

REALTOR® REPORT

April/May, 2013

The Official Publication of Southland Regional Association of REALTORS®

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STATEWIDE PRICE HIGHEST IN FIVE-YEARS

BY SHARON BARRON, PRESIDENT, AND DAVID R. WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS

Heated market conditions fueled by a tight inventory and strong sales in higher-cost coastal regions drove California's median home price in March to its highest level since May 2008, the California Association of Realtors reported Monday.

"Home sales declined moderately from last year as an extreme shortage of available homes continued to dictate the market," said C.A.R. President Don Faught. "Statewide inventory dropped 36 percent from last March and was below 3 months for the second time in the past few months. Supply conditions are

particularly tight in the lower-priced segment of the market, as inventory for homes priced below \$300,000 plunged more than 50 percent from the previous year." Closed escrow sales of existing, single family detached homes in California during March were down 4.9 percent from March 2012. With demand heavy and supply tight, the statewide median price of an existing, single family detached home climbed 13.7 percent from February's \$333,380 median price to \$378,960 in March, reversing a two-month decline. The month-to-month increase was the highest since C.A.R. began tracking this statistic in 1979. The March price was up 28.2 percent from \$295,630 recorded in March 2012, marking the 13th consecutive month of annual price

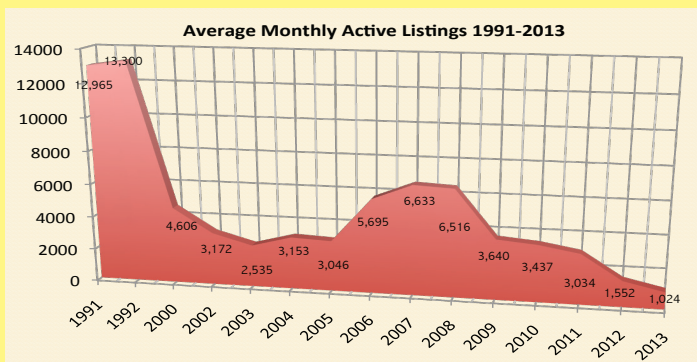
increases and the ninth consecutive month of double-digit annual gains. "No doubt the dearth of home listings is driving the upsurge in the median price, as is an increase in sales in the higher-priced segments," said C.A.R. Vice President and Chief Economist Leslie Appleton-Young. "Sales of homes priced \$500,000 and higher are up more than 34 percent from last year, and have been on a rising trend since early 2012. Sales growth in the coastal regions – Marin, Orange, San Diego, and San Luis Obispo, in particular – helped push the statewide median price up to the highest level in more than four years."

The available supply of homes for sale fell significantly in March, falling to a 2.9-month supply, as measured by C.A.R.'s Unsold Inventory Index. The March Unsold Inventory Index for existing, single-family detached homes was down from 3.6 months in February and down from 4.2 months in March 2012. A six- to seven-month supply is considered normal. Mortgage rates edged up in March, with the 30-year fixed-mortgage interest rate averaging 3.57 percent, up from 3.53 percent in February but down from 3.95 percent in March 2012, according to Freddie Mac. Homes continued to move off the market faster in March, with the median number of days it took to sell a single-family home decreasing to 29.4 days in March, down from 34.2 days in February and down from 52.2 days for the same period a year ago.

Prices Surging as Inventory Limits Sales

The median price of homes sold in the San Fernando Valley during March increased 13.6 percent while the condo median jumped 22.2 percent from year ago levels, pushed higher by a near record-low number of properties listed for sale, the Southland Regional Association of Realtors will report this week.

Preliminary statistics indicated that home sales for March nearly equaled the tally from a year ago, while condo sales were expected to surge in excess of 20 percent. With buyers out in force and virtually all listings receiving multiple and sometimes dozens of offers, the lack of listings is the major impediment to full recovery of the local home resale market. The rate of decline in listings — down 34.0 percent for first three months of 2013 compared to 48.8 percent for all of 2012 — has slowed, primarily because it couldn't go much lower and the spring homebuying season typically yields additional listings. The full March report will be released Monday.



Resale prices are being driven higher by the record-low number of active listings and growing numbers of prospective buyers. Listings for March were down 45.9 percent compared to March 2012, and the average annual active listing total for the first three months of this year hit a record low of 1,024. Listings peaked for the most recent boom cycle with a monthly average of 6,633 set in 2007.

compared to 48.8 percent for all of 2012 — has slowed, primarily because it couldn't go much lower and the spring homebuying season typically yields additional listings. The full March report will be released Monday.

CONSUMER PRICE INDEXES

MARCH 2013

\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	MAR 2012	FEB 2013	MAR 2013	FEB 2012	MAR 2013	MAR 2013
Los Angeles - Riverside - Orange County	236.941	239.753	239.995	2.2	1.3	0.1



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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QUICK TIPS WHEN PREPPING

BY SHARON BARRON, PRESIDENT, AND DAVID R. WALKER

Sellers can increase the chances of a quick sale at a higher price by taking simple steps to improve the curb appeal of their home.



Sharon Barron
2013 SRAR President

Yet, it's often a major test of a Realtor's skill to convince owners of even high-end homes to take simple, vitally essential steps in preparing their home as the Spring home buying season gets underway. Regardless of the price range, in my experience, homes that have been updated and prepped properly for sale garner more attention, more bidders, and a higher price. On the

interior, I suggest paying special attention to floor treatments, especially if the house has wood floors. For a "Wow!" factor that impresses buyers, refinish hardwood floors. It's not a quick, inexpensive fix, but it is a sure way to make a home sparkle while convincing buyers the rest of the house is in stellar condition. Also, hide the clutter, simplify, make the house clean looking, even if that means renting a storage locker to house excess furniture and decorations. With the arrival of the Spring home buying season — which is the best time to put a house on the market — improving a home's curb appeal is equally essential and highly effective. Make sure walkways and beds are packed with a kaleidoscope of colorful flowers. Since curb appeal strongly influences home values, springtime is a chance for all owners in any neighborhood to spruce up their yard, especially if the neighbors are trying to sell their home.

