

REALTOR® REPORT

August/September, 2012

The Official Publication of Southland Regional Association of REALTORS®

Multicultural Mixer

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*Pot Full
of
Nations*

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Volume 92 • Issue 8

SRAR REVISES SHORT SALE GUIDELINES

The last update to the SRAR short sale guidelines was in 1994. However, with the boom of the short sale market within the past years, the Board felt it necessary that the guidelines be updated to reflect the current market activity.

The new guidelines start out with a definition of a Short Sale. Next, the guidelines have a section for 'recommended procedures' for a Listing Broker when taking a short sale listing. This is followed by a section on 'recommended procedures for the Selling broker. After this there is a section containing General Guidelines, which includes information on:

- Reporting the Sale to MLS
- Disposition of the Deposit
- Opening of Escrow, and finally
- The recommended procedure for handling offers received after the original offer has been accepted by the seller and forwarded to the lender for short sale approval.

A review of these guidelines would be prudent to make sure you are familiar with the recommended procedures for handling short sales. Visit www.srar.com in the Professional Standards section under the Services tab to download a copy of the latest guidelines.

As a reminder, one of the benefits to SRAR and CRISNet Members is the use of the Fannie Mae Short Sale Assistance Desk, which is designed to help you in any post-offer short sale issues. It can be accessed from the Members Only section of SRAR.com.

Further Easing Needed

TIGHT LOAN RULES ENSURE BUYERS CAN PAY, BUT STALL SALES

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

It's a conundrum — tight loan underwriting rules prevent the madness of 2005 through 2007 from returning, yet unnecessarily tight rules impede recovery of the housing market, sometimes preventing truly credit-worthy buyers from owning a home.

No one advocates for a return of the loosey-goosey standards free-for-all that created the housing boom and its devastating bust. Yet, just how tough should lenders be when considering a loan application? That's the puzzle lenders and regulators must solve.

With home prices rising in most markets nationwide, the nation's mortgage giants — Fannie Mae and Freddie Mac — reported significantly-improved earnings recently. They not only are making dividend payments on taxpayer money loaned to keep them afloat, but are gradually paying back the amount owed. Both reported strong quarterly earnings last week — financial statements that bolster the growing consensus that the real estate market is improving.

While saying it is "too early to declare a national housing recovery," Timothy J. Mayopoulos, Fannie Mae's president and chief executive officer, on Wednesday said he expects 2012's financial results to be "substantially better than in the past few years.

"We saw a confluence of positive factors in the second quarter, including improved home prices, improvement in REO sales execution, and a continued decline in our single-family serious delinquency rate," Mayopoulos said.

Things are getting better, so will loan underwriting guidelines be loosened soon?


If they were, said the National Association of Realtors in recent testimony before Congress, additional creditworthy buyers could jump in, further spurring the recovery.

REALTORS® advocated for a broadly-defined qualified mortgage regulation, one that provides strong incentives for lenders to focus on making well-underwritten mortgages affordable and abundantly available to all creditworthy borrowers. However, lenders are only gradually loosening underwriting guidelines, with the Office of the Comptroller of the Currency reporting recently that underwriting standards remain largely unchanged from prior quarters.

Yet, for the first time since 2007, the number of banks during the second quarter that eased their underwriting standards on home loans hit double-digits — 18 compared to nine in 2011, five in 2010, and zero in 2009. Compare those numbers to the 34 banks that further eased underwriting guidelines back in 2006 as loan madness hit pandemic proportions.

Wouldn't somewhere in the middle work just fine, guys?

CONSUMER PRICE INDEXES						
JULY 2012						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	JULY 2011	JUNE 2012	JULY 2012	JUNE 2012	JULY 2012	JULY 2012
Los Angeles - Riverside - Orange County	231.303	236.025	235.776	1.6	1.9	-0.1



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

REALTOR® REPORT

The Official Publication of SRAR

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Saturday, September 8th
8:00am - 12Noon

Breakfast & Lunch will be served

10100 block of Rincon Avenue

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SOUTHLAND HOME SALES RISE FOR SEVENTH MONTH

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

It's an uneven, tepid recovery, with some sectors of the market fairing better than others, but a housing tracking company Wednesday reported that home sales throughout Southern California were up in July for the seventh consecutive month while median prices neared a 4-year high. Southern California home sales rose above the year-ago level for the seventh consecutive month in July despite continued declines in low-end distress sales.

Increased activity in move-up and high-end submarkets contributed to a significant rise in the region's median sale price, which neared a four-year high, according to San Diego-based DataQuick.

The median price paid for a home in the six-county Southland rose to \$306,000 last month, up 2.0 percent from \$300,000 in June and up 8.1 percent from \$283,000 in July 2011.

