sales to Listing Inventory Ratio	17.6	7.1	36.9	42.9	27.7	34.6	60.0	44.1	35.7	29.2	33.5
Final Sale to New Listing Ratio	100.0	50.0	59.4	80.8	118.2	70.6	80.0	90.7	76.3	71.6	74.8

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	34	1	16	14	5	30	100	15	115
Total Active Listings	3	0	64	4	53	28	6	62	220	41	261
Average Days on Market	201	0	119	97	110	167	105	108	120	101	117
Average List Price in Thousands	319.6	0	207.2	223.9	153.6	207.8	233.1	250.8	209.2	208.5	209.1
Median List Price in Thousands	349.9	0	155.0	224.9	138.0	199.0	219.9	220.0	190.0	189.0	190.0
BOMS	0	0	18	0	7	5	3	9	42	7	49
Average BOM Price in Thousands	0	0	145.3	0	147.1	236.9	237.6	260.4	187.8	190.7	188.2
BOM to Sale Ratio	0	0	120.0	0	50.0	29.4	300.0	50.0	62.7	30.4	54.4
Expirations	0	0	3	0	2	1	1	6	13	1	14

PENDING SALES

New Escrows Opened	0	0	50	2	28	21	10	37	148	30	178
Total YTD Escrows Opened	0	0	107	4	52	58	23	108	352	83	435
New Open Escrows Average Days on Market	0	0	77	44	119	82	66	101	90	93	91
New Open Escrows Average List Price	0	0	153.9	123.9	141.8	191.6	236.3	273.6	192.0	197.3	192.9

CLOSED SALES:

New Escrows Closed	0	0	15	2	14	17	1	18	67	23	90
Total YTD Escrows Closed	0	0	46	3	30	42	12	50	183	56	239
Volume of New Sales Dollars in Millions	0	0	2.366	.384	1.761	3.720	.212	5.017	13.459	4.121	17.580
Volume of Total YTD Sales in Millions	0	0	6.991	.533	3.876	8.848	2.901	12.716	35.865	11.070	46.935
Average Sale price in Thousands	0	0	157.7	191.9	125.8	218.8	212.0	278.7	200.9	179.2	195.3
Median Sale Price in Thousands	0	0	137.0	143.9	117.0	217.0	212.0	235.5	190.0	162.0	183.5
Coop Sales	0	0	10	2	11	11	1	10	45	19	64
Percent of Coop Sales	0	0	66.7	100.0	78.6	64.7	100.0	55.6	67.2	82.6	71.1
Average Days on Market	0	0	115	92	112	221	368	138	150	135	147
Sales at List Price	0	0	7	1	5	11	0	7	31	15	46
Percent of Sales at List Price	0	0	46.7	50.0	35.7	64.7	0	38.9	46.3	65.2	51.1
Sales to Listing Inventory Ratio	0	0	23.4	50.0	26.4	60.7	16.7	29.0	30.5	56.1	34.5
Final Sale to New Listing Ratio	0	0	44.1	200.0	87.5	121.4	20.0	60.0	67.0	153.3	78.3

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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. B Hlvd.
(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

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

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

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)

April 27 - MLS	June 1
May 4	June 8 - MLS
May 11 - MLS	June 15
May 18	June 22 - MLS
May 25 - No Mtg	June 29

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