

REALTOR® REPORT

May/June, 2013

The Official Publication of Southland Regional Association of REALTORS®

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SRAR's 2013
REALTOR® EXPO

Featuring
Motivational Speaker

Presented by



Terry Watson



IN MEMORIAM
George Link, Father
of SRAR CEO Jim Link
pg. 2

2014 BOARD OF DIRECTOR APPLICATION NOW AVAILABLE

The Board Nominating Committee will be comprised of the following members:



CHAIR WENDY HALE

VICE CHAIR FRED SABINE

DONNA BEEBE

GINA COVELLO

JEFF KAHN

OLGA MORETTI

IRENE REINS DORF

NANCY STARCZYK

CHRIS WILLIAMS

The purpose of this committee is to present the members with a slate of candidates duly qualified to serve on the Board of Directors for terms as set forth in the Bylaws.

Any member who wishes to be considered for a two year term as a SRAR Board of Director by the Board Nominating Committee must submit an **Application** and return it to the SRAR Board Nominating Committee, Donna Davis, 7232 Balboa Blvd., Van Nuys, CA 91406. Applications are available on-line at srar.com. Please contact Donna at the Association office if you need further assistance @ DonnaD@srar.com or (818) 947-2253. **APPLICATIONS MUST BE RETURNED BY MONDAY, JUNE 10, 2013. Applications will NOT be accepted after the Nominating Committee has recommended the "Slate of Candidates".**

Outlined below is criteria for qualification as a Director:

SRAR Bylaws, Article X, Section 3 (g):
No person is eligible for Director who has not satisfied the following requirements prior to the date of nominations:

1) The individual must have been a member of the Association for at least three years immediately preceding the date of election.

2) The individual must have served a minimum of two years on a standing Association committee or committees and must have met the committee attendance requirements.

3) The individual must agree to attend any educational course or other training prescribed by the Board of Directors for all Directors. Acceptance of the office of Director will constitute the agreement by the individual. If any Director fails to satisfy these requirements after election, he or she shall not be eligible for further election to the Board of Directors until the requirements are met.

4) In the event of a merger, an individual's committee service with his/her former Association shall count toward the eligibility requirements.

IN MEMORIAM

We are saddened to report the passing of George Link, Father of SRAR chief Executive Officer Jim Link. George died peacefully in Ohio at the age of 91. He is survived by his sons George Jr. & Jim; 6 grandchildren and five great grandchildren.

An architect by profession, George was a man of many hobbies, including art, photography, fishing and hunting. A proud World War II veteran, he served on an aircraft carrier where he developed a huge passion for aviation. In his retirement years, George could usually be found at the Portage County (Ohio) airport hanging out with his buddies and still flying up until a few years ago.

Funeral services were held in Ohio. Deepest sympathy is extended to the Link Family.



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

REALTOR® REPORT

The Official Publication of SRAR

**President
Sharon Barron**

**President-Elect
Roger Hance**

**Chief Executive Officer
Jim Link**

**Santa Clarita Valley Division
President
Bob Khalsa**

Main office:

7232 Balboa Blvd. • Van Nuys, CA 91406
Tel: (818) 786-2110 • Fax: (818) 786-4541
e-mail: info@srar.com

CONSUMER PRICE INDEXES						
APRIL 2013						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	APR 2012	MAR 2013	APR 2013	MAR 2012	APR 2013	APR 2013
Los Angeles - Riverside - Orange County	236.866	239.995	239.043	1.3	0.9	0.4



BOARD OF DIRECTORS APPLICATION

Please **TYPE** in 150 words or less your **2009 - 2013** committee service to the Association, C.A.R. and N.A.R., real estate related community service, educational background and why you want to be a Director. This information, excluding company information, will be published as your "Candidate Biography" and as an insert with the official election ballot.

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- 4) In the event of a merger, an individual's committee service with his/her former Association shall count toward the eligibility requirements.

All candidates **MUST** complete this form and submit to the Board Nominating Committee, attention Donna Davis, with a **RECENT** photo by **June 10, 2013**.

NAME:				
COMPANY:				
ADDRESS:		CITY:		ZIP CODE:
PHONE:		FAX:		
EMAIL:				
YEARS OF SRAR MEMBERSHIP:				
You may TYPE a summary of our service without referring to specific dates.				
WORD TOTAL:	(150 Words)			

REALTORS HONORED FOR AIDING HOMELESS MOTHERS, CHILDREN

The Hope of the Valley Rescue Mission recently honored the Southland Regional Association of Realtors Charitable Foundation for helping to fund a home that provides a new beginning to hundreds of mothers and their children.



SHARON BARRON, PRESIDENT OF THE ASSOCIATION, ACCEPTED THE HONOR ALONG WITH FOUNDATION VICE CHAIR, JIM EZELL, PICTURED ON THE LEFT. HOPE OF THE VALLEY PRESIDENT AND CEO KEN CRAFT IS ON THE RIGHT.

"SRAR's Charitable Foundation was the leading primary sponsor of Hope of the Valley's Genesis House, which offers housing to the most vulnerable portion of the homeless population — moms and kids," Craft said. "The Foundation is a generous community partner of the Mission, advocating on behalf of all people needing housing." Hope of the Valley awarded SRAR with the Genesis House Partner of the Year Award for contributions made by the Foundation in 2012.

Barron and Ezell noted that the Association and its charitable Foundation are committed to the communities they serve, holding numerous fund-raising events that benefit dozens of local charities. In addition, the Foundation has granted over \$100,000 collectively to dozens of first-time homebuyers and offers free educational seminars and resources to prospective buyers and homeowners struggling to hang on to their homes.

More than 250 people attended the April 20 Hope of the Valley's "New York in the Valley" dinner and auction, which was held on a New York street movie set on the backlot of CBS Studios in Studio City. It raised \$65,000. Hope of the Valley also honored Community

Bank, Garden Christian Fellowship, and Kaiser Permanente Hospital for helping the hungry and homeless, and generosity, action, and leading the way with innovative solutions to end homelessness.

