

REALTOR® REPORT

June/July, 2012

The Official Publication of Southland Regional Association of REALTORS®



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Volume 92 • Issue 6



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

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.

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.

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

Women's Council of REALTORS®

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- Central Coast
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- LA / Orange County Line
- Vandenberg Hills
- Victor Valley
- Santa Clarita Valley
- San Fernando Valley
- Southeast Los Angeles
- San Gabriel Valley

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Women's Council of REALTORS®

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Tickets: \$35

IN MEMORIAM

With great sadness, Mr. Bob Weiss passed away on May 21st in his sleep. Bob was a 30 year Broker and president of Valley Industrial Properties.



Marian Papke Ketrick was a member of the SRAR Board of Realtors from 1975 through 2002, when she moved to Wisconsin to be close to her daughter. Marian passed away on April 23, 2012. Her last company affiliation was at White House Properties in Encino. There will be a memorial service for her on Saturday, June 23, 2012, at 2:00 pm at The Little Brown Church, 4418 Coldwater Canyon, Studio City.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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SIGN UP NOW FOR 2012 SRAR CHARITY GOLF CLASSIC!

Attention golfers! Registration is now open for the 2012 SRAR Charity Golf Classic presented by Point 2 Technologies. This year's tournament will be held Monday, August 13, 2012 at TPC Valencia, 26550 Heritage View Lane, Valencia. Registration will open at 9:00 am with a shotgun start at 11:00 am.

TPC Valencia is one of the seventeen prestigious "tournament players clubs" owned and/or managed by the PGA Tour. It is a private, top quality championship golf course heralded as one of the best in the country.

Thanks to the generous support of Point 2 and our other sponsors, the cost per player is only \$150. However, sign up as a foursome and the cost is reduced to only \$140 per player. Registration includes:

- Green fees with cart
- BBQ lunch
- Full dinner
- On-course snacks and beverages
- Tee gifts
- All on-course contests
- Awards and prizes

The golf classic is the SRAR Charitable Foundation's largest fundraiser of the year. The proceeds from the classic will be split between two worthy charities; the Santa Clarita Valley Food Pantry and the first time homebuyer grant program jointly funded by the SRAR Foundation and the California Association of REALTORS Housing Affordability Fund. So, not only are your registration fee and/or sponsorship dollars providing a great day of golf but they are tax deductible and help our community.

Not a golfer but want to try? Then sign up for the exciting Rookie Package. Learn the basics of the golf swing, putting, chipping, etc. in a fun no pressure group environment from one of TPC Valencia's top teaching pros. Cost of the rookie package is on \$50 which includes snacks, beverages and dinner.

The tournament usually sells out within a few weeks so don't delay. A registration form can be found by visiting the SRAR website, www.srar.com or use the form included in this issue of REALTOR Report on page 7. Please note: no reservations will be held without full payment. To qualify for the foursome discount, the names and payment for all four golfers must be submitted. For more information, contact Karen Marten at (818) 947-2254 or e-mail karenm@srar.com.

Also, sponsorship opportunities are still available. Check out the sponsorship packages also online or on page 6 of this issue. And remember, registration and sponsorships are tax deductible. Proceeds go to the SRAR Charitable Foundation, a 501(c)(3) corporation.

Don't miss this opportunity to tee it up with fellow REALTORS. Sign up today!

A RETURN TO CIVILITY

BY STEVE SPILE, 2012 SRAR RISK MANAGEMENT CHAIRMAN

As an attorney, one of my primary roles is to be an advocate for my clients. It is a role all attorneys have had instilled in them from that first frightening day of law school. It is a role which grows additional layers day after day, in law school and later in practice. We are refined into a sharp tool like a knife on a grindstone.

In all our dogged pursuits to achieve the highest level of advocacy, too many of us have lost our sense of balance. We fight to win the battles and we too often lose the wars. We succeed as advocates, but fail as counselors. Unfortunately our society is the victim and we are all just a little poorer for the process.

The past several years have been so very difficult for all of us. With all of our foundations shaken to the core, our exteriors have hardened and our drive to survive has created a tunnel vision of our actions. The very nature of what we do has created disharmony, and simply stated a lack of civility.

Every now and then we must take inventory. We must get in a helicopter and fly far above ourselves to survey our lives, our roles and how we fit within the fabric of humanity. At these times we are given a fresh opportunity to change our paradigms and reconfigure our priorities. Hopefully, at these times we can make better choices of how to live our lives and be productive, not only for ourselves and our loved ones,

but also for our community and society as a whole.

Just coming down from this helicopter ride, I felt compelled to write this article. I do not believe I can offer a better risk management perspective than to relay what I saw from my helicopter overview.

I hope it offers some insights and encouragement for all of you. Most of you are real estate brokers and agents. Much like attorneys, you are advocates for your client's interests. At the same time, perhaps a far more important role you serve is that of a counselor. Your most valuable role is to assist your clients, and for that matter all the parties in the transaction, in having a successful and happy transaction. You are the folks who make the greatest material treasure we have, home ownership, possible. This should be a joy for all who are participating and you can have a great influence on assuring all have a successful transaction and a positive experience.