Keep in mind that curb appeal works in both directions. If a for-sale house down the block is in disrepair, it almost certainly will sell for less than it might otherwise. And that comparable sale drives down the value of all homes. Here are five projects that add to a home's value and neighborhood appeal: • Landscape for curb appeal by planting new sod to cover bare spots in the lawn, trimming shrubs, and adding colorful spring flowers to the front yard. • Add outdoor lighting to highlight a home's best features while shining a spotlight on a spacious yard. • Clean siding, whether it's brick, wood, or vinyl, by using a long-handled, soft-bristled brush, mild soap, and water. • Create a little cool curb appeal with house numbers — that is, dress up the address. • Freshen up the look of winter ravished patio furniture with new pillows, a bright umbrella, or a colorful tablecloth. In short, sometimes quick, inexpensive fixes can make any home shine.

2013 NATIONWIDE OPEN HOUSE

Many sellers' Realtors will be holding open houses on Saturday and Sunday, April 20 and 21, as part of a nationwide campaign to help families achieve their dream of owning a home.

While the Internet is a force in the world of modern real estate, traditional open houses continue to be extremely effective. The weekend is organized by state and local Realtor associations across the country and around the world, uniting Realtors as they host thousands of open houses homeownership and bringing buyers and sellers together. "Realtor Nationwide Open House is a fantastic opportunity

for those interested in homeownership to connect with a Realtor who can offer expert guidance and advice on the homebuying process," said Moe Veissi, 2013 National Association of Realtors immediate past president. "During the weekend Realtors will be on hand to answer questions about the local housing market and provide insights into the social and financial benefits of homeownership. Open houses are also a great way for potential buyers to get a feel for what is available in their local market." According to NAR's 2012 Profile of Home Buyers and Sellers, 45 percent of all buyers used open houses as a

source in their home search process. This figure suggests the value of open houses even in the Internet era. In fact, 46 percent of the buyers who went to open houses found out about them through internet searches.



**NATIONWIDE
OPEN HOUSE**
REALTOR WEEKEND APRIL 20-21, 2013

REALTOR® 2013 *Success* Expo on the *Horizon*

June 13, 2013
9:00am to 2:30pm

The Odyssey
15600 Odyssey Drive
Granada Hills, CA 91344

**Tables on Sale
NOW!**

Reserve by
May 1st and
get \$50 off

Affiliates \$400
Non-Affiliates \$475

Scan the QR code to
download the table
reservation form.
Or contact Jason
Arancibia at
818-947-2298 or
JasonA@srar.com.





Leadership Institute



2013 - Preparing Tomorrow's Leaders Today

ANNOUNCING SRAR'S 2013 LEADERSHIP INSTITUTE

SRAR is proud to announce the launch of the 2013 Leadership Institute – a series of courses designed to groom newer real estate professionals into leaders of tomorrow.

The Leadership Institute consists of six courses being offered over a six month period of time (one course per month) and will cover a variety of topics pertinent to today's industry. Participants will be selected through an application process. Once accepted, the registration fee is \$99. Upon full completion of all six courses, participants will receive a \$50 refund along with a certificate of completion from the 2013 SRAR President, Sharon Barron, recognition in REALTOR Report, LA Times & Daily News.

Fee includes all course materials, lunch during each course, and bus transportation to the C.A.R. Expo in Long Beach during the October course.

The Leadership Institute was initially introduced in 2007; however, due to the unfortunate circumstances of the market, funds were simply not available to continue it. This year, we are reintroducing the program as a slightly abbreviated version. The Institute previously consisted of nine courses – the 2013 program has been shortened to six of the most substantive topics.

Program Schedule:

Mechanics of an Association

June 14, 2013

11:00AM to 2:00PM

The purpose of this course is to teach participants about the inner workings of SRAR - its staff, committees, and leadership.

Multiple Listing Service

July 15, 2013

10:45AM to 2:15PM

This course will cover the rules of CRISNet MLS, assessments schedule and hearing panels for violations, as well as tips on how to avoid assessments.

Education & Fair Housing

August 9, 2013

10:45AM to 2:15PM

This two-part course will teach participants the importance of continuing education

and expose them to the multiple outlets to receive education. The second portion will cover fair housing rules and regulations all agents must know.

Governmental Affairs

September 13, 2013

10:00AM to 2:00PM

This course covers all aspects of legislation as it pertains to real estate on a local, state, and national level.

C.A.R. Expo - Long Beach

October 9, 2013

10:00AM to 4:00PM

During this day, participants will be bused to the C.A.R. Expo in Long Beach, CA where they will be exposed to organized real estate on the state level.

Time will be allotted for browsing the Expo and participants will sit in on various open meetings.

Professional Standards & Ethics/ Arbitration

November 15, 2013

10:00AM to 3:00PM

The final course of the program will cover professional standards guidelines, the National Code of Ethics, and advertising guidelines. At the end of the course, each participant who has successfully completed all other courses, will be presented a certificate of completion by our 2013 President, Sharon Barron.

The Institute is one of SRAR's most prestigious offerings and applicants are carefully chosen by a committee appointed by the President. They will be looking for SRAR members who are newer to the real estate industry (licensed within the past five years or so), a strong desire to get involved in organized real estate, an interest in community leadership, commitment, dedication, and a desire to learn and grow.

For more information on the 2013 SRAR Leadership Institute, and to download the application, visit leadership.srar.com or contact SRAR's Director, Member & Community Relations, Joey Lewis at 818-947-2256.

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SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

*Charity Golf
Classic*

Presented by

Point2

Tuesday, July 16, 2013

**Moorpark County Club
11800 Championship Dr.
Moorpark, CA 93021**

8:30 a.m. Registration

10:00 a.m. Shotgun Start

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



Player Sign-Up Form

GOLFERS - \$150 per golfer. Full payment for all players must accompany this form.

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

#1: _____ Phone: _____ Email: _____

#2: _____ Phone: _____ Email: _____

#3: _____ Phone: _____ Email: _____

#4: _____ Phone: _____ Email: _____

ROOKIE PACKAGE - \$50/Person

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

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

#1: _____ Phone: _____ Email: _____

#2: _____ Phone: _____ Email: _____

AWARDS DINNER ONLY - \$40/Person

Number of dinner tickets @ \$40 each: _____

Contact Information:

Name: _____

Address: _____ ZIP _____

E-Mail _____

Phone Number: _____ Cell _____

Method of Payment:

_____ Credit Card

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

Credit Card Type: _____ MasterCard _____ VISA _____ Discover _____ Amex

Name as it appears on card: _____

Card Number: _____ - _____ - _____

Expiration Date: _____ / _____

Authorizing Signature: _____

**Return this registration
form to Karen Marten**

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

2013 Golf Classic Sponsorship Opportunities

Tuesday, July 16, 2013

8:30 a.m. Registration | 10:00 a.m. Shotgun Start

ACE \$5,000

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

EAGLE \$2,500

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

BIRDIE \$1,500

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

SNACK & BEVERAGE \$1,000

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



Moorpark Country Club
11800 Championship Dr., Moorpark, CA 93021

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

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

Sponsor Name: _____

Contact: _____

Address: _____

City: _____

State: _____

Zip: _____

Phone: _____

Email: _____

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

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

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

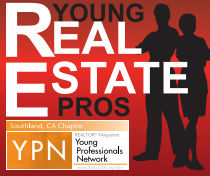
Name as it appears on card: _____

Credit card # _____

Exp. Date: _____

Signature: _____

A FUNDRAISING EVENT FOR CAR'S EDUCATIONAL FOUNDATION



a Taste for Charity

6-8 PM
MONDAY
APRIL 29TH

\$30
PER PERSON

All proceeds
benefit CAR's
Educational Foundation



Total Wine & More

19336 Nordhoff St, Northridge, CA 91324



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

SPACE IS LIMITED, SO BE SURE TO RESERVE YOUR TICKETS NOW!

NUMBER OF TICKETS AT \$30 EACH: _____

TOTAL AMOUNT TO BE CHARGED: _____

CREDIT CARD # _____
(Mc/VISA/AMEX/DISCOVER)

EXPIRATION DATE: _____

AUTHORIZED SIGNATURE: _____

Form can be faxed to 818-786-4541 – Attn: Joey Lewis or Jason Arancibia

FREE E-Waste Collection Event

*Together
we can all
make a
difference!*



NO FURNITURE, PAINT, OR BATTERIES ACCEPTED

Where:

7232 Balboa Blvd.
Van Nuys, CA 91406

When:

Saturday, May 18, 2013
9:00am-3:00pm



For more information or future
collection events/opportunities

SCV Metals: 818-782-5050
www.scvrecycling.com
scvrecycling@yahoo.com

SCV Metals is a State Approved E-Waste Collector
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CEWID#: 113279

Electronic Items Accepted:

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Video Game Consoles, Laptops, Cameras, Camcorders, Internet Devices, Keyboards, MP3 Players,
Stereos, VCR & DVD Players, Cellphones, Telephone Equipment, Air Conditioners, Appliances,
All Scrap Metal

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Endeavor To Achieve Homeownership Home Buyer Fair

Saturday, May 25, 2013

9:00am-5:00pm

California Science Center Home of the Space Shuttle Endeavour
700 Exposition Park Drive, Los Angeles, CA 90037



-  **FREE ADMISSION**
-  **Sessions in English/Spanish**
-  **Down Payment Assistance**
-  **Credit Repair**
-  **Avoiding Foreclosure**
-  **Find out how you can receive up to
\$30,000 in down payment assistance**
-  **Free giveaways and much, much, more!**

For more information: <http://on.car.org/homefair>



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 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.

FIRST POSTING

Backes, Kevin
SCV Real Estate Company
24715 Aven Ave.
Newhall, CA. 91321

Brooks, Jacqueline
Brooks Realty
15147 Orsego St.
Sherman Oaks, CA. 91403

Cheney, Darrell D.
Darrell Cheney Realty
23741 Highlander Rd.
West Hills, CA. 91307

Haddad, Ana Elia
Ana Elia Haddad
6544 Saint Clair Ave.
North Hollywood, CA. 91606

Hairapetian, Anthony Vartan
Anthony Hairapetian
22690 Margarita Dr.
Woodland Hills, CA. 91364

Henderson, Kimberly
Kimberly Henderson
19439 Hayne St.
Reseda, CA. 91335

Hill, Thomas Kent
Thomas Realty
2701 Redwood Road
Napa, CA. 94558

Karapetyan, Karo Gary
American Investment Group
23975 Park Sorrento, Suite #110
Calabasas, CA. 91302

Karmaly, Karim
Karim Karmaly
19400 Business Center Dr. #109
Northridge, CA. 91324

Kim, Phillip
Phillip Kim
19600 Turtle Springs Way
Northridge, CA. 91326

Lefever, Timothy John
California Investment
Properties
6359 Auburn Blvd. Ste. B
Citrus Heights, CA. 95621

Lovitt, Shirley
Symbolic Realty
6119 Zelzah Ave.
Encino, CA. 91316

Malek, Renee Maria
Renee Malek
6121 Hilltop Ct.
Rancho Cucamonga, CA. 91326

Mehra, Sunil
Sunil Mehra
28915 Thousand Oaks Blvd.
#1002
Agoura Hills, CA. 91301

Miller, Mark Jonathan
Barcode Properties.com
468 North Cander Drive,
Suite 200
Beverly Hills, CA. 90210

Nehme, Pierre Assaad
Exit Homewell Realty
3237 East Guasti Rd. #120 A
Ontario, CA. 91761

Poghossian, Harmik
Prime Realty
1010 N. Central Ave. Ste. 300
Glendale, CA. 91202

Roach, Patrick Henry
Exit Realty SCV
25949 The Old Road
Stevenson Ranch, CA. 91381