July's median was the highest since the median was \$308,500 in September 2008. The median has risen month-to-month for six consecutive months and has increased year-over-year for the past four years. July's 8.1 percent annual gain was the highest for any month since July 2010, when the median rose 10.1 percent.

Greater demand, partially triggered by historically low mortgage rates and a thinner inventory of homes for sale, helps explain recent gains in the median price. But the increases also stem from a sharp drop in foreclosure resales, which often sell at a steep discount and are concentrated in lower-cost areas, as well as a substantial increase in the portion of sales in mid- to high-end neighborhoods.

About half of the 8.1 percent year-over-year gain in July's median sale price can be attributed to the shift in market mix.

"Even adjusting for changes in market mix, there's growing evidence prices have crept up in areas where more demand has met a shrinking number of homes for sale," said John Walsh, DataQuick president.

If current trends hold into the fall, Walsh said he expects the number of homes for sale to eventually rise to meet demand.

"More owners will be interested in selling, knowing their homes are likely to fetch a higher price, and more people will shift from a negative to at least a slightly positive equity position, enabling them to sell," he said.

Price appreciation could be tamed, he said, if home builders rev up operations and if lenders push more distressed properties onto the market sooner.

The number of Southern California homes sold in July for less than \$200,000 fell 5.8 percent from a year earlier, while the number that sold for \$200,000 to \$400,000 rose 13.4 percent. Sales between \$300,000 and \$800,000 – a range that would include many move-up buyers – increased 22.0 percent year-over-year. Sales over \$800,000 rose 7.2 percent from July 2011.

Last month 22.5 percent of all Southland sales were for \$500,000 or more, down from 23.1 percent in June and up from 20.7 percent a year earlier.

Distressed property sales – the combination of foreclosure resales and short sales – made up 39.7 percent of last month's resale market. That was the lowest level since the figure was 36.0 percent in January 2008.

Indicators of market distress continue to move in different directions. Foreclosure activity, while above long-term averages, has been trending downward this year and is far below peak levels. Financing with multiple mortgages is very low, and down payment sizes are stable, DataQuick reported.



IN MEMORIAM

Daniel Contreras, Affiliate Member of SRAR and member of the SRAR 2012 YREP Committee

Dan was born on December 21, 1981 and passed away August 12, 2012. He resided in Woodland Hills, CA at the time of his passing. Services were held Monday, August 20, 2012 at Forest Lawn Cemetary in Glendale.

RESIDENTIAL PURCHASE AGREEMENT ("RPA-CA") POP QUIZ

COURTESY OF KATHY MEHRINGER, 2012 SRAR RISK MANAGEMENT COMMITTEE

Your Risk Management Committee is dedicated to providing the membership with insight, information and education that is both useful and risk reduction driven. And of course it's okay to have some fun doing it!

In this issue we are tempting you with a POP Quiz on the Residential Purchase Agreement, go ahead take the challenge and answer the questions! The correct answers will be provided in the next edition of REALTOR® Report.

Remember to begin every question with this statement:
"According to the Residential Purchase Agreement"

Good Luck!

- 1) Obtaining the down payment and closing costs is one of the Buyer's contingencies:

True False

- 2) Any increased good faith deposit is automatically included in the Liquidated Damages if both Buyer and Seller initial that provision:

True False

- 3) Buyer's written verification of down payment and closing costs may be provided by:

- a. Buyer
- b. Lender
- c. Loan Broker
- d. A & C
- e. A, B & C

- 4) If a Buyer elects to purchase a property with an "all cash offer" Buyer may not opt to obtain financing prior to close of escrow:

True False

- 5) Tenant occupied property is to be delivered vacant 5 days prior to the close of escrow unless otherwise agreed in writing:

True False

- 6) Should Buyer and Seller agree that Seller may remain on the property after the close of escrow the Seller is not obligated to provide keys to the Buyer until Seller vacates the premises:

True False

- 7) A Seller is always obligated to obtain and pay for Wood Pest Inspections:

True False

- 8) Wood Pest Inspections always include detached garages and carports:

True False

- 9) The cost of government mandated requirements and/retrofit must be borne by Seller:

True False

- 10) Any number of Home Warranty "options" may be selected by Buyer as long as the cost of the home protection plan and any selected options does not exceed the amount specified in the agreement:

True False

- 11) If a Buyer fails to return signed statutory disclosures within the time period specified in the agreement the Seller may, after first giving a Notice to Perform to the Buyer, cancel the agreement:

True False

- 12) In the event a Seller, prior to the close of escrow, becomes aware of adverse conditions, of which Buyer is unaware, a subsequent or amended Real Estate Transfer Disclosure Statement is to be provided to Buyer:

True False

- 13) An amended disclosure shall not be required for conditions and material inaccuracies which are disclosed in reports provided to or obtained by Buyer or ordered and paid for by Buyer:

True False

- 14) The Seller is required to provide evidence that all existing property improvements have been made in compliance with code and local laws and ordinances:

True False

- 15) Seller shall have all utilities, including water, gas, electricity and all operable pilot lights on for Buyer's investigations and through the date possession is made available to Buyer:

True False

- 16) Any repairs to be performed at Seller's expense may be performed by Seller or through others:

True False

- 17) Repairs performed by Seller or through others must comply with applicable law including governmental permit, inspection and approval requirements:

True False

- 18) If the scheduled close of escrow falls on a Saturday, Sunday or legal holiday, then the close of escrow shall be the next business day after the scheduled close of escrow:

True False

- 19) A Homeowners special assessment that is a current lien but not yet due is to be assumed by Buyer:

True False

- 20) The earliest a Notice to Buyer to Perform may be given is:

- a) 72 hours prior to the expiration of the applicable time period for performance
- b) 24 hours after the time period for performance has expired
- c) 2 days prior to the expiration of the applicable time period for performance
- d) 1 day prior to the expiration of applicable time period for performance

- 21) The mediation clause is not binding on the parties unless all parties have initialed the Arbitration provision:

True False

- 22) Buyer shall require anyone acting Buyer's behalf during Buyer's investigations shall carry policies of liability and workers' compensation and other applicable insurance:

True False

HOMEBUYERS ACCEPT REALTOR® GRANTS



(LEFT PHOTO) WENDY SILVER-HALE, PRESIDENT OF THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS, PRESENTS A \$2,000 CHECK TO THE FATHER OF SUMIT SHIVANI, LEFT. ALSO PICTURED ARE REALTOR JOHN CORDOVA, WHO ASSISTED SHIVANI'S PURCHASE, AND SHARON BARRON, 2012 SRAR PRESIDENT-ELECT.



(RIGHT PHOTO) WENDY SILVER-HALE, PRESIDENT OF THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS, PRESENTS A \$2,000 CHECK TO SALVADOR SANDOVAL, RIGHT. ALSO PICTURED ARE REALTOR DEBORAH KEATON, SECOND FROM RIGHT, WHO ASSISTED SANDOVAL'S PURCHASE, AND SHARON BARRON, 2012 SRAR PRESIDENT-ELECT.

TWO OF MULTIPLE RECIPIENTS OF THE ASSOCIATION'S HIGHLY POPULAR FIRST-TIME HOMEBUYER GRANT PROGRAM. THE GRANTS, WHICH NEED NOT BE REPAYED, ARE AVAILABLE THROUGH THE ASSOCIATION'S CHARITABLE FOUNDATION AND THE CALIFORNIA ASSOCIATION OF REALTORS HOUSING AFFORDABILITY FUND.

Wendy Silver-Hale, President of the Southland Regional Association of REALTORS® presents \$2,000 checks to two recipients of the twenty grants made available to first-time homebuyers through the Association's 2012 grant program. These grants were made available to homebuyers who purchased their first home within the San Fernando or Santa Clarita Valleys and who used an SRAR Realtor Member through the close of escrow. The grants need not be repaid and were made available through funds from the SRAR Foundation and California Association of REALTORS® Housing Affordability Fund.

The grant program began in May of this year and were awarded to a total of twenty individual homeowners. The grants were available on a first-come, first-serve basis to those who qualified. The final grant of the 2012 program is to be awarded on August 30, 2012 during SRAR's Board of Directors meeting.

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sfvwcr@gmail.com

Locations:

Monthly Business Resource Luncheon:

Warner Ctn. Marriott

Monthly Board Meeting: SRAR

CALENDAR

SEPTEMBER

12th Board Meeting

SRAR

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

17th Business Resource Luncheon

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

"Affairs of Our Cities"

27th New Member Orientation & Thirsty Thursday Social Mixer

6:00 p.m. - 9 p.m.

30th eWaste Recycle at Topanga Mall

OCTOBER

1-2 CAR Fall Meeting

Anaheim California

Marriott Hotel

Anaheim Convention Center

10th Board Meeting, SRAR

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

15th Business Resource Luncheon

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

"An Inside Look at Credit Repair"

26th 1st Annual Sumbi Walk

Food Drive

FROM NOW THRU AUGUST 30th

SRAR is on a mission to collect as much food as we possibly can for local food banks!

Our goal is to FILL the SRAR Auditorium by August 30th.

Help us reach our goal by donating non-perishable items today!
Also, collect food in your local office & in your farming areas.



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

A 501(c)(3) Charitable Organization
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For boxes, flyers & posters to help in your efforts,
call 818-947-2298 or email JoeyL@srar.com

TABLES AVAILABLE FOR...

Multicultural Mixer 2012

Pot Full of Nations

Reservations are now being accepted for tables hosts of the 2012 Multicultural Mixer, which has been themed, "Pot Full of Nations!"