The strains of the last several years have made it a challenge to keep these priorities in focus. Now as we emerge from this long winter which seemed like it would never come to an end, we have a time for rejuvenation on so many levels, including our own personal approach to our business worlds. This is a transitional phase---one which will hopefully be remembered as a time in which we embraced a return to civility. It starts with me, it starts with you.

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2012 FIRST-TIME HOMEBUYER GRANTS



(FROM LEFT-TO-RIGHT): 2011 PRESIDENT, FRED SABINE; 2011 PRESIDENT-ELECT, WENDY HALE; 2011 GRANT RECIPIENT, AI TRAN; REALTOR® MARGARET BLANCHARD

Last year, SRAR gave away 10 grants in the amount of \$4,000 each to deserving homebuyers who purchased their first home in the San Fernando or Santa Clarita Valleys. The 2011 program specified that first-time buyers had to purchase an REO or short-sale property, or a property that had been rehabbed by the Los Angeles Neighborhood Housing Services.

This year's program makes it easier for first-time buyers to take advantage of the available funds. The new program will make available 20 individual grants in the amount of \$2,000 each for buyers who purchase their first home, regardless of the type of sale. However, the program does specify the type of funding to be used in the purchase. Applicants must finance their home with an FHA loan, a conventional loan with at least 5% down, a VA loan, a Cal-Vet Home Loan, or a HomePath mortgage.

Additionally, the close of escrow must occur AFTER May 7, 2012. As with past grant programs, applicants are required to use an SRAR REALTOR® member through the close of escrow; purchase a home within the SRAR jurisdiction, attend a first-time homebuyer course approved by the Los Angeles Housing Department; and must not exceed certain income limitations. For a household of 1-2, the income cannot exceed \$95,160. And for a household of 3 or more, the limit is \$111,020.

For more information on the 2012 grant program, visit www.srar.com/grants



(FROM LEFT-TO-RIGHT): SRAR FOUNDATION MEMBER, PAULINE TALENT; REALTOR® MARY FESSLER; 2011 GRANT RECIPIENT, CHRISTINA GRANT; REALTOR® NORMA FLORES; 2011 PRESIDENT-ELECT, WENDY HALE; 2011 PRESIDENT, FRED SABINE; 2011 GRANT RECIPIENT, MARIA ISABEL VALENCIA; REALTOR® THELMA GHZANIAN; REALTOR® ANUSH BERKO

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San Fernando Valley Chapter

www.wersfv.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

JULY

11th Board Meeting, SRAR

11:30 a.m. - 1 p.m.

16th Business Resource Luncheon

11 a.m. - 1 p.m.

"Technology to Simplify Your Business"

26th New Member Orientaiton & Thirsty Thursday Social Mixer

6 p.m. - 9 p.m.

AUGUST

3rd *Leadership Academy, Chicago, IL

5th Exclusive event for incoming chapter presidents & regional vice presidents.

8th Board Meeting, SRAR,

11:30 a.m.-1:00 p.m.

20th Business Resource Luncheon,

11:00 a.m. -1:00 p.m.

31st Hollywood Bowl Concert

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.



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



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: _____

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

SRAR

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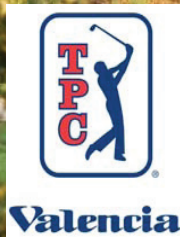
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Monday, August 13, 2012
TPC Valencia
26550 Heritage View Lane
Valencia, CA 91381

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 \$560 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**

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Broker Intel Nancy Troxell
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Santa Clarita, CA. 91350

Conrad, Randy
Randy Conrad, Broker
28019 Eagle Peak Ave.
Santa Clarita, CA. 91387

Kennedy, Rebecca S.
Rebecca S. Kennedy
4606 Lemona Ave.
Sherman Oaks, CA. 91403

Rotim, Sandra
AFK Real Estate
28005 Smyth Dr. Suite 112
Valencia, CA. 91355

Veloria, Alex P.
Metro Valley Mortgage & Realty, Inc.
20555 Devonshire St. #381
Chatsworth, CA. 91311

Cornwell, Gregory Scott
Realty Network
27201 Puerta Real #440
Mission Viejo, CA. 92691

Kundel, Gulafruz
Gulafruz Kundel
18375 Ventura Blvd. #416
Tarzana, CA. 91356

Sequeira, Arturo
Skycastle Properties
26504 Bouquet Canyon Rd. Unit 121
Santa Clarita, CA. 91350

Wyrzykowski, Michael
First Vision Financial Inc.
16555 Sherman Way Ste. B-2
Van Nuys, CA. 91406

Cullen, Bill Robert
Bill Cullen Realty
20609 Schoenborn St.
Winnetka, CA. 91306

Lembeck, John
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Granada Hills, CA. 91344

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Redondo Beach, CA. 90278

Margarian, Hovanes
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Sherman Oaks, CA. 91423

Sanchez, Juan
Centrix Properties
22201 Ventura Blvd. #204
Woodland Hills, CA. 91364

Bennett, Mark Christopher
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Humphrey, Christine
Christine Humphrey
1058 Via Anita
Thousand Oaks, CA. 91320

Mirmehdi, Mostafa Sayed
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5530 Corbin Ave., Suite 205
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19712 Hatton St.
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Divito, Charlanne
Keller Williams Realty
4061 Laurel Canyon Blvd.
Studio City, CA. 91604