Rome, Gerald
Gerald L. Rome
7100 Hayvenhurst Ave.
Suite PHC
Van Nuys, CA. 91406

Alvarez, Beverly G. / Rodeo Realty / Encino
Apavajirut, Savaluck / Gold Star Realty / Encino
Apple, Robert Maxwell / Hollander & Company / Northridge
Ascencia, Gerardo / San Fernando Realty, Inc. / San Fernando
Ashurov, Marina / Empire Estates Group, Inc. / Tarzana
Atalah, Cindy / SCV Home Buyer / Valencia
Arias, Meny / Keller Williams Realty / Studio City
Bargman, Marina L. / Pacific Inter Capital Investment Solutions Inc. / Tarzana
Benavides, Ricardo Montoya / Rodeo Realty, Inc. / Studio City
Bennett, Tiffany / Realty Executives / Valencia
Benoliel, Maya / Sapphire Investment Properties / Studio City
Boudaghi, Suzan / Keller Williams Encino-Sherman Oaks / Encino
Boustani, Borna / Pinnacle Estate Properties, Inc. / Encino
Branden, Tracy Mark / Keller Williams Realty / Westlake Village
Cabrera, Elba Beatriz / General Realty Group, Inc. / Sherman Oaks
Carvalho, Paola / Allied Realty Inc. / Woodland Hills
Cespedes, Jan / Kellar-Davis, Inc. / Santa Clarita
Cespedes, Virginia / Kellar-Davis, Inc. / Santa Clarita
Chernukha, Sergiy / Keller Williams Realty Calabasas / Calabasas
Chivichyan, Arthur / Prudential California Realty / Sherman Oaks
Corpening, Dean Arthur / Atlantic & Pacific Real Estate / Westlake Village
Crane, Adam / RE/MAX of Santa Clarita / Santa Clarita
Crown, David / C L P M Inc. / Simi Valley
Daghbashyan, Vardan / Jupiter Properties / Glendale
Daniels, Scott Benjamin / Rodeo Realty / Northridge
Davydova, Oksana / Rodeo Realty / Studio City
Devine, Benja J. / Century 21 All Moves / Granada Hills
Dickerson, Angela M. / Estates of Today / Tarzana
Dimakides, Stephanie / Coldwell Banker / Sherman Oaks
Dominguez, Diego Marconi / Malibu Funding, Inc. / Malibu
Dowling, Konrad / Century 21 All Moves / Granada Hills
Dugum, Lisa / Trimax Real Estate Service / Van Nuys
Flores, Fabio A. / Keller Williams Realty / Northridge
Garces, Juliana M. / Pinnacle Estate Properties / Northridge
Garcia Fuentes, Esmaily Orlando / Keller Williams Realty North Valley / Granada Hills
Gochicoa Jr., Andrew Joseph / Malibu Funding, Inc. / Malibu
Goldfarb, Dawn / Coldwell Banker / Calabasas
Gong, Brent Steven / Malibu Funding, Inc. / Malibu
Gonzales Jr., George Gary / Malibu Funding, Inc. / Malibu
Gorgyan, Sevak / Dilbeck Realtors Realty / Studio City
Guzman-Gomez, Crystal B. / Keller Williams / Studio City
Hahn, Eric S. / Best Realty & Investment, Inc. / Granada Hills
Harkey, Victoria Lynn / Keller Williams Realty Calabasas / Calabasas

RESPONSIBLE REALTOR® APPLICANTS

SECOND POSTING

Alajov, Doreen Mario
Rhyton Capital Inc., dba Dare Property Management
13351 Riverside Dr. #358
Sherman Oaks, CA. 91423

Clark, Marina
Marina Clark
20501 Ventura Blvd. #322
Woodland Hills, CA. 91364

Fayad, Ziyad
ZF Global
506 W. Broadway #131
Glendale, CA. 91203

Garcia, Catherine Soriano
Catherine Garcia Realty
718 N. Dos Robles Pl.
Alhambra, CA. 91801

Gomez, Jose Valemar
Pacific Southland Realty
15760 Ventura Blvd. 7th Floor
Encino, CA. 91436

Harrington, Mark Ellis
Harrington Real Estate
17040 Countess Place
Encino, CA. 91436

Ioannidou, Marianthe
Pch Real Estate Investment Inc.
14560 Clark St. #215
Sherman Oaks, CA. 91411

Jamison, Tiffany Ababa
One Stop Realty Solutions
21900 Burbank Blvd. #3106
Woodland Hills, CA. 91364

Kachami, Christian L.
Christian L. Kachami
28775 Eagleton St.
Agoura Hills, CA. 91301

Parker, Michael Ross
Lux Realty
24313 Vanowen St.
West Hills, CA. 91307

Rozumny, Vladimir
VLADIMIR ROZUMNY
6304 Comellia Ave.
North Hollywood, CA. 91606

Stepanian, Vachik
Cititwide Realty
1155 N. Columbus Ave. #101
Glendale, CA. 91202

Walter, Andrew
Andrew Walter
8608 Gregory Way #1
Los Angeles, CA. 90035

REALTOR® APPLICANTS

Hepple, Patricia Ann / Troop Real Estate, Inc. / Simi Valley
Hinson, Donald / Short Modify Inc. / Stevenson Ranch
Howey, Ryan Matthew / The Real Estate Plaza / Granada Hills
Hubert, Hellen / Keller Williams VIP Properties / Valencia
Izadpanahi, Kourash / Rodeo Realty / Calabasas
Jones, Kim / White House Properties / Encino
Kabchanian, Jasmine / Stand United Realty & Finance, Inc. / Mission Hills
Keough, Patrick James / Sapphire Investment Properties / Valley Village
Khurram, Syed Ali / Summit Realty Group / Newport Beach
Kim, Yong S. / Best Realty & Investment, Inc. / Granada Hills
Knapp, Alan Harold / Keller Williams Realty / Westlake Village
Knight, Peter Hawkins / Citrus Grove Real Estate & Lending / Castaic
Kohan, Navid / Century 21 Adobe Realty / Agoura Hills
Korade, Linda Rothacker / Prudential Calif. Realty / Calabasas
Krull, Alexa Michel / Keller Williams Realty / Studio City
Luck, Dominique Christina / Re/Max Estates / Agoura Hills
London, Judith A. / Michael Smerdel / Chino Hills
Lastra, Pete Berenguer / B & Co Realty / Glendale
Lau, Louisa PuiYee / Re/Max Grand Central / Tarzana
Lieberman, Michelle / Capital Universal Realty Inc. / Chatsworth
Livni, Donna / Peak Realty Co. / Woodland Hills
Loyal, Suresh / Century 21 All Moves / Granada Hills
Magana, Norma / Gold Star Realty / Encino
Magpantay, Dave Christopher / Realty Executives / Valencia
Martinson, Loni Jean / Keller Williams VIP Properties / Valencia
Mattson, Alexander / California Investment Properties / Citrus Heights
Mc Afee, Laurel / Dilbeck Realtors / Santa Clarita
Migliore, Marie L. / Keller Williams VIP Properties / Valencia
Minniti, Leslie / Pinnacle Estate Properties / Encino
Miroli, Mary Marjorie / Rodeo Realty / Sherman Oaks
Morales, Jose Jesus / SFV Associates / San Fernando
Mouser, Deanna Goodwin / Keller Williams World Media Center / Burbank
Mousseau, Derek R. / Keller Williams Realty Antelope Valley / Palmdale
Murphy, Dana W. / Redfin Corporation / Long Beach
Naraghi, Hamid Bruce / Coldwell Banker Quality Properties / Northridge
O'Donogue, Lucia / A Team Realty, Inc. / Woodland Hills
Orellana, Marvin Eduardo / Century 21 All Moves / Granada Hills
Papile, Linda / Coldwell Banker Residential Brokerage / Studio City
Parpovich, Deborah / Atlantic & Pacific Real Estate Inc. / Westlake Village
Pashley, Trevor R. / Keller Williams / Studio City
Paz, Rafael / Real Estate eBroker Inc. / Carlsbad
Perez, Teresita De Jesus / Care 4 U Realty / Granada Hills
Rafelle, Aaron David / Coldwell Banker Residential Brokerage / Studio City