International Food Tables are FREE for Affiliate Members of SRAR. Each host will be required to provide food from a given nation or region of the world in bite-size quantities for roughly 75-100 people. Hosts are also encouraged to dress up and decorate their tables to represent their nation or region of choice.

The Multicultural Mixer has been one of SRAR's most adored annual events. In addition to the food, guests also enjoy live entertainment, music, and dancing.

Prizes are also awarded for best costume dress and best table decoration.

Limited sponsorships are also available for the Mixer for just \$400. Sponsors will enjoy the benefit of having their logo displayed on all advertising for the event, as well as having their banner hung for the crowd to see during the event.

10-11-12
SRAR Back Parking Area
7232 Balboa Blvd.
Van Nuys, CA 91406

To reserve a FREE table or become a sponsor contact Jason Arancibia at 818-947-2298 or via email at JasonA@srar.com.

Are you just getting started on facebook?

**September 13th, 2012
10:30am to 12:30pm
SRAR Auditorium
7232 Balboa Blvd
Van Nuys, CA 91406**

Maybe you have an account but don't really know what to do with it. Knowing how to incorporate Facebook into your daily communication with family, friends, past clients, and prospects is no easy task especially when Facebook keeps changing! This basic Facebook workshop will walk you through everything you need to know to get started and how to transition Facebook into a tool for your business.

We will cover:

- A full review of current Privacy Settings, Security Settings, Notifications, Friends Lists
- Learn how to cut through the clutter & manage your time on Facebook
- How to get conversations started online & build a professional image
- How to set up the new Timeline format
- How to grow your friends on Facebook and manage communication with both personal and business contacts on your personal profile



Janelle Dodishoo

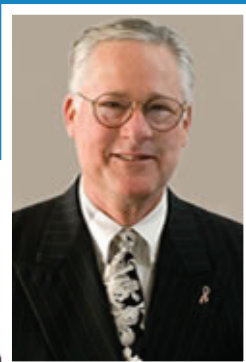
Presented by:



Please RSVP to email FBRSPV@SRAR.COM

8 Hour Mediation Training

with Michael Rainey



Friday October 12th, 2012

8:30AM-5:00PM

Lunch included

Cost is \$50

Note:
Participation in
this mediation training
does not qualify attendee
to serve as a mediator for
Southland Regional Association
of REALTORS®

**MUST SIGN UP BY
September 21st, 2012**

Michael is a dispute resolution expert with over 30 years of experience. He has helped clients achieve superior solutions to their legal problems. He has an exceptionally high 95% settlement rate in Mediation and has a highly successful track record in handling complex, high-stake disputes.

He is an Adjunct Professor at Pepperdine's Straus Institute of Dispute Resolution, recognized as the leading post-graduate school in Alternative Dispute Resolution in the nation, and an Instructor at Pepperdine's Graziadio School of Business and Management. Michael earned his Masters of Law (LL.M.) in Dispute Resolution in Straus Institute's first graduating class for this degree. He has won the Outstanding Teaching Award twice and authored the Business Negotiation & Resolution of Conflict course and textbook.

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For questions or more information, contact Michelle Gerhard at 818-947-2271

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 Salles, Justy / Merlin Enterprises, Inc. / Valencia
 Samia, Paul Moshe / Pinnacle Estate Properties, Inc. / Northridge
 Sarkisian, Delmy D. / Park Regency Realty / Granada Hills
 Simon, Erick Daniel / Keller Williams Realty North Valley / Granada Hills
 Trifonov, Julia / Regent California Realty / Valley Village
 Vakilzadeh, Ramin / C-21 Albert Foulad / Encino
 Valencia-Aguilar, Santiago / Re/Max of Santa Clarita / Santa Clarita
 Vassallo, Kevin / Titus Realty, Inc. / Panorama City
 Vishnevsky, Anna / Boutique Realty / Tarzana
 White, Robert Edgar / Atlantic & Pacific Real Estate / Thousand Oaks
 Wirthlin, Sarah / Centennial Realty Group / Canyon Country
 Zerounian, Maria / Prudential California Realty / Northridge