Kramer, Joshua
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6404 Wilshire Blvd. #1151
Los Angeles, CA. 90048

Moon, Kenneth
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1061 Citrus Dr.
La Habra, CA. 90631

Zuniga, Jorge
Jorge Zuniga
20935 Vanowen St. Ste. 103
Canoga Park, CA. 91303

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 Dominguez, Angela / E-Realtyhomes.Com / Tarzana
 Dorsey, Bradley Dean / Rodeo Realty / Calabasas
 Doyle, Christine Lynn / Global Realty / Reseda
 Drinkhall, Mary Arlene / Lifestyles Fine Homes & Estates, Inc. / Simi Valley
 DuPre, Diana Rose / Redfin Corporation / Long Beach
 Eifert, Renee / Realty Executives / Newhall
 Estrada Jr., Antonio / Park Regency Realty / Granada Hills
 Fairweather, Brittany / Sterling River Realty / Los Angeles
 Fleming, Tamara Jean / Pinnacle Estate Properties, Inc. / Encino
 Fowler, Matthew Kenneth / 1st United Realty / Riverside
 Fuentes, Byron / Panorama Realty Services / Panorama City
 Godina, Horacio / Park Avenue Realty / San Fernando
 Goel, Dalia / Top Choice Realty / Encino
 Golob, Monique / Rodeo Realty / Northridge
 Gonzalez, Rocio / The Real Estate Plaza / Granada Hills
 Harel, Roy / Coldwell Banker / Calabasas
 Hariri, Shahla / Metropolitan Properties, Inc. / Encino
 Hernandez, Raul / Century 21 La Hacienda / North Hills
 Kianijam, Kourosh / Prudential Calif. Realty / Studio City
 Kim, Dong Won / New Star Realty Inc. / Granada Hills
 Krummel, Dennis Michael / Real Estate eBroker Inc. / Carlsbad
 Laverenz, Julie Christine / Real Living Pacific Realty / Irvine
 Lebar, Brian Tony / Century 21 All Moves / Granada Hills
 Lee, Sung Hun / Gold Key Realty / Northridge
 Lopez, Claudia E. / Park Regency Realty / Granada Hills
 Magana, Ovidio Ernesto / Pinnacle Estate Properties / Northridge
 Magnone, Gary J. / Pinnacle Estate Properties / Northridge
 Majonfe, Federico Enrique / Atlantic & Pacific Real Estate / Palmdale
 Manjamkuzhy, Rajappan Krishnan / Placement One Property & Mortgage /
 Canoga Park
 Matthes, Anthony / Realty Executives / Valencia
 Mc Neeley, Sukapon Sirivarintara / Re-Search Concept / Northridge
 Merchant, Farida / Century 21 All Moves / Granada Hills
 Metcalf, Brenda Joyce / RE/MAX of Valencia / Valencia
 Miller, Michael / Home Savings Realty / Porter Ranch
 Moreno, Christina Marie / Viceroy Realty / Sherman Oaks
 Morinaka, Colleen Marie / Crisi Matthews Real Estate-CMRE / Modesto
 Newman, Gary / Pinnacle Estate Properties / Northridge
 Nguyen, Viet-Phuong T. / Century 21 All Moves / Granada Hills
 Noghreian, Helen / Coldwell Banker / Sherman Oaks
 O'Donnell, Davina Lynn / Prudential Calif. Realty / Sherman Oaks
 Passen, Stacey Michele / Pantera Real Estate / Simi Valley
 Perdomo, Mary / Crisi Matthews Real Estate-CMRE / Modesto
 Rabbeth Jr., Robert Sydney / Pantera Real Estate, Inc. / Simi Valley
 Raynalid, Alain Andre / RE/MAX Estates / Agoura Hills
 Reese, Rachel Jennifer / Valley Home Sales / Woodland Hills
 Rice, Gregory David / Re/Max Showcase / Sherman Oaks
 Ridgeway, Sylvia / Dilbeck Real Estate Real Living / Sherman Oaks
 Rogers, Anna Kristen / Exit Realty SCV / Stevenson Ranch
 Salvador, Augusto Tito / The Bettles Company / Glendale
 Sammeter, Patti / Centennial Realty Group / Canyon Country
 Scott, Indego C. / Pinnacle Estate Properties, Inc. / Mission Hills
 Serrano, Kathy / One Point Mortgage / Panorama City
 Shahbaz, Vivian A. / Re-Search Concept / Northridge
 Shokofi, Shahin / Dilbeck Realtors / Calabasas
 Showalter, Michael W. / Re/Max Estates / Agoura Hills
 Sierad, Jocelyn / PVR Properties / Sherman Oaks
 Soliman, Gamil / Donald U. Paulino / Canoga Park
 Stroud, Aleya Lorien / Rodeo Realty / Sherman Oaks
 Tan, Keith / ALTERA Real Estate Mel Wilson & Associates / Northridge
 Tran, Debby T. / Pro Estate Realty / Northridge
 Uebelhardt, Eugene / Valley View Realty, Inc. / Mission Hills
 Weiss, Trixy / Sterling River Realty / Los Angeles
 Yoo, Gayle Hyon-Ju / Best Realty & Investment, Inc. / 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 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 MAY

