

# REALTOR® REPORT

May/June, 2012

*The Official Publication of Southland Regional Association of REALTORS®*

## REALTOR EXPO RETURN OF THE ECONOMY

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SRAR  
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Presented by:  
**Point2**  
August 13, 2012

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# ETHICS CORNER

BY HERB LAMBERT, CHAIRMAN, PROFESSIONAL STANDARDS COMMITTEE

## Is That Listing Really On the Market?

Let's face it, not all listings, especially Short Sales, are placed on the real open market via Multiple Listing Service. We're all aware of "Pocket Listings", "Office Exclusives" and agents who hold public open houses before inputting their listings to MLS to try to get their own buyers. Unless a seller desires privacy and doesn't want potential buyers and agents coming through the house; or if there are real accessibility problems, their interests are always best served when the listing is actively marketed using MLS, all the affiliated websites and the cooperation of agents who are working with buyers in the area. Bringing your own offer, even if full price, to a seller before actually promoting the property to the entire real estate market might not result in the best offer or highest price that the seller could have gotten. After all, who advised them on what price to list for? Holding that open house or bringing agents from your office before inputting to MLS might be an advantage for you and your company but it probably doesn't serve the best interests of your seller client.

Getting back to Short Sales, here's a scenario that occurs much too frequently: The listing is input as "Active" at 8 PM and changed to "Backup", "Pending" or "Hold" by 8 AM the following morning. (You can check the input and status history

of any listing by clicking on "CDOM." It can prove to be very interesting.) Whether an agent and seller are acting in an attempt to short sell a property to a pre-determined buyer or the agent is just trying to double-end the sale, a deceptively brief active status

### ARTICLE 1 and MLS Rule 7.8

*Article 1 of the Code of Ethics states that our primary duty is to "protect and promote the interests of our clients while treating all parties to transactions honestly." You might say that all other articles of the Realtor Code of Ethics stem from Article 1. MLS Rule 7.8 dictates that residential listings of 1 to 4 units are to be input to MLS within 2 business days of their start dates unless the seller has signed an authorization form to exclude the listing from MLS. In my opinion, this ethical duty and MLS rule are frequently violated by agents who withhold listings from the MLS or do not provide accurate information for listings that they have submitted to the MLS.*

in MLS is designed to appear to the short sale lender as though the property actually had been on the market. If that short sale at a lower than market price is approved by the lender, this deceptive practice which deprived other agents and their buyer clients from access to a home that should have been for sale could possibly lower a neighborhood's property values. That would be a breach of the public trust. The seller could also suffer with a higher tax burden based on the greater amount of debt forgiveness.

How about complying with Article 1 and MLS Rule 7.8 on all of your exclusive listings? Pledge to your sellers and to your fellow agents that your listings will be exposed to the entire potential marketplace by being placed in MLS within 2 business days of the listing being signed, and will actually be available for showing unless there are privacy or other issues that impede access. It's not just an Article of the Code of Ethics or an MLS Rule, it's your fiduciary duty to protect and promote the interests of your seller clients, not to mention preserving your own integrity and that of our profession.

# A SHORT SALE TIP

FROM KATHY MEHRINGER, SRAR RISK MANAGEMENT COMMITTEE

"Are you a real estate licensee working short sales?" If the answer is yes, you are working with Bank of America! What you need to know:


The Fannie Mae site includes an informative publication titled "Know Your Options." Take a moment to review the options referenced, in particular I call your attention to the Deed For Lease Program. This may be a viable option for homeowners who can no longer afford the payments and maintenance expenses but wish to remain in their home as tenants.

Bank of America has launched a website containing extremely valuable information detailing their short sale process and programs.

One such program is the Cooperative Short Sale Program, launched in March of 2011. Everything you'll want to learn about the program resides in Bank of America's website. Take advantage of the rich content by logging on to: [www.bankofamerica.com/realestateagent](http://www.bankofamerica.com/realestateagent)

Whether you are a consumer or a real estate practitioner – "knowledge is power, so power up." No doubt about it! We are on an information highway – with traffic heading our way at a frenetic rate of speed! Keeping up is challenging but resources are available! One example is the website referenced above. Other useful sites include: [www.fanniemae.com](http://www.fanniemae.com) and [www.freddiemac.com](http://www.freddiemac.com)

CONSUMER PRICE INDEXES						
APRIL 2012						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	APR 2011	MAR 2012	APR 2012	MAR 2012	APR 2012	APR 2012
Los Angeles - Riverside - Orange County	233.319	236.941	236.866	2.0	1.5	0.0



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

## REALTOR® REPORT

*The Official Publication of SRAR*

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**President-Elect**  
**Sharon Barron**

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# INTRODUCING NEW OMBUDSMAN SERVICES

If you are in a dispute with a member of SRAR and have not yet, or do not want to file an official complaint, you can take advantage of our NEW Ombudsman Program. This program is designed to help resolve disputes in a timelier and less formal fashion. The official grievance process could take up to four months or longer to resolve. With the Ombudsman Program, you can expect to be contacted by your assigned ombudsman within two business days.

The Ombudsman Program is made up of trained volunteers who will work with you from start to finish with your dispute. They will contact the other party on your behalf in an attempt to resolve the issue and avoid a formal complaint. The role of the ombudsman is not to take sides or determine who is in violation; but rather to facilitate proper communication between the disputing parties and find a resolution agreeable to both sides.

Volunteer ombudsmen are trained in and familiar with the Code of Ethics, state real estate regulations, and current real estate practices. They can respond to a wide variety of inquiries and complaints, including general questions about any of the above topics. We hope that through this process, we can resolve any issues you may have. If you do not wish to attempt resolution by use of our Ombudsman Program, or if the ombudsman is unable to facilitate a resolution for the parties, you may file a formal complaint through the Professional Standards department.

The Ombudsman Program is FREE and completely confidential. Click here for more information, or contact Michelle Gerhard, Professional Standards Administrator, at 818-947-2226.



# 2013 BOARD OF DIRECTOR APPLICATION AVAILABLE MAY 22, 2012

The Board Nominating Committee will be comprised of the following members:

**Fred Sabine, Chairman**  
**Patti Petralia, Vice Chairman**  
**Tom Carnahan**  
**Winnie Davis**  
**Mary Funk**  
**Raquel Magro**  
**Bud Mauro**  
**Todd Olson**  
**Bonnie Strassmann**

The purpose of this committee is to present the members with a slate of candidates duly qualified to serve on the Board of Directors for terms as set forth in the Bylaws.

