

REALTOR® REPORT

September/October, 2012

The Official Publication of Southland Regional Association of REALTORS®

Vote for Your 2013 Board of Directors



Candidate 1



Candidate 2



Candidate 3

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RISK MANAGEMENT BROKER/OWNER/MANAGER MEETING

September 20, 2012

10:00 a.m. – 12:00 p.m.
SRAR Auditorium

Topics will include:

- The Professional Standards Grievance Process
- Fraud Crackdown
- Homeowner's Bill of Rights
- New Short Sale Guidelines
- Risk Management Tools & Open Topic Forum

This forum will provide important information you need. Network with other Brokers, Owners and Managers. Get answers to your questions during the

Open Topic portion.

Email your RSVP to sepstrisk@srar.com

Broker/Owner/Managers Only Please

TABLES AVAILABLE FOR...

2012 MULTICULTURAL MIXER

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.

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

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

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

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SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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7232 Balboa Blvd. • Van Nuys, CA 91406
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VOTE!!! BOARD OF DIRECTORS ELECTION

Voting for the 2013 SRAR Board of Directors will begin September 25, 2012 and remain open through NOON on October 9, 2012. Members will elect nine (9) directors from eleven (11) candidates included on the ballot. Directors will be elected for a two-year term commencing January 1, 2013 and ending December 31, 2014.

The primary method of voting is electronic. Members need only go to the association's website at www.srar.com, click on the election button and follow the instructions. Voting is fast, simple, secure and confidential.

All REALTOR® members in good standing are eligible to vote. Members who do not have internet access may request a written ballot by contacting Valerie at (818) 947-2255. All members may vote only once; therefore, members who request a written ballot will be blocked from voting online.

Take an active role in the future of your association by exercising your right to vote for the individuals who will lead the association for the next two years.



ROGER HANCE
NOMINATING COMMITTEE CANDIDATE
YEARS OF SRAR MEMBERSHIP: 38

I have been a member of SRAR since 1974. I have served on committees including the Board of directors starting in the 1980's and have served the last 2 years (2011 & 2012) on the Board for the first time since the late 1980's. It has been a pleasure and honor to serve again.

I hope my experience as an agent, manager, trainer, and company owner will serve the Association and its members well during the next term. Thank you for your support!



GARY WASHBURN
NOMINATING COMMITTEE CANDIDATE
YEARS OF SRAR MEMBERSHIP: 35

I very much enjoyed my previous service on the Board of Directors, and would be honored to return. I would work hard with fellow directors to navigate the many challenges that home owners and our profession face in the years ahead. I would utilize my extensive legislative experience at all levels of government to protect and enhance home ownership and our profession.



GAYE RAINEY
PETITION CANDIDATE
YEARS OF SRAR MEMBERSHIP: 34

During my 34 years as a member of SRAR, I have chaired, served on or been a liaison to most of the standing committees. I currently serve as the Chair of Foundation Trustees, a CAR Director, member of the MLS and Grievance Committees and an Ethics Advocate. My passion is to serve our industry in every way possible and to promote professionalism at all times. I look forward to the

opportunity to serve again on the Board of Directors.



NANCY TROXELL
NOMINATING COMMITTEE CANDIDATE
YEARS OF SRAR MEMBERSHIP: 22

My service to this association has primarily been through committee work and as a CAR Director. The past two years I have served on the Board of Directors for the first time since I was President of the Santa Clarita Division. My passion and commitment to the Real Estate industry has never been stronger than it is today.

I believe we, as an association, have a duty to our members and our clients to promote and preserve professionalism, education, integrity, ethics and industry business practices. Serving on the Board of Directors of SRAR will position me to have the voice and influence to contribute to these goals. I would like to continue to serve and possibly become part of the leadership of this great association in the future.



ROBERT BANUELOS
NOMINATING COMMITTEE CANDIDATE
YEARS OF SRAR MEMBERSHIP: 9

I have served on the Equal Opportunity and Cultural Diversity Committee for 3 years once as Chair and Vice Chair; Chair & member of Events and Community Relations Committee, Vice Chair of the annual Multi-Cultural Mixer, Vice Chair and member of Education Committee, member of Grievance, MLS and Technology Committees. Served as a SRAR Director. My work ethic is solid. Fairness is a quality I possess and I highly value personal and professional relationships. I

believe in cultural diversity within organized real estate. It would be an honor to continue serving as a voice for the membership on the SRAR 2013 Board of Directors. Thank you.



CHRIS WILLIAMS
NOMINATING COMMITTEE CANDIDATE
YEARS OF SRAR MEMBERSHIP: 34

I think it is so important to give back, to be involved in the decision making process to help the Board continue to stay strong and vibrant. Being a full time very active agent keeps my insights fresh and current. I have served on Grievance Committee, Technology Committee

and participated in many of the educational activities the Association has to offer. I think with the issues the Real Estate industry is facing it is so important to educate and keep the base strong and involved.

**RANA LINKA****PETITION CANDIDATE****YEARS OF SRAR MEMBERSHIP: 36**

Continuing to be a Director and representing and serving all of our membership, is an important part of my life! Over 36 years of service to SRAR includes: BOD, Education, Projects & Events, MLS, Rules & Compliance, Executive and Governmental Affairs Committees. Liaison to Committees: Education, Projects & Events, Affiliates. I have Chaired Food Drive last 3 years,

Instructor for 25 years, planned many SRAR Fund Raisers, serve as an Ambassador for BOD and have received the Good Samaritan Award.

I have served as a CAR Director since 1997, having served as a Vice Chair and Chair of several Committees, will be Chair of Education in 2013. I have Served 12 years on Relay for Life, American Cancer Society's major Fundraiser.

I am a NHHS Husky, UCLA Bruin and Licensed since 1976! Married 49 years to Joel Linka, Mother of 3, and Nana to 7 grandkids!