ACTIVE INVENTORY

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	127	80	122	150	181	660	421	1,081
Total Active Listings	236	168	209	262	365	1,240	1,009	2,249
Average Days on Market	115	100	103	115	105	108	120	113
Average List Price in Thousands.....	260.9	963.3	797.0	569.2	1,143.8	771.5	490.7	645.5
Median List Price in Thousands.....	255.0	825.0	520.0	470.0	650.0	499.0	299.9	399.0
BOMS.....	33	18	31	46	49	177	118	295
Average BOM Price in Thousands.....	261.2	766.3	637.4	465.7	727.2	560.6	326.6	467.0
BOM to Sale Ratio.....	23.1	32.1	30.7	31.9	39.8	31.2	33.1	31.9
Expirations.....	19	7	11	15	13	65	78	143

PENDING SALES

New Escrows Opened	163	84	123	154	168	692	484	1,176
Total YTD Escrows Opened	670	327	501	704	697	2,899	1,969	4,868
New Open Escrows Average Days on Market.....	67	58	65	61	55	61	71	65
New Open Escrows Average List Price	261.2	772.3	526.7	450.8	666.8	511.1	346.6	443.4

CLOSED SALES:

New Escrows Closed	143	56	101	144	123	567	357	924
Total YTD Escrows Closed	534	261	387	552	564	2,298	1,457	3,755
Volume of New Sales Dollars in Millions	37.313	44.479	57.226	63.486	87.440	289.944	117.341	407.286
Volume of total YTD Sales in Millions.....	134.342	183.446	220.323	236.825	358.533	1,113.468	486.813	1,620.281
Average Sale price in Thousands.....	260.9	794.3	566.6	440.9	710.9	511.4	328.7	440.8
Median Sale Price in Thousands.....	256.0	710.0	385.0	410.0	500.0	375.0	265.0	330.0
Coop Sales	105	51	82	104	99	441	291	732
Percent of Coop Sales.....	73.4	91.1	81.2	72.2	80.5	77.8	81.5	79.2
Average Days on Market	124	97	116	139	125	124	131	127
Sales at List Price	79	20	48	56	42	245	200	445
Percent of Sales at List Price.....	55.2	35.7	47.5	38.9	34.1	43.2	56.0	48.2
Sales to Listing Inventory Ratio	60.6	33.3	48.3	55.0	33.7	45.7	35.4	41.1
Final Sale to New Listing Ratio	112.6	70.0	82.8	96.0	68.0	85.9	84.8	85.5

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MAY

ACTIVE INVENTORY

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	40	43	41	35	33	192	156	348
Total Active Listings	115	79	73	61	73	401	363	764
Average Days on Market	126	114	105	130	144	124	130	127
Average List Price in Thousands.....	185.6	473.6	287.9	333.4	401.2	322.7	346.8	334.1
Median List Price in Thousands.....	155.0	375.0	240.9	300.0	310.0	250.0	243.0	249.9
BOMS.....	20	13	14	12	12	71	49	120
Average BOM Price in Thousands.....	186.8	316.0	213.0	260.3	352.7	256.1	250.1	253.6
BOM to Sale Ratio.....	47.6	43.3	29.2	26.1	28.6	34.1	33.1	33.7
Expirations.....	6	5	4	3	5	23	21	44

PENDING SALES

New Escrows Opened	51	41	58	52	40	242	184	426
Total YTD Escrows Opened	209	179	236	234	189	1,047	794	1,841
New Open Escrows Average Days on Market.....	76	54	73	53	68	66	76	70
New Open Escrows Average List Price	159.9	424.3	237.7	264.9	303.6	269.7	350.0	261.2

CLOSED SALES:

New Escrows Closed	42	30	48	46	42	208	148	356
Total YTD Escrows Closed	148	137	185	181	154	805	546	1,351
Volume of New Sales Dollars in Millions	6.815	11.455	10.823	10.685	10.351	50.129	40.553	90.682
Volume of total YTD Sales in Millions.....	23.865	47.122	44.736	45.330	40.553	201.606	143.405	345.011
Average Sale price in Thousands.....	162.3	381.8	225.5	232.3	246.5	241.0	274.0	254.7
Median Sale Price in Thousands.....	144.0	305.0	190.0	230.0	250.0	220.0	235.0	225.0
Coop Sales	36	25	37	32	31	161	122	283
Percent of Coop Sales.....	85.7	83.3	77.1	69.6	73.8	77.4	82.4	79.5
Average Days on Market	113	140	116	175	160	141	153	146
Sales at List Price	26	8	21	22	19	96	68	164
Percent of Sales at List Price.....	61.9	26.7	43.8	47.8	45.2	46.2	45.9	46.1
Sales to Listing Inventory Ratio	36.5	38.0	65.8	75.4	57.5	51.9	40.8	46.6
Final Sale to New Listing Ratio	105.0	69.8	117.1	131.4	127.3	108.3	94.9	102.3