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 JULY

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	132	83	108	137	165	625	353	978
Total Active Listings	187	160	197	220	326	1,090	863	1,953
Average Days on Market	106	101	100	108	107	105	122	112
Average List Price in Thousands	273.0	1,025.6	869.7	582.4	1,080.7	795.3	497.0	663.5
Median List Price in Thousands	265.9	850.0	565.0	479.5	650.0	539.0	310.4	429.0
BOMS	29	14	32	39	46	160	125	285
Average BOM Price in Thousands	261.3	950.0	671.5	468.9	572.6	543.7	442.2	499.2
BOM to Sale Ratio	21.8	17.9	33.0	27.1	33.6	27.2	35.2	30.2
Expirations	17	12	26	16	29	100	52	152
PENDING SALES								
New Escrows Opened	151	76	105	157	154	643	405	1,048
Total YTD Escrows Opened	912	452	673	987	963	3,987	2,601	6,588
New Open Escrows Average Days on Market	58	60	59	58	57	58	73	64
New Open Escrows Average List Price	261.3	879.6	602.2	490.5	609.8	529.5	347.5	459.2
CLOSED SALES:								
New Escrows Closed	133	78	97	144	137	589	355	944
Total YTD Escrows Closed	753	406	577	811	828	3,375	2,165	5,540
Volume of New Sales Dollars in Millions	34.286	60.050	50.267	65.710	91.271	301.584	125.473	427.057
Volume of total YTD Sales in Millions	191.227	292.715	320.411	354.221	532.382	1,690.956	733.831	2,424.788
Average Sale price in Thousands	257.8	769.9	518.2	456.3	666.2	512.0	353.4	452.4
Median Sale Price in Thousands	260.0	679.0	350.0	405.0	479.0	392.0	295.0	350.0
Coop Sales	104	62	73	113	106	458	278	736
Percent of Coop Sales	78.2	79.5	75.3	78.5	77.4	77.8	78.3	78.0
Average Days on Market	133	19	119	131	103	121	132	125
Sales at List Price	87	35	52	85	56	315	196	511
Percent of Sales at List Price	65.4	44.9	53.6	59.0	40.9	53.5	55.2	54.1
Sales to Listing Inventory Ratio	71.1	48.8	49.2	65.5	42.0	54.0	41.1	48.3
Final Sale to New Listing Ratio	100.8	94.0	89.8	105.1	83.0	94.2	100.6	96.5
CLOSED SALES TYPE								
Foreclosure/REO	15	5	9	15	13	57	54	112
Seller Concessions	4	0	0	0	0	4	5	9
Short Sale	18	4	15	18	21	76	71	147
Standard	43	42	42	61	52	240	78	318
Not Specified	53	27	31	50	50	211	147	358

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JULY

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	36	34	41	35	44	190	146	336
Total Active Listings	91	70	78	64	68	371	326	697
Average Days on Market	115	98	89	131	134	113	150	130
Average List Price in Thousands	193.2	522.4	346.1	338.5	430.8	356.1	337.9	347.6
Median List Price in Thousands	170.0	432.0	267.0	280.0	295.0	279.0	249.0	265.0
BOMS	15	21	20	12	7	75	39	114
Average BOM Price in Thousands	181.6	361.7	271.8	277.8	409.1	292.7	206.1	263.1
BOM to Sale Ratio	35.7	55.3	54.1	31.6	19.4	39.3	29.8	35.4
Expirations	5	5	3	2	3	18	15	33
PENDING SALES								
New Escrows Opened	44	43	45	37	30	199	166	365
Total YTD Escrows Opened	282	248	308	275	240	1,353	1,039	2,392
New Open Escrows Average Days on Market	67	93	69	49	77	71	65	68
New Open Escrows Average List Price	198.7	362.7	301.8	290.1	313.8	291.8	293.9	292.8
CLOSED SALES:								
New Escrows Closed	42	38	37	38	36	191	131	322
Total YTD Escrows Closed	224	210	264	242	216	1,156	789	1,945
Volume of New Sales Dollars in Millions	7.481	14.257	10.309	9.608	12.620	54.275	33.737	88.011
Volume of total YTD Sales in Millions	36.628	74.649	64.482	60.891	59.800	296.451	207.349	503.800
Average Sale price in Thousands	178.1	375.2	278.6	252.8	350.6	284.2	257.5	273.3
Median Sale Price in Thousands	155.0	305.0	196.8	230.0	304.5	236.0	225.0	230.0
Coop Sales	30	33	27	26	26	142	99	241
Percent of Coop Sales	71.4	86.8	73.0	68.4	72.2	74.3	75.6	74.8
Average Days on Market	140	122	167	124	117	134	149	140
Sales at List Price	29	16	17	21	18	101	78	179
Percent of Sales at List Price	69.0	42.1	45.9	55.3	50.0	52.9	59.5	55.6
Sales to Listing Inventory Ratio	46.2	54.3	47.4	59.4	52.9	51.5	40.2	46.2
Final Sale to New Listing Ratio	116.7	111.8	90.2	108.6	81.8	100.5	89.7	95.8
CLOSED SALES TYPE								
Foreclosure/REO	7	6	5	3	5	26	25	51
Seller Concessions	0	0	1	1	0	2	0	0
Short Sale	8	5	9	9	7	38	33	71
Standard	9	16	8	11	14	58	38	96
Not Specified	18	11	14	14	10	67	34	101

RESIDENTIAL PROPERTIES LISTED
1,314

JULY 2012 SFV RESIDENTIAL MLS SUMMARY
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED
1,413