The Mission serves 92,000 meals a year and provides 25,000 nights of shelter. Still, the need is overwhelming, with 30 to 40 people turned away each day. Craft noted that 2012 was a year of tremendous growth and expansion at the Mission, with three new facilities opened.

"Through our partner agencies," he said, "we now offer our guests all the resources they need to end their homelessness."

Craft urged everyone to get involved at Hope of the Valley Rescue Mission. Call the Mission to set up a tour or write via email to ken.craft@hopeofthevalley.org.

Conduct a food or clothing drive. Donate household items for pickup. Offer business expertise. Serve on the Board of Governors. Be an advocate. Just get involved!

Providing Life Essential Services to those in Need
Hope of the Valley
rescue mission

ADVERTISEMENT

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solutions@gometroretro.com

www.GoMetroRetro.com

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

REALTOR® Success Expo 2013

June 13, 2013 on the Horizon
9:00am - 2:30pm

The Odyssey 15600 Odyssey Drive
Granada Hills, 91344

FREE lunch!
(while supplies last)

Discover the latest products and services from over 40 vendor hosts!

Raffle prizes every hour!

Featuring Motivational Speaker Terry Watson

Presented by **WELLS FARGO** **HOME MORTGAGE**

Expect to laugh, expect to ponder, expect to be motivated, and expect to be moved!

SIGN UP NOW FOR 2013 SRAR CHARITY GOLF CLASSIC!

Attention golfers! Registration is now open for the 2013 SRAR Charity Golf Classic presented by Point 2 Technologies. This year's tournament will be held **TUESDAY, July 16, 2013** at Moorpark Country Club, 11800 Championship Drive, Moorpark. Registration will open at 8:30 am with a shotgun start at 10:00 am.



Moorpark is rated by Golf Digest Magazine as one of the “Best Places To Play” in California. The design team have created a championship golf course you’ll be talking about for months to come. As world-renowned PGA touring professional and designer of the 27-holes of scenic and enjoyable golf, Peter Jacobsen believes “Inspiring Golf is great golf; come play Moorpark Country Club and see for yourself”.

Thanks to the generous support of Point 2 and our other sponsors, the cost per player is only \$150. Registration includes:

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

The golf classic is the SRAR Charitable Foundation’s largest fundraiser of the year. The proceeds from the classic will be raised for the first time homebuyer grant program jointly funded by the SRAR Foundation and the California Association of REALTORS Housing Affordability Fund. So, not only are your registration fee and/or sponsorship dollars providing a great day of golf but they are **tax deductible** and help our community.

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

The tournament usually sells out within a few weeks so don’t delay. A registration form can be found by visiting the SRAR website, www.srar.com or use the form included in this issue of REALTOR Report. **Please note: no reservations will be held without full payment.** For more information, contact Karen Marten at (818) 947-2254 or e-mail karenm@srar.com.

Sponsorship opportunities are available. Check out the sponsorship packages also included on the flyer. And remember, registration and sponsorships are tax deductible. Proceeds go to the SRAR Charitable Foundation, a 501C3 corporation.

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

NEW LANDLORD DISCLOSURE REQUIREMENTS

By: Jeffrey E. Lerman of Spile, Leff & Goor, LLP
Submitted by Steve Spile, 2013 SRAR Risk Management Committee

Imagine this scenario: your client is a prospective tenant and is looking to rent a residential dwelling of between 1 to 4 units. Your client completes the rental application, provides the landlord with a security deposit and begins his tenancy. Within a month or two of moving in, your client receives notice to vacate from someone claiming to be the new owner. Upon investigation, you discover that the landlord with whom your client entered the lease agreement failed to inform you or your client that as the rental application was being completed, he had already received a Notice of Default (“NOD”) and was facing a foreclosure sale. Now the successful bidder at the foreclosure sale wants to move in and your clients are forced to leave. Ouch.

In response to this predicament, the California Legislature recently enacted Civil Code Section 2924.85 which provides that landlords must provide prospective tenants with a specific notice if that landlord has received an NOD. Beginning January 1, 2013 and continuing for the next five years, every landlord who offers to rent a single-family dwelling, or a multifamily dwelling not exceeding four units, and who receives an NOD on

a mortgage or trust deed secured by that property, must disclose in writing the existence of the NOD to any prospective tenant.

A landlord who fails to so inform the prospective tenant may be forced to pay the greater of one month’s rent or twice the actual damages to the tenant. Further, the tenant shall be able to recover all prepaid rent and will have the election to void the lease.

Tenants typically face several risks associated with leasing a property where the foreclosure process has begun: (1) Tenants often experience decreased services from landlords facing financial difficulties such as non-payment of utilities and/or not making repairs; (2) If there is a foreclosure, tenants face a great amount of uncertainty, and they may be unaware of the protections guaranteed them under state and federal law; (3) Even with protections, the lease may be invalidated, for example, by the new owner wanting to move in; and (4) It can be very difficult for a tenant to recover a security deposit after a foreclosure.

As with any new legislation, there are some exceptions in the new law. For example, the notice

requirement does not apply to existing tenants and does not require disclosure by landlords of multi-unit apartment complexes which feature 5 or more units.

Another change affecting landlords and tenants is found in Civil Code Section 2924.8. Existing law provides that a tenant of a property posted with a Notice of Sale (NOS) is to be given a notice that the new owner after the foreclosure sale may enter into a new lease or rental agreement or must give a tenant a minimum 60-day notice to terminate. Beginning on March 1, 2013, the new owner will now be required to give a tenant in a foreclosed property a minimum **90-day** notice after the sale to terminate. This change in the notice requirement is set to remain in effect until December 31, 2019.

This code section would also require the new owner must honor the lease unless the new owner will occupy the property as a primary residence or in other limited circumstances.

