

# REALTOR® REPORT

June/July, 2013

*The Official Publication of Southland Regional Association of REALTORS®*

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# SRAR LEADERSHIP

Southland Regional Association of REALTORS® (SRAR) is made up of over 9,000 members, making it one of the largest local real estate associations in the country.

Running an organization that represents such a large number of people takes a team of professionals. All events, classes, rules & regulations, and other decisions at SRAR

are determined through a process that begins with one of our more than 10 committees. Each committee makes determinations about the association based on their outlined purpose. Those decisions are then sent to the Executive Committee (pictured below), and ultimately the Board of Directors (cover photo) for approval before any implementation takes place.

**SRAR is made up of the following committees:**

**Commercial and Investment Division**  
**Education**  
**Equal Opportunity & Housing**  
**Events & Community Relations**  
**Finance**  
**Governmental Affairs**  
**Grievance**  
**Multiple Listing**  
**Professional Standards**  
**Technology**  
**Young Real Estate Professionals**  
**As well as the Executive Committee & Board of Directors**

Each committee typically meets once per month or on an as-needed basis. Members who are in good standing with SRAR are eligible to serve on almost any of the committees listed. An application, which will be available online this fall, must be submitted for each committee of interest.

Why serve on a committee with SRAR? Committee members are the ones who initiate any and all changes at the Association. If you would like to be a part of shaping the industry in which you work, committee involvement is the first step.

Those who join as members of committees should aspire to grow and increase their leadership roles. The next step after serving as a member of a committee is to become

a committee Vice Chair or Chair. And the ultimate goal would be to become a member of our Executive Committee and/or a member of our Board of Directors.

To be eligible to serve on BOD and/or the Executive Committee, one must have been a member in good standing with SRAR for at least three years and served on at least one of our committees for a minimum of two years. Once a member has met these qualifications, an application must be submitted, as with our other committees. SRAR's Nominating Committee, as appointed by the current President, reviews all applications and recommends a slate for the current BOD's approval. Any applicant who is not selected by the Nominating Committee has the right to petition by collecting 100 signatures from other SRAR members in good standing.


If you are interested in learning more about committee and/or volunteer involvement at SRAR, please visit our website at [www.srar.com](http://www.srar.com) and look for the committee list under the Membership section. Or contact our Director, Member & Community Relations, Joey Lewis, at 818-786-2110 or via email at [JoeyL@srar.com](mailto:JoeyL@srar.com).

*(Pictured on the front cover is our 2013 Board of Directors. From left-to-right – front row: Robert Banuelos; Wendy Hale; Winnie Davis; Donna Davis; 2013 President, Sharon Barron; 2013 President-Elect, Roger Hance; Ana Maria Colon; Nancy Troxell; Gina Uzunyan; Alice McCain; Tim Johnson; left-to-right – middle row: Joey Lewis; Jim Link; Gary Washburn; Gina Covello; Gaye Rainey; Chris Williams; Nancy Starczyk; Debbie Hawkins; Tom Carnahan; Jeff Kahn; left-to-right – back row: Bud Mauro; Raina Linka; Loren Hansen; Pat Zicarelli; Rob Schwab; Bob Khalsa; Dan Treserras; David Shane, Esq)*



(PICTURED LEFT-TO-RIGHT – FRONT ROW: SRAR'S LEGAL COUNCIL, DAVID SHANE, ESQ; CEO, JIM LINK; 2013 PRESIDENT, SHARON BARRON; EXECUTIVE ASSISTANT, DONNA DAVIS; PRESIDENT-ELECT, ROGER HANCE; LEFT-TO-RIGHT – BACK ROW: DIRECTOR, MEMBER & COMMUNITY RELATIONS, JOEY LEWIS; VP FINANCE, ROB SCHWAB; EXECUTIVE COMMITTEE MEMBERS WINNIE DAVIS, WENDY HALE, PAT ZICARELLI, GAYE RAINEY, AND DAN TRESIERRAS; COO, TIM JOHNSON)

CONSUMER PRICE INDEXES						
MAY 2013						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	MAY 2012	APR 2013	MAY 2013	APR 2013	MAY 2013	MAY 2013
Los Angeles - Riverside - Orange County	237.032	239.043	239.346	0.9	1.0	0.1



**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](mailto:info@srar.com)

# SOUTHLAND REGIONAL ASSOCIATION OF REALTORS EXPANDS FOCUS ON COMMERCIAL, INVESTMENT REAL ESTATE

The 9,000-member Southland Regional Association of Realtors recently expanded its commitment to servicing the highly specialized sector of the commercial and investment real estate markets in the San Fernando and Santa Clarita valleys

The Association's 23-member Board of Directors this January ratified changing its longstanding commercial real estate committee into the Commercial & Investment Division.

The decision acknowledges burgeoning demand from the more than 3,200 SRAR members who list a commercial specialty, including: commercial and industrial land and lots, small retail buildings, business opportunities, multi-residential units and apartment property management.

"The Association for three decades has provided networking opportunities, educational meetings and technical support to Realtors who specialize in various types of commercial and investment property," said Sharon Barron, SRAR president. "The added emphasis the Division brings reflects the fact that many of our commercial and investment events already draw standing-room only crowds. A Division enables SRAR to assume an even higher profile in this vital sector of the commercial and investment real estate market."

Jim Link, the Association's chief executive officer, said that the Commercial & Investment Division would allow SRAR to target all types of commercial and investment real estate activity and opportunities.

"From buyers or sellers of medium to small strip malls along Ventura Boulevard, mom-and-pop corner business leaders in Granada Hills, to owners of commercially zoned land in Northridge or Santa Clarita, they all have much in common," Link said. "Realtors and their clients all have a need for access to expert real estate support, specialized information, and insight on commercial codes, laws, rules and regulations.

"That's the kind of real estate expertise that often makes the difference between success or failure of a small business," Link said. "SRAR has been the clearinghouse for that vital local knowledge and support."

To maintain focus on their mission, Richard Bozzi, chairman of the Division, said the Association serves members who concentrate on the \$10 million and under commercial and investment market.

