

REALTOR® REPORT

February/March, 2013

The Official Publication of Southland Regional Association of REALTORS®



Fiscal Cliff

Mortgage Interest Deduction at Risk?

pg. 2

Barron Installed as 2013 President
pg. 3

NEW! IDX Home Search on Facebook via CRISNET
pg. 4

Third Annual Commercial Day a Success
pg. 6

Audits by the Department of Real Estate
pg. 7

Mortgage Interest Deduction at Risk?



Congress, as part of negotiations on avoiding the "Fiscal Cliff," has made direct references to "closing loopholes" and "limiting deductions" as a way to raise revenues. Clearly, the mortgage interest deduction is high on this list of revenue raisers.

Losing the Mortgage interest deduction will disproportionately affect the middle class because a larger proportion of the middle class takes the deduction. In California 89% of those who took the mortgage interest deduction earned less than \$200,000. Losing the deduction would cost the average California taxpayer over \$3,900.

The C.A.R. IMPAC Trustees recently published a media campaign on protecting mortgage interest deductibility. See page 5 to view the Open Letter to President Obama

and the U.S. Congress, which addresses the importance of mortgage interest deduction to homeownership. The letter was published during the Fiscal Cliff discussions of late December 2012 in major newspapers throughout the state.

What you can do to help:

Call your member of Congress between 6 a.m. and 3 p.m. PST to let them know that limiting the MID impacts ALL homeowners, not just those who take the deduction, by decreasing the value of all housing. Every REALTOR® needs to respond and make the call TODAY. Please note this number is for REALTORS® ONLY.

CALL CONGRESS TODAY

Urge them to preserve the mortgage interest deduction

Call (888) 237-9830

Enter your NRDS ID, followed by the # sign to be connected.

If you wish, you can bypass the first part of the message by entering your NRDS ID, followed by the # sign, at any time. You may also bypass the 2nd part of the message by hitting the "1" key to be directly connected to your legislator's office.

Thank you so much for your efforts in support of homeownership! Information for you to share with your family, friends and clients can be found here:


<http://www.car.org/aboutus/forconsumers/hotissues/>

If you have any questions, please contact DeAnn Kerr at deannk@car.org

This information has been provided courtesy of the California Association of REALTORS®

See page 5 for more information on this story.

CONSUMER PRICE INDEXES						
DECEMBER 2012						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	DEC 2011	NOV 2012	DEC 2012	NOV 2012	DEC 2012	DEC 2012
Los Angeles - Riverside - Orange County	231.567	237.675	236.042	2.1	1.9	-0.7



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

REALTOR® REPORT

The Official Publication of SRAR

President
Sharon Barron

President-Elect
Roger Hance

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Jim Link

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BARRON INSTALLED AS 2013 PRESIDENT

SHARON BARRON URGED TWO DIVERGENT GENERATIONS OF REALTORS TO BRIDGE THE GAP BETWEEN EXPERIENCE AND TECHNOLOGY AS SHE WAS SWORN IN RECENTLY AS THE 93RD PRESIDENT OF THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS.

Realtor Roger Hance, who will serve as the Association's president-elect, and the entire 2013 slate of officers and directors took the oath of office at inaugural ball.

The 2013 Board of Directors also includes: Robert Banuelos, Tom Carnahan, Ana Maria Colon, Gina Covello, Winnie Davis, Wendy Hale, Loren Hansen, Debbie Hawkins, Jeff Kahn, Bob Khalsa, Rana Linka, Bud Mauro, Alice McCain, Gaye Rainey, Nancy Starczyk, Dan Treserras, Nancy Troxell, Gina Uzunyan, Gary Washburn, Chris Williams, and Pat "Ziggy" Zicarelli.

Surrounded by her family and friends, Barron, who has been a member of SRAR since 1989, singled out young, tech-savvy real estate professionals for their "special way" of doing business, noting that "they are the future of the profession and have so much to offer."

She urged veteran Realtors to reach out to young pros with the intention of "helping them get involved in joining our leadership team"

Barron reminded young Realtors that experience matters, and that there is much to be learned from professionals who have dedicated their careers to real estate.

"So, let's see if together we can bridge any gap to bring technology and experience together," Barron said. "You will find great satisfaction and fulfillment in doing so." Barron praised the Association's chief executive officer, Jim Link, for forging the over 9,000-member organization into one of the largest and strongest associations in the nation. She also thanked Wendy Hale, last year's president, for her dedication.

Hale noted in her closing remarks that 2012 saw residential real estate begin its full-fledged recovery after years of devastating decline, while the Association completed a long list of projects, including development

of a free public program designed to quickly settle real estate disputes, and ongoing support for a local charity that aids homeless women and children.

Multiple elected officials or their representatives were on hand to congratulate Barron for being selected to lead SRAR, and to praise Hale for a year filled with many accomplishments. Special guests included Los Angeles City Councilman Mitch Englander, L.A. City Attorney Carmen Trutanich, Wendy Gruel, L.A. City Controller, Jeffrey Prang of the L.A. County Assessor's office, and representatives of L.A. County Supervisor Michael Antonovich and U.S. Congressman Brad Sherman. Mary Lou Williams was singled out for special honors for her nearly three decades of service to the Southland Regional Association of Realtors as its second in command. Williams recently retired.

Also honored were Lela Leon, the 2012 Affiliate of the Year, Gary Washburn, the 2012 Association Service Award Winner, and Olga Moretti, the 2012 Realtor of the Year.

Special thanks were offered to the sponsors of the 93rd inaugural ball: Marty Williams, White House Properties; Desolina Avila, Wells Fargo Home Mortgage; Steve Spile, Spile, Leff & Goor; Bill Love, SUPRA KeySafes; Saul Klein and Sydel Smith, Point2 Technologies; Mike Camorlinga, Lulu's Restaurant; and, Art Carter, CRMLS.