Any member who wishes to be considered for a two year term as a SRAR Board of Director by the Board Nominating Committee must submit an Application and return it to the SRAR Board Nominating Committee, Donna Davis, 7232 Balboa Blvd., Van Nuys, CA 91406.

An Application will be available online at [www.srar.com](http://www.srar.com) beginning May 22nd thru June 11th, 2012. Please contact Donna at the Association office if you need further assistance at [DonnaD@srar.com](mailto:DonnaD@srar.com) or (818) 947-2253. APPLICATIONS MUST BE RETURNED BY **MONDAY, JUNE 11, 2012**. Applications will **NOT** be accepted after the Nominating Committee has recommended the "Slate of Candidates".

**Outlined below are criteria for qualification as a Director:**

SRAR Bylaws, Article X, Section 3 (g):

No person is eligible for Director who has not satisfied the following requirements prior to the date of nominations:

1) The individual must have been a member of the Association for at least three years immediately preceding the date of election.

2) The individual must have served a minimum of two years on a standing Association committee or committees and must have met the committee attendance requirements.

3) The individual must agree to attend any educational course or other training prescribed by the Board of Directors for all Directors. Acceptance of the office of Director will constitute the agreement by the individual. If any Director fails to satisfy these requirements after election, he or she shall not be eligible for further election to the Board of Directors until the requirements are met.

In the event of a merger, an individual's committee service with his/her former Association shall count toward the eligibility requirements.

**SRAR Blood Drive**  
to benefit

**Children's Hospital**  
LOS ANGELES

**Tuesday, July 10th**  
**9:00AM to 3:00PM**

**SRAR Auditorium**

For more information,  
contact Andre Buado  
at 818-947-2298 or  
[AndreB@srar.com](mailto:AndreB@srar.com)

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# REALTOR EXPO: RETURN OF THE ECONOMY

Tuesday, July 17, 2012 | 9:00AM - 2:30PM | The Odyssey Granada Hills

The 2012 SRAR REALTOR Expo promises to be one of the biggest and best Expo's the Association has had in a number of years.

First, let's start with the amazing new venue - The Odyssey Restaurant & Banquet Center in Granada Hills. Known for it's amazing views of the San Fernando Valley, The Odyssey has been a Los Angeles icon for more than 40 years.

With a variety of rooms and service, The Odyssey has been the chosen site of many special events over the years. The Odyssey's largest room (and the best views) is the Apollo Ballroom, which is where the SRAR Expo will be held this year.

## FREE LUNCH

Besides the amazing new venue, the 2012 Expo will also have plenty of FREE parking; and attendees will enjoy a complimentary boxed lunch on us! (*Lunches will only be available for the first 450 attendees at approximately 12:30PM and will go on a first-come, first-serve basis.*)

## SPEAKERS

Some exciting speakers have been confirmed for this year's Expo as well. Our first speaker session will be hosted by a panel of technology experts from the SRAR Technology Committee, who will present numerous tech-tools available and explain how you can incorporate them into your business plan. Staying on the cutting edge of technology is vital to today's market, so don't miss this important and informative session.

The technology panel will present at approximately 10:00AM.

Our second session will be an economic forecast by Dr. Eugenio J. Aleman, Director and Senior Economist for Wells Fargo. Dr. Aleman forecasts on a national, regional, and international basis. His focus for the 2012 Expo will be on forecasts for Los Angeles, as well as California and the national economy.

Dr. Aleman is based out of Charlotte, N.C. and brings with him an extensive background in economics with a primary focus on the United States and Latin-American countries. He earned a bachelor's degree in political science from the

Universidad Del Salvador in Buenos Aires, Argentina, an M.B.A. with a concentration in marketing from the Inter-American University in Puerto Rico, and an M.A. and a doctorate in economics with an emphasis in economic development and international trade and finance from Florida International University.

We are excited to welcome Dr.



and proud to have Dr. Aleman to the

SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.



2012 SRAR REALTOR Expo. Dr. Aleman's forecast will be at approximately 11:30AM.

A third speaker session will be held from 1:00-2:00PM with topic and speaker TBA.

## PRIZES

There will be plenty of raffle prizes offered throughout the event, so be sure to come early and stay late and not miss out on an opportunity to win!

One lucky attendee will win a weekend trip to fabulous Las Vegas!!! In order to win the Vegas prize, you will need to complete a scavenger hunt-style game and submit your findings to the SRAR staff and/or event committee volunteers.

One lucky person's name will be drawn from the scavenger hunt game pieces at approximately 2:15PM...you MUST be present to win.

The prize is valued at \$1,000 and includes a \$500 gift card to MGM Properties and Resorts, plus a \$500 VISA gift card.

For more information on the 2012 SRAR REALTOR or to purchase a table, contact Andre Buado at 818-947-2298 or via email at AndreB@srar.com.



Scan the QR code to view a video advertisement for the 2012 REALTOR Expo on SRAR TV. And be sure to subscribe to the SRAR TV YouTube channel while you're there.



San  
Fernando  
Valley



WELLS  
FARGO

HOME  
MORTGAGE



LOCKHEED  
FEDERAL CREDIT UNION



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

## Cutting Edge Technology Symposium for the Real Estate Community

# FREE

Parking  
\$4.00

Thursday

June 21, 2012

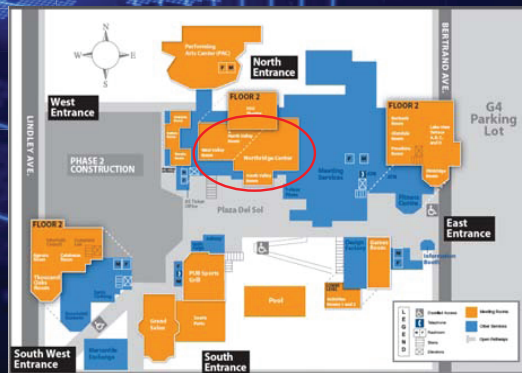
9:00AM to 3:00PM

[WWW.REBARCAMPSTRAR.COM](http://WWW.REBARCAMPSTRAR.COM)