"Obviously, there will be overlap, higher and lower," he said. "Yet, just as selling vast high-rise commercial buildings for hundreds of millions of dollars requires deep, specific knowledge, we know that the under \$10 million commercial and investment market often can be just as complicated, just as specialized, with an even smaller margin of error."

SRAR recently was selected in 2012 by the National Association of Realtors to be one of the first of six recipients of the Accredited Commercial Excellence award in recognition of the Association's extraordinary leadership in providing commercial programs to its members and the community. N.A.R. also awarded its Realtors' Commercial Alliance award in 2009 to SRAR for surpassing specific benchmarks in its efforts to engage members with high quality commercial services.

The Association has had a commercial and investment committee and commercial events dating back to 1984 and earlier. For example, the Commercial Networking Meeting in the San Fernando Valley has met monthly for more than 20 years. A second commercial networking meeting was added in 2011 to serve the Santa Clarita Valley.

Both meetings along with annual events and regular daylong seminars provide an opportunity for networking, pitching commercial listings, and gaining insight into a wide range of commercial topics presented by a stable of experienced speakers.

SRAR's next seminar in its 2013 commercial and investment real estate monthly educational series will be held on Wednesday, July 17. The focus will be "Small Property Investment Brokerage."

For more information, contact SRAR's education department at 818-947-2268 or go to [www.commercialdataexchange.com](http://www.commercialdataexchange.com).

COMMERCIAL  
Real Estate



## IN MEMORIAM:

Kaye Kirkpatrick



long time SRAR employee,  
passed away on April 6, 2013

She was a dedicated 35 year employee  
who worked in the accounting department  
and real estate store.

Kaye retired from SRAR in 2004  
and her charming interaction  
with members and staff resulted  
in many life long friendships

# THE SCOOP ON “CONFIDENTIALITY OF OFFERS TO PURCHASE REAL ESTATE”

SUBMITTED BY KATHY MEHRINGER, 2013 SRAR RISK MANAGEMENT COMMITTEE

Every week I receive multiple emails or phone calls on the subject of “Confidentiality of Offers.” Most of the time these inquiries arise as a result of the buyer’s and/or their agent’s suspicion that the terms of their offer may have been used by the seller and/or his/her agent to solicit higher and better offers! While this may seem like an unfair practice the truth is the seller has the right to instruct his/her agent to do just that!

It is of interest to note that Article 1, Standard of Practice 1-15, of the National Association of Realtors® Code of Ethics requires Realtors® to advise potential clients of: “the possibility that sellers or sellers’ representatives may not treat the existence, terms, or conditions of offers as confidential unless confidentiality is required by law, regulations, or by any confidentiality agreement between the parties.”

For that reason the Statewide Buyer and Seller Advisory (CAR Form “SBSA”) was amended in recent years to include the following language, thereby providing a written disclosure to clients.

**45. NON CONFIDENTIALITY OF OFFERS:** *Buyer is advised that seller or Listing Agent may disclose the existence, terms conditions of Buyer’s offer, unless all parties and their agent have signed a written confidentiality agreement (such as C.A.R. Form CND). Whether any such information is actually disclosed depends on many factors, such as current market conditions, the prevailing practice in the real estate community, the Listing Agent’s marketing strategy and the instructions of the Seller.*

In addition, California Association of Realtors® Disclosure and Consent for Representation of More Than One Buyer or

Seller (CAR form “DA”) includes language that addresses the Non-Confidentiality of Offers in similar fashion.

**NON CONFIDENTIALITY OF OFFERS:** *Buyer is advised that seller or Listing Agent may disclose the existence, terms conditions of Buyer’s offer, unless all parties and their agent have signed a written confidentiality agreement (such as C.A.R. Form CND). Whether any such information is actually disclosed depends on many factors, such as current market conditions, the prevailing practice in the real estate community, the Listing Agent’s marketing strategy and the instructions of the Seller.*

In an effort to assist Realtors® and their buyers in the negotiating of a confidentiality agreement between the parties and their respective agents the California Association of Realtors® (“CAR”) released a form which addresses this issue:

The Confidentiality and Non-Disclosure Agreement (CAR Form “CND”)

The form is self-explanatory and is intended to be used to bind, Buyer, Seller, Landlord or Tenant as well as the involved real estate broker/licensees to confidentiality.

In the event a Buyer wishes to negotiate confidentiality by using this form keep in mind: (i) The form is to be sent in advance of the Offer to Purchase (ii) The applicable boxes should be checked (iii) Seller(s), Buyer(s) and both agents sign the CND. It should be returned to the Buyer’s agent prior to presentation of any offer being delivered.

Be aware that Paragraph 1 includes language regarding the Agent(s) obligation to keep the information confidential; it also states that the respective parties are

responsible for any breach of the CND by its agents.

At the end of the day our duty is to make certain our clients understand the risk versus reward analysis of any contract negotiation. Whether the inclusion of a confidentiality agreement is a good strategy depends on the market conditions. For example, based on the number of multiple offers and bidding wars we are currently experiencing, conditioning an offer on such an agreement may severely handicap the buyer’s ability to secure the property. There is no secret recipe, our responsibility is to consult and advise while setting and managing the expectations of our clients!

## ADVERTISEMENT

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[www.GoMetroRetro.com](http://www.GoMetroRetro.com)





## IMPORTANT MLS UPDATES

Effective immediately any CRISNet MLS “Exclude From MLS” form submitted must include the first and last page of the listing agreement. A revised form has been approved by the Board of Directors. This newer form will become mandatory, to use ,as of August 1, 2013.

New CRISNet MLS Rules went into effect June 1, 2013. The changes addressed IDX issues. Be sure to only refer to this edition of the rules.

Any questions on these updates or the MLS Rules should be directed to the MLS staff at 818-786-2110.