L.A. CITY ATTORNEY CARMEN TRUTANICH, 2012 SRAR PRESIDENT WENDY HALE, L.A. CITY COUNCILMAN MITCH ENGLANDER



SHARON AND BOB BARRON



SRAR DIRECTORS TOM CARNAHAN, NANCY TROXELL, ROGER HANCE AND HIS WIFE LILLY



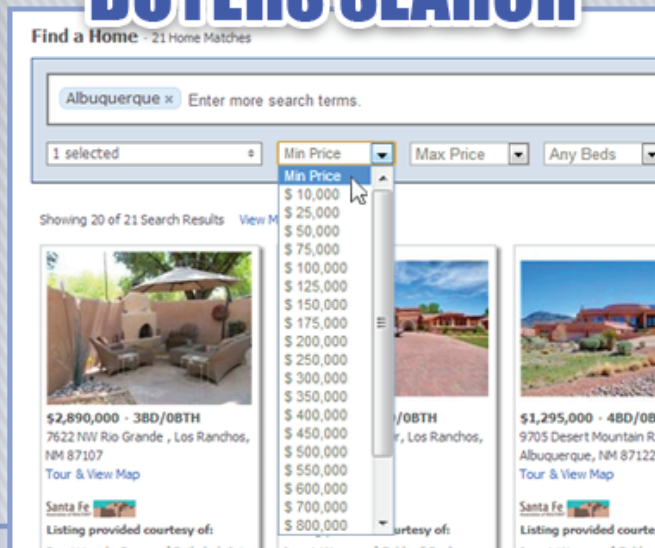
SHARON BARRON AND CARA O'DONNELL



IDX HOME SEARCH

ON FACEBOOK

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YOU CONNECT



ACTIVATE TODAY
no contract, cancel at any time

NEW! IDX Home Search on Facebook via CRISNET

For the first time ever, CRISNET listings are now available on Facebook. IDX Home Search, a service provided by the Real Estate Agent Directory on Facebook, gives CRISNET members the ability to add an IDX-compliant home search directly on their Facebook business pages.

You can activate IDX Home Search on your Facebook business page with just a few clicks. Upon activation, your MLS listings will be automatically imported to your 'Featured Listings.' Consumers can search for a home on your business page, view listings details and contact you for more information or a showing.

Referred to as the next "Best New Technology" at the CMLS 2012 Conference, N-Play's IDX Home Search is a revolutionary tool for real estate agents wanting to enhance their real estate business socially.



IDX Home Search can be easily activated on your Facebook Page by following these steps:

1. Log in to Facebook and use this link <http://bit.ly/R29pG5> to activate
2. Register and complete your MLS Setup
3. Your IDX Home Search will be active upon CRISNET's approval

For any questions and/or support issues, contact N-Play Customer Service directly at 904-800-1811 or cs@n-play.com.



CALIFORNIA ASSOCIATION OF REALTORS®

MORTGAGE INTEREST DEDUCTIBILITY

An Open Letter to President Obama and the U.S. Congress

Dear Mr. President and Members of Congress:

While "home is where the heart is" for millions of American families, it also is where our nation's economic recovery resides. That is why we oppose any proposal that eliminates or attempts to alter in any way the mortgage interest deduction, as it undermines a century-old commitment to the American Dream of homeownership.

As you know, current law permits homeowners to deduct interest paid on mortgage debt of up to \$1 million on a primary residence and one additional residence, as well as interest paid on up to \$100,000 in home equity loan debt. In California, 59 percent of taxpayers who claimed this deduction in 2010 had an annual adjusted gross income (AGI) below \$100,000, and 89 percent had an AGI of less than \$200,000.

While current discussions involve reducing the limit to \$500,000 for a primary residence and eliminating it entirely for second homes, any attempts to reduce the mortgage interest deduction would not only have deleterious effects on homeownership, but also be tantamount to taking the first step toward a wholesale elimination of this long-standing deduction.

The mortgage interest deduction makes a substantial difference for lower- and middle-income families. If the deduction is taken away, it would cost the average California taxpayer \$3,940 annually; further, more than 694,000 California households would no longer be able to afford to buy a median-priced home.

Eliminating the mortgage interest deduction would have immediate and dire consequences. It would slam the brakes on America's economic recovery by changing the fundamental economics of homeownership for more than 75 million Americans and slow or even reverse recent home price gains.

Homeowners – many of whom lost upwards of 50 percent of their equity during the recession – likely would see home prices decline once again. First-time homebuyers would be forced to delay a home purchase that no longer "pencils out." Fewer home sellers and buyers mean fewer home loans, not to mention the other purchases that typically accompany a home sale. Already struggling local governments would see tax revenues fall. And since housing is widely regarded as a key economic driver, as these repercussions occur, our country would face the prospect of being plunged back into a recession.

In high cost areas such as California, the damage would be even worse. California homeowners would lose \$356.8 billion in potential tax savings, and the recent recovery in home prices would be jeopardized. The state also could realize a loss of more than 40,000 home sales over time, which would cost the California economy \$2.4 billion in lost output.

Merely reducing the amount of the mortgage interest deduction allowed wouldn't be any less damaging. The tax liability for more than 1.19 million primary or secondary homeowners would be negatively impacted if the deductible interest were limited to \$500,000. Furthermore, should the mortgage interest deductibility be eliminated for second homes, the potential economic losses to the California economy would total more than \$557 million.

How do your constituents rate the importance of homeownership and the mortgage interest deduction? In a recent survey by the CALIFORNIA ASSOCIATION OF REALTORS®, 79 percent of home buyers said that mortgage interest and property tax deductions were "extremely important" in their decision to purchase a home. A Pew Research Center study last year found that 80 percent of Americans believe buying a home is the best long-term investment they can make – despite the real estate downturn.

We're asking the public to visit www.KeepTheMID.com to learn how they can contact their member of Congress and ask them to protect the mortgage interest deduction.

Finally, as you put into place fiscal policies that will guide our country for generations to come, we urge you to remember the wise words of President Franklin D. Roosevelt: "A nation of homeowners is unconquerable." May that tenet continue to hold true.

Sincerely,

President
CALIFORNIA ASSOCIATION OF REALTORS®



REALTOR® is a federally registered collective membership mark which identifies a real estate professional who is a member of the NATIONAL ASSOCIATION OF REALTORS® and subscribes to its strict Code of Ethics.



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THIRD ANNUAL COMMERCIAL DAY A SUCCESS



Moderator, Dennis E. Dishaw, and Keynote Speaker Michael A. Zugsmith

Dennis E. Dishaw, President of ACI Capital, started out in the Title Insurance Industry. In 1982 he then switched over to Lending Industry. In 1994, Dennis founded ACI Capital. Dennis has tirelessly contributed to our Commercial & Investment Division. This is the Third Annual Commercial Day he has successfully chaired.

Michael Zugsmith, Chairman of NAI Capital, Commercial Real Estate Services, Worldwide, was Keynote Speaker of the 3rd Annual Commercial Day. Mr. Zugsmith has a distinguished career as both a Real Estate Attorney and Commercial Brokerage. NAI Capital has sixteen full service commercial real estate offices throughout Southern California, and also services the Pacific Rim and Latino markets.

This event was sponsored by First Citizens Bank represented by Vlad Ballestros, Vice President.