RESIDENTIAL PROP. ESCROW CLOSED
1,266

ACTIVE INVENTORY:
NEW LISTINGS
TOTAL ACTIVE LISTINGS
AVERAGE DAYS ON MARKET
AVERAGE LIST PRICE IN THOUSANDS
MEDIAN LIST PRICE IN THOUSANDS
BOMS
AVERAGE BOM PRICE IN THOUSANDS
BOM TO SALE RATIO
EXPIRATIONS
PENDING SALES:
NEW ESCROWS OPENED
TOTAL YTD ESCROWS OPENED
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET
NEW OPEN ESCROWS AVERAGE LIST PRICE
CLOSED SALES:
NEW ESCROWS CLOSED
TOTAL YTD ESCROWS CLOSED
VOLUME OF NEW SALE DOLLARS IN MILLIONS
VOLUME OF TOTAL YTD SALES IN MILLIONS
AVERAGE SALE PRICE IN THOUSANDS
MEDIAN SALE PRICE IN THOUSANDS
COOP SALES
PERCENT OF COOP SALES
AVERAGE DAYS ON MARKET
SALES AT LIST PRICE
PERCENT OF SALES AT LIST PRICE
SALES TO LISTING INVENTORY RATIO
FINAL SALE TO NEW LISTING RATIO
CLOSED SALES TYPE
FORECLOSURE/REO
SELLER CONCESSIONS
SHORT SALE
STANDARD
NOT SPECIFIED

SELLING PRICE RANGE:
LESS THAN 100,000
100,000 TO 109,999
110,000 TO 119,999
120,000 TO 139,999
140,000 TO 159,999
160,000 TO 179,999
180,000 TO 199,999
200,000 TO 249,999
250,000 TO 299,999
300,000 TO 349,999
350,000 TO 399,999
400,000 TO 449,999
450,000 TO 499,999
500,000 TO 549,999
550,000 TO 599,999
600,000 TO 699,999
700,000 TO 799,999
800,000 TO 899,999
900,000 TO 999,999
1,000,000 TO 1,999,999
MORE THAN 2,000,000
TOTALS

LISTINGS
9,951

2012 RMLS TOTAL - \$ VOLUME
\$2,928,587,000

SALES
8,145

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



2012

RESIDENTIAL PROPERTIES LISTED

388

RESIDENTIAL PROP. ESCROW OPENED

483

RESIDENTIAL PROP. ESCROW CLOSED

392

JULY 2012 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
11	4	68	29	32	55	15	70	284	104	388
27	29	110	34	71	89	23	71	107	490	734
115	182	124	81	128	130	65	104	118	122	119
474.7	711.3	547.2	429.2	430.9	409.4	546.7	607.5	516.0	354.0	462.1
449.0	595.0	340.0	359.0	330.0	340.0	515.0	485.0	395.0	259.0	350.0
0	4	29	6	5	22	5	23	94	34	128
0	391.0	305.3	239.3	254.0	374.8	416.8	446.0	358.6	234.1	325.6
0	80.0	36.7	23.1	11.1	47.8	26.3	39.0	32.3	33.7	32.7
2	0	7	0	3	6	0	6	24	20	44

PENDING SALES:

7	6	94	37	36	75	21	97	373	110	483
69	35	601	189	245	438	143	623	2,343	766	3,109
32	176	45	45	48	69	93	67	68	58	65
402.3	410.5	302.3	326.2	296.4	344.4	451.1	401.3	350.3	239.0	325.0

CLOSED SALES:

12	5	79	26	45	46	19	59	291	101	392
50	31	436	152	195	327	100	463	1,754	641	2,395
3,938	2,167	22,348	8,365	10,156	16,669	11,069	22,808	97,519	25,090	122,609
16,165	13,127	122,491	52,572	49,691	108,930	47,611	177,399	587,987	145,929	733,916
328.2	433.4	282.9	321.7	225.7	362.4	582.6	386.6	335.1	248.4	312.8
319.0	375.0	265.0	299.0	185.0	350.0	600.0	335.0	305.0	165.0	280.0
11	4	57	24	37	37	12	48	230	76	306
91.7	80.0	72.2	92.3	82.2	80.4	63.2	81.4	79.0	75.2	78.1
185	233	160	190	133	133	122	142	152	166	156
5	1	52	14	22	26	12	28	160	41	201
41.7	20.0	65.8	53.8	48.9	56.5	63.2	47.5	55.0	40.6	51.3
44.4	17.2	71.8	76.5	51.7	82.6	82.6	55.1	59.4	41.4	53.4
109.1	125.0	116.2	89.7	140.6	83.6	126.7	84.3	102.5	97.1	101.0

CLOSED SALES TYPE

2	2	16	3	7	4	4	7	45	19	64
0	0	2	0	1	2	0	1	6	1	7
1	1	32	14	9	15	4	18	94	24	118
6	2	16	6	16	12	7	16	81	21	102
2	0	13	2	12	13	4	17	63	35	98