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:

SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

## TEXAS HOLD 'EM & CASINO NIGHT

SEPTEMBER 21, 2013  
6:00-10:00PM

IN THE SRAR AUDITORIUM  
7232 BALBOA BLVD. - VAN NUYS, CA 91406



### **Play in the Texas Hold 'Em Tournament**

- \* \$100 Buy-in with re-buys and add-ons available
- \* Prizes awarded for 1st, 2nd, & 3rd place
- \* *Texas Hold 'Em limited to first 40 playing spots*



### **Or just come for the gambling & the fun!**

- \* \$50 General Admission, gets you \$25K in chips
- \* Gaming includes Blackjack & Roulette
- \* Win tickets to enter raffles for amazing prizes



**Open bar, Appetizers,  
Amazing prizes,  
Great fun**



**...and all for a good cause.**

*All proceeds will be donated to the  
**SRAR Charitable Foundation***

A 501(c)(3) Charitable Organization | Federal Tax ID# 95-4323748



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

**Charitable  
Foundation, Inc.**

**For more information, contact:**

Jason Arancibia 818-947-2298 or  
JasonA@srar.com

[www.srar.com](http://www.srar.com)





# Leadership Institute



## *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. This is the opportunity to shape the industry in which you work.

Leaders of SRAR include committee members, committee chairs & vice chairs, and ultimately Directors of the Board. Leadership in the real estate industry also extends to the state level with the California Association of REALTORS® as well as the national level with the National Association of REALTORS®.

The Leadership Institute is the start of leadership development into those roles and consists of six courses being offered over a six month period of time (one course per month).

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**

August 8, 2013  
11:00AM to 2:00PM

#### **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

#### **Education & Fair Housing**

December 12, 2013  
10:45AM to 2:15PM

#### **Multiple Listing Service**

January 9, 2014  
10:45AM to 2:15PM



**For more information, visit  
[Leadership.SRAR.com](http://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

Beirne, James Geoffrey  
James G. Beirne  
24259 Burbank Blvd.  
Woodland Hills, CA. 91367

Frydman, Eitan Michael  
Gray Stripes Realty, Inc.  
11912 Eddleston Drive  
Porter Ranch, CA. 91326

Geydzhyan, Benjamin Ben  
Global Realty & Mortgage  
13355 Cantara St.  
Van Nuys, CA. 91402

Gozumian, Garen  
Garen Gozumian  
625 S. Hill St. #249  
Los Angeles, CA. 91307

Guluzza, Gary William  
Gary Guluzza, Broker  
29309 N. Kilamanager Ct.  
Canyon Country, CA. 91387

Marzban, Daryush  
Daryush Marzban  
7236 Amigo Ave. #107  
Reseda, CA. 91335

Mathews, Kyle R.  
Kyle Raymond Mathews  
5508 Denny Ave.  
North Hollywood, CA. 91601

Rabban, Matthew  
All Pacific Funding Corp.  
18340 Ventura Blvd. #205  
Tarzana, CA. 91356

Reilley, Erica L.  
Erica L. Reilley, Broker  
11557 Newcastle Ave.  
Granada Hills, CA. 91344

## RESPONSIBLE REALTOR® APPLICANTS

## SECOND POSTING

Richardson, Shari Jean  
Applied Business Resources  
6680 Alhambra Ave. #108  
Martinez, CA. 94553

Sach, Monica Boostanfar  
Monica Sach  
18425 Burbank Blvd. #500  
Tarzana, CA. 91356

Sacks, Raymond Barry  
Dreams  
815 Tamle Ave.  
Thousand Oaks, CA. 91362

Sirca, Nicolae  
Nicolae Sirca  
7433 Sylvia Ave.  
Reseda, CA. 91335

Sterman, Fred Mitchell  
Fred Mitchell Sterman  
275 South Beverly Drive. #200  
Beverly Hills, CA. 90210

Vasquez, Oscar  
Oscar Vasquez, Broker  
320 Foothill Drive  
Fillmore, CA. 93015

Wang, Joe  
Allstar Brokers Network  
850 E. Las Tunas Dr.  
San Gabriel, CA. 91776

Baghjaian, Bertha  
Bertha Baghjaian  
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, Efrén  
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

Grobber, 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, Kevin  
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

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

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

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

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

Riazati, 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  
Caball Realty Group  
770 Paseo Camarillo #100  
Camarillo, CA. 93010

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

## REALTOR® APPLICANTS

Abramovitch, Erez David / WallStreet Capital Mortgage Inc. / Calabasas  
Allen, Westley / Citadel Ventures, Inc. / Woodland Hills  
Alvarado, Maricela E. / Park Regency Realty / Granada Hills  
Amorosino, Francesca / Realty Executives / Newhall  
Avalos, Jovan / Marquise Realty / Chatsworth  
Barrera Hernandez, Carlos Alberto / Valley View Realty, Inc. / Mission Hills  
Bell, Jasminka K. / Keller Williams Encino-Sherman Oaks / Encino  
Benice, Chris Scott / Premier Agent Network / Temecula  
Bermudez, Eric Alexander / Coldwell Banker Vista Realty / Valencia  
Bet-neisan, Ramseem / Park Regency Realty / Granada Hills  
Boteler, Charleszetta / Santa Clarita Valley Homes / Valencia  
Bouimer, Nancy / Prudential California Realty / Calabasas  
Bray, Frank Davis / WG Financial / Winnetka  
Brooks, Edwina Elizabeth / Coldwell Banker / Calabasas  
Burgos, Jose A. / First Choice Realty / Palmdale  
Cabral, Joao Pedro / Keller Williams Realty / Northridge  
Cappellohughes, Martha Elena / Realty Executives / Newhall  
Castaneda Gomez, Louis Donati / Keller Williams Realty / Studio City  
Cetto, Mario Pena / Pacific Properties / Northridge  
Chatih, Bishara / Pinnacle Estate Properties / Encino  
Contreras, Paul Moreno / Pinnacle Estate Properties, Inc. / Mission Hills  
Coopersmith, Peter S. / Prudential California Realty / Chatsworth  
Corey, Nicole / Dilbeck Realtors / Calabasas  
Cure, Renee / Pacific Integrated Capital / Arcadia  
Dacanay, Analyn Castro / US Home and Loans / Canoga Park  
Dardashti, Parisa Tehrani / Coldwell Banker / Sherman Oaks  
De Laveuille, Sylvan / Keller Williams VIP Properties / Valencia  
De La Torre, Maria / San Fernando Realty, Inc. / San Fernando  
Delgadillo, Luis A. / San Fernando Realty, Inc. / San Fernando  
Dittman, Betsy Ilene / Coldwell Banker / Calabasas  
Doktorovich, Roman / ZipRealty / Emeryville  
Dowling, Joanne Holly / Pinnacle Estate Properties, Inc. / Encino  
Ebrahimi, Kevin Moseh / Elite Residential Realty / Calabasas