The program started at 8:00 AM, included breakfast and lunch and ended at 1:50 PM. During a break in the sessions, Division Member Brian Hatkoff, shown on the far right, presented Certificates of Completion of the Commercial Series of Classes (l-r) Pamela Wilson, Tammy Dayton and Dong Gi.

Topics covered by the guest speakers during the event included: *Are You Running Your Desk as a Business?* by Danielle Hoston, Managing Director KW Commercial; *Your Tool for New Business* by Joshua Swanson, CEO gotomyapartment.com; *Overcoming Objections* by David M. Richman, Butterfield Enterprises; *Time Management* by Bob Lazzarini, Professor Antioch College; *Plans for Southern California* by Vlad Ballestros, Vice President First Citizens Bank; *Relationship Brokerage* by Bob Scullin, CEO NAI Capital Commercial.

All speakers made for an interesting and informative session. The day ended with a discussion period with the various speakers, and having them answer questions. This 6-hour event was provided FREE By your Association.



Series of Commercial Classes scheduled for 2013

All classes listed below are held on Wednesdays 9:00 AM - 12 noon. Each class costs \$25.00, and you are encouraged to pre-register by calling 818-947-2268.

- 2/20/13 Deferring Gains Through 1031 Tax Deferred Exchanges.
- 3/13/13 Keys to Financing Commercial Real Estate - Case Studies.
- 4/24/13 How to Write a Good Commercial Real Estate Lease Agreement.
- 5/15/12 Property Management for Apartment Buildings
- 6/5/13 Tax and Legal Impact on Commercial Real Estate Vesting.
- 7/17/13 Small Property Investment Brokerage
- 8/21/13 Overview of Commercial Real Estate Investment Analysis.
- 10/2/13 How to Write a Good Commercial Real Estate Purchase Agreement.

Story by: Pauline Tallent, Tallent & Assoc, Realtors



Audits by the Department of Real Estate

2013 Risk Management Committee

An internal directive has been issued by the California Department of Real Estate ("DRE") to begin conducting broker office surveys. These surveys, which are effectively an audit of the brokerages activities and files, are schedule to commence in early 2013. The broker office surveys will involve unannounced and unscheduled visit to brokers' offices at which time the DRE will ask to see records from random transactions. Amongst other things, the DRE is expected to investigate transaction files, trust fund handling, record keeping methods, and a host of the procedures and documents.

While it has always been a good idea for a real estate brokerage to have an outside source conduct an Advisory Audit of its policies and files, given the aforementioned internal directive by the DRE, it is particularly advantageous to have such an audit this year.

In addition to checking a broker's trust fund records and trust log, an independent Advisory Audit can also provide guidance with regard to DRE record retention rules. It is important that the brokerage properly maintain transaction files and follow the rules relative to electronic file storage. There are mechanisms for converting paper files to electronic files, and then destroying the originals, but such actions should be handled properly to avoid potential regulatory and civil risks.

Since Standard Forms used in real estate are constantly changing, an Advisory Audit can also verify that the brokerage is using the most current forms available and can provide a list of recommended forms for the various types of real estate transactions.

In addition, an independent audit could review agent personnel files to verify that the Independent Contractor Agreements and related Addendums are in compliance with current law and provide protection for the brokerage as well as its agents.

With all the various forms of insurance needed to effectively run a real estate company, an Advisory Audit can provide important information regarding available sources of Errors and Omissions Insurance, General Liability Insurance, Worker's Compensation Insurance, and the all too seldom purchased Employment Practices Insurance.

All brokerages should have an Office Policy Manual and all agents should have a copy of this Manual. The Advisory Audit can review your current Office Policy Manual and make any appropriate recommendations for updating or revising said Policy Manual.

Recently, Senate Bill 510 was passed pertaining to the Appointment of Branch Managers for a brokerage with multiple offices. There are specific procedures and forms recommended for usage that would assist the Responsible Broker in properly supervising the operation of the company. An Advisory Audit could provide recommendations in this area as well.

In addition to the above, an Advisory Audit could provide guidelines for compliance with the Federal Do Not Call law, Fair Housing Compliance Issues, required Sexual Harassment training and other matters relating to the day to day operation of the brokerage.

While such an Advisory Audit cannot assure a brokerage that it is fully protected from risks related to the areas reviewed, it can certainly help management to more successfully manage the risks and resulting hardships related to the areas being reviewed. In addition to minimizing risk, an Advisory Audit can maximize both the efficiency of the brokerage as well as the quality of services that brokerage provides to its agents and clients. This is a great example of the axiom that an ounce of prevention is worth a pound of cure.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

2013 RISK MANAGEMENT COMMITTEE PRESENTS:

A BROKER/OWNER/MANAGER/MEETING

MARCH 12, 2013 ~ 1:00 - 3:00 PM
SRAR AUDITORIUM



13 Tips to
Avoid
Litigation
In 2013

Kathy Meltinger

7232 Balboa Blvd.
Van Nuys, CA 91406

Don't Miss Out
Email Your RSVP To:

marchrisk2013@srar.com



Top 10 Pit-
falls Of The
CAR
Residential
Purchase

Jeff Kahn



2013 What
Are The
New
Laws?

Olga Moravitz, Esq.

Open Discussion Forum

Refreshments



DRE Audit &
Advisory
Audits

Steve Spille, Esq.

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 complainant 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.

RESPONSIBLE REALTOR® APPLICANTS

FIRST POSTING

Alley, Michael
Ramsey-Shilling Assoc.
10205 Riverside Drive
Toluca Lake, CA. 91602

Arkin, Mark Lawrence
Arkin Management Group
24152 Lyons Ave. #206
Newhall, CA. 91321

Arpajian, Sarkis
Sarkis Arpajian
7257 Zelzah Ave.
Reseda, CA. 91335

Bonyadi, Vazrik
Prudential California Realty
2300 W. Magnolia Blvd.
Burbank, CA. 91506

Davis, Jeffery Lee
Jeffery Lee Davis
301 E. Colorado Blvd. #514
Pasadena, CA. 91106

Doss, Kwame Le Roi
Kwame Doss
14833 Magnolia Blvd. #212
Sherman Oaks, CA. 91403

Elizalde, Marycruz
The Elizalde Group
15445 Ventura Blvd. Ste. 23
Sherman Oaks, CA. 91403

Ghoroishy, Roksun
Millenium Realty &
Properties, Inc.
9707 Mason Avenue
Chatsworth, CA. 91311

Greenberg, Stephen A.
Stephen A. Greenberg
5853 Filaree Heights
Malibu, CA. 90265