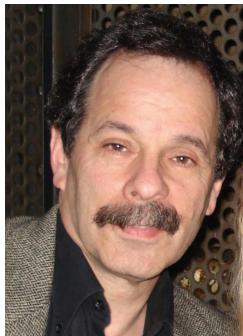
**ERIKA KAUZLARICH-BIRD****NOMINATING COMMITTEE CANDIDATE****YEARS OF SRAR MEMBERSHIP: 16**

My participation in the Association has included serving as a Council Member for the Santa Clarita Valley Division, Government Affairs Committee for SCV, YREP, Education Committee member and current 2012 President for the Santa Clarita Valley Division. Through the council I have helped to coordinate all educational and golf events in the Santa Clarita Valley and helped to raise money for various charities in our community. I would like to continue to be a Board of Director to help serve our Association, its members and our community. Thank you!

SUSAN E. MILLER**NOMINATING COMMITTEE CANDIDATE****YEARS OF SRAR MEMBERSHIP: 28**

Have been an active member of this Association since 1984. I have served on the MLS Rules and Compliance Committee, the CARETS MLS Regional BOD, the SRAR BOD for several years, the Education Committee, a Foundation Trustee and a C.A.R. Director. I am a working REALTOR® and strive to look out for our members in all of my committee and BOD work. I want to continue this process. To do that, I will need your vote.

Please cast your vote for Susan E. Miller, REALTOR®.

**JEFFREY S. KAHN****NOMINATING COMMITTEE CANDIDATE****YEARS OF SRAR MEMBERSHIP: 33**

Over the past 5 years I have served on the Executive Committee and Board of Directors. I have Chaired the Finance Committee, Bylaws Committee, and several task forces including the task force to revise the SRAR Short Sale Guidelines. I am currently on the Ethics and Arbitration Committee and Professional Standards Committee. I am a member of the

Risk Management Committee responsible for risk management seminars for our members. I am currently the SRAR Instructor for the CAR Residential Purchase Agreement. I have been a CARETS Director for 2 years. At CAR, I was on the Committee responsible for drafting the CAR Residential Purchase Agreement. I am also the Chair of the Committee responsible for the SRAR Addendum to the CAR Residential Purchase Agreement. I would like to serve as a Director again to lead our association and to provide the best possible service for our members.

GINA UZUNYAN**NOMINATING COMMITTEE CANDIDATE****YEARS OF SRAR MEMBERSHIP: 24**

2009 - Present SRAR Board of Director; 2011-present CAR Director; 2006-Present member of Governmental Affairs Committee; 2008 Vice Chair of Governmental Affairs Committee; 2012 Director Liaison Housing Committee; 2009-2011 Director Liaison for YREP; 2007-2008 member of Professional Standards Committee; 2005-2006 member of Grievance Committee & Advertising Sub-Committee; 2007 Graduate of SRAR Leadership Academy; 2006 Outstanding committee member Award for Grievance Committee. Broker/Owner of my own company, licensed since 1988, licensed Appraiser, Mortgage Broker, Notary Public, CCIM Designee, Residential, Multi Residential & Commercial Real Estate Sales, Loans, Escrows & Leasing. I look forward to the opportunity to serve as a Board of Director again and would greatly appreciate your vote, thank you.



SRAR AMBASSADOR PROGRAM

SRAR is proud to announce you of an exciting, new program our Board of Directors has implemented this year. It's called the "SRAR Ambassador Program" and was created to improve relationships and communication between SRAR and the real estate offices within our area.

Each year, SRAR introduces new member benefits, programs, and services aimed at helping you and your agents in your day-to-day business transactions. However, with the overload of communication we all experience these days, it's hard to keep up with everything that's going on. When it comes to the benefits we offer, we have even found that many members had been paying for some of the programs and services that we offer for FREE as part of their membership with SRAR. We don't want that to continue happening. Let's face it, we could all benefit from saving a few dollars here and there.

With the SRAR Ambassador Program, one of our Board of Director members, along with an SRAR staff person, will come to your office to briefly talk about a few of our member benefits – specifically our "Top 10." The Top 10 consists of 10 different programs and/or services that are FREE member benefits and seem to be the most popular amongst our membership.

The Ambassador will only need 10 minutes of your meeting time. They will bring materials to leave behind for each of your agents so they can refer back to them for more information about ALL the benefits SRAR has to offer. You may discover even more ways that you and your agents could save money!

Our hope with the Ambassador Program is to create stronger bonds with each of the offices in our area and improve communication by building personal relationships with each and every one of you.

If you would like to schedule an Ambassador at your upcoming office meeting to learn more about SRAR member benefits, please contact our Director, Member & Community Relations, Joey Lewis at JoeyL@srar.com or by phone at 818-947-2256.

We truly value you as a member of SRAR and hope to schedule an Ambassador to visit your office very soon.

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

COURTESY OF KATHY MEHRINGER, 2012 SRAR RISK MANAGEMENT COMMITTEE

Last month Kathy Mehringer of the 2012 Risk Management Committee challenged everyone to take the Residential Purchase Agreement Quiz. Check your answers – Good Luck!

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

2012 MULTICULTURAL MIXER; "POT FULL OF NATIONS"



SRAR's Equal Opportunity/Cultural Diversity Committee has announced that its 2012 Multicultural Mixer will be themed, "Pot Full of Nations." The event that is one of SRAR's most attended annual events has been scheduled for October 11, 2012 and will once again be held in the back parking area of SRAR's Van Nuys location.

Affiliate members of SRAR have been invited to host a table at the event to represent a specific country or region of the world. Each table will be decorated to represent that specific country or region and will also host bite-sized portions of food from that particular culture.

The event will also have an open bar, serving beer and wine, hosted by Wells Fargo Home Mortgage. There will also be plenty of live entertainment, including a DJ and dancing.