Englander, Jane / Coldwell Banker Quality Properties / Northridge  
Eskew, Jackson Kenmore / Prudential Calif. Realty / Sherman Oaks  
Etcheverry, Amanda Catherine / Keller Williams VIP Properties, Inc. / Valencia  
Fausner, Mark Andrew / On The House Homes / West Hills  
Ford, Deborah / Keller Williams Realty Studio City / Studio City  
Garcia, Tom Duane Tan / Century 21 Valley Properties, Inc. / West Hills  
Ghobadi, Reza / Keller Williams Realty Calabasas / Calabasas  
Ha, Michelle Trami / Keller Williams Encino-Sherman Oaks / Encino  
Hatch, Holly / Keller Williams Realty Calabasas / Calabasas  
Heese, Dana / Ramsey-Shilling Assoc. / Toluca Lake  
Hough, Sara Lynn / Realty Executives / Newhall  
Huynh, Viet Khoi / Keller Williams Realty / Studio City  
Hyon, Eric / Real Estate eBroker Inc. / Carlsbad  
Jafari, Persian Mehrnoosh / Dilbeck Realtors / Calabasas  
Javadi, Amir / Keller Williams Encino-Sherman Oaks / Encino  
Karimi, Alexander / Realty Executives / Newhall  
Katz, Lyonel / Lux Realty / Woodland Hills  
Kharlash, Maria / Fair Realty / Encino  
Kleoni, Nicole Marie / Keller Williams Realty Calabasas / Calabasas  
Kneuer Bernard, Cameo Yvette / Keller Williams Realty / Calabasas  
Lansden, Vida S. / MCD Realty, Inc. / Simi Valley  
Lee, Solomon / Coldwell Banker / Granada Hills  
Lobido, Marcelo T. / Realty Visions / El Monte  
Lopez Valdez, Ana Karen / Keller Williams Realty / Westlake Village  
Lorier, Kathryn / Coldwell Banker / Westlake Village  
Luna, Cesar Banzon / Keller-Davis, Inc. / Santa Clarita  
Lynn, Keith / Westbridge Properties / Valencia  
Mackey, Sean Kevin / Four Seasons Realty So. Cal. / Northridge  
Mahoorigilani, Joley Z. / Exit Platinum Realty / Woodland Hills  
Mansour, Rana / Rodeo Realty / Encino  
Matthews, Robert / Rodeo Realty / Northridge  
Mundell, Shah Kieran / Dilbeck Realtors / Studio City  
Najar, Anne T. / Harvey Realty / Woodland Hills

Nasher, Sebastian / Keller Williams VIP Properties / Valencia  
Noorani, Jimmy / ZipRealty / Emeryville  
Orshani, Claudette / ZipRealty / Emeryville  
Pang, Fei / Pinnacle Estate Properties, Inc. / Northridge  
Pia, Behzad / Rodeo Realty / Woodland Hills  
Pirouti, Adam Nicholas / Keller Williams Realty Studio City / Studio City  
Quvedo, Marina C. / Pinnacle Estate Properties, Inc. / Valencia  
Robinson, Chelsea E. / Rodeo Realty / Encino  
Rocha, Rigoberto / Keller Williams VIP Properties / Valencia  
Sadeghzadeh, Behnam / Property Center Inc. / Woodland Hills  
Sanchez-Chew, Rene Fernando / Century 21 Hilltop / Simi Valley  
Sandoval, Lisa / Dilbeck Realtors / Calabasas  
Short, Marie / Scenic Hills Realty / Valencia  
Strem, Lisa Lee Salley / Troop Real Estate, Inc. / Valencia  
Tamillo, Cynthia Lee / MCD Realty Inc. / Simi Valley  
Tsaturyan, Edwin / Pinnacle Estate Properties, Inc. / Valencia  
Valdivia, Claudia / Valley Star Realty / Mission Hills  
Valenza, Diane / Williams Homes Inc. / Santa Clarita  
Varspan, Benjamin Zev / Re/Max Showcase / Sherman Oaks  
Weber, Daniel / My Valley Homes Inc. / Canyon Country  
Wickersham, John / Prudential California Realty / San Diego  
Wiles, Amy Beth / Sellstate Horizons Realty / Tarzana  
Williams, Zackary Aaron / Keller Williams Realty Calabasas Estates / Calabasas  
Wirutanga, Rohan C. / Coldwell Banker Greater Valleys / Granada Hills  
Zaman, Anaela Zarin / Keller Williams Realty-Studio City / Studio City  
Zazay, Alam M. / Pinnacle Estate Properties / Northridge  
Zheng, Norman / Keller Williams Realty / Northridge



RESIDENTIAL  
PROPERTIES LISTED

1,506

MAY SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.  
ESCROW OPENED

1,329

RESIDENTIAL PROP.  
ESCROW CLOSED

1,265

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	139	220	166	205	261	991	515	1,506
TOTAL ACTIVE LISTINGS	151	258	188	200	345	1,142	836	1,978
AVERAGE DAYS ON MARKET	91	89	82	60	79	79	105	90
AVERAGE LIST PRICE IN THOUSANDS	324.7	870.0	967.6	652.4	1,323.2	598.4	598.4	779.9
MEDIAN LIST PRICE IN THOUSANDS	310.0	610.0	610.0	510.0	765.0	559.0	450.0	450.0
BOMS	35	33	39	37	45	189	101	290
AVERAGE BOM PRICE IN THOUSANDS	332.4	586.3	618.5	451.2	923.2	599.7	372.3	520.5
BOM TO SALE RATIO	32.4	16.8	25.3	21.0	20.2	22.1	24.8	22.9
EXPIRATIONS	13	11	21	14	17	76	46	122