Ramirez Ortiz, Eduardo Manuel / Park Regency Realty / Granada Hills
Rassam, John Emile / VasTree Real Estate / Arcadia
Reavis, Dawn Audrene / Coldwell Banker / Calabasas
Reeve, Shellie / RE/MAX of Valencia / Valencia
Rivera, Rocio / Genesis Realty / Irvine
Roberts, Emelinda M. / Exit Realty Granada / Granada Hills
Rodriguez, Jesus Humberto / EB Properties, Inc. / Mission Hills
Roggetti, Renee Jordan / Keller Williams Calabasas Estates / Calabasas
Sahakian, Khachik / Keller Williams Realty / Studio City
Salama, Lidia Ester / Keller Williams Encino-Sherman Oaks / Encino
Sanders, Stephen Michael / Dilbeck Real Estate Real Living / Sherman Oaks
Sandhu, Santokh Singh / Allied Realty, Inc. / Woodland Hills
Saruri, Ronen / Dilbeck Realtors / Calabasas
Savetsilo, Tai Anthony / Rodeo Realty / Calabasas
Scheele, Matthew Joseph / California Capital Mortgage / Woodland Hills
Schneider, Jamie Lauren / Keller Williams Realty Calabasas / Calabasas
Segovia, Sandra Leonor / Keller Williams Encino - Sherman Oaks / Encino
Semmanian, Masood / Rodeo Realty / Studio City
Stadia, Erica Shannon / Coldwell Banker Residential / Calabasas
Shin, Sang Won / Malibu Funding Inc. / Malibu
Simonaitis, Elyse Irene / Keller Williams Realty / Studio City
Smith, Alejandra / Keller Williams VIP Properties / Valencia
Solo-Vorperian, Olga / Ramsey-Shilling Assoc. / Toluca Lake
Spalione, Sara / HomeSmart NCG / Newhall
Stancie, Joshua / Malibu Funding, Inc. / Malibu
Tan, Adrian / Realty Executives / Valencia
Tarziu, Denisa Mihaela / Keller Williams Realty Calabasas / Calabasas
Tennesen, Kenneth Lee / Keller Williams VIP Properties / Valencia
Townsend, Penelope Lee / Rodeo Realty / Studio City
Tran, Thuy Thanh / Realty Source / El Cajon
Umana, Danny Steven / Keller Williams World Media Center / Burbank
Varuzhanyan, Ruzanna / Standard Home Realty / Studio City
Venable, Sophia / Gold Star Realty / Encino
Vivar, Jorge Luis / Park Regency Realty / Granada Hills
Ward, O Rex / Rodeo Realty / Sherman Oaks
Warner, Susana / Rodeo Realty / Encino
Westberg-Crossman, Ariel McKenzie / Keller Williams Realty / Studio City
Yassini, Shahab / Keller Williams Realty Calabasas / Calabasas
Yeck, Jacqueline Uyen / RE/MAX Olson & Associates / Porter Ranch
Yun, Sung Su / Best Realty & Investment, Inc. / Granada Hills
Zwahlen, Kristen Kelly / Keller Williams Realty / Westlake Village

RESIDENTIAL PROPERTIES LISTED

1,377

MARCH SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,337

RESIDENTIAL PROP. ESCROW CLOSED

1,071

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	118	206	143	174	223	864	513	1,377
TOTAL ACTIVE LISTINGS	140	241	182	171	281	1,015	780	1,795
AVERAGE DAYS ON MARKET	110	85	79	80	84	86	115	99
AVERAGE LIST PRICE IN THOUSANDS	281.7	803.5	836.2	630.3	1,129.6	798.5	562.3	695.9
MEDIAN LIST PRICE IN THOUSANDS	270.0	550.0	499.0	490.0	625.0	490.0	313.0	410.0
BOMS	21	40	35	29	61	186	99	285
AVERAGE BOM PRICE IN THOUSANDS	289.0	542.6	673.8	531.0	758.9	607.8	443.1	550.6
BOM TO SALE RATIO	19.8	23.5	32.7	22.0	33.9	26.8	26.6	26.6
EXPIRATIONS	15	17	10	9	21	72	56	128

PENDING SALES:

NEW ESCROWS OPENED	147	174	139	175	220	855	482	1,337
TOTAL YTD ESCROWS OPENED	387	465	358	429	569	2,208	1,192	3,400
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	32	32	37	29	44	35	42	38
NEW OPEN ESCROWS AVERAGE LIST PRICE	278.0	621.5	587.0	499.3	654.7	540.4	396.9	488.6

CLOSED SALES:

NEW ESCROWS CLOSED	106	170	107	132	180	695	376	1,071
TOTAL YTD ESCROWS CLOSED	297	377	274	372	444	1,764	957	2,721
VOLUME OF NEW SALE DOLLARS IN MILLIONS	27.613	86.980	55.539	58.492	104.098	332.722	138.086	470.808
VOLUME OF TOTAL YTD SALES IN MILLIONS	77.900	199.089	145.447	162.949	269.381	854.767	341.648	1,196.415
AVERAGE SALE PRICE IN THOUSANDS	260.5	511.6	519.1	443.1	578.3	478.7	367.3	439.6
MEDIAN SALE PRICE IN THOUSANDS	262.0	420.0	360.0	410.0	461.0	395.0	295.0	365.0
COOP SALES	77	137	73	88	135	510	295	805
PERCENT OF COOP SALES	72.6	80.6	68.2	66.7	75.0	73.4	78.5	75.2
AVERAGE DAYS ON MARKET	112	111	120	105	102	109	131	117
SALES AT LIST PRICE	73	101	70	86	102	432	228	660
PERCENT OF SALES AT LIST PRICE	68.9	59.4	65.4	65.2	56.7	62.2	60.6	61.6
SALES TO LISTING INVENTORY RATIO	75.7	70.5	58.8	77.2	64.1	68.5	48.2	59.7
FINAL SALE TO NEW LISTING RATIO	89.8	82.5	74.8	75.9	80.7	80.4	73.3	77.8