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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:



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

Presented by



CALIFORNIA
ASSOCIATION
OF REALTORS®

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- 🏠 **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>





Leadership Institute



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

2013 - Preparing Tomorrow's Leaders Today

The Leadership Institute is designed to groom newer real estate professionals into future leaders of their community and in organized real estate.

The 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.

Program Schedule

Mechanics of an Association

June 19, 2013

11:00AM to 2:00PM

Multiple Listing Service

July 11, 2013

10:45AM to 2:15PM

Education & Fair Housing

August 8, 2013

10:45AM to 2:15PM

Governmental Affairs

September 13, 2013

10:00AM to 2:00PM

C.A.R. Expo - Long Beach

October 9, 2013

10:00AM to 4:00PM

Professional Standards & Ethics/Arbitration

November 15, 2013

10:00AM to 3:00PM



**For more information, visit
Leadership.SRAR.com**

Start your future today! Applications now being accepted!

NOTE: Completion of the Leadership Institute does not guarantee a leadership position within SRAR or any other organization.

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.

FIRST POSTING

Baghjian, Bertha
Bertha Baghjian
6428 Kessler Ave.
Woodland Hills, CA. 91364

Bazarevitch, Natalie
Natalie Bazarevitch
111 Universal Hollywood Dr., 27 Floor
Universal City, CA. 91608

Calloway, Frederick
Calloway Real Estate Service Inc.
6320 Canoga Ave. Suite 1500
Woodland Hills, CA. 91367

Catibog, Jory
Centerpoint Realty
17833 Hemmingway St.
Reseda, CA. 91335

Crissman, Tim
Crissman Residential Services
29262 Walnut St. #1
Newhall, CA. 91321

Dang, Anthony
Anthony Dang, Broker
28514 Constellation Rd.
Valencia, CA. 91355

Del Rio, Efran
RealEstate Auctions.com
4962 El Camino Real
Los Altos, CA. 94022

Diaz, Hazel Margarita
Hazel Diaz
27001 Agoura Road #195
Calabasas, CA. 91301

Dobadzhyan, Lilit
Elite Realty
6627 Ruffner Ave.
Van Nuys, CA. 91406

Eisenberg, Oren
Eisenberg Real Properties
18407 A. Collins St.
Tarzana, CA. 91356

Folley, Mark David
Newcastle Realty
1235 24th Street #3
Santa Monica, CA. 90404

Garrett, Dylan
David Spiegel & Assoc.
22801 Ventura Blvd. #111
Woodland Hills, CA. 91367

Grabher, Miriam
Prosper Realty
348 E. Avenue K-8
Lancaster, CA. 93535

Gunawardena, Mohan P.
Mohan Gunawardena Broker
3781 Laurel Canyon Blvd.
Studio City, CA. 91604

Higgins, Edward Theodore
Genesis Capital Partners
27001 Agoura Rd. #170
Calabasas, CA. 91301

Khadem, Keykhosrow
Keykhosrow Khadem
4675 Willis Ave. #103
Sherman Oaks, CA. 91403

Linton, Kervin
Kervin Linton
18125 Herbold St.
Northridge, CA. 91325

Lisov, David
D & D Realty Services
5535 Balboa Blvd. #102
Encino, CA. 91316

Mannis, Todd Joseph
Mannis Real Estate Group
4764 Park Granada, Suite 206
Calabasas, CA. 91302

Markwardt, Brad S.
Prestige Properties
24358 Sorrento Ct.
Valencia, CA. 91355

Mirzaian, Eric Raffi
Elite West Realty
9000 Vanalden Ave. #105
Northridge, CA. 91324

Ortiz, Rafael
Reliable Friend
16250 Ventura Blvd. #255
Encino, CA. 91436

Pacheco Jr., Laura Nick
Nick Pacheco Realty
15515 San Fernando Mission Blvd. Ste. 9
Mission Hills, CA. 91345

Rizatti, Masoud
RRN Realty
6315 Beadnell Way
San Diego, CA. 92117

Scott, Wayne A.
Wayne Scott & Associates
22949 Ventura Blvd. #E
Woodland Hills, CA. 91364

Shneyder, Valery
Valery Shneyder
5460 White Oak Ave. G-201
Encino, CA. 91316

Slaton, Ryan
Cobalt Realty Group
770 Paseo Camarillo #100
Camarillo, CA. 93010

Tibor, David Francis
Sandall Homes
17328 Ventura Blvd. #201
Encino, CA. 91316

SECOND POSTING

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

Brooks, Jacqueline
Brooks Realty
15147 Orsigo 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

Lowitt, 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 Assad
Exit Homewell Realty
3237 East Guasti Rd. #120 A
Ontario, CA. 91761

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

Raach, 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

Sadat, Homa
Elite Realty Partners
5530 Corbin Ave., Suite 275
Tarzana, CA. 91356

Segovia, Julio Cesar
Julio Segovia
8457 Tampa Ave.
Northridge, CA. 91324

Sharma, Lucky
Panache Realty World
21314 Lemarsh St.
Chatsworth, CA. 91311

Sinha, Pritam
Samba Technologies Corporation
21026 Osborne St. Unit 4
Canoga Park, CA. 91304

Smerdel, Michael Thomas
Michael Thomas Smerdel
4195 Chino Hills Parkway #453
Chino Hills, CA. 91709

Solomon, Sally Ann
Keller Williams Realty Calabasas
23975 Park Sorrento #110
Calabasas, CA. 91302

Szakos, Michael Andrew
Michael Andrew Szakos
940 E. Santa Clara Street #100
Ventura, CA. 93001