PENDING SALES:

NEW ESCROWS OPENED	152	199	158	176	215	900	429	1,329
TOTAL YTD ESCROWS OPENED	627	833	623	747	975	3,805	1,964	5,769
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	33	27	28	35	28	30	40	33
NEW OPEN ESCROWS AVERAGE LIST PRICE	291.5	600.8	652.5	510.0	634.5	547.9	408.0	502.8

CLOSED SALES:

NEW ESCROWS CLOSED	108	196	154	176	223	857	408	1,265
TOTAL YTD ESCROWS CLOSED	522	710	543	696	866	3,337	1,692	5,029
VOLUME OF NEW SALE DOLLARS IN MILLIONS	30.744	123.094	82.635	86.918	139.506	462.897	167.763	630.660
VOLUME OF TOTAL YTD SALES IN MILLIONS	141.090	416.429	293.764	321.668	525.517	1,698.468	653.781	2,352.249
AVERAGE SALE PRICE IN THOUSANDS	284.7	628.0	536.6	493.9	625.6	540.1	411.2	498.5
MEDIAN SALE PRICE IN THOUSANDS	286.0	520.0	395.0	450.0	537.5	435.0	325.0	406.0
COOP SALES	73	148	102	131	181	635	304	939
PERCENT OF COOP SALES	67.6	75.5	66.2	74.4	81.2	74.1	74.5	74.2
AVERAGE DAYS ON MARKET	102	103	95	101	90	98	119	105
SALES AT LIST PRICE	80	136	91	107	145	559	252	811
PERCENT OF SALES AT LIST PRICE	74.1	69.4	59.1	60.8	65.0	65.2	61.8	64.1
SALES TO LISTING INVENTORY RATIO	71.5	76.0	81.9	75.0	84.6	88.0	75.0	84.0
FINAL SALE TO NEW LISTING RATIO	77.7	89.1	92.8	85.9	85.4	86.5	79.2	84.0

CLOSED SALES TYPE

FORECLOSURE/REO	14	9	13	12	17	65	50	115
SELLER CONCESSIONS	0	1	1	0	0	0	0	2
SHORT SALE	23	34	25	36	26	144	90	234
STANDARD	71	151	114	126	176	638	284	902
OTHER	0	1	1	2	4	8	6	14

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	75	67	28	11	48080
100,000 TO 109,999	10	10	6	1	1300
110,000 TO 119,999	60	15	16	8	4149
120,000 TO 139,999	74	43	29	9	2761
140,000 TO 159,999	33	49	24	8	65907
160,000 TO 179,999	42	44	31	8	8312
180,000 TO 199,999	37	52	27	9	4179
200,000 TO 249,999	47	140	96	42	1594
250,000 TO 299,999	41	147	104	34	2575
300,000 TO 349,999	38	148	128	38	4121
350,000 TO 399,999	32	154	119	42	3594
400,000 TO 449,999	20	119	118	31	7513
450,000 TO 499,999	34	108	80	28	4682
500,000 TO 549,999	32	69	63	21	1499
550,000 TO 599,999	25	79	68	29	5439
600,000 TO 699,999	29	139	96	29	N/A
700,000 TO 799,999	35	110	64	30	13125
800,000 TO 899,999	29	77	45	20	22156
900,000 TO 999,999	43	51	31	20	50345
1,000,000 TO 1,999,999	52	231	78	50	49941
MORE THAN 2,000,000	51	135	13	8	73158
TOTALS	37	1987	1266	476	631099

LISTINGS

6,938

2013 RMLS TOTAL - \$ VOLUME

\$2,352,249,000

SALES

5,152

\*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	
<b>JAN</b>	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	
<b>FEB</b>	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	
<b>MAR</b>	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	
<b>APR</b>	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	
<b>MAY</b>	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		1,506	1,265	630.6	84.0	
<b>JUNE</b>	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						
<b>JUL</b>	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						
<b>AUG</b>	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						
<b>SEPT</b>	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						
<b>OCT</b>	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						
<b>NOV</b>	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						
<b>DEC</b>	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						
<b>TOTAL</b>	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						
<b>AVG. SALE PRICE</b>			<b>\$499,313</b>					<b>\$417,181</b>					<b>\$429,200</b>					<b>\$395,470</b>					<b>\$392,470</b>							



## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR MAY

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
<b>ACTIVE INVENTORY</b>								
New Listings	94	136	118	154	198	700	383	1,083
Total Active Listings	113	182	124	155	285	859	630	1,489
Average Days on Market	91	99	92	62	79	84	97	89
Average List Price in Thousands	344.7	1,039.2	1,120.4	707.7	1,493.8	1,050.6	658.7	884.7
Median List Price in Thousands	329.0	749.0	799.0	550.0	895.0	675.0	339.5	520.0
BOMS	26	20	23	25	37	131	85	216
Average BOM Price in Thousands	355.1	683.3	816.5	497.2	1,050.6	709.8	386.2	582.4
BOM to Sale Ratio	32.5	15.6	22.3	19.2	22.7	21.7	27.7	23.7
Expirations	11	7	19	8	12	57	37	94
<b>PENDING SALES</b>								
New Escrows Opened	96	120	109	127	153	605	326	931
Total YTD Escrows Opened	430	535	423	562	722	2,672	1,462	4,134
New Open Escrows Average Days on Market	32	28	28	31	27	29	42	33
New Open Escrows Average List Price	325.1	702.1	749.4	571.3	724.4	629.0	423.7	557.1
<b>CLOSED SALES:</b>								
New Escrows Closed	80	128	103	130	163	604	307	911
Total YTD Escrows Closed	382	475	366	515	653	2,391	1,237	3,628
Volume of New Sales Dollars in Millions	25.138	95.177	68.216	71.535	114.521	374.588	130.831	505.419
Volume of total YTD Sales in Millions	112.901	329.295	244.358	259.969	445.695	1,392.218	489.859	1,882.077
Average Sale Price in Thousands	314.2	743.6	662.3	550.3	702.6	620.2	426.2	554.8
Median Sale Price in Thousands	310.0	655.0	470.0	502.0	575.0	520.0	337.2	455.0
Coop Sales	50	95	70	102	136	453	226	679
Percent of Coop Sales	62.5	74.2	68.0	78.5	83.4	75.0	73.6	74.5
Average Days on Market	100	98	91	97	89	94	121	103
Sales at List Price	60	86	53	78	104	381	185	566
Percent of Sales at List Price	75.0	67.2	51.5	60.0	63.8	63.1	60.3	62.1
Sales to Listing Inventory Ratio	70.8	70.3	83.1	83.9	57.2	70.3	48.7	61.2
Final Sale to New Listing Ratio	85.1	94.1	87.3	84.4	82.3	86.3	80.2	84.1
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO	10	4	9	7	10	40	44	84
Seller Concessions	0	0	1	0	0	1	0	1
Short Sale	14	22	12	21	17	86	67	153
Standard	56	101	81	100	134	472	193	665
Other	0	1	0	2	2	5	5	10