RESIDENTIAL PROPERTIES LISTED

1,429

RESIDENTIAL PROP. ESCROW OPENED

1,602

RESIDENTIAL PROP. ESCROW CLOSED

1,280

MAY 2012

SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

NEW LISTINGS

167

123

185

214

852

577

1,429

TOTAL ACTIVE LISTINGS

351

247

323

438

1,641

1,372

3,013

AVERAGE DAYS ON MARKET

119

104

118

112

112

123

117

AVERAGE LIST PRICE IN THOUSANDS

236.2

806.7

665.2

1,020.0

661.8

452.6

566.5

MEDIAN LIST PRICE IN THOUSANDS

230.0

699.0

399.0

599.0

420.0

284.8

349.0

BOMS

53

31

58

61

248

167

415

AVERAGE BOM PRICE IN THOUSANDS

233.1

577.5

423.2

653.5

473.4

304.2

405.3

BOM TO SALE RATIO

28.6

36.0

30.2

37.0

32.0

33.1

32.4

EXPIRATIONS

25

12

18

18

88

99

187

PENDING SALES:

NEW ESCROWS OPENED

214

125

206

208

934

668

1,602

TOTAL YTD ESCROWS OPENED

879

506

938

886

3,946

2,763

6,709

NEW OPEN ESCROWS AVERAGE DAYS ON MARKET

69

57

59

57

62

72

67

NEW OPEN ESCROWS AVERAGE LIST PRICE

237.1

658.1

403.9

597.0

448.5

320.0

394.9

CLOSED SALES:

NEW ESCROWS CLOSED

185

86

149

165

775

505

1,280

TOTAL YTD ESCROWS CLOSED

682

398

572

718

3,103

2,003

5,106

VOLUME OF NEW SALE DOLLARS IN MILLIONS

44.128

55.934

68.049

97.791

340.073

157.894

497.968

VOLUME OF TOTAL YTD SALES IN MILLIONS

158.207

230.568

265.059

399.086

1,335.074

630.217

1,965.291

AVERAGE SALE PRICE IN THOUSANDS

238.5

650.4

456.7

592.7

438.8

312.7

389.0

MEDIAN SALE PRICE IN THOUSANDS

240.0

523.0

328.0

420.0

328.0

258.0

297.0

COOP SALES

141

76

119

130

602

413

1,015

PERCENT OF COOP SALES

76.2

88.4

79.9

78.8

77.7

81.8

79.3

AVERAGE DAYS ON MARKET

122

112

116

134

129

137

132

SALES AT LIST PRICE

105

28

69

61

341

268

609

PERCENT OF SALES AT LIST PRICE

56.8

32.6

46.3

37.0

44.0

53.1

47.6

SALES TO LISTING INVENTORY RATIO

52.7

34.8

52.8

37.7

47.2

36.8

42.5

FINAL SALE TO NEW LISTING RATIO

110.8

69.9

91.4

77.1

91.0

87.5

89.6

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

AVG. SELL TIME

78

153

19

51

118

85

94

91

279

370

197

261

212

143

149

100

109

180

106

73

66

73

89

69

ACTIVE NO. LISTINGS

135

39

15

14

53

47

50

43

162

112

13902

87

62

66

34

25

19

36

21

12

11

40

8

811

TOTAL # SOLD

61

15

9

26

23

28

26

110

112

13902

87

62

66

34

25

19

36

21

12

11

40

8

811

REDUCED \$

41

15

9

26

23

28

26

110

112

13902

87

62

66

34

25

19

36

21

12

11

40

8

811

\$ AVERAGE PRICE REDUCTION %

11.2

9.8

9.7

18.5

5.6

5.2

6.3

6.5

3.9

3.1

3.6

4.9

3.7

17.5

1.4

1.5

9

4.7

5.7

5.4

10.0

2.7

SELLING PRICE RANGE:

LESS THAN 100,000

78

153

19

51

118

85

94

91

279

370

197

261

212

143

149

100

109

180

106

73

66

73

89

69

100,000 TO 109,999

135

39

15

14

53

47

50

43

162

112

13902

87

62

66

34

25

19

36

21

12

11

40

8

811

110,000 TO 119,999

91

51

9

26

23

28

26

110

112

13902

87

62

66

34

25

19

36

21

12

11

40

8

811

120,000 TO 139,999

48

118

26

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

140,000 TO 159,999

86

85

23

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

160,000 TO 179,999

70

94

28

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

180,000 TO 199,999

98

91

26

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

200,000 TO 249,999

76

279

110

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

250,000 TO 299,999

70

370

112

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

300,000 TO 349,999

66

261

87

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

350,000 TO 399,999

51

212

62

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

400,000 TO 449,999

58

143

66

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

450,000 TO 499,999

87

149

34

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

500,000 TO 549,999

77

100

25

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

550,000 TO 599,999

44

109

19

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

600,000 TO 699,999

48

180

36

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

700,000 TO 799,999

53

106

21

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

800,000 TO 899,999

83

73

12

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

900,000 TO 999,999

66

61

11

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

1,000,000 TO 1,999,999

73

250

40

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

MORE THAN 2,000,000

89

103

8

11798

11620

16661

18296

13902

37296

16394

25314

21691

20818

8180

9081

17162

45516

60463

89702

366027

25638

TOTALS

69

3027

811

25638

LISTINGS

7,270

2012 RMLS TOTAL - \$ VOLUME

\$1,965,291,000

SALES

5,663

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SAN FERNANDO 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	
	2595	882	594.2	34		2935	574	329.3	19.6		2084	964	357.7	46.3		1830	963	410	52.6		1,786	976	388.7	54.3		1,481	877	322.1	59.9	
JAN																														
FEB	2421	893	581.8	36.9		2633	654	409.7	24.8		1178	876	330.5	49.4		1,780	872	349.7	49		1,646	763	303.5	45.7		1,458	856	262.9	57.9	
MAR	3521	1318	848.1	37.4		2878	792	429.0	27.5		2004	1,148	428.6	57.3		2,231	1,131	523.3	50.7		1,875	1,050	430.7	56		1,515	1085	427.4	71.6	
APR	3205	761	519.6	23.7		2949	983	538.1	33.3		1956	1275	487.5	65.2		2,212	1,188	526.9	53.7		1,740	1052	394.2	60.5		1,387	1,140	448.8	82.2	
MAY	3493	1151	804.7	33		2629	1165	626.4	44.3		1,865	1,300	530.1	69.7		1,936	1,235	523.7	63.8		1,732	1,023	422.3	59.1		1,429	1,280	497.9	89.6	
JUNE	3163	1234	870	39		1549	1182	616.7	43.2		1,928	1,410	612	73.1		2,051	1,269	563	61.9		1,752	1,114	439.1	63.6						
JUL	3247	1157	839.7	35.6		2731	1263	672.9	46.2		1,922	1,322	581.7	68.8		2,153	1,104	484.5	51.3		1,592	1,033	422.7	64.9						
AUG	3480	1057	767.0	30.4		2518	1181	594.7	46.9		1,820	1,259	553.7	69.2		1,993	1,029	443.8	51.6		1,707	1,145	452.6	67.1						
SEPT	2753	736	506.3	26.7		2423	1181	533.4	48.7		1,731	1,205	543.1	69.6		1,726	1,034	430.4	59.9		1,512	1,048	430.4	69.3						
OCT	2925	666	444.2	22.8		2389	1321	601.7	55.3		1,794	1,243	527.5	69.3		1,677	883	371.9	52.7		1,363	1,017	385.3	74.6						
NOV	2342	701	438.4	29.9		1770	1121	470.9	63.3		1,505	1,095	452.1	72.8		1,431	864	356.8	60.4		1,273	985	382.2	77.4						
DEC	1691	710	440.1	42		1483	1241	497.5	83.7		1,327	1,174	549.1	88.5		1,298	1,045	431.2	80.5		1,075	1,112	435.7	103.4						
TOTAL	34,836	11,266	7,654.1	32.6		28,887	12,658	6,320.3	44.7		21,114	14,271	5,953.6	66.6		22,318	12,617	5,415.2	55.6		19,053	12,308	4,867.4	66.3						
AVG. SALE PRICE		\$679,398					\$499,313					\$417,181					\$429,200					\$395,470								