CLOSED SALES TYPE

FORECLOSURE/REO	20	7	10	14	18	69	67	136
SELLER CONCESSIONS	0	0	0	0	0	0	1	1
SHORT SALE	28	36	22	28	40	154	106	260
STANDARD	56	126	74	89	121	466	198	664
OTHER	2	1	1	1	1	6	6	12

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
SELLING PRICE RANGE:						
LESS THAN 100,000	88	75	33	16	31330	10.2
100,000 TO 109,999	57	12	13	6	3610	2.4
110,000 TO 119,999	72	21	13	5	107490	7.7
120,000 TO 139,999	95	42	24	7	6993	9.1
140,000 TO 159,999	61	54	32	16	4361	1.7
160,000 TO 179,999	33	45	40	16	4967	1.1
180,000 TO 199,999	39	44	39	13	2846	0.3
200,000 TO 249,999	68	128	93	32	5179	0.9
250,000 TO 299,999	35	164	90	38	4082	0.4
300,000 TO 349,999	36	171	123	49	94	0.9
350,000 TO 399,999	42	135	113	39	559	1.2
400,000 TO 449,999	42	92	99	32	1746	0.8
450,000 TO 499,999	38	111	62	23	6562	0.5
500,000 TO 549,999	73	53	48	22	11664	0.9
550,000 TO 599,999	66	83	45	25	11409	1.5
600,000 TO 699,999	42	118	48	22	12922	1.3
700,000 TO 799,999	54	78	44	26	178876	4.6
800,000 TO 899,999	30	57	30	19	10411	1.1
900,000 TO 999,999	36	44	30	19	28186	2.3
1,000,000 TO 1,999,999	44	169	46	24	62800	3.4
MORE THAN 2,000,000	32	104	7	5	99000	3.1
TOTALS	48	1800	1072	454	17340	0.8

LISTINGS

3,883

2013 RMLS TOTAL - \$ VOLUME

\$1,196,415,000

SALES

2,773

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	
	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	
	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		1,218	821	353.8	67.4	
	2878	792	429.0	27.5		2004	1,148	428.6	57.3		2,231	1,131	523.3	50.7		1,875	1,050	430.7	56		1,515	1085	427.4	71.6		1377	1337	470.8	77.8	
	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						
	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						
	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						
	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						
	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						
	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						
	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						
	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						
	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						
	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 MARCH

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	82	136	96	129	166	609	378	987
Total Active Listings	97	163	128	135	223	746	597	1,343
Average Days on Market	118	93	86	77	92	92	108	99
Average List Price in Thousands	295.8	990.6	914.5	672.9	1,318.3	927.7	620.7	791.2
Median List Price in Thousands	289.0	699.0	679.0	535.0	729.9	595.0	324.9	475.0
BOMS	13	20	26	20	44	123	71	194
Average BOM Price in Thousands	349.7	707.9	750.3	544.4	858.6	706.3	477.5	622.6
BOM to Sale Ratio	17.8	17.7	38.2	19.2	31.4	24.7	25.6	25.0
Expirations	10	10	8	8	18	54	45	99
PENDING SALES								
New Escrows Opened	108	115	93	131	166	613	364	977
Total YTD Escrows Opened	277	313	243	316	420	1,569	889	2,458
New Open Escrows Average Days on Market	33	31	42	30	45	37	40	38
New Open Escrows Average List Price	307.9	743.9	730.3	534.5	742.9	620.0	413.3	543.0
CLOSED SALES:								
New Escrows Closed	73	113	68	104	140	498	277	775
Total YTD Escrows Closed	214	246	178	277	337	1,252	686	1,938
Volume of New Sales Dollars in Millions	20.911	65.013	44.967	49.740	89.107	269.738	107.751	377.489
Volume of total YTD Sales in Millions	60.565	151.901	119.000	131.305	228.558	691.330	255.638	946.968
Average Sale price in Thousands	286.5	575.3	661.3	478.3	636.5	541.6	389.0	487.1
Median Sale Price in Thousands	290.0	499.0	445.0	435.0	506.0	430.0	300.0	400.0
Coop Sales	53	89	46	70	107	365	220	585
Percent of Coop Sales	72.6	78.8	67.6	67.3	76.4	73.3	79.4	75.5
Average Days on Market	112	109	119	95	104	106	131	115
Sales at List Price	48	63	40	66	79	296	168	464
Percent of Sales at List Price	65.8	55.8	58.8	63.5	56.4	59.4	60.6	59.9
Sales to Listing Inventory Ratio	75.3	69.3	53.1	77.0	62.8	66.8	46.4	57.7
Final Sale to New Listing Ratio	89.0	83.1	70.8	80.6	84.3	81.8	73.3	78.5
CLOSED SALES TYPE								
Foreclosure/REO	16	4	3	11	10	44	51	95
Seller Concessions	0	0	0	0	0	0	1	1
Short Sale	17	25	10	21	30	103	72	175
Standard	38	83	54	71	100	346	148	494
Other	2	1	1	1	0	5	6	11

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	36	70	47	45	57	255	135	390
Total Active Listings	43	78	54	36	58	269	183	452
Average Days on Market	92	67	62	92	52	70	135	96
Average List Price in Thousands	250.0	412.6	650.7	470.5	404.3	440.4	372.0	412.7
Median List Price in Thousands	250.0	365.0	310.0	349.9	325.0	320.0	295.0	310.0
BOMS	8	20	9	9	17	63	28	91
Average BOM Price in Thousands	190.4	377.2	452.7	501.4	501.0	415.4	355.7	397.1
BOM to Sale Ratio	24.2	35.1	23.1	32.1	42.5	32.0	28.3	30.7
Expirations	5	7	2	1	3	18	11	29
PENDING SALES								
New Escrows Opened	39	59	46	44	54	242	118	360
Total YTD Escrows Opened	110	152	115	113	149	639	303	942
New Open Escrows Average Days on Market	30	35	28	26	41	33	47	37
New Open Escrows Average List Price	195.2	382.8	297.3	394.7	383.6	338.6	346.5	341.2
CLOSED SALES:								
New Escrows Closed	33	57	39	28	40	197	99	296
Total YTD Escrows Closed	83	131	96	95	107	512	271	783
Volume of New Sales Dollars in Millions	6.702	21.967	10.572	8.752	14.991	62.984	30.335	93.319
Volume of total YTD Sales in Millions	17.335	47.189	26.447	31.644	40.823	163.437	86.010	249.447
Average Sale price in Thousands	203.1	385.4	271.1	312.6	374.8	319.7	306.4	315.3
Median Sale Price in Thousands	176.0	333.0	245.0	305.0	270.0	281.0	281.0	281.0
Coop Sales	24	48	27	18	28	145	75	220
Percent of Coop Sales	72.7	84.2	69.2	64.3	70.0	73.6	75.8	74.3
Average Days on Market	111	114	122	143	98	116	132	121
Sales at List Price	25	38	30	20	23	136	60	196
Percent of Sales at List Price	75.8	66.7	76.9	71.4	57.5	69.0	60.6	66.2
Sales to Listing Inventory Ratio	76.7	73.1	72.2	77.8	69.0	73.2	54.1	65.5
Final Sale to New Listing Ratio	91.7	81.4	83.0	62.2	70.2	77.3	73.3	75.9
CLOSED SALES TYPE								
Foreclosure/REO	4	3	7	3	8	25	16	41
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	11	11	12	7	10	51	34	85
Standard	18	43	20	18	21	120	50	170
Other	0	0	0	0	1	1	0	1