FORECLOSURE/REO

SELLER CONCESSIONS

SHORT SALE

STANDARD

NOT SPECIFIED

SELLING PRICE RANGE:

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %	
74	35	28	18	22467	13.6
LESS THAN 100,000	17	7	5	3232	2.6
100,000 TO 109,999	9	12	10	8900	6.7
110,000 TO 119,999	24	33	17	6771	4.0
120,000 TO 139,999	11	25	7	11568	5.9
140,000 TO 159,999	12	16	11	9842	4.8
160,000 TO 179,999	22	14	10	24810	10.8
180,000 TO 199,999	68	43	24	14839	4.6
200,000 TO 249,999	76	42	29	20989	6.4
250,000 TO 299,999	65	46	25	16856	4.2
300,000 TO 349,999	58	29	17	11853	2.8
350,000 TO 399,999	35	22	13	14460	2.8
400,000 TO 449,999	55	17	12	28787	5.2
450,000 TO 499,999	31	8	4	58700	5.2
500,000 TO 549,999	35	9	7	58625	8.7
550,000 TO 599,999	30	6	6	24855	2.7
600,000 TO 699,999	27	8	6	35700	4.0
700,000 TO 799,999	19	6	5	116312	10.4
800,000 TO 899,999	13	0	0	N/A	N/A
900,000 TO 999,999	36	5	3	8600	6
1,000,000 TO 1,999,999	11	1	1	740000	22.1
MORE THAN 2,000,000	703	366	230	22461	5.6
TOTALS					

LISTINGS

3,061

2012 RMLS TOTAL - \$ VOLUME

\$733,916,000

SALES

2,491

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SANTA CLARITA VALLEY
COMPARABLE SALES ANALYSIS 2007 - 2012
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)
TOTAL MONTH BY MONTH

	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	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	413	432	135.0	104.6												
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	388	392	122.6	101												
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 JULY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	11	4	52	25	19	39	11	46	207	86	293
Total Active Listings	26	29	86	28	40	71	19	78	377	205	582
Average Days on Market	106	182	105	92	154	139	72	109	121	129	124
Average List Price in Thousands	486.8	711.3	627.2	443.9	617.9	452.3	593.7	727.2	595.4	358.8	512.1
Median List Price in Thousands	449.0	595.0	395.0	375.0	520.0	380.0	549.0	525.0	459.9	259.0	394.0
BOMS	0	4	22	6	2	20	3	18	75	28	103
Average BOM Price in Thousands	0	391.0	346.9	239.3	472.5	388.6	498.0	493.4	396.3	232.1	351.7
BOM to Sale Ratio	0	80.0	44.0	25.0	11.8	47.6	18.8	48.6	36.9	34.6	36.3
Expirations	2	0	3	0	2	6	0	5	18	19	37

PENDING SALES

New Escrows Opened	6	6	66	36	17	55	15	67	268	86	354
Total YTD Escrows Opened	64	35	393	181	109	314	100	403	1,599	607	2,206
New Open Escrows Average Days on Market	34	176	69	43	48	73	85	71	68	62	66
New Open Escrows Average List Price	439.2	410.5	360.4	324.7	483.0	394.0	532.1	476.2	411.7	251.2	372.7

CLOSED SALES:

New Escrows Closed	12	5	50	24	17	42	16	37	203	81	284
Total YTD Escrows Closed	48	31	298	147	90	236	70	307	1,227	522	1,749
Volume of New Sales Dollars in Millions	3.938	2.167	17.783	7.860	5.804	15.663	10.362	17.636	81.213	21.100	102.312
Volume of total YTD Sales in Millions	15.390	13.127	101.036	51.535	34.849	90.063	40.006	139.109	485.114	122.453	607.567
Average Sale price in Thousands	328.2	433.4	355.7	327.5	341.4	372.9	647.6	476.6	400.1	260.5	360.3
Median Sale Price in Thousands	319.0	375.0	303.5	315.0	327.0	350.0	627.0	400.0	350.0	164.0	317.0
Coop Sales	11	4	37	22	14	33	10	29	160	59	219
Percent of Coop Sales	91.7	80.0	74.0	91.7	82.4	78.67	62.5	78.4	78.8	72.8	77.1
Average Days on Market	185	233	148	193	175	128	103	130	149	163	153
Sales at List Price	5	1	29	13	7	23	9	14	101	33	134
Percent of Sales at List Price	41.7	20.0	58.0	54.2	41.2	54.8	56.3	37.8	49.8	40.7	47.2
Sales to Listing Inventory Ratio	46.2	17.2	58.1	85.7	42.5	59.2	84.2	47.4	53.8	39.5	48.8
Final Sale to New Listing Ratio	109.1	125.0	96.2	96.0	89.5	107.7	145.5	80.4	98.1	94.2	96.9