Tae, Kiak X.
KXT Real Estate
12765 Strathern St.
North Hollywood, CA. 91605

Whitlesey, Linda
Linda Ann Whitlesey
1051 Encanto Drive
Arcadia, CA. 91007

REALTOR® APPLICANTS

Adams, Vincent / Rodeo Realty / Calabasas
Aghamolla, Nahid / Prudential Calif. Realty / Calabasas
Aguilera, Antonio / Genesis Realty / Irvine
Ahmed, Sayed Tauger / Valley View Realty, Inc. / Mission Hills
Anderson, Ingrid Elise / RE/MAX of Santa Clarita / Santa Clarita
Antaplyan, Gevorg / Scott Brokers / Calabasas
Argue, Russell Grantley / Prudential Calif. Realty / Calabasas
Babakhanyan, Zhaklin Jackie / Century 21 All Moves / Granada Hills
Barris, John / J. Fredy Diaz Properties / Panorama City
Barutyan, Khoren / Prime Star Realty Inc. / Van Nuys
Benbaruh, Carmit / Rodeo Realty / Woodland Hills
Bittick, Anastasia Elena-Damon / Realty World Legends / Valencia
Brown, Christopher / Cooper Properties / West Hills
Brown, Linda / TOLD Partners Inc. / Woodland Hills
Caamal, Yadira / Century 21 All Moves / Granada Hills
Camp, Sara B. / TNG Real Estate Services Inc. / Woodland Hills
Carominas, Michael Philip / Genesis Capital Partners / Calabasas
Carr, Sharon Lynn / Ready Properties / Calabasas
Chen, Fiona / Rodeo Realty / Woodland Hills
Chipp, Bruce Glen / Dilbeck Realtors / Studio City
Christian, James Hubert / Gold Star Realty / Encino
Clayton, Terri Lee / Pinnacle Estate Properties / Northridge
Colindres, Rogelio / The Real Estate Plaza / Granada Hills
Conn, Zinada / Broker L.A. / Los Angeles
Crino, Carol Jean / Premier Agent Network / Temecula
Crissman, Kevin / Crissman Residential Services / Newhall
Dela Cruz, Anna M. / Exit Realty Granada / Granada Hills
Delgado, Renee Maura / Mickie Ardi Realty / Granada Hills
De Roche, Ross Owen / Pinnacle Estate Properties / Northridge
Dubois, Allison King / Prudential Calif. Realty / Calabasas
Dunbar, Elana Rain / Genesis Capital Partners / Calabasas
Edinjiklian, Diran Artine / Estate Equity Enterprise / Chatsworth
Eskin, Susan Singer / Rodeo Realty / Encino
Franyuti, Gaston / Panorama Realty Services / Panorama City
Garestani, Tallo Tahmineh / Westbridge Realty / Woodland Hills
Gervais, Jason Todd / Keller Williams Encino-Sherman Oaks / Encino
Glaser, Daniel Gene / Coldwell Banker / Sherman Oaks

Grajeda, Emily Teresa / Rocking Horse Realty, Inc. / San Fernando
Gunson, John Patrick / East Lion Realty & Mortgage / Canoga Park
Hakobian, Vatche H. / Prime Realty / Glendale
Hernandez, Sandra / White Oak Realty, Inc. / Granada Hills
Hernandez, Vilma / La Hacienda Realty Inc. / North Hills
Hormoz, Katrin / Dilbeck Realtors / Santa Clarita
Hosseini, Shahram / M. Ghazi Corp. DBA Executive Realty & Co. / Woodland Hills
Islam, Aminul / Rockwood Realty / Westlake Village
James, Maria / Keller Williams Encino-Sherman Oaks / Encino
Jarrett, Lambert J. / ZipRealty / Emeryville
Johnson, Jillian Hope / Coldwell Banker / Calabasas
Jureidini, Ma Sarah Bequilla / Coldwell Banker Greater Valleys / Granada Hills
Kaplan, Jane Suzanne / Prudential Calif. Realty / Studio City
Keshishian, Edwin Garnik / Reliant Equity Group, Inc. / Burbank
Khazanov, Anna / Rhodes Realty / Valley Village
Koochof, Melineh / Prudential Calif. Realty / Encino
Lara, Nora Del Carmen / Prudential California Realty / Chatsworth
Ledford, Kathleen / Inter Real Estate Services Inc. / Valencia
Leon, Joyce N. / Century 21 All Moves / Granada Hills
Lira, Jose Luis / Pinnacle Estate Properties, Inc. / Mission Hills
Luo, Yide / Sharma Estate Realty / Calabasas
Moralde, Roy / Real Estate eBroker Inc. / Carlsbad
Mullen, Matthew Edward / Coldwell Banker Quality Properties / Northridge
Naemimoll, Paul / Coldwell Banker / Studio City
Nierhoff, Wendy / Silver Creek Realty / Santa Clarita
Oganesyan, Aramis / RE/MAX Plaza Realty / North Hollywood
O'Neill, Teofanis T. / Gold Star Realty / Encino
Orrego, Santos Del Carmen / Century 21 O.J. Realty / Arleta
Owen, Kris Allen / Pinnacle Estate Properties, Inc. / Northridge
Panomeno, Angela M. / Rodeo Realty / Northridge
Panosian, Karen Janet / Pinnacle Estate Properties / Northridge
Pazooki, Arash S. / John Hart Corp. / Glendale
Quintero, Henry / Felix & Associates / Los Angeles
Ramirez, Reynaldo Ferriols / Secured Asset Realty / Lancaster
Ramirez, Yamel / Keller Williams VIP Properties / Valencia
Randall, Richard A. / Bella Terra Realty / Santa Clarita
Razban, Nikisa / Keller Williams Realty / Studio City