The event will begin at 5:30 PM and go until 7:30 PM. Parking can get a little tricky around that time, so be sure to get here early.

For more information about the event, if you're an Affiliate and would like to host a table, contact Jason Arancibia at 818-947-2298 or via email at JasonA@srar.com.



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

CALENDAR

SEPTEMBER

- 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**

NOVEMBER

- 2nd Member Appreciation Event**
- 7-11 WCR National Conference**
WCR Headquarters: Hilton
Orlando
6001 Destination Parkway
Orlando Florida

- 6th Board Meeting - SRAR**
11:30 a.m. - 1:00 p.m.

- 12th Business Resource Luncheon**
11:00 a.m. - 1:00 p.m.

DECEMBER

- 3rd or 4th 2013 Installation**

HAPPY HOLIDAYS!

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

RESPONSIBLE REALTOR® APPLICANTS

FIRST POSTING

Angel, Brian Scott Brian Angel 19528 Ventura Blvd. #383 Tarzana, CA. 91356	Darini, Arnold Town & Country Financial 3716 Berry Drive Studio City, CA. 91604	Leverence, Julie Foster Douglas 10061 Riverside Dr. #569 Toluca Lake, CA. 91602	Shanfeld, Gregory Clear Properties Real Estate, Inc. 15233 Ventura Blvd., Ste. 1160 Sherman Oaks, CA. 91403
Averia, Myrna V. Keller Williams Realty-Los Feliz 1660 Hillhurst Ave. Los Angeles, CA. 90027	Diaz, Stanley Stanley Diaz 13735 Victory Blvd. #10 Van Nuys, CA. 91401	Liesch, David Dale Consultants, Inc. 27911 Smyth Dr. #107 Valencia, CA. 91355	Singh, Harpreet Aarnaa Real Estate 23638 Lyons Ave. Unit 222 Newhall, CA. 91321
Bachmann, Peter Hansen Peter Hansen Bachmann 4542 Gloria Ave. Encino, CA. 91436	Farrell, Scott Scott Brokers 5101 Douglas Fir Road, 2nd Floor Calabasas, CA. 91302	Lomeli, Ivan Lomeli Ivan 13862 Paddock St. Sylmar, CA. 91342	Vallens, Brent Esquire Realty 21053 Devonshire St. Ste. 104 Chatsworth, CA. 91311
Barcnas, Clemente 1st Choice Lending 1027 N. Maclay Ave. San Fernando, CA. 91340	Frances, Helene Helene Frances Broker 2304 Beverly Glen Blvd. #203 Los Angeles, CA. 90064	Mandel, Matthew Bradley Income Property Specialists 489 S. Robertson Blvd. Suite 105 Beverly Hills, CA. 90211	Vander Leek, Ana Ana Vander Leek, Broker 30450 Terracina Place Castaic, CA. 91384
Chopra, Kunoor Kunoor Chopra 33 Privateer St. #6 Marina Del Rey, CA. 90292	Guzman, Ever Promised Land Realtors 14328 Victory Blvd. #203 Van Nuys, CA. 91401	Ortega, Carlos Jaime Pacific First Group, Corp. 15317 Vanowen St. Ste. E Van Nuys, CA. 91405	Yang, Mike Premier America Properties & Investment Grp 19400 Business Center Dr. #113 Northridge, CA. 91324
Damghani, Shahla S. Damar Realty 5708 Serrania Ave. Woodland Hills, CA. 91367	Leibovici, Simone Simone Leibovici 18375 Ventura Blvd. #101 Tarzana, CA. 91356	Ostrow, Gabriel Gabriel Ostrow 20500 Ventura Blvd. #307 Woodland Hills, CA. 91364	

SECOND POSTING

Alabi, Shegun Victory Realty Group 15115 Roxford St. #104 Sylmar, CA. 91342	Ellis, Eva I Love California Real Estate 2396 Pleasant Way, Unit 1 Thousand Oaks, CA. 91362	Lewiskin, Doug M. Private Client Real Estate Group 4550 Woodley Ave. Encino, CA. 91436	Saleh, Joseph Joseph Saleh 9000 Owensmouth Ave. Canoga Park, CA. 91304
Alame, Noelle H. Noelle Alame 130 N. Brand Blvd. Suite 200 Glendale, CA. 91203	Fallaha, Samer Sam Fallaha 17140 Marilla St. Northridge, CA. 91325	Lugash, Spencer Big Block Realty 3954 Murphy Canyon Rd. Ste. D202 San Diego, CA. 92123	Von Arb, Judy Ann Judy Ann Von Arb 5550 Owensmouth Ave. 307 Woodland Hills, CA. 91367
Berkovitz, David Arthur David Arthur Berkovitz, Broker 2625 Townsgate Road Ste. 330 Westlake Village, CA. 91361	Firouzi, Firouzeh Fay Fay Firouzi 20224 Chapter Dr. Woodland Hills, CA. 91364	Mc Shane, Melanie Keller Williams Realty 9324 Reseda Blvd. Northridge, CA. 91324	Zhang, Zhining Zhining Zhang 5268 Via Rincon Thousand Oaks, CA. 91320
Brown, Michael Michael R. Brown 11254 Huston St. #201 North Hollywood, CA. 91601	Gregoryona, Arin Arin Gregoryona 11716 Shoshone Ave. Granada Hills, CA. 91344	Ready, Timothy S. Ready Properties 5023 N. Parkway Calabasas, CA. 91302	
Dashevsky, Paul Paul Dashevsky 8049 Valley Flores Dr. West Hills, CA. 91304	Hagerman, Stephen Richard Genesis Realty 20 Pacifica #450 Irvine, CA. 92618	Rodriguez, Fernando Clear Funding & Realty 5530 Corbin Ave. #100 Tarzana, CA. 91356	