RSVP to  
[barcamp@srar.com](mailto:barcamp@srar.com)

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





# SRAR'S EDUCATION & EVENTS CALENDAR

## MAY/JUNE, 2012

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

May	Class/Event	Time	Location	Cost	Overview
21	Master Your Android Smart Phone & Tablet (Lecture)	9:00AM to 12:00PM	Van Nuys Office	See flyer on Srar.com	Instructor: G. William James. Android Smart Phones & Tablets (Windows Users) See Flyer for important pricing information. To get the advance registration price you must fill out the form on the flyer and send it to us with payment prior to the day of the class. This class will take place in the SRAR Auditorium at 7232 Balboa Blvd Van Nuys Ca 91406. For more information, confirmation of your advanced registration or for help with downloading the flyer with registration form call Vince (818) 947-2268.
21	Master Your iPhone & iPad (Lecture)	1:00PM to 4:00PM	Van Nuys Office	See flyer on Srar.com	Instructor: G. William James. iPhones & iPads (Mac Users) See Flyer for important pricing information. To get the advance registration price you must fill out the form on the flyer and send it to us with payment prior to the day of the class. This class will take place in the SRAR Auditorium at 7232 Balboa Blvd Van Nuys Ca 91406. For more information, confirmation of your advanced registration or for help with downloading the flyer with registration form call Vince (818) 947-2268.
22	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. PRE-REQUISITE CLASS MATRIX SEARCHING 1 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.
22	Santa Clarita Grand Opening (Other)	4:00PM	Santa Clarita Office	Free	
23	Master Your iPhone & iPad (Lecture)	9:00AM to 1:00PM	Santa Clarita Office	See flyer on Srar.com	Instructor: G. William James. iPhones & iPads (Mac Users) See Flyer for important pricing information. To get the advance registration price you must fill out the form on the flyer and send it to us with payment prior to the day of the class. This Lecture class will take place at the Santa Clarita Office on 20655 Soledad Canyon Rd #33 Canyon Country, Ca 91351. To for more information, confirmation of your advanced registration or for help with downloading the flyer for this class call Kayla at the Santa Clarita Office at (661) 299-2930.
23	Master Your Android Smart Phone & Tablet (Lecture)	1:00PM to 4:00PM	Santa Clarita Office	See flyer on Srar.com	Instructor: G. William James. Android Smart Phones & Tablets (Windows Users) See Flyer for important pricing information. To get the advance registration price you must fill out the form on the flyer and send it to us with payment prior to the day of the class. This Lecture class will take place at the Santa Clarita Office on 20655 Soledad Canyon Rd #33 Canyon Country, Ca 91351. For more information, confirmation of advanced registration or help with downloading the flyer for this class call Kayla the Santa Clarita Office at (661) 299-2930.
24	North Los Angeles Commercial RE Forum (Other)	11:30AM to 1:00PM	24737 Pico Canyon Rd, Stevenson Ranch	\$10	See flyer
25	Listing Management/Add Edit (Lecture)	10:00AM to 12:00PM	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.
29	Creating & Editing your Website (Hands On)	2:00PM to 4:00PM	Van Nuys Office	Free	Learn the fundamentals to building and managing your online presence with RealtyTech websites. Updating your agent photo and company logos. Modifying your contact information and tagline. Adding a new domain name, Do's and don't's to choosing the right domain name for you, Updating your current email signature & More! This class will take place in the SRAR Lab at 7232 Balboa Blvd Van Nuys, Ca. 91406. Seating is extremely limited in the Computer Lab. To RSVP for this seminar, please send an e-mail with your name, member number, and phone number to: <a href="mailto:seminars@realtytech.com">seminars@realtytech.com</a>
31	Hone Your Map Search Skills (Hands On)	5:00PM to 7:00PM	Van Nuys Office	Free	Hone Your Map Search Skills-Learn how to search using Matrix map search tools and other tips. PRE-REQUISITE CLASS MATRIX SEARCHING 1 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.
June	Class/Event	Time	Location	Cost	Overview
2	First Time Home Buyers Seminar (Other)	10:00AM to 12:00PM	Van Nuys Office	Free	THIS SEMINAR IS STRICTLY FOR THE GENERAL PUBLIC. NO REALTOR MEMBERS ALLOWED UNLESS ACCOMPANYING A CLIENT. Learn directly from professionals about: "The Buying Process "Down Payment Assistance "FHA vs. Conventional Loans "Working with a REALTOR "Tax & Financial Benefits "Importance of Good Credit & How to Improve Your Score "City Assistance Programs "And Much More! Complimentary refreshments will be provided!
4	Matrix Searching (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.
5	Children's Hospital Blood Drive (Other)	9:00AM to 4:00PM	Van Nuys Office	Free	More information to follow.
6	45 Hour Continuing Education (Lecture)	9:00AM to 12:00PM	Van Nuys Office	See flyer on Srar.com	This is a home study course and you have have your materials in advance. See flyer for details, pricing and registration form. For more information call Vince at (818) 947-2268.
6	Matrix Email Alerts & More (Lecture)	2:00PM to 4:00PM	Van Nuys Office	Free	Add and Manage Contacts, Emails, Alerts and more in the My Matrix Tab. 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.
7	Matrix Beyond Basic (Hands On)	5:00PM to 7:00PM	Van Nuys Office	Free	This class covers the Speed bar, Carts, Market Watch Widget, Custom displays, and more. 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.
11	Listing 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.
13	Listing 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 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.
13	Matrix Beyon Basic (Workshop)	1:00pm to 3:00PM	Santa Clarita Office	Free	This Class covers the Speed bar, Carts, Market Watch Widget, Custom displays, and more. This Workshop 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.
13	MLS Rules (Lecture)	2:00PM to 4:00PM	Van Nuys Office	Free	"How To Avoid Paying Assessments" Diana MacIntre will be reviewing the following subjects. Responsibility for accuracy, expiration, extension and renewal of listings, mandatory listings, exempted listings and much 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.
14	Creating & Editing your Website (Workshop)	10:00AM to 12:00PM	Santa Clarita Office	Free	Learn the fundamentals to building and managing your online presence with RealtyTech websites. Updating your agent photo and company logos, Modifying your contact information and tagline. Adding a new domain name, Do's and don't's to choosing the right domain name for you, Updating your current email signature & More! This Workshop will take place at the Santa Clarita Office on 20655 Soledad Canyon Rd #33 Canyon Country, Ca 91351. To RSVP for this class please email your name Member number and phone number to: <a href="mailto:seminars@realtytech.com">seminars@realtytech.com</a>
14	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.
15	Matrix Searching (Workshop)	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 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.
15	Cloud CMA Plus (Workshop)	2:00PM to 4:00PM	Van Nuys 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 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.