Rezaeian, Farhad / First Realty Group / Glendale
Rutzen, David Clarence / Park Regency Realty / Granada Hills
Saldias, Ramulo Enrique / Brightstone Estate Properties / Winnetka
Santiel, Albert / Rodeo Realty / Sherman Oaks
Sanchez, Lorena A. / Park Regency Realty / Granada Hills
Sarai, Shahin Sasooness / Pinnacle Estate Properties, Inc. / Encino
Sarkissian-Luba, Dirouhie Dina / White House Prop. Of Nr / Woodland Hills
Schiffman, Mary C. / Coldwell Banker / Calabasas
Schultz, Kristy Kay / Keller Williams VIP Properties / Valencia
Scott, Malcolm Harrison / Coldwell Banker / Calabasas
Sediq, Ghulam Sakhi / Rodeo Realty / Woodland Hills
Sevanian, David A. / Realty Executives / Valencia
Shabalina, Olga / Regent California Realty / Valley Village
Sheldon, Claudia / Century 21 Adobe Realty / Agoura Hills
Shin, Hyun Sun / Keller Williams Encino-Sherman Oaks / Encino
Shuben, Elizabeth / Pinnacle Estate Properties, Inc. / Calabasas
Simone, Stacy / Keller Williams VIP Properties / Valencia
Smith, Danielle Eileen / Keller Williams Realty North Valley / Granada Hills
Solorzano, Miriam C. / Gold Star Realty / Encino
Stewart, Melvin / Park Regency Realty / Granada Hills
Teh, Danny Guan / Exit Realty SCV / Stevenson Ranch
Teshinsky, Andrew Gustav / My Valley Homes Inc. / Canyon Country
Thompson, Diehema M. / Troop Real Estate, Inc. / Valencia
Trobavina, Viktoriya A. / ZipRealty / Emeryville
Valente, Eric J. / Mannis Real Estate Group / Calabasas
Verdin, Jose L. / General Realty Group Inc. / Sherman Oaks
Verma, Mohit / RE/MAX Olson & Associates, Inc. / Porter Ranch
Wasmund, Robert Ronald / Genesis Capital Partners, Inc. / Calabasas
Weingarten, Heather Anne / Keller Williams VIP Properties / Valencia
Weiss, Jason Alexander / RES Realty / Tarzana
Widdes, Zane / Rockwood Realty / Westlake Village
Wisa, Nabil Wasfi Joseph / M H Realty / Stevenson Ranch
Yaghoobi, Patrick Jacob / Rodeo Realty / Woodland Hills
Yao, Qingfang / Dilbeck Realtors / Santa Clarita
Yehoshua, Josbe / Sapphire Investment Properties, Inc. / Valley Village
Zorrero, Gabriel / Quantum Realtors / Simi Valley

RESIDENTIAL PROPERTIES LISTED

1,549

APRIL SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,367

RESIDENTIAL PROP. ESCROW CLOSED

1,114

ACTIVE INVENTORY:

NEW LISTINGS

149

218

166

197

297

1,027

522

1,549

TOTAL ACTIVE LISTINGS

162

242

192

194

327

1,117

783

1,900

AVERAGE DAYS ON MARKET

97

87

60

77

71

81

106

91

AVERAGE LIST PRICE IN THOUSANDS

304.2

844.2

917.5

620.9

1,232.7

853.4

608.9

752.7

AVERAGE LIST PRICE IN THOUSANDS

279.9

579.0

550.0

475.0

659.0

475.0

500.0

439.0

BOMS

25

44

43

43

61

216

122

338

AVERAGE BOM PRICE IN THOUSANDS

285.1

803.7

607.1

513.9

706.7

619.4

493.5

574.0

BOM TO SALE RATIO

20.0

30.6

35.5

27.7

29.5

28.7

33.7

30.3

EXPIRATIONS

5

10

14

9

12

50

59

109

PENDING SALES:

NEW ESCROWS OPENED

129

201

153

176

234

893

474

1,367

TOTAL YTD ESCROWS OPENED

495

657

487

580

783

3,002

1,608

4,610

NEW OPEN ESCROWS AVERAGE DAYS ON MARKET

34

30

30

31

37

33

40

30

NEW OPEN ESCROWS AVERAGE LIST PRICE

288.6

636.1

542.5

522.2

705.5

565.6

373.9

499.1

CLOSED SALES:

NEW ESCROWS CLOSED

125

144

121

155

207

752

362

1,114

TOTAL YTD ESCROWS CLOSED

419

520

392

524

647

2,502

1,307

3,809

VOLUME OF NEW SALE DOLLARS IN MILLIONS

34.504

96.888

67.702

73.974

120.307

393.374

166.014

559.389

VOLUME OF TOTAL YTD SALES IN MILLIONS

111.735

296.097

212.739

236.268

387.757

1,244.595

503.637

1,748.232

AVERAGE SALE PRICE IN THOUSANDS

276.0

672.8

559.5

477.3

581.2

523.1

458.6

502.1

MEDIAN SALE PRICE IN THOUSANDS

299.0

550.0

395.0

425.0

475.0

415.0

300.0

385.0

COOP SALES

79

105

91

109

156

540

260

800

PERCENT OF COOP SALES

63.2

72.9

75.2

70.3

75.4

71.8

71.8

71.8

AVERAGE DAYS ON MARKET

135

107

105

116

111

114

124

117

SALES AT LIST PRICE

82

90

67

106

122

487

229

696

PERCENT OF SALES AT LIST PRICE

65.6

62.5

55.4

68.4

58.9

62.1

63.3

62.5

SALES TO LISTING INVENTORY RATIO

77.2

59.5

63.0

79.9

67.3

76.3

69.3

58.6

FINAL SALE TO NEW LISTING RATIO

83.9

66.1

72.9

78.7

69.7

73.2

69.3

71.9

CLOSED SALES TYPE

FORECLOSURE/REO

22

7

13

17

18

77

45

122

SELLER CONCESSIONS

1

0

0

0

0

1

2

1

SHORT SALE

32

30

23

30

31

146

90

236

STANDARD

69

106

85

106

155

521

227

748

OTHER

1

1

0

2

3

7

3

10

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

AVG. SELL TIME

61

51

56

73

41

48

72

45

46

61

52

55

38

36

43

31

26

65

48

33

108

104

62

50

52

38

37

39

38

43

56

61

42

46

46

ACTIVE NO. LISTINGS

66

11

25

51

40

48

45

45

150

147

62

156

145

108

104

53

87

135

83

64

53

108

104

53

87

135

83

64

53

108

104

53

127

1907

TOTAL # SOLD

28

9

16

38

24

24

24

28

91

91

127

110

117

70

53

39

66

52

33

19

65

18

118

476

REDUCED \$

10

5

8

11

11

7

14

34

26

20

54

40

46

26

17

28

25

25

14

10

42

13

2636

\$ AVERAGE PRICE REDUCTION %

21333

9.1

5468

3231

15836

2485

7659

1425

2982

5943

4329

39482

1425

2580

4332

6401

26030

18276

8178

41705

373062

2636

LISTINGS

5,432

2013 RMLS TOTAL - \$ VOLUME

\$1,748,232,000

SALES

3,887

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		1,218	821	353.8	67.4	
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		1,377	1,337	470.8	77.8	
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		1,549	1,114	559.3	71.9	
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 APRIL