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Aksena, Lina / Compass Realty and Associates / Woodland Hills	Nutt, Lois / ZipRealty / Emeryville
Astman, Yoav / Zip Realty, Inc. / Emeryville	O'Brien, Aaron Naiff / Coldwell Banker Residential Brokerage / Studio City
Au, Craig Michael / Rodeo Realty / Studio City	Olen, Melissa S. / Pantera Real Estate, Inc. / Northridge
Ballon, Maria Del Pilar / Valley Star Realty / Mission Hills	Ong, Stacey / Valley Home Sales / Woodland Hills
Battaglia, Richard / John Aaroe Group, Inc. / Los Angeles	Osovski, Oren / Keller Williams Realty Calabasas / Calabasas
Bugbee, Jeffrey Daniel / Realty Executives / Newhall	Palacios, Fany Elizabeth / Century 21 All Moves / Granada Hills
Calangi, Fely Placida A. / Keller Williams Realty North Valley / Granada Hills	Parker, Lewis / Realty Executives / Newhall
Cavarra, David / Peak Realty / Woodland Hills	Pennes, David / Coldwell Banker / Calabasas
Chrysafis, Charilaos / Dilbeck Realtors / Calabasas	Pettibone, Keren Karine / Rodeo Realty / Studio City
Clevering, Michele / Ramsey-Shilling Associates / Hollywood Hills	Pilavjian, Aren / Keller Williams Realty / Studio City
Danialifar, Kevin / Iconic Realty Group, Inc. / Sherman Oaks	Pogosyan, Grigoriy / Keller Williams World Media Center / Burbank
Deniz, Suekay Elizabeth / A-Team Realty, Inc. / Woodland Hills	Prebula, Olivia G. / Keller Williams Realty Media Center / Burbank
Doty, Kyle / Realty Executives / Valencia	Rivas, Sonny / Westmark Homes / Woodland Hills
Earl, Joshua J. / RE/MAX Olson & Associates, Inc. / Porter Ranch	Romero, Celia / Centennial Realty Group / Canyon Country
Ellis, Devin Matthew / Coldwell Banker Residential Brokerage / Studio City	Rowsey, Megan / Rodeo Realty / Encino
Falcon, Emma / Dilbeck Real Estate Real Living / Sherman Oaks	Rotchel, Abe / First Banker Mortgage Corp. / Encino
Falk, Edith / Afford A Home Realtors / Panorama City	Rubin, Michael / Keller Williams Realty / Calabasas
Feld, Jason Steven / RE/MAX of Valencia / Valencia	Sandoval, Diane Mae / Keller Williams Realty / Calabasas
Fleischer, Flann I. / Raymond Furness / Encino	Scheff, Robert Alan / Atlantic & Pacific Real Estate / Thousand Oaks
Frame, Timothy / Keller Williams Realty / Studio City	Schenone, Angela K. / San Fernando Realty, Inc. / San Fernando
Garner, Dana M. / Keller Williams Realty / Westlake Village	Setzke, Rose Marie / Best Realty / Granada Hills
Gil, Rodolfo / White House Properties / Woodland Hills	Shavalian, Sohail Jim / Keller Williams North Valley / Granada Hills
Goldbaum, Teri Porter / Rodeo Realty / Northridge	Sinacori, Mark Thomas / Keller Williams Realty / Studio City
Hammer, Nataliya / NBK Realty Mgmt, Inc. / Sherman Oaks	So, Patricia Anna Holguin / Keller Williams Realty / Studio City
Hill, Barbara Lynn / Keller Williams Realty / Studio City	Steele, William Bret / Pinnacle Estate Properties / Northridge
Huynh, Shallon / Keller Williams VIP Properties / Valencia	Steinbeck, Stannis Howe / ALTERA Real Estate Mel Wilson & Assoc / Northridge
Ismael, David / L.A. Realty / West Hills	Stepanenko, Ignat / Umbrella Real Estate Group, Inc. / Van Nuys
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Kaur, Sharon / America Estate Properties, Inc. / Northridge	Strong, Gemma G. / Keller Williams North Valley / Granada Hills
Keeley-Frost, Kelly Anne / Esquire Realty / Chatsworth	Tabak, Rachel Rebecca / Keller Williams Realty Calabasas / Calabasas
Kim, David Young / Best Realty & Investment, Inc. / Granada Hills	Turner, Andrew James / Rodeo Realty / Calabasas
Kleinman, James Michael / Coldwell Banker Vista Realty / Valencia	Voytish, Teresa M. / Coldwell Banker Greater Valleys / Granada Hills
Koshet, Michael / Re/Max Grand Central / Tarzana	Wagner, Dawn Anita / C-21 Albert Foulad Realty Corp. / Encino
Lapidus, Leah / Capital Universal Realty, Inc. / Chatsworth	Walters, Shauna / Coldwell Banker / Beverly Hills
Lee, Cheryl Ellen / Gold Star Realty / Encino	Weingarten, Carine / Ewing Sotheby's I.R. / Calabasas
Mah, Edward / Sellstate Horizons Realty / Encino	Whitton, William John / Whitton Realty / Simi Valley
Mandujano, Tina Marie / Coldwell Banker Greater Valleys / Granada Hills	Williams, Dianne Claire / Pacific Sunrise Investments / West Hills
Nigosian, Michael / Fred Darian Realtors / Studio City	Yager, Gina Christine / Pinnacle Estate Properties / Northridge

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 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.