# 2012 Golf Classic Sponsorship Opportunities

**Monday, August 13, 2012**

9:00 a.m. Registration | 10:00 a.m. Shotgun Start

## ACE \$5,000

- \* Eight playing spots in the tournament
- \* Four additional tickets to the awards dinner
- \* Prominent listing in all pre and post tournament publicity
- \* Primary advertising on all on-site tournament materials
- \* Tee and green signage
- \* Ability to have a representative at a designated hole
- \* Full page advertisement in tournament program
- \* Acknowledgement and recognition at awards dinner

## EAGLE \$2,500

- \* Four playing spots in the tournament
- \* Two additional tickets to the awards dinner
- \* Listing in all pre and post tournament publicity
- \* Advertising on all on-site tournament materials
- \* Tee and green signage
- \* Ability to have a representative at a designated hole
- \* Half page advertisement in tournament program
- \* Acknowledgement and recognition at awards dinner

## BIRDIE \$1,500

- \* Two playing spots in the tournament
- \* One additional ticket to awards dinner
- \* Listing on all pre and post tournament publicity
- \* Listing on all tournament materials
- \* Tee and green signage
- \* Quarter page advertisement in tournament program
- \* Acknowledgement and recognition at awards dinner

## SNACK & BEVERAGE \$1,000

- \* Two tickets to awards dinner
- \* Signage at all snack and beverage stations on the course
- \* Listing on all tournament materials and advertising
- \* Acknowledgement in tournament program
- \* Acknowledgement at awards dinner



Presented by

TPC Valencia

26550 Heritage View Lane, Valencia, CA 91381

**Please indicate your sponsor level (all sponsorships are tax deductible):**

☐ ACE \$5,000    ☐ EAGLE \$2,500    ☐ BIRDIE \$1,500    ☐ SNACK & BEVERAGE \$1,000

Sponsor Name: \_\_\_\_\_

Contact: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Make checks payable to 'SRAR Foundation, Inc.' (Tax I.D. #95-4323748)

SRAR

Attention: Karen Marten  
7232 Balboa Blvd.  
Van Nuys, CA 91046

If paying by credit card, complete below and fax to 818-786-4541.

Name as it appears on card: \_\_\_\_\_

Credit card # \_\_\_\_\_

Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

*Charity Golf  
Classic*

Presented by



**Monday, August 13, 2012**  
**TPC Valencia**  
**26550 Heritage View Lane**  
**Valencia, CA 91381**

**9:00 a.m. Registration**  
**10:00 a.m. Shotgun Start**

*A premier event  
to benefit the  
SRAR Charitable  
Foundation  
First-Time  
Home Buyer  
Grant Program &  
SCV Food Pantry*



# Player Sign-Up Form

**GOLFERS - \$150 per golfer OR \$460 per foursome (To qualify for the foursome discount, the names, contact information & full payment for all 4 players must be completed below)**

Fee Includes: \*Golf with Cart \*Tee Gifts \*On-Course Contests \*Awards and Prizes  
\*Lunch/Drinks/Snacks on Course \*Awards Buffet Dinner

#1: \_\_\_\_\_ Phone: \_\_\_\_\_ Email: \_\_\_\_\_

#2: \_\_\_\_\_ Phone: \_\_\_\_\_ Email: \_\_\_\_\_

#3: \_\_\_\_\_ Phone: \_\_\_\_\_ Email: \_\_\_\_\_

#4: \_\_\_\_\_ Phone: \_\_\_\_\_ Email: \_\_\_\_\_

## ROOKIE PACKAGE - \$50/Person

Fee includes group instruction with head golf professional, fun "no pressure" contests, snacks, beverages and Awards Dinner.

\_\_\_\_\_ Rookie Packages @ \$50 Each. Total Amount Enclosed: \$ \_\_\_\_\_

#1: \_\_\_\_\_ Phone: \_\_\_\_\_ Email: \_\_\_\_\_

#2: \_\_\_\_\_ Phone: \_\_\_\_\_ Email: \_\_\_\_\_

## AWARDS DINNER ONLY - \$40/Person

Number of dinner tickets @ \$40 each: \_\_\_\_\_

### Contact Information:

Name: \_\_\_\_\_

Address: \_\_\_\_\_ ZIP \_\_\_\_\_

E-Mail \_\_\_\_\_

Phone Number: \_\_\_\_\_ Cell \_\_\_\_\_

### Method of Payment:

\_\_\_\_\_ Credit Card

\_\_\_\_\_ Check (Please make checks payable to SRAR Foundation, Inc., a 501(c)3 non-profit corporation. Tax I.D. # 95-4323748)

Credit Card Type: \_\_\_\_\_ MasterCard \_\_\_\_\_ VISA \_\_\_\_\_ Discover \_\_\_\_\_ Amex

Name as it appears on card: \_\_\_\_\_

Card Number: \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_

Expiration Date: \_\_\_\_\_ / \_\_\_\_\_

Authorizing Signature: \_\_\_\_\_

**Return this registration  
form to Karen Marten**

SRAR  
7232 Balboa Blvd.  
Van Nuys, CA 91406  
FAX: (818)786-4541 | Email: KarenM@srar.com.