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	102	139	100	149	225	715	389	1,104
Total Active Listings	110	169	126	144	259	808	599	1,407
Average Days on Market	105	96	92	72	75	85	98	91
Average List Price in Thousands	331.0	1,036.8	982.0	686.3	1,448.7	1,001.7	666.1	858.9
Median List Price in Thousands	309.0	749.0	699.0	549.0	820.0	625.0	329.0	499.0
BOMS	17	35	25	29	41	147	92	239
Average BOM Price in Thousands	305.1	933.9	787.1	567.8	866.9	745.3	525.5	660.7
BOM to Sale Ratio	18.1	33.3	28.7	25.4	25.6	26.3	33.9	28.8
Expirations	4	10	12	8	9	43	50	93
PENDING SALES								
New Escrows Opened	91	124	96	134	174	619	351	970
Total YTD Escrows Opened	353	431	326	439	588	2,137	1,198	3,335
New Open Escrows Average Days on Market	34	29	33	29	42	34	55	42
New Open Escrows Average List Price	313.0	803.9	673.7	575.9	803.1	661.9	389.7	563.4
CLOSED SALES:								
New Escrows Closed	94	105	87	114	160	560	271	831
Total YTD Escrows Closed	307	350	265	389	493	1,804	948	2,752
Volume of New Sales Dollars in Millions	28.783	83.742	58.962	58.988	105.956	336.430	123.034	459.464
Volume of total YTD Sales in Millions	89.153	235.761	177.962	189.944	332.583	1,025.403	375.453	1,400.856
Average Sale price in Thousands	306.2	797.5	677.7	517.4	662.2	600.8	454.0	552.9
Median Sale Price in Thousands	310.0	656.0	433.0	455.0	520.0	460.0	300.0	424.0
Coop Sales	59	81	67	80	122	409	186	595
Percent of Coop Sales	62.8	77.1	77.0	70.2	76.3	73.0	68.6	71.6
Average Days on Market	129	104	104	110	109	111	124	115
Sales at List Price	60	65	42	79	91	337	167	504
Percent of Sales at List Price	63.8	61.9	48.3	69.3	56.9	60.2	61.6	60.6
Sales to Listing Inventory Ratio	85.5	62.1	69.0	79.2	61.8	69.3	45.2	59.1
Final Sale to New Listing Ratio	92.2	75.5	87.0	76.5	71.1	78.3	69.7	75.3
CLOSED SALES TYPE								
Foreclosure/REO	12	5	6	10	12	45	37	82
Seller Concessions	1	0	0	0	0	1	1	2
Short Sale	26	18	15	20	24	103	75	178
Standard	55	82	66	83	122	408	159	567
Other	0	0	0	1	2	3	3	6

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	47	79	66	48	72	312	133	445
Total Active Listings	52	73	66	50	68	309	184	493
Average Days on Market	79	66	58	94	55	69	133	93
Average List Price in Thousands	247.5	398.3	794.4	432.7	410.1	465.7	422.6	449.6
Median List Price in Thousands	219.0	339.0	379.9	349.9	329.9	325.0	329.0	328.9
BOMS	8	9	18	14	20	69	30	99
Average BOM Price in Thousands	242.5	297.5	357.1	402.3	378.3	351.4	395.5	364.7
BOM to Sale Ratio	25.8	23.1	52.9	34.1	42.6	35.9	33.0	35.0
Expirations	1	0	2	1	3	7	9	16
PENDING SALES								
New Escrows Opened	38	77	57	42	60	274	123	397
Total YTD Escrows Opened	142	226	161	141	195	865	410	1,275
New Open Escrows Average Days on Market	33	31	25	36	23	29	47	35
New Open Escrows Average List Price	230.2	366.0	321.6	351.1	422.3	348.0	328.8	342.0
CLOSED SALES:								
New Escrows Closed	31	39	34	41	47	192	91	283
Total YTD Escrows Closed	112	170	127	135	154	698	359	1,057
Volume of New Sales Dollars in Millions	5.721	13.147	8.740	14.985	14.351	56.944	42.980	99.924
Volume of total YTD Sales in Millions	22.582	60.335	34.777	46.324	55.174	219.192	128.185	347.377
Average Sale price in Thousands	184.6	337.1	257.1	365.5	305.3	296.6	472.3	353.1
Median Sale Price in Thousands	152.0	320.0	232.5	310.0	280.0	277.0	305.0	280.0
Coop Sales	20	24	24	29	34	131	74	205
Percent of Coop Sales	64.5	61.5	70.6	70.7	72.3	68.2	81.3	72.4
Average Days on Market	152	114	108	132	117	124	126	124
Sales at List Price	22	25	25	27	31	130	62	192
Percent of Sales at List Price	71.0	64.1	73.5	65.9	66.0	67.7	68.1	67.8
Sales to Listing Inventory Ratio	59.6	53.4	51.5	82.0	69.1	62.1	49.5	57.4
Final Sale to New Listing Ratio	66.0	49.4	51.5	85.4	65.3	61.5	68.4	63.6
CLOSED SALES TYPE								
Foreclosure/REO	10	2	7	7	6	32	8	40
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	6	12	8	10	7	43	15	58
Standard	14	24	19	23	33	113	68	181
Other	1	1	0	1	1	4	0	4