Posting

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR AUGUST

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	112	95	104	127	145	583	386	969
Total Active Listings	175	166	171	199	317	1,028	783	1,811
Average Days on Market	111	92	109	97	99	101	117	108
Average List Price in Thousands	279.9	1,054.6	931.2	589.9	1,109.6	829.2	531.4	700.4
Median List Price in Thousands	270.0	869.0	709.0	475.3	645.0	568.0	330.0	449.9
BOMS	24	23	35	39	42	163	107	270
Average BOM Price in Thousands	286.6	769.8	651.0	492.4	663.2	579.3	382.3	501.3
BOM to Sale Ratio	18.9	32.4	35.0	27.9	30.0	28.2	29.0	28.5
Expirations	15	7	21	8	22	73	69	142
PENDING SALES	126	77	123	151	140	617	410	1,027
New Escrows Opened	1,011	519	765	1,093	1,075	4,463	2,904	7,367
Total YTD Escrows Opened	47	44	56	68	74	60	68	63
New Open Escrows Average Days on Market	264.5	723.7	547.2	469.2	693.7	525.6	340.1	451.5
New Open Escrows Average List Price								
CLOSED SALES:	127	71	100	140	140	578	369	947
New Escrows Closed	866	475	670	946	963	3,920	2,509	6,429
Total YTD Escrows Closed	30,914	53,173	56,913	58,828	93,999	293,828	121,968	415,796
Volume of New Sales Dollars in Millions	218.748	343.958	372.575	410.813	623.971	1,970.064	848.003	2,818.067
Volume of total YTD Sales in Millions	243.4	748.9	569.1	420.2	671.4	508.4	330.5	439.1
Average Sale price in Thousands	270.0	670.0	380.0	400.0	496.0	396.0	279.9	350.0
Median Sale Price in Thousands	81	59	75	107	108	430	261	691
Coop Sales	63.8	83.1	75.0	76.4	77.1	74.4	70.7	73.0
Percent of Coop Sales	130	128	127	145	116	129	144	135
Average Days on Market	78	38	45	63	65	289	195	484
Sales at List Price	61.4	53.5	45.0	45.0	46.4	50.0	52.8	51.1
Percent of Sales at List Price	72.6	42.8	58.5	70.4	44.2	56.2	47.1	52.3
Sales to Listing Inventory Ratio	113.4	74.7	96.2	110.2	96.6	99.1	95.6	97.7
Final Sale to New Listing Ratio								
CLOSED SALES TYPE	13	4	7	9	8	41	46	87
Foreclosure/REO	0	1	0	0	0	1	1	2
Seller Concessions	14	3	16	30	17	80	63	143
Short Sale	48	31	41	61	64	245	96	341
Standard	52	32	36	40	50	210	160	370
Not Specified								

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	32	40	53	37	38	200	139	339
Total Active Listings	66	58	67	58	45	294	284	578
Average Days on Market	104	90	77	122	124	102	150	126
Average List Price in Thousands	196.3	510.6	308.9	337.0	450.7	350.7	375.9	363.0
Median List Price in Thousands	170.0	459.0	249.9	299.0	299.0	279.0	249.0	269.0
BOMS	20	7	12	11	6	56	32	88
Average BOM Price in Thousands	170.2	355.0	339.0	274.6	434.8	278.3	246.8	266.9
BOM to Sale Ratio	57.1	16.7	30.0	42.3	20.0	32.4	20.9	27.0
Expirations	7	6	5	4	6	28	18	46
PENDING SALES	60	45	59	44	48	256	190	446
New Escrows Opened	237	288	354	314	281	1,564	1,177	2,741
Total YTD Escrows Opened	99	49	56	80	53	68	84	75
New Open Escrows Average Days on Market	188.0	436.5	246.4	322.8	296.3	288.6	258.8	275.9
New Open Escrows Average List Price								
CLOSED SALES:	35	42	40	26	30	173	153	326
New Escrows Closed	257	252	302	264	242	1,317	933	2,250
Total YTD Escrows Closed	5,905	18,255	11,863	7,448	9,717	53,188	39,385	92,573
Volume of New Sales Dollars in Millions	42.490	92.904	75.402	67.843	68.842	347.481	245.279	592.760
Volume of total YTD Sales in Millions	168.7	434.7	296.6	286.4	323.9	307.4	257.4	284.0
Average Sale price in Thousands	140.0	325.0	215.0	260.0	230.0	245.0	225.0	240.0
Median Sale Price in Thousands	22	27	33	15	25	122	114	236
Coop Sales	62.9	64.3	82.5	57.7	83.3	70.5	74.5	72.4
Percent of Coop Sales	177	137	113	115	116	133	135	134
Average Days on Market	22	19	23	14	19	97	80	177
Sales at List Price	62.9	45.2	57.5	53.8	63.3	56.1	52.3	54.3
Percent of Sales at List Price	53.0	72.4	59.7	44.8	66.7	58.8	53.9	56.4
Sales to Listing Inventory Ratio	109.4	105.0	75.5	70.3	78.9	86.5	110.1	96.2
Final Sale to New Listing Ratio								
CLOSED SALES TYPE	9	5	1	3	3	21	19	40
Foreclosure/REO	0	0	0	0	0	0	1	1
Seller Concessions	10	5	6	4	6	31	30	61
Short Sale	4	15	14	7	12	52	41	93
Standard	12	17	19	11	9	68	61	129
Not Specified								

RESIDENTIAL PROPERTIES LISTED

1,308

RESIDENTIAL PROP. ESCROW OPENED

1,473

RESIDENTIAL PROP. ESCROW CLOSED

1,273

AUGUST SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

NEW LISTINGS	144	135	157	164	183	783	525	1,308
TOTAL ACTIVE LISTINGS	241	224	238	257	362	1,322	1,067	2,389
AVERAGE DAYS ON MARKET	109	91	100	102	102	101	126	112
AVERAGE LIST PRICE IN THOUSANDS	257.0	913.7	756.0	532.8	1,027.7	722.8	490.0	618.8
MEDIAN LIST PRICE IN THOUSANDS	250.0	739.0	470.0	429.0	620.0	475.0	299.9	390.0
BOMS	44	30	47	50	48	219	139	358
AVERAGE BOM PRICE IN THOUSANDS	233.7	673.0	571.4	444.5	634.7	502.4	351.1	443.6
BOM TO SALE RATIO	27.2	26.5	33.6	30.1	28.2	29.2	26.6	28.1
EXPIRATIONS	22	13	26	12	28	101	87	188