Hollander, Mitchell
Hollander & Company
9201 Balcom Ave.
Northridge, CA. 91325

Jones, Alvin J.
Alvin J. Jones
13205 Riverside Dr. #101
Sherman Oaks, CA. 91423

Kaufman, John Mark
John Mark Kaufman
6268 Platt Ave.
Woodland Hills, CA. 91367

Lomeli, Jose
Sylmar Homes Realty
13862 Paddock St.
Sylmar, CA. 91342

Moalej, Reza
Reza Moalej
4335 Van Nuys Blvd. #102
Sherman Oaks, CA. 91403

Ochs, Stephen
Ochs Realty
3625 E. Thousand Oaks Blvd.
#122
Westlake Village, CA. 91362

Pham, Patrick Henry
Patrick Pham
20941 Hackney St.
Canoga Park, CA. 91304

Plescia, Colin Hunter
Balboa Real Estate
2618 San Miguel Drive #202
Newport Beach, CA. 92660

Sergus II, Joseph Louis
Joseph Sergus
14625 Dickens St. #109
Sherman Oaks, CA. 91403

Yenokian, Ara
Ara Yenokian
9338 Reseda Blvd. Suite 101
Northridge, CA. 91324

SECOND POSTING

Childress, Stacy Rene
Stacy Childress, Broker
22647 Ventura Blvd.
Woodland Hills, CA. 91364

Cisneros, Karla R.
Nansco Management Inc.
20656 Ventura Blvd.
Woodland Hills, CA. 91364

Cole, Larry David
Markland Real Estate
4642 Willis Ave. #209
Sherman Oaks, CA. 91403

Delune, Michael
Multihomelists.com
4329 Woodman Ave. #2
Sherman Oaks, CA. 91423

Gagne, Christopher Michael
RPM Executives
22777 Lyons Ave. Ste. 211-B
Newhall, CA. 91321

Gardian, Sam Albert
Sam Gardian, Broker
25213 Anza Dr.

Valencia, CA. 91355 Kennedy, Rebecca S.
Rebecca S. Kennedy
4606 Lemona Ave.
Sherman Oaks, CA. 91403

Khan, Ray
The Realty Hut
26500 West Agoura Rd. 102-787
Calabasas, CA. 91302

Lambron, Georgia Alexandra
Georgia A. Lambron
P.O. Box 1813
Studio City, CA. 91614

Levine, Debra
Wall Street Capital Mortgage, Inc.
23679 Calabasas Rd. #511
Calabasas, CA. 91302

Mikhail, Anthony Oncy
Anthony Oncy Mikhail
21781 Ventura Blvd. #619
Woodland Hills, CA. 91364

Osder, Stuart M.
Stu Osder Real Estate
22906 Bassett St.
West Hills, CA. 91307

Ruta, Nicholas J.
Nicholas Ruta
20568 Ventura Blvd. #502
Woodland Hills, CA. 91364

Shahandeh, Farhad
Farhad Shahandeh
18425 Burbank Blvd. #508
Tarzana, CA. 91356

Sopher-Bagg, Judith
Concord Realty
22117 San Miguel St.
Woodland Hills, CA. 91364

REALTOR® APPLICANTS

Albert, Richard / LAMERICA / Sherman Oaks
Alomar, Rosanne / Meridian Capital Real Estate / Rancho Cucamonga
Alvarez, Carlos / Partovi Realty / Los Angeles
Azcarate, Maurice / Pinnacle Estate Properties / Northridge
Berberian, Elise / Mills Realty of California / Toluca Lake
Bitton, Noam Jonathan / Rodeo Realty Inc. / Calabasas
Boyer, Lane Keith / Keller Williams VIP Properties / Valencia
Carroll, Roman Abebe / Keller Williams North Valley / Granada Hills
Clemans, Clarence / Pinnacle Estate Properties, Inc. / Valencia
Coronado, Charlie J. / Keller Williams Realty / Studio City
Cortina, Jason West / RE/MAX of Santa Clarita / Santa Clarita
Covarrubias, Horacio / Keller Williams Realty / Northridge
Curcio, Diana Lynn / Oak Realty / Woodland Hills
Dasner, Veronica Christine / Keller Williams VIP Properties / Valencia
Davie, Suzie / Keller Williams Encino-Sherman Oaks / Encino
Davis, Frank / Pinnacle Estate Properties / Encino
Davoodi, Andre Simon / We Believe INC. / Granada Hills
De Caussin, Alison Laila / Rodeo Realty / Woodland Hills
Dickman, Matthew Brian / Rodeo Realty / Calabasas
Dolinsky, Karissa Amber / Keller Williams VIP Properties / Valencia
Douvros, Kyle Kreg / R.R. Gable, Inc. / Simi Valley
Draper, Kyle Douglas / Rodeo Realty / Calabasas
Fenley, Elizabeth Rose / Keller Williams VIP Properties / Valencia
Fleming, Kevin / Pantera Real Estate, Inc. / Simi Valley
Flores, Bencislao Pindot / Secured Asset Realty / Lancaster
Fonseca, Daniel Harry / Park Regency Realty / Granada Hills
Ford, Katarina / Coldwell Banker Vista Realty / Valencia
Forshpan, Samantha Dolginer / Coldwell Banker / Sherman Oaks
Garcia, Candice Hope / Rodeo Realty / Northridge
Garland, Charles Antonio / Coldwell Banker / Calabasas
Ghorbani, Mahoo / Partovi Realty / Los Angeles
Grajeda, David V. / Champion Realty / San Fernando
Grekin, Phyllis / RE/MAX of Santa Clarita / Santa Clarita
Hall, Tahesia Andrea / Realty World Legends / Valencia
Hansen, Wendy / Atlantic & Pacific Real Estate / Thousand Oaks
Harper, Brian Craig / Dilbeck Realtors / Santa Clarita
Hernandez, Joe Antonio / Rodeo Realty / Northridge
Huenergardt, Christine C. / Rodeo Realty / Woodland Hills
Johnson, Colin Wesley Edward / ZipRealty / Emeryville
Karadanyan, Arsen / Prime Star Realty Inc. / Van Nuys
Keene, Colleen Margaret / Keller Williams Realty / Westlake Village
Khaiat, Laurent / Elite Estates / Carlsbad
King, Leora Danielle / Prudential California Realty / Northridge
Kouchkarian, Joseph / Exclusive Estate Properties Inc. / Toluca Lake
Lazenby, Nancy / Mickie Ardi Realty / Granada Hills
Loomis, Lisa Catherine / Keller Williams Realty / Westlake Village