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR APRIL

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	14	6	70	19	8	37	12	58	224	49	273
Total Active Listings	29	18	68	23	20	47	10	36	251	81	332
Average Days on Market	88	226	69	113	117	105	62	62	96	103	98
Average List Price in Thousands	507.4	757.1	568.1	693.2	590.9	659.8	715.6	845.2	650.7	350.4	577.4
Median List Price in Thousands	430.0	639.0	425.0	489.0	564.0	525.0	654.8	539.0	499.0	299.0	469.9
BOMS	3	0	16	3	3	8	1	8	42	12	54
Average BOM Price in Thousands	450.3	0	408.8	353.2	428.3	499.9	1,049.0	449.4	449.5	353.8	428.3
BOM to Sale Ratio	37.5	0	32.0	12.5	16.7	20.0	6.7	16.0	20.1	36.4	22.3
Expirations	2	1	3	3	0	2	1	3	15	7	22

PENDING SALES

New Escrows Opened	16	5	59	21	9	39	14	61	224	41	265
Total YTD Escrows Opened	41	17	181	87	53	144	47	208	778	185	963
New Open Escrows Average Days on Market	31	166	27	32	39	64	19	30	38	30	37
New Open Escrows Average List Price	345.0	409.4	408.6	421.5	449.5	437.8	666.5	549.3	466.4	437.5	462.0

CLOSED SALES:

New Escrows Closed	8	4	50	24	18	40	15	50	209	33	242
Total YTD Escrows Closed	30	21	172	79	50	136	45	169	702	127	829
Volume of New Sales Dollars in Millions	2.945	1.540	19.429	7.922	9.659	17.978	9.702	25.696	94.870	9.941	104.812
Volume of total YTD Sales in Millions	9.996	9.336	62.554	28.115	27.156	58.639	26.960	85.427	308.182	36.361	344.543
Average Sale price in Thousands	368.1	385.1	388.6	330.1	536.6	449.4	646.8	513.9	453.9	301.2	433.1
Median Sale Price in Thousands	375.0	365.0	360.0	320.0	475.0	430.0	640.0	440.0	415.0	220.0	400.0
Coop Sales	7	4	35	19	12	30	12	39	158	28	186
Percent of Coop Sales	87.5	100.0	70.0	79.2	66.7	75.0	80.0	78.0	75.6	84.8	76.9
Average Days on Market	159	219	113	102	119	113	167	101	117	100	115
Sales at List Price	6	3	35	17	10	27	8	34	140	18	158
Percent of Sales at List Price	75.0	75.0	70.0	70.8	55.6	67.5	53.3	68.0	67.0	54.5	65.3
Sales to Listing Inventory Ratio	27.6	22.2	73.5	104.3	90.0	85.1	150.0	138.9	83.3	40.7	72.9
Final Sale to New Listing Ratio	57.1	66.7	71.4	126.3	225.0	108.1	125.0	86.2	93.3	67.3	88.6

CLOSED SALES TYPE

Foreclosure / REO	1	2	11	9	2	2	0	4	31	10	41
Seller Concessions	0	0	0	0	0	0	0	1	1	0	1
Short Sale	2	1	10	7	3	10	5	10	48	5	53
Standard	5	1	29	8	13	28	10	35	129	18	147
Other	0	0	0	0	0	0	0	0	0	0	0

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	1	0	29	6	22	12	5	51	126	18	144
Total Active Listings	2	1	19	6	19	7	1	32	87	21	108
Average Days on Market	112	50	59	63	41	53	15	44	50	81	56
Average List Price in Thousands	542.0	549.9	287.6	381.3	200.4	475.8	365.0	488.0	373.6	295.5	358.5
Median List Price in Thousands	499.0	549.9	230.0	340.0	149.9	349.0	365.0	320.0	301.9	299.0	300.0
BOMS	0	0	4	1	2	3	2	4	16	6	22
Average BOM Price in Thousands	0	0	193.2	459.9	319.5	244.8	395.0	445.7	323.7	211.8	293.2
BOM to Sale Ratio	0	0	14.3	20.0	12.5	21.4	25.0	11.4	14.8	42.9	18.0
Expirations	0	0	0	0	0	0	1	0	1	1	2

PENDING SALES

New Escrows Opened	0	0	26	4	13	15	6	37	101	19	120
Total YTD Escrows Opened	2	2	96	12	57	62	23	135	389	50	439
New Open Escrows Average Days on Market	0	0	26	8	8	39	32	19	23	31	24
New Open Escrows Average List Price	0	0	246.2	461.4	213.1	295.0	402.5	350.2	305.1	252.8	296.8

CLOSED SALES:

New Escrows Closed	1	1	28	5	16	14	8	35	108	14	122
Total YTD Escrows Closed	2	2	83	11	57	47	18	103	323	39	362
Volume of New Sales Dollars in Millions	0.461	0.650	5.552	1.349	3.453	3.463	3.242	11.215	29.386	4.925	34.311
Volume of Total YTD Sales in Millions	0.901	0.815	15.836	3.526	11.459	11.392	6.672	31.860	82.462	13.700	96.163
Average Sale price in Thousands	461.0	650.0	198.3	269.8	215.8	247.4	405.3	320.4	272.1	351.8	281.2
Median Sale Price in Thousands	461.0	650.0	171.0	263.0	190.0	235.0	311.0	323.0	241.0	320.0	250.0
Coop Sales	1	1	21	2	11	10	6	29	81	7	88
Percent of Coop Sales	100.0	100.0	75.0	40.0	68.8	71.4	75.0	82.9	75.0	50.0	72.1
Average Days on Market	375	109	112	105	130	143	76	105	116	107	115
Sales at List Price	1	0	23	3	14	11	8	23	83	12	95
Percent of Sales at List Price	100.0	0.0	82.1	60.0	87.5	78.6	100.0	65.7	76.9	85.7	77.9
Sales to Listing Inventory Ratio	50.0	100.0	147.4	83.3	84.2	200.0	800.0	109.4	124.1	66.7	113.0
Final Sale to New Listing Ratio	100.0	0.0	96.6	83.3	72.7	116.7	160.0	68.6	85.7	77.8	84.7