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 Berrios, Luis Armando / Tallent & Assoc. Rltrs. / Winnetka  
 Borenstein, Galit / Elite Residential Realty / Calabasas  
 Boyce, Surena Abisor / Pinnacle Estate Properties / Calabasas  
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 Martinez, Carmen Angelina / Prellis Property Management / Granada Hills  
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 Martinez, Pedro / Prudential California Realty / Chatsworth  
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 McFarlane, Joan / Dilbeck Real Estate Real Living / Sherman Oaks  
 McGrath, Ryan Matthew / Exit Realty SCV / Stevenson Ranch  
 Mendoza, Arnold Sacramento / Imperial Mortgage & Realty / Van Nuys  
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 Welch, Tricia Leigh / Estate Realty Group / Woodland Hills  
 Wesolowski, Sylvia Marie / Metro Pacific Real Estate / Encino  
 Wright, Alvesta / United America Realty / Newhall  
 Yang, Yen / Keller Williams North Valley / Granada 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 if 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 APRIL

### ACTIVE INVENTORY

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	120	74	112	133	168	607	436	1,043
Total Active Listings .....	263	184	215	265	354	1,281	1,118	2,399
Average Days on Market .....	108	96	114	116	104	108	113	110
Average List Price in Thousands.....	259.6	993.8	737.9	565.0	1,132.8	749.8	469.6	619.2
Median List Price in Thousands.....	250.0	850.0	469.9	450.0	649.0	475.0	286.7	375.0
BOMS.....	48	17	32	45	42	184	144	328
Average BOM Price in Thousands.....	256.7	919.8	474.4	437.5	767.8	516.7	403.8	467.2
BOM to Sale Ratio.....	47.5	27.4	34.8	34.4	33.3	35.9	42.0	38.4
Expirations.....	22	11	24	15	15	87	82	169

### PENDING SALES

New Escrows Opened.....	152	83	111	172	160	678	481	1,159
Total YTD Escrows Opened .....	529	256	404	575	563	2,327	1,574	3,901
New Open Escrows Average Days on Market.....	67	78	656	76	63	70	72	71
New Open Escrows Average List Price .....	266.5	717.0	543.4	431.4	695.9	510.1	350.1	443.7

### CLOSED SALES:

New Escrows Closed .....	101	62	92	131	126	512	343	855
Total YTD Escrows Closed .....	393	206	290	411	448	1,748	1,112	2,860
Volume of New Sales Dollars in Millions .....	26.130	46.778	51.877	57.744	77.744	260.272	113.909	374.181
Volume of total YTD Sales in Millions.....	97.554	139.381	164.206	174.239	278.026	853.406	377.664	1,231.070
Average Sale price in Thousands.....	258.7	754.5	563.9	440.8	617.0	508.3	332.1	437.6
Median Sale Price in Thousands.....	260.0	675.0	380.0	404.0	480.0	399.0	290.0	340.0
Coop Sales.....	75	54	67	100	100	396	273	669
Percent of Coop Sales.....	74.3	87.1	72.8	76.3	79.4	77.3	79.6	78.2
Average Days on Market .....	127	147	146	134	125	134	155	143
Sales at List Price .....	52	21	35	54	43	205	155	360
Percent of Sales at List Price.....	51.5	33.9	38.0	41.2	34.1	40.0	45.2	42.1
Sales to Listing Inventory Ratio .....	38.4	33.7	42.8	49.4	35.6	40.0	30.7	35.6
Final Sale to New Listing Ratio .....	84.2	83.8	82.1	98.5	75.0	84.3	78.7	82.0

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL

### ACTIVE INVENTORY

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	41	40	41	45	34	201	143	344
Total Active Listings .....	121	75	94	82	81	453	398	851
Average Days on Market .....	112	110	103	105	137	113	130	121
Average List Price in Thousands.....	178.2	483.4	295.2	318.2	401.6	318.3	324.6	321.2
Median List Price in Thousands.....	150.0	379.0	231.5	250.0	310.0	249.0	236.0	245.0
BOMS.....	12	13	15	17	11	68	47	115
Average BOM Price in Thousands.....	172.8	401.9	249.6	263.4	268.3	271.6	291.2	279.6
BOM to Sale Ratio.....	36.4	46.4	42.9	50.0	31.4	41.2	39.2	40.4
Expirations.....	5	2	6	4	4	21	29	50

### PENDING SALES

New Escrows Opened.....	45	50	53	57	48	253	178	431
Total YTD Escrows Opened .....	177	149	188	190	154	858	643	1,501
New Open Escrows Average Days on Market.....	70	78	73	66	92	75	87	80
New Open Escrows Average List Price .....	160.1	387.8	251.8	266.3	255.5	266.3	277.0	270.7

### CLOSED SALES:

New Escrows Closed .....	33	28	35	34	35	165	120	285
Total YTD Escrows Closed .....	107	107	137	135	112	598	407	1,005
Volume of New Sales Dollars in Millions .....	5.735	9.150	7.188	10.592	10.376	43.041	31.607	74.648
Volume of total YTD Sales in Millions.....	17.190	35.667	34.077	34.644	30.202	151.781	104.573	256.353
Average Sale price in Thousands.....	173.8	326.8	205.4	311.5	296.5	260.9	263.4	261.9
Median Sale Price in Thousands.....	150.0	305.0	180.0	250.0	275.0	230.0	245.0	235.0
Coop Sales.....	30	27	30	27	29	143	84	227
Percent of Coop Sales.....	90.9	96.4	85.7	79.4	82.9	86.7	70.0	79.6
Average Days on Market .....	120	196	149	156	113	145	154	149
Sales at List Price .....	12	12	15	16	11	66	57	123
Percent of Sales at List Price.....	36.4	42.9	42.9	47.1	31.4	40.0	47.5	43.2
Sales to Listing Inventory Ratio .....	27.3	37.3	37.2	41.5	43.2	36.4	30.2	33.5
Final Sale to New Listing Ratio .....	80.5	70.0	85.4	75.6	102.9	82.1	83.9	82.8

## APRIL 2012

## SFV RESIDENTIAL MLS SUMMARY

## MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL  
PROPERTIES LISTED

1,387

RESIDENTIAL PROP.  
ESCROW OPENED

1,590

RESIDENTIAL PROP.  
ESCROW CLOSED

1,140

## ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS.....	161	114	153	178	202	808	579	1,387
TOTAL ACTIVE LISTINGS.....	384	259	309	347	435	1,734	1,516	3,250
AVERAGE DAYS ON MARKET.....	109	100	111	113	110	109	118	113
AVERAGE LIST PRICE IN THOUSANDS.....	233.9	846.0	603.2	506.7	996.6	637.1	431.6	541.2
MEDIAN LIST PRICE IN THOUSANDS.....	230.0	699.9	359.0	400.0	579.0	390.0	273.0	330.0
BOMS.....	60	30	47	62	53	252	191	443
AVERAGE BOM PRICE IN THOUSANDS.....	240.0	695.4	402.7	389.8	664.1	450.6	376.1	418.5
BOM TO SALE RATIO.....	44.8	33.3	37.0	37.6	32.9	37.2	41.3	38.9
EXPIRATIONS.....	27	13	30	19	19	108	111	219