Lord, Kelly M. / Equity Trust Realty / Northridge
Lynch, Xavier Ali / Keller Williams Realty Calabasas / Calabasas
Martarello, Ariel Atilio / Spruce Real Estate / Woodland Hills
Matthews, Chadwick James / Matthews Real Estate / Moorpark
Minea-Grigore, Francesca / Ready Properties / Calabasas
Mohajer, Esmat / Seaward Real Estate & Financial, Inc. / La Crescenta
Monroy, Francis Javier / Century 21 Albert Foulad / Encino
Moore, Joeleena T. / Keller Williams VIP Properties, Inc. / Valencia
Morrissey, Diana Patricia / Realty Executives / Newhall
Mousisyan, Mkrtich / Merit One Lending Inc. / Monrovia
Murphy, Sherri Ann / Gold Coast Realty / Encino
Mustarella, Samantha Meredith / Coldwell Banker / Calabasas
Nasserian, Nassrollah / Prudential California Realty / Northridge
Nelson-Ellsworth, Patricia Ann / Prudential California Realty / Chatsworth
Oknyansky, Alex / American Capital Realty / Sherman Oaks
Outlaw, Carrie Lee / LRS Realty & Management, Inc. / Chatsworth
Paredes, Leila M. / Palm Realty / Palmdale
Perez, Christopher Alan / SFV Associates / San Fernando
Quezada Rodriguez, Ana Leticia / TMG Properties / Northridge
Quinonez, Christian R. / Pinnacle Estate Properties, Inc. / Northridge
Rivas, Angela / Rodeo Realty / Calabasas
Robinson-Nelson, Yolanda / Keller Williams VIP Properties / Valencia
Rostampour, Arya / Keller Williams Realty-Studio City / Studio City
Russell, Evelyn / Pinnacle Estate Properties, Inc. / Encino
Salazar, Pascual / Keller Williams North Valley / Granada Hills
Schumann, Lorraine / Keller Williams Realty / Westlake Village
Sethi, Kunat S. / Pinnacle Estate Properties, Inc. / Northridge
Shin, Ruby Hyonok / Best Realty & Investment Inc. / Granada Hills
Solomon, Catalina / Realty Executives / Newhall
Stock, Brian Daniel / Matthews Real Estate / Moorpark
Straus, Marlyce Ione / Keller Williams VIP Properties / Valencia
Swift, Devin Andrew / Pinnacle Estate Properties, Inc. / Encino
Ter-Tatevossian, Onik / Pinnacle Estate Properties, Inc. / Mission Hills
Tronik, Natalya / My Valley Homes Inc. / Canyon Country
Vargas, Marlene Ines / Ochs Realty / Westlake Village
Vega, Butch Constantino / Pinnacle Estate Properties / Northridge
Villachica, Ronald R. / Brightstone Estate Properties / Winnetka
Vokovskis, Vita / Valley View Realty, Inc. / Mission Hills
Wheatman, Casey Elaine / Classic Properties / Burbank
Wilson, Jennifer S. / Prudential California Realty / Sherman Oaks
Yamase, Brian Eiji / Keller Williams Realty / Westlake Village
Zaikovaty, Fedor / Dilbeck Realtors / Studio City
Zakarian, Aykui / RE/MAX Plaza Realty / North Hollywood
Zilberberg, Barak / Keller Williams Realty Calabasas / Calabasas
Zuniga, Timoteo Duenas / California Golden Rock / Woodland Hills

RESIDENTIAL PROPERTIES LISTED

1,288

RESIDENTIAL PROP. ESCROW OPENED

1,111

RESIDENTIAL PROP. ESCROW CLOSED

881

JANUARY SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

NEW LISTINGS	137	176	133	141	231	818	470	1,288
TOTAL ACTIVE LISTINGS	172	230	164	162	297	1,025	807	1,832
AVERAGE DAYS ON MARKET	111	99	76	88	86	92	121	104
AVERAGE LIST PRICE IN THOUSANDS	270.5	740.8	847.4	580.7	1,096.1	756.6	544.9	663.3
MEDIAN LIST PRICE IN THOUSANDS	265.0	499.0	549.9	450.0	635.0	294.0	294.0	390.0
BOMS	32	32	24	34	55	177	109	286
AVERAGE BOM PRICE IN THOUSANDS	280.7	548.7	568.7	424.9	542.6	477.3	488.5	481.5
BOM TO SALE RATIO	26.7	29.3	31.9	28.3	39.6	32.5	32.5	32.5
EXPIRATIONS	15	24	15	15	16	85	65	150

PENDING SALES:

NEW ESCROWS OPENED	131	150	111	133	199	724	387	1,111
TOTAL YTD ESCROWS OPENED	131	150	111	133	199	724	387	1,111
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	44	57	60	58	55	55	65	58
NEW OPEN ESCROWS AVERAGE LIST PRICE	259.1	543.4	591.5	428.6	567.9	485.0	344.7	436.1

CLOSED SALES:

NEW ESCROWS CLOSED	94	120	82	120	139	555	326	881
TOTAL YTD ESCROWS CLOSED	94	120	82	120	139	555	326	881
VOLUME OF NEW SALE DOLLARS IN MILLIONS	23.765	67.896	43.639	52.410	85.316	273.027	123.359	396.385
VOLUME OF TOTAL YTD SALES IN MILLIONS	23.765	67.896	43.639	52.410	85.316	273.027	123.359	396.385
AVERAGE SALE PRICE IN THOUSANDS	252.8	565.8	532.2	436.7	613.8	491.9	378.4	449.9
MEDIAN SALE PRICE IN THOUSANDS	255.0	455.0	375.0	395.0	465.0	375.0	295.0	351.0
COOP SALES	58	94	62	86	110	410	261	671
PERCENT OF COOP SALES	61.7	78.3	75.6	71.7	79.1	73.9	80.1	76.2
AVERAGE DAYS ON MARKET	126	123	110	121	120	121	135	126
SALES AT LIST PRICE	62	64	48	62	69	305	174	479
PERCENT OF SALES AT LIST PRICE	66.0	53.3	58.5	51.7	49.6	55.0	53.4	54.4
SALES TO LISTING INVENTORY RATIO	54.7	52.2	50.0	74.1	46.8	54.1	48.1	48.1
FINAL SALE TO NEW LISTING RATIO	68.6	68.2	61.7	85.1	60.2	67.8	69.4	68.4

CLOSED SALES TYPE

FORECLOSURE/REO	12	17	3	10	14	56	58	114
SELLER CONCESSIONS	0	0	0	1	0	1	1	2
SHORT SALE	28	26	18	34	25	131	103	234
STANDARD	53	77	59	70	99	358	161	519
NOT SPECIFIED	0	0	1	3	1	5	1	6