CLOSED SALES TYPE

Foreclosure / REO	0	0	4	2	1	4	0	4	15	2	17
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	1	0	10	1	5	7	0	5	29	5	34
Standard	0	1	14	2	10	3	8	26	64	7	71
Other	0	0	0	0	0	0	0	0	0	0	0

APRIL SCV RESIDENTIAL MLS SUMMARY											
MONTHLY RESIDENTIAL SALES STATISTICS											
RESIDENTIAL PROPERTIES LISTED											
417											
RESIDENTIAL PROP. ESCROW OPENED											
385											
RESIDENTIAL PROP. ESCROW CLOSED											
364											
ACTIVE INVENTORY:											
AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL	
NEW LISTINGS	15	6	25	30	49	17	109	350	67	417	
TOTAL ACTIVE LISTINGS	31	19	87	39	54	11	68	338	102	440	
AVERAGE DAYS ON MARKET	90	217	67	80	98	58	53	84	99	87	
AVERAGE LIST PRICE IN THOUSANDS	509.7	746.2	506.9	400.7	635.9	663.7	677.1	579.4	339.1	523.7	
MEDIAN LIST PRICE IN THOUSANDS	470.0	639.0	400.0	379.0	499.0	654.8	435.0	459.0	299.0	415.0	
BOMS	3	0	20	5	11	3	12	58	18	76	
AVERAGE BOM PRICE IN THOUSANDS	450.3	0	365.7	384.8	430.4	613.0	448.2	414.8	306.5	389.2	
BOM TO SALE RATIO	33.3	0	25.6	13.8	20.4	13.0	14.1	18.3	38.3	20.9	
EXPIRATIONS	2	1	3	0	2	1	4	16	8	24	
PENDING SALES:											
NEW ESCROWS OPENED	16	5	85	22	54	20	98	325	60	385	
TOTAL YTD ESCROWS OPENED	43	19	277	99	206	70	343	1,167	235	1,402	
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	31	166	26	21	57	23	26	33	30	33	
NEW OPEN ESCROWS AVERAGE LIST PRICE	345.0	409.4	358.9	427.9	398.1	587.3	474.1	416.3	379.0	410.5	
CLOSED SALES:											
NEW ESCROWS CLOSED	9	5	78	29	54	23	85	317	47	364	
TOTAL YTD ESCROWS CLOSED	32	23	255	107	183	63	272	1,025	166	1,191	
VOLUME OF NEW SALE DOLLARS IN MILLIONS	3,406	2,190	24,982	9,271	21,441	12,944	36,911	124,256	14,866	139,122	
VOLUME OF TOTAL YTD SALES IN MILLIONS	10,897	10,151	78,390	31,641	70,031	33,632	117,287	390,644	50,062	440,706	
AVERAGE SALE PRICE IN THOUSANDS	378.4	438.1	320.3	319.7	397.1	562.8	434.2	392.0	316.3	382.2	
MEDIAN SALE PRICE IN THOUSANDS	400.0	390.0	322.0	320.0	392.0	620.0	400.0	365.0	230.0	356.0	
COOP SALES	8	5	56	21	40	18	68	239	35	274	
PERCENT OF COOP SALES	88.9	100.0	71.8	72.4	74.1	78.3	80.0	75.4	74.5	75.3	
AVERAGE DAYS ON MARKET	183	197	112	102	120	135	103	116	102	115	
SALES AT LIST PRICE	7	3	58	20	38	16	57	223	30	253	
PERCENT OF SALES AT LIST PRICE	77.8	60.0	74.4	69.0	70.4	69.6	67.1	70.3	63.8	69.5	
SALES TO LISTING INVENTORY RATIO	29.0	26.3	89.7	100.0	100.0	209.1	125.0	93.8	82.7	87.3	
FINAL SALE TO NEW LISTING RATIO	60.0	83.3	78.8	116.0	113.3	135.3	78.0	90.6	70.1	87.3	
CLOSED SALES TYPE											
FORECLOSURE/REO	1	2	15	11	67	0	8	46	12	58	
SELLER CONCESSION	0	0	0	0	0	0	1	1	0	1	
SHORTSALE	3	1	20	8	17	5	15	77	10	87	
STANDARD	5	2	43	10	31	18	61	193	25	218	
OTHER	0	0	0	0	0	0	0	0	0	0	
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	19	25	4	12216	12.0						
100,000 TO 109,999	98	1	1	33000	14.9						
110,000 TO 119,999	50	3	0	N/A	0						
120,000 TO 139,999	50	10	1	18756	N/A						
140,000 TO 159,999	31	5	2	4387	3.3						
160,000 TO 179,999	82	6	3	5183	4.3						
180,000 TO 199,999	14	9	5	6608	4.4						
200,000 TO 249,999	33	25	10	2872	1.7						
250,000 TO 299,999	35	32	6	8590	4.0						
300,000 TO 349,999	33	41	12	6806	3.4						
350,000 TO 399,999	26	41	12	7787	3.0						
400,000 TO 449,999	53	34	17	750	0.7						
450,000 TO 499,999	17	33	8	9030	1.4						
500,000 TO 549,999	39	19	4	961	0.3						
550,000 TO 599,999	50	22	9	28367	4.4						
600,000 TO 699,999	51	30	13	13524	1.6						
700,000 TO 799,999	29	19	7	32782	3.9						
800,000 TO 899,999	82	14	2	151666	12.7						
900,000 TO 999,999	180	14	2	376333	23.3						
1,000,000 TO 1,999,999	65	19	3	133333	8.7						
MORE THAN 2,000,000	0	9	0	N/A	0.0						
TOTALS	40	411	118	7006	4.2						
LISTINGS											
1525											
2013 RMLS TOTAL - \$ VOLUME											
440,706,000											
SALES											
1212											

*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