MAY 2012

SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

	ACTIVE INVENTORY:					RESIDENTIAL PROP. ESCROW OPENED					RESIDENTIAL PROP. ESCROW CLOSED				
	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL	SAU	SR	VAL	SCV TOTAL
NEW LISTINGS.....	12	5	76	21	37	68	19	93	331	125	456	19	19	93	331
TOTAL ACTIVE LISTINGS.....	27	27	124	32	90	102	23	145	570	273	843	23	23	145	570
AVERAGE DAYS ON MARKET.....	100	199	130	100	122	117	87	117	122	129	124	87	87	117	122
AVERAGE LIST PRICE IN THOUSANDS.....	442.4	720.7	505.8	356.1	424.5	424.4	498.1	591.3	498.6	323.2	441.8	498.1	498.1	591.3	498.6
MEDIAN LIST PRICE IN THOUSANDS.....	395.0	589.9	349.9	313.0	265	353.0	498.9	468.0	385.1	219.9	337.0	498.9	498.9	468.0	385.1
BOMS.....	2	1	33	11	15	24	4	29	119	34	153	4	4	29	119
AVERAGE BOM PRICE IN THOUSANDS.....	190.0	300.0	280.5	305.4	310.6	325.4	557.2	385.8	329.2	174.9	294.9	557.2	557.2	385.8	329.2
BOM TO SALE RATIO.....	40.0	33.3	45.8	61.1	60.0	47.1	22.2	37.7	44.2	29.6	39.8	22.2	22.2	37.7	44.2
EXPIRATIONS.....	2	0	7	0	1	6	2	6	24	24	48	2	2	6	24
PENDING SALES:															
NEW ESCROWS OPENED.....	19	9	117	33	47	85	30	125	465	141	606	30	30	125	465
TOTAL YTD ESCROWS OPENED.....	53	26	470	141	175	326	111	493	1,795	601	2,396	111	111	493	1,795
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET.....	146	162	83	74	99	67	46	55	75	81	77	46	46	55	75
NEW OPEN ESCROWS AVERAGE LIST PRICE.....	299.1	503.4	286.6	367.7	255.9	325.4	544.8	413.7	351.9	259.0	330.3	544.8	544.8	413.7	351.9
CLOSED SALES:															
NEW ESCROWS CLOSED.....	5	3	72	18	25	51	18	77	269	115	384	18	18	77	269
TOTAL YTD ESCROWS CLOSED.....	29	20	289	100	122	213	70	317	1,160	446	1,606	70	70	317	1,160
VOLUME OF NEW SALE DOLLARS IN MILLIONS.....	1.075	1.388	20.850	5.284	6.099	16.995	8.346	32.294	92.331	25.714	128.046	16.995	16.995	32.294	92.331
VOLUME OF TOTAL YTD SALES IN MILLIONS.....	9.246	8.642	81.195	34.904	32.200	68.358	31.336	124.331	390.213	96.097	486.310	68.358	68.358	124.331	390.213
AVERAGE SALE PRICE IN THOUSANDS.....	215.9	452.6	289.6	2193.6	243.9	333.2	463.7	419.4	343.2	223.6	307.4	463.7	463.7	419.4	343.2
MEDIAN SALE PRICE IN THOUSANDS.....	225.0	468.0	279.0	266.0	180.0	330.0	476.0	350.0	309.9	190.0	270.0	476.0	476.0	350.0	309.9
COOP SALES.....	3	3	62	13	19	44	16	55	215	92	307	16	16	55	215
PERCENT OF COOP SALES.....	60.0	100.0	86.1	72.2	76.0	86.3	88.9	71.4	79.9	80.0	79.9	88.9	88.9	71.4	79.9
AVERAGE DAYS ON MARKET.....	138	116	133	178	162	167	113	145	147	148	147	113	113	145	147
SALES AT LIST PRICE.....	0	1	41	10	10	32	6	27	127	53	180	32	32	27	127
PERCENT OF SALES AT LIST PRICE.....	0	33.3	56.9	55.6	40.0	62.7	33.3	35.1	47.2	46.1	46.9	62.7	62.7	35.1	47.2
SALES TO LISTING INVENTORY RATIO.....	18.5	11.1	58.1	56.3	27.8	50.0	78.3	53.1	47.2	42.1	45.6	50.0	78.3	53.1	47.2
FINAL SALE TO NEW LISTING RATIO.....	41.7	60.0	94.7	85.7	67.6	75.0	94.7	82.8	81.3	92.0	84.2	75.0	94.7	82.8	81.3

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.....	68	60	25	18	10.5
100,000 TO 109,999.....	64	13	6	4	7.9
110,000 TO 119,999.....	112	14	16	12	9.5
120,000 TO 139,999.....	77	35	17	9	4.0
140,000 TO 159,999.....	129	19	12	9	6.0
160,000 TO 179,999.....	72	24	14	7	7.5
180,000 TO 199,999.....	94	36	19	11	7.0
200,000 TO 249,999.....	65	82	46	32	7.4
250,000 TO 299,999.....	86	51	31	31	4.0
300,000 TO 349,999.....	106	58	46	26	4.4
350,000 TO 399,999.....	76	66	23	10	1.5
400,000 TO 449,999.....	67	50	29	21	4.9
450,000 TO 499,999.....	117	56	21	15	1.1
500,000 TO 549,999.....	96	28	12	11	6.4
550,000 TO 599,999.....	125	31	6	5	6.7
600,000 TO 699,999.....	45	34	8	5	1.9
700,000 TO 799,999.....	46	33	7	5	1.3
800,000 TO 899,999.....	308	18	2	1	35.3
900,000 TO 999,999.....	188	22	2	2	31.6
1,000,000 TO 1,999,999.....	43	34	4	3	5.1
MORE THAN 2,000,000.....	0	14	0	0	N/A
TOTALS.....	87	815	366	237	5.5

LISTINGS

2012 RMLS TOTAL - VOLUME

\$486,310,000

SALES

1,647

*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	456	384	118	84.2
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 MAY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings.....	12	5	53	19	15	50	14	67	235	94	329
Total Active Listings.....	25	27	85	30	47	83	18	103	418	232	650
Average Days on Market.....	96	199	122	104	144	123	84	105	121	136	126
Average List Price in Thousands.....	456.4	720.7	619.6	363.0	647.5	470.6	561.4	715.0	592.5	334.0	500.2
Median List Price in Thousands.....	399.0	589.9	449.0	339.0	500.0	399.9	545.0	499.0	450.0	219.9	389.0
BOMS.....	2	1	19	10	7	18	3	18	78	23	101
Average BOM Price in Thousands.....	190.0	300.0	348.1	314.4	452.4	358.0	669.6	492.5	396.4	157.8	342.1
BOM to Sale Ratio.....	50.0	33.3	37.3	58.8	77.8	50.0	27.3	32.7	41.9	23.0	35.3
Expirations.....	2	0	6	0	0	5	2	3	18	22	40

PENDING SALES

New Escrows Opened.....	18	9	75	31	20	62	25	93	333	103	436
Total YTD Escrows Opened.....	50	26	306	135	77	232	79	323	1,228	472	1,700
New Open Escrows Average Days on Market.....	153	162	75	71	122	76	40	62	78	84	80
New Open Escrows Average List Price.....	291.0	503.4	357.8	375.0	421.6	375.2	590.9	478.9	418.1	276.8	384.8