SELLING PRICE RANGE:

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	22	82	12	2963	3.9
100,000 TO 109,999	9	17	1	50	0.8
110,000 TO 119,999	28	21	6	3973	5.6
120,000 TO 139,999	63	63	15	10377	5.3
140,000 TO 159,999	53	56	29	2470	2.4
160,000 TO 179,999	50	49	11	4814	0.4
180,000 TO 199,999	59	66	22	1838	0.5
200,000 TO 249,999	82	139	89	1441	1.2
250,000 TO 299,999	55	179	94	4863	0.6
300,000 TO 349,999	40	158	44	7425	1.4
350,000 TO 399,999	51	133	36	5734	0.3
400,000 TO 449,999	40	99	39	12493	2.2
450,000 TO 499,999	49	108	30	36306	4.2
500,000 TO 549,999	62	46	23	11972	1.8
550,000 TO 599,999	71	76	32	32643	4.9
600,000 TO 699,999	42	110	58	13742	1.6
700,000 TO 799,999	37	77	34	2494	0.2
800,000 TO 899,999	32	56	21	3707	1.2
900,000 TO 999,999	46	39	16	74590	6.5
1,000,000 TO 1,999,999	77	177	42	72426	19.4
MORE THAN 2,000,000	92	89	9	353818	10.0
TOTALS	53	1840	453	17494	0.5

12 LISTINGS

1,288

2012 RMLS TOTAL - \$ VOLUME

\$396,385,000

SALES

881

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS® INC.

SAN FERNANDO VALLEY
COMPARABLE SALES ANALYSIS 2008 - 2013
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)
TOTAL MONTH BY MONTH

	2008					2009					2010					2011					2012					2013				
	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	2935	574	329.3	19.6		2084	964	357.7	46.3		1,830	963	410	52.6		1,786	976	368.7	54.3		1,481	877	322.1	59.9		1,288	881	396.3	68.4	
FEB	2633	654	409.7	24.8		1178	876	330.5	49.4		1,780	872	349.7	49		1,646	753	303.5	45.7		1,458	856	262.9	57.9						
MAR	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	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	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	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		1,367	1,216	484.0	89.0						
JUL	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		1,314	1,266	515	96.3						
AUG	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		1,308	1,273	508.3	97.3						
SEPT	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		1,276	1,058	419.7	82.9						
OCT	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		1,339	1,246	502.7	93.1						
NOV	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		1,087	1,114	452.9	102.5						
DEC	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		771	1263	534.9	163.8						
TOTAL	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		15,732	13,674	5,366.5	87						
AVG. SALE PRICE			\$499,313					\$417,181					\$429,200					\$395,470						\$392,470						

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	97	119	94	108	176	594	357	951
Total Active Listings	118	163	126	133	240	780	635	1,415
Average Days on Market	117	100	79	81	87	92	113	102
Average List Price in Thousands	290.1	874.5	874.2	609.9	1,246.6	855.4	587.5	735.2
Median List Price in Thousands	279.0	649.0	659.9	499.0	725.0	550.0	296.5	425.0
BOMS	24	23	18	23	37	125	85	210
Average BOM Price in Thousands	310.3	682.4	670.9	513.3	620.9	560.0	501.8	536.4
BOM to Sale Ratio	32.4	31.1	32.1	27.1	35.6	31.8	37.1	33.8
Expirations	11	20	11	12	14	68	54	122
PENDING SALES								
New Escrows Opened	95	103	74	91	139	502	286	788
Total YTD Escrows Opened	95	103	74	91	139	502	286	788
New Open Escrows Average Days on Market	43	65	72	53	61	58	66	61
New Open Escrows Average List Price	284.8	619.9	742.9	483.3	654.2	559.4	363.6	488.3
CLOSED SALES:								
New Escrows Closed	74	74	56	85	104	393	229	622
Total YTD Escrows Closed	74	74	56	85	104	393	229	622
Volume of New Sales Dollars in Millions	20.209	52.125	36.374	39.817	72.710	221.235	91.388	312.623
Volume of total YTD Sales in Millions	20.209	52.125	36.374	39.817	72.710	221.235	91.388	312.623
Average Sale price in Thousands	273.1	704.4	649.5	468.4	699.1	562.9	399.1	502.6
Median Sale Price in Thousands	270.0	549.0	470.0	419.0	540.0	420.0	305.0	389.9
Coop Sales	46	61	43	62	84	296	184	480
Percent of Coop Sales	62.2	82.4	76.8	72.9	80.8	75.3	80.3	77.2
Average Days on Market	123	131	100	125	116	120	139	127
Sales at List Price	50	35	31	42	52	210	120	330
Percent of Sales at List Price	67.6	47.3	55.4	49.4	50.0	53.4	52.4	53.1
Sales to Listing Inventory Ratio	62.7	45.4	44.4	63.9	43.3	50.4	36.1	44.0
Final Sale to New Listing Ratio	76.3	62.2	59.6	78.7	59.1	66.2	64.1	65.4
CLOSED SALES TYPE								
Foreclosure/REO	10	7	2	6	12	37	44	81
Seller Concessions	0	0	0	1	0	1	1	2
Short Sale	17	13	7	20	14	71	66	137
Standard	46	54	45	56	77	278	115	393
Not Specified	0	0	1	1	1	3	1	4