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR MARCH

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	13	4	57	26	18	46	13	53	230	47	277
Total Active Listings	30	15	56	24	21	45	13	47	251	74	325
Average Days on Market	67	260	79	95	94	104	46	71	92	88	91
Average List Price in Thousands	474.4	779.0	523.1	660.2	516.2	662.4	694.6	797.1	630.3	391.1	575.8
Median List Price in Thousands	430.0	739.8	425.0	439.9	519.0	499.9	695.0	639.5	494.9	265.0	459.0
BOMS	2	6	6	8	3	12	5	11	53	12	65
Average BOM Price in Thousands	312.5	535.5	421.9	391.8	374.3	492.4	587.7	507.9	472.8	335.5	447.5
BOM to Sale Ratio	25.0	85.7	12.0	38.1	33.3	28.6	35.7	22.4	26.5	32.4	27.4
Expirations	1	2	2	2	1	1	1	4	14	7	21

PENDING SALES

New Escrows Opened	9	4	50	20	22	42	12	69	228	48	276
Total YTD Escrows Opened	27	14	129	68	45	107	34	152	576	151	727
New Open Escrows Average Days on Market	115	44	30	26	80	30	54	33	40	34	39
New Open Escrows Average List Price	316.6	422.0	381.6	370.4	598.7	478.2	664.5	551.9	483.9	329.3	457.0

CLOSED SALES:

New Escrows Closed	8	7	50	21	9	42	14	49	200	37	237
Total YTD Escrows Closed	22	17	122	55	32	98	30	119	495	94	589
Volume of New Sales Dollars in Millions	2.787	3.754	19.089	8.035	5.611	18.020	8.425	27.746	93.467	10.760	104.227
Volume of total YTD Sales in Millions	7.051	7.796	43.124	20.193	17.497	40.706	17.259	59.731	213.356	26.420	239.776
Average Sale price in Thousands	348.4	536.3	381.8	382.6	623.4	429.0	601.8	566.3	467.3	290.8	439.8
Median Sale Price in Thousands	289.0	416.0	369.0	375.0	425.0	406.0	585.0	480.0	420.0	239.0	403.0
Coop Sales	7	6	43	15	8	30	10	34	153	22	175
Percent of Coop Sales	87.5	85.7	86.0	71.4	88.9	71.4	71.4	69.4	76.5	59.5	73.8
Average Days on Market	106	149	142	133	119	123	89	110	123	144	126
Sales at List Price	5	3	29	15	3	22	9	30	116	22	138
Percent of Sales at List Price	62.5	42.9	58.0	71.4	33.3	52.4	64.3	61.2	58.0	59.5	58.2
Sales to Listing Inventory Ratio	26.7	46.7	89.3	87.5	42.9	93.3	107.7	104.3	79.7	50.0	72.9
Final Sale to New Listing Ratio	61.5	175.0	87.7	80.8	50.0	91.3	107.7	92.5	87.0	78.7	85.6

CLOSED SALES TYPE

Other	1	0	0	0	0	0	0	0	1	0	1
Foreclosure / REO	0	0	5	4	2	3	1	1	16	3	19
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	4	19	6	1	12	2	13	57	11	68
Standard	7	3	26	11	6	27	11	35	126	23	149

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	1	25	2	11	10	7	37	93	13	106
Total Active Listings	1	1	15	4	9	7	3	21	61	17	78
Average Days on Market	185	20	42	60	46	44	15	66	53	103	64
Average List Price in Thousands	585.0	549.9	264.6	349.8	210.7	373.3	458.0	375.1	332.2	292.4	323.5
Median List Price in Thousands	585.0	549.9	268.9	299.0	135.0	339.0	449.0	327.5	300.0	249.8	299.9
BOMS	1	0	4	0	1	0	2	3	11	2	13
Average BOM Price in Thousands	294.5	0	207.5	0	94.9	0	256.0	251.6	226.0	569.0	278.8
BOM to Sale Ratio	0	0	22.2	0	4.5	0	33.3	10.0	11.6	15.4	12.0
Expirations	0	0	0	0	1	0	1	2	4	1	5

PENDING SALES

New Escrows Opened	1	1	24	0	14	10	8	36	94	14	108
Total YTD Escrows Opened	2	2	72	8	47	51	17	99	298	38	336
New Open Escrows Average Days on Market	101	61	36	0	29	18	26	30	31	40	32
New Open Escrows Average List Price	294.5	665.0	229.4	0	304.3	224.6	287.1	332.4	289.7	339.2	296.1

CLOSED SALES:

New Escrows Closed	0	0	18	1	22	18	6	30	95	13	108
Total YTD Escrows Closed	1	1	55	6	42	33	10	69	217	27	244
Volume of New Sales Dollars in Millions	0.000	0.000	3.159	445	3.920	4.612	2.089	9.272	23.497	4.338	27.835
Volume of Total YTD Sales in Millions	440	165	10.284	2.177	8.091	7.929	3.430	21.045	53.562	9.036	62.598
Average Sale price in Thousands	0	0	175.5	445.0	178.2	256.2	348.2	309.1	247.3	333.7	257.7
Median Sale Price in Thousands	0	0	150.0	445.0	190.0	239.5	245.0	285.0	220.0	320.0	225.0
Coop Sales	0	0	11	1	18	15	5	25	75	10	85
Percent of Coop Sales	0	0	61.1	100.0	81.8	83.3	83.3	83.3	78.9	76.9	78.7
Average Days on Market	0	0	112	60	153	93	154	120	123	144	125
Sales at List Price	0	0	14	1	13	14	4	24	70	9	79
Percent of Sales at List Price	0	0	77.8	100.0	59.1	77.8	66.7	80.0	73.7	69.2	73.1
Sales to Listing Inventory Ratio	0	0	120.0	25.0	244.4	257.1	200.0	142.9	155.7	76.5	138.5
Final Sale to New Listing Ratio	0	0	72.0	50.0	200.0	180.0	85.7	81.1	102.2	100.0	101.9