CLOSED SALES:

New Escrows Closed.....	4	3	51	17	9	36	11	55	186	100	286
Total YTD Escrows Closed.....	27	20	198	96	59	142	46	220	808	366	1,174
Volume of New Sales Dollars in Millions.....	735	1,388	17,543	5,024	3,833	13,829	6,630	26,893	75,874	22,924	98,798
Volume of total YTD Sales in Millions.....	8,471	8,642	66,888	34,111	23,875	53,820	25,344	99,807	320,958	80,669	401,627
Average Sale price in Thousands.....	183.8	462.7	344.0	295.5	425.9	384.1	602.7	489.0	407.9	229.2	345.4
Median Sale Price in Thousands.....	140.0	468.0	320.0	267.0	435.0	360.0	590.0	408.0	360.0	190.0	315.0
Coop Sales.....	2	3	43	13	7	29	11	39	147	80	227
Percent of Coop Sales.....	50.0	100.0	84.3	76.5	77.8	80.6	100.0	70.9	79.0	80.0	79.4
Average Days on Market.....	125	116	136	173	175	167	105	148	148	146	148
Sales at List Price.....	0	1	28	10	4	23	3	18	87	47	134
Percent of Sales at List Price.....	0	33.3	54.9	58.8	44.4	63.9	27.3	32.7	46.8	47.0	46.9
Sales to Listing Inventory Ratio.....	16.0	11.1	60.0	56.7	19.1	43.4	61.1	53.4	44.5	43.1	44.0
Final Sale to New Listing Ratio.....	33.3	60.0	96.2	89.5	60.0	72.0	78.6	82.1	79.1	106.4	86.9

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR MAY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings.....	0	0	23	2	22	18	5	26	96	31	127
Total Active Listings.....	2	0	39	2	43	19	5	42	152	41	193
Average Days on Market.....	158	0	146	45	98	103	98	147	125	88	117
Average List Price in Thousands.....	267.0	0	258.0	252.5	180.9	222.7	270.0	287.8	240.4	262.4	245.1
Median List Price in Thousands.....	159.0	0	215.0	199.9	160.0	220.0	234.9	261.9	220.0	200.0	220.0
BOMS.....	0	0	14	1	8	6	1	11	41	11	52
Average BOM Price in Thousands.....	0	0	188.7	215.0	186.5	227.5	219.9	211.1	201.4	210.8	203.4
BOM to Sale Ratio.....	0	0	66.7	100.0	50.0	40.0	14.3	50.0	49.4	73.3	53.1
Expirations.....	0	0	1	0	1	1	0	3	6	2	8

PENDING SALES

New Escrows Opened.....	1	0	42	2	27	23	5	32	132	38	170
Total YTD Escrows Opened.....	3	0	164	6	98	94	32	170	567	129	696
New Open Escrows Average Days on Market.....	22	0	96	118	81	43	71	34	68	74	69
New Open Escrows Average List Price.....	445.0	0	159.4	255.0	133.1	191.2	314.0	224.2	184.8	210.5	190.5

CLOSED SALES:

New Escrows Closed.....	1	0	21	1	16	15	7	22	83	15	98
Total YTD Escrows Closed.....	2	0	91	4	63	71	24	97	352	80	432
Volume of New Sales Dollars in Millions.....	340	0	3,307	260	2,266	3,167	1,717	5,401	16,457	2,790	19,247
Volume of total YTD Sales in Millions.....	775	0	14,307	793	8,325	14,538	5,993	24,524	69,255	15,428	84,683
Average Sale price in Thousands.....	340.0	0	157.5	260.0	141.6	211.1	245.2	245.5	198.3	186.0	196.4
Median Sale Price in Thousands.....	340.0	0	141.9	260.0	117.0	225.0	242.5	219.0	200.0	186.0	197.5
Coop Sales.....	1	0	19	0	12	15	5	16	68	12	80
Percent of Coop Sales.....	100.0	0	90.5	0	75.0	100.0	71.4	72.7	81.9	80.0	81.6
Average Days on Market.....	194	0	126	267	155	166	124	139	145	161	147
Sales at List Price.....	0	0	13	0	6	9	3	9	40	6	46
Percent of Sales at List Price.....	0	0	61.9	0	37.5	60.0	42.9	40.9	48.2	40.0	46.9
Sales to Listing Inventory Ratio.....	50.0	0	53.8	50.0	37.2	78.9	140.0	52.4	54.6	36.6	50.8
Final Sale to New Listing Ratio.....	0	0	91.3	50.0	72.7	83.3	140.0	84.6	86.5	48.4	77.2

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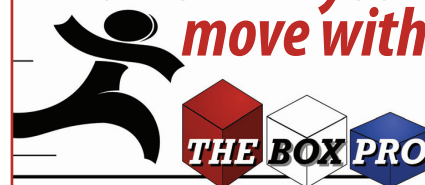
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AREA MEETING ANNOUNCEMENTS

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. **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)

June 22 - MLS	August 3
June 29	August 10 - MLS
July 5	August 17
June 13 - MLS	August 24 - MLS
July 19	August 31
July 27 - MLS	

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