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	40	57	39	33	55	224	113	337
Total Active Listings	54	67	38	29	57	245	172	417
Average Days on Market	99	97	62	118	81	91	148	115
Average List Price in Thousands	227.8	415.4	758.6	446.4	462.4	441.9	387.7	419.5
Median List Price in Thousands	191.0	339.9	299.9	360.0	349.0	299.9	280.0	299.0
BOMS	8	9	6	11	18	52	24	76
Average BOM Price in Thousands	192.1	207.2	262.2	240.1	381.5	278.5	441.4	329.9
BOM to Sale Ratio	40.0	19.6	23.1	31.4	51.4	32.1	24.7	29.3
Expirations	4	4	4	3	2	17	11	28
PENDING SALES								
New Escrows Opened	36	47	37	42	60	222	101	323
Total YTD Escrows Opened	36	47	37	42	60	222	101	323
New Open Escrows Average Days on Market	45	39	36	69	41	46	62	51
New Open Escrows Average List Price	191.3	375.6	288.6	310.1	367.9	316.7	291.3	308.8
CLOSED SALES:								
New Escrows Closed	20	46	26	35	35	162	97	259
Total YTD Escrows Closed	20	46	26	35	35	162	97	259
Volume of New Sales Dollars in Millions	3.556	15.772	7.265	12.593	12.606	51.792	31.970	83.762
Volume of total YTD Sales in Millions	3.556	15.772	7.265	12.593	12.606	51.792	31.970	83.762
Average Sale price in Thousands	177.8	342.9	279.4	359.8	360.2	319.7	329.6	323.4
Median Sale Price in Thousands	155.0	320.0	260.0	330.0	298.0	280.0	245.0	265.0
Coop Sales	12	33	19	24	26	114	77	191
Percent of Coop Sales	60.0	71.7	73.1	68.6	74.3	70.4	79.4	73.7
Average Days on Market	138	111	131	111	135	123	126	124
Sales at List Price	12	29	17	20	17	95	54	149
Percent of Sales at List Price	60.0	63.0	65.4	57.1	48.6	58.6	55.7	57.5
Sales to Listing Inventory Ratio	37.0	68.7	68.4	120.7	61.4	66.1	56.4	62.1
Final Sale to New Listing Ratio	50.0	80.7	66.7	106.1	63.6	72.3	85.8	76.9
CLOSED SALES TYPE								
Foreclosure/REO	2	10	1	4	2	19	14	33
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	11	13	11	14	11	60	37	97
Standard	7	23	14	14	22	80	46	126
Not Specified	0	0	0	2	0	2	0	2

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	16	4	47	26	14	35	13	46	201	54	255
Total Active Listings	34	17	48	20	27	44	10	50	250	77	327
Average Days on Market	70	242	92	90	148	106	72	68	102	107	103
Average List Price in Thousands	479.2	796.3	538.7	521.9	648.2	545.3	635.1	774.7	610.8	378.1	556.0
Median List Price in Thousands	424.9	750.0	422.9	449.0	580.0	450.0	649.0	650.0	480.0	248.0	449.9
BOMS	2	4	10	5	6	5	5	11	48	21	69
Average BOM Price in Thousands	309.5	497.0	567.9	413.8	463.1	406.6	638.8	386.3	471.0	291.7	416.4
BOM to Sale Ratio	20.0	100.0	26.3	27.8	42.9	19.2	71.4	34.4	32.2	67.7	38.3
Expirations	1	2	4	1	0	0	2	5	15	6	21

PENDING SALES

New Escrows Opened	8	8	45	23	14	33	15	36	182	48	230
Total YTD Escrows Opened	8	8	45	23	14	33	15	36	182	48	230
New Open Escrows Average Days on Market	48	108	51	47	86	34	36	52	52	50	51
New Open Escrows Average List Price	343.8	595.6	360.1	353.6	567.2	438.6	675.8	535.7	459.8	291.1	424.6

CLOSED SALES:

New Escrows Closed	10	4	38	18	14	26	7	32	149	31	180
Total YTD Escrows Closed	10	4	38	18	14	26	7	32	149	31	180
Volume of New Sales Dollars in Millions	2.565	1.802	11.975	6.458	7.862	9.938	3.967	13.333	57.899	9.014	66.913
Volume of total YTD Sales in Millions	2.565	1.802	11.975	6.458	7.862	9.938	3.967	13.333	57.899	9.014	66.913
Average Sale price in Thousands	256.5	450.5	315.1	358.8	561.6	382.2	566.7	416.6	388.6	290.8	371.7
Median Sale Price in Thousands	210.0	340.0	333.0	340.0	500.0	360.0	575.0	410.0	360.0	217.0	350.0
Coop Sales	7	3	30	11	11	22	5	27	116	27	143
Percent of Coop Sales	70.0	75.0	78.9	61.1	78.6	84.6	71.4	84.4	77.9	87.1	79.4
Average Days on Market	235	146	116	117	147	186	149	100	138	165	143
Sales at List Price	6	1	29	9	9	15	4	19	92	21	113
Percent of Sales at List Price	60.0	25.0	76.3	50.0	64.3	57.7	57.1	59.4	61.7	67.7	62.8
Sales to Listing Inventory Ratio	29.4	23.5	79.2	90.0	51.9	59.1	70.0	64.0	59.6	40.3	55.0
Final Sale to New Listing Ratio	62.5	100.0	80.9	69.2	100.0	74.3	53.8	69.6	74.1	57.4	70.6

CLOSED SALES TYPE

Foreclosure/REO	3	1	6	1	1	3	2	4	21	10	31
Seller Concessions	0	0	1	0	0	0	0	0	1	0	1
Short Sale	4	2	12	7	4	13	2	9	53	9	62
Standard	3	1	18	10	9	10	3	19	73	12	85
Not Specified	0	0	0	0	0	0	0	0	0	0	0

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	2	20	5	13	18	2	29	89	11	100
Total Active Listings	1	1	15	5	15	9	5	24	75	14	89
Average Days on Market	126	20	55	28	95	98	70	68	72	107	78
Average List Price in Thousands	595.0	680.0	277.4	330.8	245.7	296.3	390.2	429.8	342.8	278.0	332.6
Median List Price in Thousands	595.0	680.0	190.9	340.0	199.9	251.0	341.0	399.9	325.0	156.0	300.0
BOMS	0	0	2	1	2	3	2	3	13	3	16
Average BOM Price in Thousands	0	0	122.4	255.0	405.0	154.3	295.5	223.6	233.4	229.7	232.7
BOM to Sale Ratio	0	0	10.0	50.0	20.0	75.0	66.7	15.8	22.0	33.3	23.5
Expirations	0	0	1	0	2	0	0	4	7	0	7

PENDING SALES

New Escrows Opened	2	1	24	3	18	20	3	31	102	10	112
Total YTD Escrows Opened	2	1	24	3	18	20	3	31	102	10	112
New Open Escrows Average Days on Market	46	14	23	120	39	38	72	49	41	61	43
New Open Escrows Average List Price	372.5	165.0	197.7	241.3	154.5	234.3	248.0	319.4	240.1	314.6	246.8

CLOSED SALES:

New Escrows Closed	0	1	20	2	10	4	3	19	59	9	68
Total YTD Escrows Closed	0	1	20	2	10	4	3	19	59	9	68
Volume of New Sales Dollars in Millions	0.000	165	4.350	1.008	1.786	831	1.237	5.012	14.389	2.969	17.358
Volume of Total YTD Sales in Millions	0.000	165	4.350	1.008	1.786	831	1.237	5.012	14.389	2.969	17.358
Average Sale price in Thousands	0	165.0	217.5	504.0	178.6	207.6	412.3	263.8	243.9	329.9	255.3
Median Sale Price in Thousands	0	165.0	175.0	320.0	170.0	190.0	397.0	222.5	206.7	341.0	210.0
Coop Sales	0	0	12	1	8	4	3	12	40	7	47
Percent of Coop Sales	0	0	60.0	50.0	80.0	100.0	100.0	63.2	67.8	77.8	69.1
Average Days on Market	0	21	104	114	132	149	226	98	115	143	119
Sales at List Price	0	1	16	1	7	3	3	13	44	3	47
Percent of Sales at List Price	0	100.0	80.0	50.0	70.0	75.0	100.0	68.4	74.6	33.3	69.1
Sales to Listing Inventory Ratio	0	100.0	133.3	40.0	66.7	44.4	60.0	79.2	78.7	64.3	76.4
Final Sale to New Listing Ratio	0	50.0	100.0	40.0	76.9	22.2	150.0	65.5	66.3	81.8	68.0

CLOSED SALES TYPE

Foreclosure/REO	0	1	5	2	3	1	0	1	13	1	14
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	7	0	3	2	1	8	21	4	25
Standard	0	0	8	0	4	1	2	10	25	4	29
Not Specified	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED
355

RESIDENTIAL PROP. ESCROW OPENED
342

RESIDENTIAL PROP. ESCROW CLOSED
248

JANUARY SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	16	6	67	31	27	53	15	75	290	65	355
TOTAL ACTIVE LISTINGS	35	18	63	25	42	53	15	74	325	91	416
AVERAGE DAYS ON MARKET	72	230	83	72	129	105	71	68	95	107	98
AVERAGE LIST PRICE IN THOUSANDS	482.5	789.8	476.5	483.6	504.4	503.0	553.4	662.9	549.0	362.7	508.2
MEDIAN LIST PRICE IN THOUSANDS	430.0	689.0	395.0	425.0	419.0	440.0	610.0	480.0	449.9	248.0	422.9
BOMS	2	4	12	6	8	8	7	14	61	24	85
AVERAGE BOM PRICE IN THOUSANDS	309.5	497.0	493.6	387.3	448.5	312.0	540.7	351.4	420.4	284.0	381.9
BOM TO SALE RATIO	20.0	80.0	20.7	30.0	33.3	26.7	70.0	27.5	29.3	60.0	34.3
EXPIRATIONS	1	2	5	1	2	0	2	9	22	6	28

PENDING SALES:

NEW ESCROWS OPENED	10	9	69	26	32	53	18	67	284	58	342
TOTAL YTD ESCROWS OPENED	10	9	69	26	32	53	18	67	284	58	342
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	48	98	42	56	60	36	42	51	48	52	49
NEW OPEN ESCROWS AVERAGE LIST PRICE	349.5	547.8	303.6	340.7	335.1	361.5	604.5	435.6	380.9	295.2	366.4

CLOSED SALES:

NEW ESCROWS CLOSED	10	5	58	20	24	30	10	51	208	40	248
TOTAL YTD ESCROWS CLOSED	10	5	58	20	24	30	10	51	208	40	248
VOLUME OF NEW SALE DOLLARS IN MILLIONS	2.565	1.967	16.326	7.466	9.648	10.768	5.204	18.344	72.287	11.983	84.270
VOLUME OF TOTAL YTD SALES IN MILLIONS	2.565	1.967	16.326	7.466	9.648	10.768	5.204	18.344	72.287	11.983	84.270
AVERAGE SALE PRICE IN THOUSANDS	256.5	393.4	281.5	373.3	402.0	358.9	520.4	359.7	347.5	299.6	339.8
MEDIAN SALE PRICE IN THOUSANDS	210.0	340.0	305.0	340.0	263.0	353.0	507.0	361.0	329.0	218.3	320.0
COOP SALES	7	3	42	12	19	26	8	39	156	34	190
PERCENT OF COOP SALES	70.0	60.0	72.4	60.0	79.2	66.7	60.0	76.5	75.0	85.0	76.6
AVERAGE DAYS ON MARKET	235	121	112	116	141	112	172	99	131	160	136
SALES AT LIST PRICE	6	2	45	10	16	18	7	32	136	24	160
PERCENT OF SALES AT LIST PRICE	60.0	40.0	77.6	50.0	66.7	60.0	70.0	62.7	65.4	60.0	64.5
SALES TO LISTING INVENTORY RATIO	28.6	27.8	92.1	80.0	57.1	56.6	66.7	68.9	64.0	44.0	59.6
FINAL SALE TO NEW LISTING RATIO	62.5	83.3	86.6	64.5	68.9	56.6	66.7	68.0	71.7	61.5	69.9

CLOSED SALES TYPE

FORECLOSURE/REO	3	2	11	3	4	4	2	5	34	11	45
SELLER CONCESSIONS	0	0	1	0	0	0	0	0	1	0	1
SHORT SALE	4	2	19	7	7	15	3	17	74	13	87
STANDARD	3	1	26	10	13	29	5	29	98	16	114
NOT SPECIFIED	0	0	0	0	0	0	0	0	0	0	0

SELLING PRICE RANGE:

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	31	18	9	4	1150	1.4
100,000 TO 109,999	36	3	1	N/A	N/A	N/A
110,000 TO 119,999	29	6	4	1	4225	4.1
120,000 TO 139,999	8	7	8	5	130834	16.1
140,000 TO 159,999	29	8	11	2	6491	6.3
160,000 TO 179,999	23	5	8	2	24975	8.7
180,000 TO 199,999	47	9	12	4	1391	2.0
200,000 TO 249,999	105	32	23	10	1242	2.3
250,000 TO 299,999	47	29	23	8	600	0.8
300,000 TO 349,999	60	28	37	19	4794	0.2
350,000 TO 399,999	98	32	22	8	4608	0.6
400,000 TO 449,999	36	43	21	9	37152	6.8
450,000 TO 499,999	53	33	17	10	13990	2.6
500,000 TO 549,999	39	12	10	5	24913	4.0
550,000 TO 599,999	35	15	6	3	50350	7.2
600,000 TO 699,999	26	36	5	1	276	0.3
700,000 TO 799,999	76	23	8	6	23988	2.8
800,000 TO 899,999	N/A	7	N/A	N/A	N/A	N/A
900,000 TO 999,999	526	15	1	1	225000	19.6
1,000,000 TO 1,999,999	154	26	2	1	582499	36.4
MORE THAN 2,000,000	N/A	4	N/A	N/A	N/A	N/A
TOTALS	58	391	228	99	17473	1.6

LISTINGS

355

2013 RMLS TOTAL - \$ VOLUME

84,270,000

SALES

248

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS

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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. 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

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