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MAY

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
<b>ACTIVE INVENTORY</b>								
New Listings	45	84	48	51	63	291	132	423
Total Active Listings	38	76	64	45	60	283	206	489
Average Days on Market	91	67	62	50	52	63	130	92
Average List Price in Thousands	265.2	464.7	671.5	462.2	512.6	494.4	414.2	460.6
Median List Price in Thousands	260.0	399.0	330.0	410.0	354.0	350.0	319.0	345.0
BOMS	9	13	16	12	8	58	16	74
Average BOM Price in Thousands	266.6	437.1	333.9	355.5	333.7	351.0	298.5	339.7
BOM to Sale Ratio	32.1	19.1	31.4	26.1	13.3	22.9	15.8	20.9
Expirations	2	4	2	6	5	19	9	28
<b>PENDING SALES</b>								
New Escrows Opened	56	79	49	49	62	295	103	398
Total YTD Escrows Opened	197	298	200	185	253	1,133	502	1,635
New Open Escrows Average Days on Market	33	26	28	45	29	32	37	33
New Open Escrows Average List Price	233.9	447.0	437.0	351.1	412.6	381.7	358.2	375.6
<b>CLOSED SALES:</b>								
New Escrows Closed	28	68	51	46	60	253	101	354
Total YTD Escrows Closed	140	235	177	181	213	946	455	1,401
Volume of New Sales Dollars in Millions	5.607	27.917	14.419	15.382	24.985	88.309	36.931	125.241
Volume of total YTD Sales in Millions	28.189	87.134	49.406	61.699	79.822	306.250	163.922	470.172
Average Sale price in Thousands	200.2	410.5	282.7	334.4	416.4	349.0	365.7	353.8
Median Sale Price in Thousands	190.0	375.0	240.0	318.0	336.4	310.0	320.0	315.0
Coop Sales	23	53	32	29	45	182	78	260
Percent of Coop Sales	82.1	77.9	62.7	63.0	75.0	71.9	77.2	73.4
Average Days on Market	107	113	103	115	93	106	112	108
Sales at List Price	20	50	38	29	41	178	67	245
Percent of Sales at List Price	71.4	73.5	74.5	63.0	68.3	70.4	66.3	69.2
Sales to Listing Inventory Ratio	73.7	89.5	79.7	102.2	100.0	89.4	49.0	72.4
Final Sale to New Listing Ratio	62.2	81.0	106.3	90.2	95.2	86.9	76.5	83.7
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO	4	5	4	5	7	25	6	31
Seller Concessions	0	1	0	0	0	1	0	1
Short Sale	9	12	13	15	9	58	23	81
Standard	15	50	33	26	42	166	71	237
Other	0	0	1	0	2	3	1	4

## SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR MAY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	10	7	50	24	26	48	15	64	244	49	293
Total Active Listings	28	18	71	27	29	55	14	49	291	77	368
Average Days on Market	96	191	91	88	86	96	51	65	91	97	93
Average List Price in Thousands	505.3	757.5	567.3	666.7	614.3	566.4	775.7	870.0	647.8	419.4	600.0
Median List Price in Thousands	469.0	699.0	429.0	459.9	525.0	525.0	755.0	700.0	535.0	309.0	495.0
BOMS	0	1	15	7	3	11	0	9	46	9	55
Average BOM Price in Thousands	0.0	299.0	418.7	407.9	503.3	496.9	0.0	761.4	505.7	365.1	482.7
BOM to Sale Ratio	0.0	33.3	41.7	24.1	15.8	32.4	0.0	17.3	23.5	16.4	21.9
Expirations	0	1	0	3	0	0	3	1	8	7	15

### PENDING SALES

New Escrows Opened	11	6	55	20	17	44	10	55	218	47	265
Total YTD Escrows Opened	51	23	227	107	70	179	56	257	970	226	1,196
New Open Escrows Average Days on Market	75	229	33	25	24	42	48	31	41	29	39
New Open Escrows Average List Price	444.2	507.0	425.4	416.1	487.6	539.1	786.8	557.2	505.4	309.1	470.6

### CLOSED SALES:

New Escrows Closed	9	3	36	29	19	34	14	52	196	55	251
Total YTD Escrows Closed	39	24	206	108	69	168	59	219	892	182	1,074
Volume of New Sales Dollars in Millions	2.891	1.149	14.079	11.625	9.520	15.407	9.194	26.761	90.626	15.141	105.766
Volume of total YTD Sales in Millions	12.887	10.485	76.142	39.809	36.676	73.366	36.154	111.073	396.592	51.502	448.094
Average Sale price in Thousands	321.2	383.0	391.1	400.9	501.0	453.2	656.7	514.6	462.4	275.3	421.4
Median Sale Price in Thousands	250.0	379.0	331.3	405.2	415.5	408.0	569.0	470.0	420.5	220.0	400.0
Coop Sales	7	2	21	23	14	28	12	36	143	41	184
Percent of Coop Sales	77.8	66.7	58.3	79.3	73.7	82.4	85.7	69.2	73.0	74.5	73.3
Average Days on Market	147	142	138	100	149	106	76	104	115	144	121
Sales at List Price	3	3	22	22	9	28	10	38	135	34	169
Percent of Sales at List Price	33.3	100.0	61.1	75.9	47.4	82.4	71.4	73.1	68.9	61.8	67.3
Sales to Listing Inventory Ratio	32.1	16.7	50.7	107.4	65.5	61.8	100.0	106.1	67.4	71.4	68.2
Final Sale to New Listing Ratio	90.0	42.9	72.0	120.8	73.1	70.8	93.3	81.3	80.3	112.2	85.7