## PENDING SALES:

NEW ESCROWS OPENED.....	197	133	164	229	208	931	659	1,590
TOTAL YTD ESCROWS OPENED.....	706	405	592	765	717	3,185	2,217	5,402
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET.....	68	78	68	73	70	71	76	73
NEW OPEN ESCROWS AVERAGE LIST PRICE.....	242.2	593.2	449.1	390.3	594.2	443.9	330.4	396.8

## CLOSED SALES:

NEW ESCROWS CLOSED.....	134	90	127	165	161	677	463	1,140
TOTAL YTD ESCROWS CLOSED.....	500	313	427	546	560	2,346	1,519	3,865
VOLUME OF NEW SALE DOLLARS IN MILLIONS.....	31.865	55.928	59.065	68.336	88.120	303.313	145.515	448.829
VOLUME OF TOTAL YTD SALES IN MILLIONS.....	114.744	175.049	198.283	208.883	308.228	1,005.187	482.237	1,487.423
AVERAGE SALE PRICE IN THOUSANDS.....	237.8	621.4	465.1	414.2	547.3	448.0	314.3	393.7
MEDIAN SALE PRICE IN THOUSANDS.....	247.0	515.0	330.0	370.0	440.0	340.0	274.0	318.0
COOP SALES.....	105	81	97	127	129	539	357	896
PERCENT OF COOP SALES.....	78.4	90.0	76.4	77.0	80.1	79.6	77.1	78.6
AVERAGE DAYS ON MARKET.....	125	162	147	138	122	137	155	144
SALES AT LIST PRICE.....	64	33	50	70	54	271	212	483
PERCENT OF SALES AT LIST PRICE.....	47.8	36.7	39.4	42.4	33.5	40.0	45.8	42.4
SALES TO LISTING INVENTORY RATIO.....	34.9	34.7	41.1	47.6	37.0	39.0	30.5	35.1
FINAL SALE TO NEW LISTING RATIO.....	83.2	78.9	83.0	92.7	79.7	83.8	80.0	82.2

## SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000.....	108	163	49	37	14759
100,000 TO 109,999.....	115	17	15	15	17331
110,000 TO 119,999.....	65	52	14	7	2141
120,000 TO 139,999.....	54	125	31	19	10657
140,000 TO 159,999.....	85	120	56	35	17155
160,000 TO 179,999.....	78	106	28	18	10377
180,000 TO 199,999.....	86	121	45	27	22314
200,000 TO 249,999.....	83	330	120	80	40620
250,000 TO 299,999.....	77	165	165	105	20128
300,000 TO 349,999.....	75	272	145	88	13409
350,000 TO 399,999.....	63	250	97	61	189779
400,000 TO 449,999.....	82	170	74	56	26652
450,000 TO 499,999.....	84	139	44	28	26877
500,000 TO 549,999.....	64	102	36	27	32857
550,000 TO 599,999.....	72	98	42	31	46430
600,000 TO 699,999.....	72	177	61	47	39265
700,000 TO 799,999.....	79	103	33	25	57078
800,000 TO 899,999.....	103	80	22	17	79486
900,000 TO 999,999.....	38	66	10	4	28175
1,000,000 TO 1,999,999.....	106	244	48	36	118268
MORE THAN 2,000,000.....	151	102	2	2	N/A
TOTALS.....	79	3264	1140	765	26047

## LISTINGS

5,841

## 2012 RMLS TOTAL - \$ VOLUME

\$1,487,423,000

## SALES

4,383

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.





## 2007

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## APRIL 2012

## SCV RESIDENTIAL MLS SUMMARY

## MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL  
PROPERTIES LISTED  
**427**RESIDENTIAL PROP.  
ESCROW OPENED  
**557**RESIDENTIAL PROP.  
ESCROW CLOSED  
**364**

## ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	15	4	67	18	32	60	22	92	310	117	427
TOTAL ACTIVE LISTINGS	37	27	160	41	92	113	31	167	668	305	973
AVERAGE DAYS ON MARKET	124	189	129	108	126	119	77	103	119	140	126
AVERAGE LIST PRICE IN THOUSANDS	397.7	744.1	428.9	381.9	411.4	392.0	564.3	552.7	465.6	300.5	413.9
MEDIAN LIST PRICE IN THOUSANDS	395.0	589.9	299.9	359.9	251.8	340.0	599.0	449.0	369.9	199.9	316.5
BOMS	4	2	37	8	11	18	10	32	122	33	155
AVERAGE BOM PRICE IN THOUSANDS	334.7	286.0	235.7	301.6	261.9	330.5	404.9	394.4	315.9	201.0	291.5
BOM TO SALE RATIO	66.7	33.3	54.4	42.1	34.4	34.6	58.8	41.6	44.0	37.9	42.6
EXPIRATIONS	5	0	6	0	7	5	0	7	30	31	61

## PENDING SALES:

NEW ESCROWS OPENED	10	6	115	38	43	86	25	110	433	124	557
TOTAL YTD ESCROWS OPENED	37	22	375	117	138	265	88	389	1,431	482	1,913
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	99	121	94	68	102	98	79	71	87	70	83
NEW OPEN ESCROWS AVERAGE LIST PRICE	276.5	401.8	275.3	296.1	232.2	321.9	444.6	348.8	312.3	243.6	297.0