CLOSED SALES TYPE

Foreclosure/REO	2	2	11	3	1	2	4	5	30	15	45
Seller Concessions	0	0	1	0	0	2	0	1	4	1	5
Short Sale	1	1	16	14	5	14	2	10	63	17	80
Standard	6	2	13	4	8	12	7	11	63	17	80
Not Specified	2	0	9	2	3	12	13	10	41	30	71

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JULY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	16	4	13	16	4	24	77	18	95
Total Active Listings	1	0	24	6	31	18	4	29	113	39	152
Average Days on Market	334	0	192	32	90	94	28	91	110	83	103
Average List Price in Thousands	159.0	0	260.6	360.7	189.5	240.1	323.5	285.8	250.9	328.9	270.9
Median List Price in Thousands	159.0	0	209.0	305.0	160.0	239.9	249.0	279.0	224.9	249.5	225.0
BOMS	0	0	7	0	3	2	2	5	19	6	25
Average BOM Price in Thousands	0	0	174.5	0	108.3	236.7	295.0	275.2	209.8	243.6	217.9
BOM to Sale Ratio	0	0	24.1	0	10.7	50.0	66.7	22.7	21.6	30.0	23.1
Expirations	0	0	4	0	1	0	0	1	6	1	7

PENDING SALES

New Escrows Opened	1	0	28	1	19	20	6	30	105	24	129
Total YTD Escrows Opened	5	0	208	8	136	124	43	220	744	159	903
New Open Escrows Average Days on Market	17	0	87	103	49	59	115	58	67	44	63
New Open Escrows Average List Price	181.0	0	165.3	380.0	129.5	208.0	248.6	233.9	193.5	195.4	193.9

CLOSED SALES:

New Escrows Closed	0	0	29	2	28	4	3	22	88	20	108
Total YTD Escrows Closed	2	0	138	5	105	91	30	156	527	119	646
Volume of New Sales Dollars in Millions	0	0	4.564	.505	4.352	1.006	.707	5.172	16.307	3.990	20.297
Volume of Total YTD Sales in Millions	.775	0	21.455	1.038	14.843	18.867	7.606	38.290	102.873	23.476	126.349
Average Sale price in Thousands	0	0	157.4	252.5	155.4	251.6	235.5	235.1	185.3	199.5	187.9
Median Sale Price in Thousands	0	0	135.0	215.0	125.4	234.9	231.5	220.0	170.0	175.0	170.0
Coop Sales	0	0	20	2	23	4	2	19	70	17	87
Percent of Coop Sales	0	0	69.0	100.0	82.1	100.0	66.7	86.4	79.5	85.0	80.6
Average Days on Market	0	0	180	161	127	189	221	162	160	180	164
Sales at List Price	0	0	23	1	15	3	3	14	59	8	67
Percent of Sales at List Price	0	0	79.3	50.0	53.6	75.0	100.0	63.6	67.0	40.0	62.0
Sales to Listing Inventory Ratio	0	0	120.8	33.3	90.3	22.2	75.0	75.9	77.9	51.3	71.1
Final Sale to New Listing Ratio	0	0	181.3	50.0	215.4	25.0	75.0	91.7	114.3	111.1	113.7

CLOSED SALES TYPE

Foreclosure/REO	0	0	5	0	6	2	0	2	15	4	19
Seller Concessions	0	0	1	0	1	0	0	0	2	0	2
Short Sale	0	0	16	0	4	1	2	8	31	7	38
Standard	0	0	3	2	8	0	0	5	18	4	22
Not Specified	0	0	4	0	9	1	1	7	22	5	27

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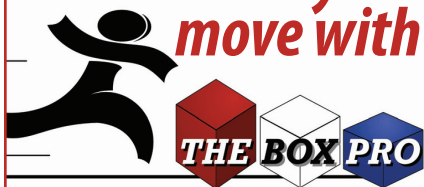
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Chairperson: Doc Holladay
Phone: (818) 987-9500
Co-Chair: Rudy Leon
Phone: (818) 642-7839
Location: Lulu's Restaurant - 16900 Roscoe Blvd., Van Nuys
Time: 8:45am

OUTWEST **Fridays**

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

COMM. INVEST. PROP. **3rd Tues of mo.**

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

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 **2nd & 4th Fridays**

Location: SRAR SCV Division
20655 Soledad Canyon Rd #33, Canyon Country 91351
Chairperson: Erika Kauzlarich-Bird
661-259-4663 or requality@aol.com
Time: 8:30am

August 31	October 19
September 7	October 26 - MLS
September 14 - MLS	Nov 2
September 21	Nov 9 - MLS
September 28 - MLS	Nov 16
October 5	Nov 23 - No meeting
October 8 - MLS	November 30

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