### CLOSED SALES TYPE

Foreclosure / REO	1	0	3	5	2	2	00	3	16	11	27
Seller Concessions	0	0	0	1	0	0	0	0	1	0	1
Short Sale	2	2	13	6	3	10	4	7	47	18	65
Standard	6	1	20	16	14	22	10	42	131	26	157
Other	0	0	0	1	0	0	0	0	1	0	1

## SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR MAY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	1	27	1	21	17	7	46	120	17	137
Total Active Listings	1	1	18	3	18	9	1	39	90	21	111
Average Days on Market	39	81	47	98	48	75	46	45	51	68	54
Average List Price in Thousands	499.0	549.9	348.6	237.7	209.0	327.3	365.0	395.6	339.3	330.3	337.6
Median List Price in Thousands	499.0	549.9	319.9	279.0	179.9	285.0	365.0	350.0	301.9	325.0	310.0
BOMS	0	0	1	0	4	2	1	11	19	2	21
Average BOM Price in Thousands	0.0	0.0	190.0	0.0	191.5	344.0	365.0	343.6	304.7	191.5	293.9
BOM to Sale Ratio	0.0	0.0	3.3	0.0	23.5	16.7	14.3	32.4	18.4	10.5	17.2
Expirations	0	0	1	0	0	1	0	0	02	1	3

### PENDING SALES

New Escrows Opened	1	1	29	2	21	14	6	40	114	15	129
Total YTD Escrows Opened	3	3	121	14	79	75	29	174	498	65	563
New Open Escrows Average Days on Market	236	11	21	27	22	13	4	18	20	15	20
New Open Escrows Average List Price	499.0	425.0	239.8	494.5	214.2	306.9	369.6	431.6	325.8	339.6	327.4

### CLOSED SALES:

New Escrows Closed	1	0	30	2	17	12	7	34	103	19	122
Total YTD Escrows Closed	3	2	111	13	72	59	25	137	422	56	478
Volume of New Sales Dollars in Millions	0.285	0.000	7.210	0.708	3.651	2.527	2.355	11.150	27.886	6.515	34.401
Volume of Total YTD Sales in Millions	1.186	0.815	22.786	4.234	14.804	13.919	9.027	43.011	109.782	19.401	129.183
Average Sale price in Thousands	285.0	0.0	240.3	353.8	214.8	210.6	336.4	327.9	270.7	342.9	282.0
Median Sale Price in Thousands	285.0	0.0	185.0	255.0	200.0	210.0	320.0	285.0	235.0	292.5	235.1
Coop Sales	0	0	21	2	13	7	4	22	69	14	83
Percent of Coop Sales	0.0	0.0	70.0	100.0	76.5	58.3	57.1	64.7	67.0	73.7	68.0
Average Days on Market	163	0	82	259	95	141	116	97	102	79	99
Sales at List Price	0	0	21	1	14	10	6	24	76	14	90
Percent of Sales at List Price	0.0	0.0	70.0	50.0	82.4	83.3	85.7	70.6	73.8	73.7	73.8
Sales to Listing Inventory Ratio	100.0	0.0	166.7	66.7	94.4	133.3	700.0	87.2	114.4	90.5	109.9
Final Sale to New Listing Ratio	0.0	0.0	111.1	200.0	81.0	70.6	100.0	73.9	85.8	111.8	89.1

### CLOSED SALES TYPE

Foreclosure / REO	1	0	1	0	1	0	2	2	7	1	8
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	13	1	5	8	2	8	37	4	41
Standard	0	0	16	1	11	4	3	24	59	14	73
Other	0	0	0	0	0	0	0	0	0	0	0