## CLOSED SALES:

NEW ESCROWS CLOSED	6	6	68	19	32	52	17	77	277	87	364
TOTAL YTD ESCROWS CLOSED	24	18	221	82	97	171	52	246	911	331	1,242
VOLUME OF NEW SALE DOLLARS IN MILLIONS	2,420	2,576	18,857	6,375	8,539	15,798	7,536	28,544	90,645	18,434	109,079
VOLUME OF TOTAL YTD SALES IN MILLIONS	8,171	7,479	61,690	29,620	26,101	53,758	22,990	93,541	303,350	70,383	373,733
AVERAGE SALE PRICE IN THOUSANDS	403.3	429.4	277.3	335.5	266.8	303.8	443.3	370.7	327.2	211.9	299.7
MEDIAN SALE PRICE IN THOUSANDS	420.0	450.3	250.0	350.0	184.0	300.0	417.2	364.5	312.0	170.0	275.0
COOP SALES	3	5	54	12	27	40	11	66	218	68	286
PERCENT OF COOP SALES	50.0	83.3	79.4	63.2	84.4	76.9	64.7	85.7	78.7	78.2	78.6
AVERAGE DAYS ON MARKET	212	92	136	166	178	146	180	142	150	151	150
SALES AT LIST PRICE	1	4	40	9	10	27	8	32	131	36	167
PERCENT OF SALES AT LIST PRICE	16.7	66.7	58.8	47.4	31.3	51.9	47.1	41.6	47.3	41.4	45.9
SALES TO LISTING INVENTORY RATIO	16.2	22.2	42.5	46.3	34.8	46.0	54.8	46.1	41.5	28.5	37.4
FINAL SALE TO NEW LISTING RATIO	40.0	150	101.5	105.6	100.0	86.7	77.3	83.7	89.4	74.4	85.2

## SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL #SOLD	REDUCE \$	\$ AVERAGE PRICE REDUCTION %
SELLING PRICE RANGE:					
LESS THAN 1,000,000	90	67	35	25	13.9
100,000 TO 109,999	102	24	6	4	12.4
110,000 TO 119,999	25	15	8	6	8.1
120,000 TO 139,999	62	45	19	13	8.4
140,000 TO 159,999	47	35	14	12	11.9
160,000 TO 179,999	83	30	15	9	8.4
180,000 TO 199,999	85	48	12	7	3.3
200,000 TO 249,999	99	93	43	31	9.1
250,000 TO 299,999	95	97	42	31	7.4
300,000 TO 349,999	69	72	38	27	4.5
350,000 TO 399,999	103	78	26	19	6.1
400,000 TO 449,999	96	52	28	20	4.4
450,000 TO 499,999	75	58	25	18	4.6
500,000 TO 549,999	101	25	10	8	5.0
550,000 TO 599,999	53	39	7	7	4.3
600,000 TO 699,999	125	36	8	8	9.8
700,000 TO 799,999	63	36	5	4	3.7
800,000 TO 899,999	386	20	2	2	29.6
900,000 TO 999,999	357	21	2	1	27.5
1,000,000 TO 1,999,999	34	33	1	1	3.4
MORE THAN 2,000,000	0	12	0	0	N/A
TOTALS	88	936	346	250	7.7

## LISTINGS

2012 RMLS TOTAL - VOLUME

**1,804**  
**\$373,733,000**

## SALES

**1,263**

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



# SANTA CLARITA VALLEY

	2007				2008				2009				2010				2011				2012			
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST
JAN	862	322	164.0	37.4	822	181	79.1	22	574	263	86.3	45.8	476	231	82.7	48.5	519	241	75.2	46.4	470	276	83.8	58.7
FEB	862	320	155.2	37.1	706	237	97.6	33.6	450	281	97.1	62.4	489	241	89.4	49.3	525	222	74.2	42.3	447	275	78.7	61.5
MAR	1121	469	241.6	41.8	766	299	120.1	39	506	336	105.4	66.4	592	354	123.4	59.8	585	310	104	53	460	348	107.9	75.7
APR	1065	320	164.7	30.0	668	324	136.5	48.5	435	382	122.7	87.8	553	328	118.1	59.3	618	329	106	53.2	427	364	109	85.2
MAY	1090	355	183.6	32.6	614	396	153.4	64.5	434	337	111.7	77.6	465	368	135.9	79.1	588	363	115.8	61.7				
JUNE	1098	377	207.4	33.9	642	391	162	60.9	448	350	120.9	78.1	551	357	123.4	64.8	578	397	128	68.7				
JUL	960	365	186.4	38.0	643	418	158.5	65.0	463	393	138.7	84.9	564	302	115.8	53.5	512	364	115.7	71.1				
AUG	1064	320	167.1	30.1	645	341	131.9	52.9	428	342	118.3	79.9	550	312	111.3	56.7	532	406	130	76.3				
SEPT	793	225	111.7	28.4	625	342	130.3	54.7	413	308	107.1	74.6	540	297	106.4	55	505	336	103.4	66.5				
OCT	793	227	107	28.6	634	371	137.4	58.5	469	334	117.9	71.2	525	279	93.1	53.1	491	346	106.5	70.5				
NOV	674	216	100.2	32.0	416	318	103.5	76.4	415	281	99.5	67.7	423	299	97.3	70.7	368	354	104.8	96.2				
DEC	566	226	104.6	39.9	433	366	120.5	84.5	315	323	114.0	92.0	407	308	102.6	75.2	307	415	122.9	135.2				
TOTAL	10,948	3,742	1893.5	34.2	7614	3984	1530.8	55	5,353	3,930	1,339.6	73	6,135	3,676	1299.4	60.3	6,128	4,083	1286.5	67				
		\$506,013				\$384,236				\$340,865				\$353,482				\$315,090						



## SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR APRIL

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings.....	13	4	52	18	13	46	19	67	232	97	329
Total Active Listings.....	34	27	105	39	46	94	28	118	491	260	751
Average Days on Market.....	126	189	125	110	151	126	67	95	119	149	130
Average List Price in Thousands.....	404.0	744.1	536.5	389.8	670.5	431.6	597.6	672.9	555.8	314.8	472.4
Median List Price in Thousands.....	395.0	589.9	369.9	369.0	520.0	370.0	599.0	495.0	436.5	200.0	370.0
BOMS.....	4	2	22	8	5	16	7	27	91	26	117
Average BOM Price in Thousands.....	334.7	286.0	306.9	301.6	363.6	341.9	449.1	429.9	363.9	195.0	326.4
BOM to Sale Ratio.....	80.0	33.3	53.7	42.1	33.3	50.0	58.3	58.7	51.7	33.8	46.2
Expirations.....	5	0	3	0	3	3	0	7	21	26	47

### PENDING SALES

New Escrows Opened.....	9	6	77	37	13	63	17	68	290	105	395
Total YTD Escrows Opened.....	35	22	248	112	63	188	59	246	973	384	1,357
New Open Escrows Average Days on Market.....	94	121	89	65	115	93	85	65	83	69	79
New Open Escrows Average List Price.....	268.3	401.8	344.3	297.7	414.3	363.1	540.9	418.7	373.4	251.7	341.1