CLOSED SALES TYPE

Other	0	0	0	0	0	1	0	0	1	0	1
Foreclosure / REO	0	0	3	0	0	1	1	2	7	0	7
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	8	0	6	7	1	9	31	3	34
Standard	0	0	7	1	15	9	4	18	54	8	62

RESIDENTIAL PROPERTIES LISTED

383

MARCH SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP ESCROW OPENED

384

RESIDENTIAL PROP ESCROW CLOSED

345

ACTIVE INVENTORY:

NEW LISTINGS

13

5

82

28

29

56

20

90

323

60

383

TOTAL ACTIVE LISTINGS

31

16

71

28

30

52

16

68

312

91

403

AVERAGE DAYS ON MARKET

71

245

71

90

79

96

40

89

85

90

86

AVERAGE LIST PRICE IN THOUSANDS

478.0

764.6

468.5

615.9

424.6

623.4

666.8

489.9

459.9

572.0

372.7

MEDIAN LIST PRICE IN THOUSANDS

434.5

639.0

400.0

435.0

429.0

495.0

489.9

260.0

434.5

527.0

434.5

BOMS

3

6

10

8

4

12

14

14

64

14

78

AVERAGE BOM PRICE IN THOUSANDS

306.5

535.5

336.1

391.8

304.5

492.4

453.0

430.4

430.4

368.8

419.4

BOM TO SALE RATIO

307.5

85.7

14.7

36.4

12.9

20.0

17.7

28.0

21.7

28.6

EXPIRATIONS

1

2

2

2

2

1

6

18

8

26

PENDING SALES:

NEW ESCROWS OPENED

10

5

74

20

36

52

20

105

322

62

384

TOTAL YTD ESCROWS OPENED

29

16

201

76

92

158

51

251

874

189

1,063

NEW OPEN ESCROWS AVERAGE DAYS ON MARKET

114

47

32

26

60

27

43

32

37

35

37

NEW OPEN ESCROWS AVERAGE LIST PRICE

314.4

470.6

332.2

370.4

484.2

429.4

513.5

476.6

427.2

331.6

411.8

CLOSED SALES:

NEW ESCROWS CLOSED

8

7

68

22

31

60

20

79

295

50

345

TOTAL YTD ESCROWS CLOSED

23

18

177

61

74

131

40

188

712

121

833

VOLUME OF NEW SALE DOLLARS IN MILLIONS

2,787

3,754

22,248

8,480

9,531

22,632

10,514

37,019

116,964

15,098

132,062

VOLUME OF TOTAL YTD SALES IN MILLIONS

7,491

7,961

53,408

22,370

25,588

48,635

20,889

80,776

266,918

35,456

302,374

AVERAGE SALE PRICE IN THOUSANDS

348.4

536.3

327.2

385.5

307.4

377.2

325.7

468.6

396.5

302.0

382.8

MEDIAN SALE PRICE IN THOUSANDS

289.0

416.0

305.0

375.0

200.0

349.0

570.0

405.0

365.0

255.0

340.0

COOP SALES

7

6

54

16

26

45

15

59

228

32

260

PERCENT OF COOP SALES

87.5

85.7

79.4

72.7

83.9

75.0

75.0

74.7

77.3

64.0

75.4

AVERAGE DAYS ON MARKET

106

149

134

129

143

114

108

114

123

144

126

SALES AT LIST PRICE

5

3

43

16

16

36

13

54

186

31

217

PERCENT OF SALES AT LIST PRICE

62.5

42.9

63.2

72.7

51.6

60.0

65.0

68.4

63.1

62.0

62.9

SALES TO LISTING INVENTORY RATIO

25.8

43.8

95.8

78.6

103.3

115.4

125.0

116.2

94.6

54.9

85.6

FINAL SALE TO NEW LISTING RATIO

61.5

140.0

82.9

78.6

106.9

107.1

100.0

87.8

91.3

83.3

90.1

CLOSED SALES TYPE

OTHER

1

0

0

0

0

1

0

0

2

0

2

FORECLOSURE/REO

0

0

8

4

2

4

2

3

23

3

26

SELLER CONCESSION

0

0

0

0

0

0

0

0

0

0

0

SHORT SALE

0

4

27

6

7

19

3

22

88

14

102

STANDARD

7

3

33

12

21

36

15

53

180

31

211

SELLING PRICE RANGE:

LESS THAN 100,000

67

25

14

10

54356

137

100,000 TO 109,999

5

1

3

2

4000

3.5

110,000 TO 119,999

127

5

1000

1

1000

0.3

120,000 TO 139,999

57

9

9

2

2588

3.3

140,000 TO 159,999

76

5

9

6

9111

3.5

160,000 TO 179,999

35

3

10

4

3594

2.4

180,000 TO 199,999

41

9

9

3

4020

3.1

200,000 TO 249,999

53

26

37

14

1310

1.2

250,000 TO 299,999

26

34

880

8

3623

0.4

300,000 TO 349,999

39

32

41

15

3623

0.6

350,000 TO 399,999

36

20

7

17

5197

1.7

400,000 TO 449,999

51

42

34

16

11410

2.3

450,000 TO 499,999

33

37

29

16

9121

1.6

500,000 TO 549,999

34

16

16

9

8978

1.5

550,000 TO 599,999

36

16

14

5

22074

3.2

600,000 TO 699,999

33

34

15

9

23000

3.3

700,000 TO 799,999

39

17

6

4

56040

5.9

800,000 TO 899,999

81

8

2

2

84500

8.9

900,000 TO 999,999

2

16

1

N/A

15000

1.7

1,000,000 TO 1,999,999

82

21

9

6

163318

9.6

MORE THAN 2,000,000

52

7

1

N/A

300100

16.7

TOTALS

44

375

323

137

12172

1.4

2013 RMLS TOTAL - \$ VOLUME

302,374,000

SALES

848

LISTINGS

1108

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



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

[illegible]

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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