PENDING SALES:

NEW ESCROWS OPENED	186	122	182	195	188	873	600	1,473
TOTAL YTD ESCROWS OPENED	1,338	807	1,119	1,407	1,356	6,027	4,081	10,108
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	64	46	56	70	69	62	73	67
NEW OPEN ESCROWS AVERAGE LIST PRICE	239.8	617.7	449.6	436.1	592.2	456.1	314.3	398.4

CLOSED SALES:

NEW ESCROWS CLOSED	162	113	140	166	170	751	522	1,273
TOTAL YTD ESCROWS CLOSED	1,123	727	972	1,210	1,205	5,237	3,442	8,679
VOLUME OF NEW SALE DOLLARS IN MILLIONS	36.819	71.428	68.776	66.276	103.716	347.016	161.353	508.369
VOLUME OF TOTAL YTD SALES IN MILLIONS	261.237	436.862	447.978	478.656	692.813	2,317.545	1,093.282	3,410.828
AVERAGE SALE PRICE IN THOUSANDS	227.3	632.1	491.3	399.3	610.1	462.1	309.1	399.3
MEDIAN SALE PRICE IN THOUSANDS	255.0	550.0	349.0	380.0	455.0	350.0	264.0	320.0
COOP SALES	103	86	108	122	133	552	375	927
PERCENT OF COOP SALES	63.6	76.1	77.1	73.5	78.2	73.5	71.8	72.8
AVERAGE DAYS ON MARKET	140	131	123	140	116	130	141	135
SALES AT LIST PRICE	100	57	68	77	84	386	275	661
PERCENT OF SALES AT LIST PRICE	61.7	50.4	48.6	50.4	49.4	51.4	52.7	51.9
SALES TO LISTING INVENTORY RATIO	67.2	50.4	58.8	64.6	47.0	56.8	48.9	53.3
FINAL SALE TO NEW LISTING RATIO	112.5	83.7	89.2	101.2	92.9	95.9	99.4	97.3

CLOSED SALES TYPE

FORECLOSURE/REO	22	9	8	12	11	62	65	127
SELLER CONCESSIONS	0	1	0	0	0	1	2	3
SHORT SALE	24	8	22	34	23	111	93	204
STANDARD	52	46	55	68	76	297	137	434
NOT SPECIFIED	64	49	55	51	59	278	221	499

SELLING PRICE RANGE:

LESS THAN 100,000	82	102	39	19	9167	4.4
100,000 TO 109,999	122	16	10	8	18964	13.7
110,000 TO 119,999	54	25	15	7	12440	4.4
120,000 TO 139,999	78	78	46	19	10291	3.6
140,000 TO 159,999	75	60	35	18	5558	2.7
160,000 TO 179,999	68	56	42	20	9333	3.3
180,000 TO 199,999	91	84	31	19	10746	2.9
200,000 TO 249,999	70	201	105	59	13981	4.3
250,000 TO 299,999	64	267	173	78	7786	9
300,000 TO 349,999	50	184	134	66	9780	2.0
350,000 TO 399,999	66	182	113	56	10252	1.9
400,000 TO 449,999	60	123	94	54	46782	3.2
450,000 TO 499,999	59	122	55	27	44474	2
500,000 TO 549,999	79	89	46	26	30685	3.7
550,000 TO 599,999	95	111	36	27	38408	5.6
600,000 TO 699,999	66	159	69	44	29172	3.7
700,000 TO 799,999	45	109	45	28	29993	2.9
800,000 TO 899,999	52	71	21	12	19915	1.8
900,000 TO 999,999	52	50	23	16	68559	5.8
1,000,000 TO 1,999,999	73	208	47	32	113951	6.7
MORE THAN 2,000,000	101	103	11	8	99106	66.9
TOTALS	66	2400	1190	643	22766	1.6

LISTINGS

11,259

2012 RMLS TOTAL - \$ VOLUME

\$3,410,828,000

SALES

9,418

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



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

[illegible]

RESIDENTIAL PROPERTIES LISTED

422

AUGUST SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

533

RESIDENTIAL PROP. ESCROW CLOSED

406

ACTIVE INVENTORY:

NEW LISTINGS

11

4

78

20

33

54

13

102

315

107

422

TOTAL

TOTAL ACTIVE LISTINGS

27

22

100

27

67

66

20

67

437

235

672

AVERAGE DAYS ON MARKET

107

188

123

90

117

127

58

80

109

108

109

AVERAGE LIST PRICE IN THOUSANDS

454.1

753.0

534.0

472.3

471.2

459.0

620.8

544.7

521.9

357.6

464.5

MEDIAN LIST PRICE IN THOUSANDS

449.0

595.0

340.0

375.0

399.0

340.0

645.0

440.0

329.0

259.0

355.0

BOMS

4

1

30

5

12

14

4

30

100

36

136

AVERAGE BOM PRICE IN THOUSANDS

236.0

199.0

288.5

366.0

338.7

311.1

440.7

348.2

322.6

258.2

305.5

BOM TO SALE RATIO

50.0

20.0

38.0

20.8

30.0

22.2

17.4

37.0

31.0

43.4

33.5

EXPIRATIONS

5

2

6

1

5

5

0

11

35

24

59

PENDING SALES:

NEW ESCROWS OPENED

11

9

112

35

41

81

21

110

420

113

533

TOTAL

TOTAL YTD ESCROWS OPENED

75

41

676

213

271

500

157

703

2,636

849

3,485

NEW OPEN ESCROWS AVERAGE DAYS ON MARKET

88

112

58

74

69

75

87

67

69

74

70

NEW OPEN ESCROWS AVERAGE LIST PRICE

365.9

454.9

320.2

342.4

282.5

340.2

457.9

412.5

357.4

285.4

342.1

CLOSED SALES:

NEW ESCROWS CLOSED

8

5

79

24

40

63

23

81

323

83

406

TOTAL

TOTAL YTD ESCROWS CLOSED

58

36

512

176

234

390

120

540

2,066

719

2,785

VOLUME OF NEW SALE DOLLARS IN MILLIONS

2,999

3,115

19,114

7,649

9,547

20,463

9,911

31,218

104,016

16,217

120,233

VOLUME OF TOTAL YTD SALES IN MILLIONS

19,164

16,242

140,800

60,221

59,119

129,494

55,882

207,908

688,830

161,239

850,069

AVERAGE SALE PRICE IN THOUSANDS

374.8

623.0

242.0

318.7

238.7

324.8

430.9

385.4

322.0

195.4

296.1

MEDIAN SALE PRICE IN THOUSANDS

399.0

835.0

250.0

309.0

160.6

332.0

480.0

360.0

309.0

170.0

278.0

COOP SALES

5

4

52

20

30

45

15

59

230

58

288

PERCENT OF COOP SALES

62.5

80.0

65.8

83.3

75.0

71.4

65.2

72.8

71.2

69.9

70.9

AVERAGE DAYS ON MARKET

156

186

131

117

137

147

139

159

143

131

140

SALES AT LIST PRICE

3

2

52

19

19

36

11

34

176

47

223

PERCENT OF SALES AT LIST PRICE

37.5

40.0

65.8

79.2

47.5

57.1

47.8

42.0

54.5

56.6

54.9

SALES TO LISTING INVENTORY RATIO

29.6

22.7

79.0

88.9

59.7

95.5

115.0

75.0

35.3

35.3

60.4

FINAL SALE TO NEW LISTING RATIO

72.7

125.0

101.3

120.0

121.2

116.7

176.9

79.4

102.5

77.6

96.2

CLOSED SALES TYPE

FORECLOSURE/REO

0

2

8

5

2

7

4

5

33

11

44

SELLER CONCESSIONS

0

0

0

0

0

0

0

0

0

0

0

SHORT SALE

4

0

28

6

9

117

6

23

93

21

114

STANDARD

3

3

25

7

16

16

8

34

112

27

139

NOT SPECIFIED

1

0

16

6

13

23

5

19

83

22

105

SELLING PRICE RANGE:

LESS THAN 100,000

71

26

34

15

3

413419

\$ AVERAGE PRICE REDUCTION %

100,000 TO 109,999

66

10

3

3

24800

15.6

110,000 TO 119,999

31

11

4

1

3800

4.6

120,000 TO 139,999

79

27

15

7

4200

1.7

140,000 TO 159,999

107

28

12

5

12289

5.5

160,000 TO 179,999

101

12

20

11

19131

7.6

180,000 TO 199,999

70

32

11

8

12294

5.8

200,000 TO 249,999

76

59

39

27

18304

6.8

250,000 TO 299,999

51

71

38

16

1011

N/A

300,000 TO 349,999

59

46

35

14

5110

1.1

350,000 TO 399,999

68

58

37

20

12557

2.8

400,000 TO 449,999

43

41

35

16

148741

3.8

450,000 TO 499,999

88

55

14

10

19761

3.9

500,000 TO 549,999

66

16

9

9

18185

3.2

550,000 TO 599,999

56

27

12

9

34935

5.3

600,000 TO 699,999

74

28

8

6

67688

8.3

700,000 TO 799,999

128

25

5

3

34450

4.0

800,000 TO 899,999

51

18

4

4

85725

9.0

900,000 TO 999,999

78

12

2

1

26500

2.8

1,000,000 TO 1,999,999

85

37

5

4

170850

12.2

MORE THAN 2,000,000

0

9

0

0

N/A

N/A

TOTALS

69

648

348

189

63609

4.2

LISTINGS

3,483

2012 RMLS TOTAL - \$ VOLUME

\$850,069,000

SALES

3,024

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

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	422	406	120.2	96.2						
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 AUGUST

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	10	4	58	19	23	45	11	59	229	92	321
Total Active Listings	25	22	74	24	47	58	17	73	340	201	541
Average Days on Market	96	188	110	91	132	118	48	80	107	113	109
Average List Price in Thousands	468.1	753.0	634.8	473.0	586.3	489.7	667.2	675.3	597.6	360.9	509.7
Median List Price in Thousands	449.0	595.0	390.0	375.0	520.0	389.0	699.9	499.0	459.9	259.9	389.9
BOMS	3	1	19	5	8	9	2	18	65	33	98
Average BOM Price in Thousands	181.7	199.0	352.6	366.0	442.2	344.6	629.0	420.7	380.7	266.1	342.1
BOM to Sale Ratio	37.5	20.0	36.5	21.7	44.4	21.4	11.8	32.7	29.5	52.4	34.6
Expirations	5	2	4	1	3	5	0	7	27	22	49

PENDING SALES

New Escrows Opened	10	9	87	31	21	59	15	67	299	93	392
Total YTD Escrows Opened	70	41	457	202	118	360	112	452	1,812	675	2,487
New Open Escrows Average Days on Market	96	112	51	70	65	70	101	87	72	72	72
New Open Escrows Average List Price	357.6	454.9	369.2	350.9	379.3	377.8	544.0	514.1	413.1	293.6	384.8

CLOSED SALES:

New Escrows Closed	8	5	52	23	18	42	17	55	220	63	283
Total YTD Escrows Closed	56	36	348	170	108	278	85	362	1,443	582	2,025
Volume of New Sales Dollars in Millions	2.999	3.115	15.585	7.567	6.966	15.891	8.137	25.923	86.183	12.490	98.673
Volume of total YTD Sales in Millions	18.389	16.242	115.961	59.101	41.815	105.955	46.903	165.026	569.392	134.210	703.603
Average Sale price in Thousands	374.8	623.0	299.7	329.0	387.0	378.4	478.7	471.3	391.7	198.3	348.7
Median Sale Price in Thousands	399.0	835.0	307.0	337.5	370.0	389.0	525.0	425.0	375.0	175.0	346.0
Coop Sales	5	4	41	20	14	31	11	39	165	44	209
Percent of Coop Sales	62.5	80.0	78.8	87.0	77.8	73.8	64.7	70.9	75.0	69.8	73.9
Average Days on Market	156	186	119	114	141	132	151	164	139	119	135
Sales at List Price	3	2	35	19	7	26	9	24	125	35	160
Percent of Sales at List Price	37.5	40.0	67.3	82.6	38.9	61.9	52.9	43.6	56.8	55.6	56.5
Sales to Listing Inventory Ratio	32.0	22.7	70.3	95.8	38.3	72.4	100.0	75.3	64.7	31.3	52.3
Final Sale to New Listing Ratio	80.0	125.0	89.7	121.1	78.3	93.3	154.5	93.2	96.1	68.5	88.2

CLOSED SALES TYPE

Foreclosure/REO	0	2	7	4	1	4	2	1	21	9	30
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	4	0	13	6	5	10	4	14	56	12	68
Standard	3	3	21	7	8	12	8	24	86	22	108
Not Specified	1	0	9	6	4	16	3	16	55	19	74

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	1	0	20	1	10	9	2	43	86	15	101
Total Active Listings	2	0	26	3	20	8	3	35	97	34	131
Average Days on Market	250	0	163	82	82	188	111	81	116	82	107
Average List Price in Thousands	279.0	0	247.0	466.7	200.6	236.0	358.0	272.1	256.5	338.2	277.7
Median List Price in Thousands	159.0	0	175.0	335.0	157.0	243.5	249.9	239.0	219.9	200.0	214.0
BOMS	1	0	11	0	4	5	2	12	35	3	38
Average BOM Price in Thousands	399.0	0	177.8	0	131.8	250.7	252.5	239.5	214.7	171.3	211.3
BOM to Sale Ratio	0	0	40.7	0	18.2	23.8	33.3	46.2	34.0	15.0	30.9
Expirations	0	0	2	0	2	0	0	4	8	2	10

PENDING SALES

New Escrows Opened	1	0	25	4	20	22	6	43	121	20	141
Total YTD Escrows Opened	5	0	219	11	153	140	45	251	824	174	998
New Open Escrows Average Days on Market	9	0	80	99	74	86	50	35	63	86	66
New Open Escrows Average List Price	449.0	0	149.5	277.2	180.8	239.4	242.7	254.3	219.6	247.6	223.6

CLOSED SALES:

New Escrows Closed	0	0	27	1	22	21	6	26	103	20	123
Total YTD Escrows Closed	2	0	164	6	126	112	35	178	623	137	760
Volume of New Sales Dollars in Millions	0	0	3.529	.082	2.581	4.572	1.774	5.296	17.833	3.727	21.560
Volume of Total YTD Sales in Millions	.775	0	24.839	1.120	17.304	23.539	8.979	42.882	119.438	27.028	146.466
Average Sale price in Thousands	0	0	130.7	82.0	117.3	217.78	295.6	203.7	173.1	186.4	175.3
Median Sale Price in Thousands	0	0	135.0	82.0	95.0	225.0	265.0	200.0	176.5	160.0	170.5
Coop Sales	0	0	11	0	16	14	4	20	65	14	79
Percent of Coop Sales	0	0	40.7	0	72.7	66.7	66.7	76.9	63.1	70.0	64.2
Average Days on Market	0	0	155	183	134	177	105	149	151	170	154
Sales at List Price	0	0	17	0	12	10	2	10	51	12	63
Percent of Sales at List Price	0	0	63.0	0	54.5	47.6	33.3	38.5	49.5	60.0	51.2
Sales to Listing Inventory Ratio	0	0	103.8	33.3	110.0	262.5	200.0	74.3	106.2	58.8	93.9
Final Sale to New Listing Ratio	0	0	135.0	100.0	220.0	233.3	300.0	60.5	119.8	133.3	121.8

CLOSED SALES TYPE

Foreclosure/REO	0	0	1	1	1	3	2	4	12	2	14
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	15	0	4	7	2	9	37	9	46
Standard	0	0	4	0	8	4	0	10	26	5	31
Not Specified	0	0	7	0	9	7	2	3	28	3	31

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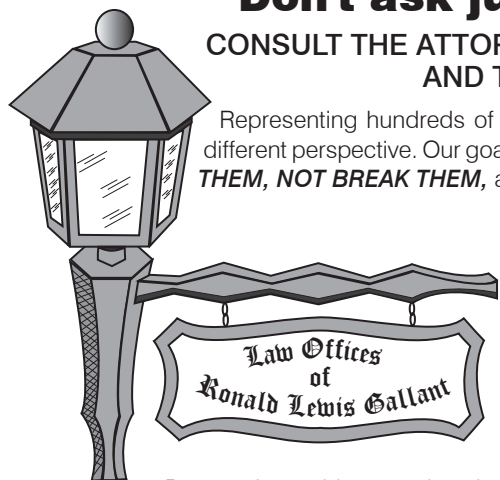
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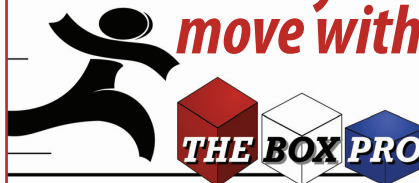
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Co-Chair: Rudy Leon
Phone: (818) 642-7839
Location: Lulu's Restaurant - 16900 Roscoe Blvd., Van Nuys
Time: 8:45am

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

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