### CLOSED SALES:

New Escrows Closed.....	5	6	41	19	15	32	12	46	176	77	253
Total YTD Escrows Closed.....	23	18	149	79	50	111	35	166	631	266	897
Volume of New Sales Dollars in Millions.....	1,985	2,576	14,418	6,375	6,356	11,849	6,161	20,957	70,677	16,736	87,413
Volume of Total YTD Sales in Millions.....	7,736	7,479	50,375	29,087	20,042	41,555	18,714	73,389	248,378	57,744	306,122
Average Sale Price in Thousands.....	397.0	429.4	351.7	335.5	423.7	370.3	513.4	455.6	401.6	217.4	345.5
Median Sale Price in Thousands.....	420.0	450.3	294.0	350.0	400.0	362.0	475.0	431.0	375.0	170.0	340.0
Coop Sales.....	2	5	32	12	13	25	9	41	139	60	199
Percent of Coop Sales.....	40.0	83.3	78.0	63.2	86.7	78.1	75.0	89.1	79.0	77.9	78.7
Average Days on Market.....	201	92	147	166	170	162	182	133	152	155	153
Sales at List Price.....	1	4	23	9	5	15	6	19	82	30	112
Percent of Sales at List Price.....	20.0	66.7	56.1	47.4	33.3	46.9	50.0	41.3	46.6	39.0	44.3
Sales to Listing Inventory Ratio.....	14.7	22.2	39.0	48.7	32.6	34.0	42.9	39.0	35.8	29.6	33.7
Final Sale to New Listing Ratio.....	38.5	150.0	78.8	105.6	115.4	69.6	63.2	68.7	75.9	79.4	76.9

## SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings.....	2	0	15	0	19	14	3	25	78	20	98
Total Active Listings.....	3	0	55	2	46	19	3	49	177	45	222
Average Days on Market.....	91	0	137	76	102	84	174	123	118	89	112
Average List Price in Thousands.....	326.3	0	223.5	227.5	152.3	196.2	253.3	263.2	215.4	218.1	215.9
Median List Price in Thousands.....	375.0	0	190.0	199.9	130.0	200.0	210.0	250.0	198.0	184.0	190.0
BOMS.....	0	0	15	0	6	2	3	5	31	7	38
Average BOM Price in Thousands.....	0	0	131.1	0	177.1	239.5	301.7	202.7	175.1	223.1	183.9
BOM to Sale Ratio.....	0	0	55.6	0	35.3	10.0	60.0	16.1	30.7	70.0	34.2
Expirations.....	0	0	3	0	4	2	0	0	9	5	14

### PENDING SALES

New Escrows Opened.....	1	0	38	1	30	23	8	42	143	19	162
Total YTD Escrows Opened.....	2	0	127	5	75	77	29	143	458	98	556
New Open Escrows Average Days on Market.....	140	0	102	204	96	111	67	81	95	75	93
New Open Escrows Average List Price.....	349.9	0	135.4	235.5	153.3	209.1	239.9	235.7	188.5	198.6	189.7

### CLOSED SALES:

New Escrows Closed.....	1	0	27	0	17	20	5	31	101	10	111
Total YTD Escrows Closed.....	1	0	72	3	47	60	17	80	280	65	345
Volume of New Sales Dollars in Millions.....	435	0	4,439	0	2,183	3,949	1,375	7,587	19,968	1,698	21,666
Volume of Total YTD Sales in Millions.....	435	0	11,315	533	6,059	12,203	4,276	20,151	54,972	12,638	67,611
Average Sale Price in Thousands.....	435.0	0	164.4	0	128.4	197.5	275.0	244.7	197.7	169.8	195.2
Median Sale Price in Thousands.....	435	0	153	0	119.0	200.0	245.0	239.9	195.0	160.0	187.0
Coop Sales.....	1	0	22	0	14	15	2	25	79	8	87
Percent of Coop Sales.....	100.0	0	81.5	0	82.4	75.0	40.0	80.6	78.2	80.0	78.4
Average Days on Market.....	267	0	119	0	184	120	175	155	146	123	144
Sales at List Price.....	0	0	7	0	5	12	2	13	49	6	55
Percent of Sales at List Price.....	0	0	63.0	0	29.4	60.0	40.0	41.9	48.5	60.0	49.5
Sales to Listing Inventory Ratio.....	33.3	0	49.1	0	37.0	105.3	166.7	63.3	57.1	22.2	50.0
Final Sale to New Listing Ratio.....	50.0	0	180.0	0	89.5	142.9	166.7	124.0	129.5	50.0	113.3

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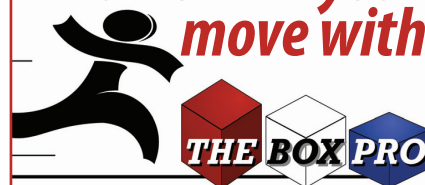
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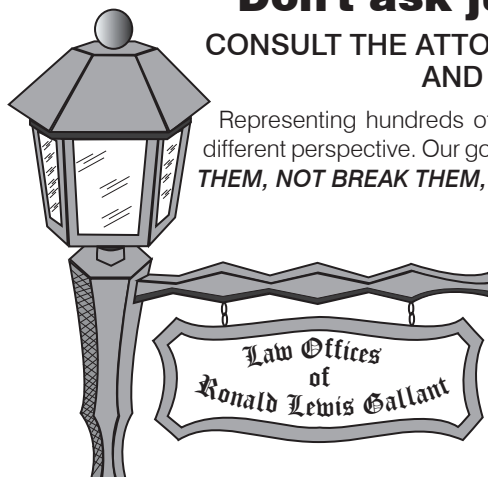
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## AREA MEETING ANNOUNCEMENTS

### **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. 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.** **3<sup>rd</sup> Tues of mo.**

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

### **BUSINESS OPPORTUNITY** **4<sup>th</sup> Tues of mo.**

Chairperson(S): Harvey Osherenko  
Phone: 522-7592 - [Harveyok2@yahoo.com](mailto: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)

May 25 - No Mtg	July 5
June 1	June 13 - MLS
June 8 - MLS	July 19
June 15	July 27 - MLS
June 22 - MLS	
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