RESIDENTIAL PROPERTIES LISTED

430

MAY SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP ESCROW OPENED

394

RESIDENTIAL PROP ESCROW CLOSED

373

ACTIVE INVENTORY:																
NEW LISTINGS	10	8	77	25	47	65	22	110	364	66	430					
TOTAL ACTIVE LISTINGS	29	19	89	30	47	64	15	88	381	98	479					
AVERAGE DAYS ON MARKET	94	185	82	89	72	93	51	56	82	90	84					
AVERAGE LIST PRICE IN THOUSANDS	505.1	746.6	523.1	623.8	459.1	532.8	748.3	659.8	575.0	400.3	539.2					
MEDIAN LIST PRICE IN THOUSANDS	470.0	699.0	415.0	449.9	390.0	495.0	755.0	495.0	475.0	309.0	445.8					
BOMS	0	1	16	7	7	13	1	20	65	11	76					
AVERAGE BOM PRICE IN THOUSANDS	0	299.0	404.4	407.9	325.1	473.3	365.0	531.6	446.9	333.5	430.5					
BOM TO SALE RATIO	0	33.3	19.4	22.6	23.3	28.3	4.8	14.7	21.7	14.9	20.4					
EXPIRATIONS	0	1	1	3	0	1	3	1	10	8	18					
PENDING SALES:																
NEW ESCROWS OPENED	12	7	84	22	38	58	16	95	332	62	394					
TOTAL YTD ESCROWS OPENED	54	26	348	121	149	254	85	431	1,468	291	1,759					
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	88	198	29	25	23	35	31	26	34	26	33					
NEW OPEN ESCROWS AVERAGE LIST PRICE	448.7	495.3	361.4	423.2	336.5	483.0	630.4	504.3	443.7	316.5	423.7					
CLOSED SALES:																
NEW ESCROWS CLOSED	10	3	66	31	36	46	21	86	299	74	373					
TOTAL YTD ESCROWS CLOSED	42	26	317	121	141	227	84	356	1,314	238	1,552					
VOLUME OF NEW SALE DOLLARS IN MILLIONS	3.176	1.149	21.289	12.332	13.171	17.934	11.549	37.911	118.511	21.656	140.167					
VOLUME OF TOTAL YTD SALES IN MILLIONS	14.073	11.300	98.929	44.042	51.480	87.286	45.181	154.083	506.374	70.903	577.276					
AVERAGE SALE PRICE IN THOUSANDS	317.6	383.0	322.6	397.8	365.9	397.8	550.0	440.8	396.4	292.6	375.8					
MEDIAN SALE PRICE IN THOUSANDS	250.0	379.0	305.0	405.2	275.0	391.0	513.0	420.0	377.9	235.0	350.0					
COOP SALES	7	2	42	25	27	35	16	58	212	55	267					
PERCENT OF COOP SALES	70.0	66.7	63.6	80.6	75.0	76.1	76.2	67.4	70.9	74.3	71.6					
AVERAGE DAYS ON MARKET	148	142	113	111	123	115	90	101	111	127	114					
SALES AT LIST PRICE	3	3	43	23	23	38	16	62	211	48	259					
PERCENT OF SALES AT LIST PRICE	30.0	100.0	65.2	74.2	63.9	82.6	76.2	72.1	70.6	64.9	69.4					
SALES TO LISTING INVENTORY RATIO	34.5	15.8	74.2	103.3	76.6	71.9	140.0	97.7	78.5	75.5	77.9					
FINAL SALE TO NEW LISTING RATIO	100.0	37.5	85.7	124.0	76.6	70.8	95.5	78.2	82.1	112.1	86.7					
CLOSED SALES TYPE																
FORECLOSURE/REO	2	0	4	5	3	2	2	5	23	12	35					
SELLER CONCESSION	0	0	0	1	0	0	0	0	1	0	1					
SHORTSALE	2	2	26	7	8	18	6	15	84	22	106					
STANDARD	6	1	36	17	25	26	13	66	190	40	230					
OTHER	0	0	0	1	0	0	0	0	1	0	1					
SELLING TIME - PRICE CHANGE - PRICE REDUCTION																
AVG. SELL TIME	ACTIVE NO. LISTINGS				TOTAL # SOLD				REDUCED \$				AVERAGE PRICE REDUCTION %			
LESS THAN 100,000	54	19	9	4	92333	17.7	4	92333	17.7	4	92333	17.7	4	92333	17.7	
100,000 TO 109,999	125	0	3	1	3333	4.2	1	3333	4.2	1	3333	4.2	1	3333	4.2	
110,000 TO 119,999	61	3	2	1	6950	5.1	1	6950	5.1	1	6950	5.1	1	6950	5.1	
120,000 TO 139,999	20	1	12	1	6086	6.1	1	6086	6.1	1	6086	6.1	1	6086	6.1	
140,000 TO 159,999	94	5	15	3	4850	0.5	3	4850	0.5	3	4850	0.5	3	4850	0.5	
160,000 TO 179,999	21	7	10	2	7171	5.0	2	7171	5.0	2	7171	5.0	2	7171	5.0	
180,000 TO 199,999	37	10	12	1	1515	1.3	1	1515	1.3	1	1515	1.3	1	1515	1.3	
200,000 TO 249,999	39	29	44	12	3447	2.2	12	3447	2.2	12	3447	2.2	12	3447	2.2	
250,000 TO 299,999	36	31	34	14	96	0.9	14	96	0.9	14	96	0.9	14	96	0.9	
300,000 TO 349,999	36	38	36	12	2185	1.2	12	2185	1.2	12	2185	1.2	12	2185	1.2	
350,000 TO 399,999	29	47	29	11	2731	2.9	11	2731	2.9	11	2731	2.9	11	2731	2.9	
400,000 TO 449,999	21	35	37	17	1044	0.3	17	1044	0.3	17	1044	0.3	17	1044	0.3	
450,000 TO 499,999	52	37	31	10	4614	1.2	10	4614	1.2	10	4614	1.2	10	4614	1.2	
500,000 TO 549,999	48	27	15	3	35650	9.3	3	35650	9.3	3	35650	9.3	3	35650	9.3	
550,000 TO 599,999	15	26	10	3	164	0.1	3	164	0.1	3	164	0.1	3	164	0.1	
600,000 TO 699,999	21	35	18	9	16660	2.4	9	16660	2.4	9	16660	2.4	9	16660	2.4	
700,000 TO 799,999	56	24	10	6	48057	5.8	6	48057	5.8	6	48057	5.8	6	48057	5.8	
800,000 TO 899,999	25	22	8	3	18179	2.0	3	18179	2.0	3	18179	2.0	3	18179	2.0	
900,000 TO 999,999	28	14	1	1	35000	3.7	1	35000	3.7	1	35000	3.7	1	35000	3.7	
1,000,000 TO 1,999,999	112	28	6	3	298488	11.9	3	298488	11.9	3	298488	11.9	3	298488	11.9	
MORE THAN 2,000,000	0	6	0	0	N/A	0.0	0	N/A	0.0	0	N/A	0.0	0	N/A	0.0	
TOTALS	40	449	342	117	6418	0.8	117	6418	0.8	117	6418	0.8	117	6418	0.8	

LISTINGS

1,955

2013 RMLS TOTAL - \$ VOLUME

577,276,000

SALES

1,585

\*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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## AREA MEETING ANNOUNCEMENTS

### **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. B.Hlvd.  
(Corner of Roscoe and Topanga)

Time: 8:30 A.M. - 9:30 A.M.

Topic: MLS Pitches, Caravan, Guest  
Speakers

### **COMM. INVEST. PROP.** 3<sup>rd</sup> Tues of mo.

Chairperson: Brian Hatkoff, CCIM

Phone: (818) 701-7789

Web: [www.commercialdataexchange.com](http://www.commercialdataexchange.com)

Time: 8:30 A.M.

Location: SRAR Auditorium  
7232 Balboa Blvd., Van Nuys

### **BUSINESS OPPORTUNITY** 4<sup>th</sup> Tues of mo.

Chairperson(S): Harvey Osherenko

Phone: 522-7592 - [Harveyok2@yahoo.com](mailto: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