

2013 SRAR RISK MANAGEMENT COMMITTEE

"BE IN CONTROL OF RENT CONTROL"

SUBMITTED BY JEFFREY E. LERMAN, ESQ & STEVEN D. SPILE, ESQ

Berkeley, Beverly Hills, East Palo Alto, Hayward, Los Angeles, Los Gatos, Oakland, Palm Springs, San Francisco, San Jose, Santa Monica, and West Hollywood. What do these cities have in common? Rental units in these locations are all subject to some form of rent control.

Rent control laws are a special set of laws that particular cities adopt for the purpose of setting price controls over the rents that can be charged for residential housing. It generally includes rent increase limits and eviction restrictions. Some cities' rent controls require relocation assistance to be paid to tenants under certain circumstances, and interest on security deposits.

For real estate agents representing landlords or tenants in cities with rent control, it is crucial to have a basic understanding of what these limits are and how they might affect your clients.

In the areas significant to members of the Southland Regional Association of Realtors, the cities of Los Angeles, Santa Monica, Beverly Hills, and West Hollywood all have rent control, but cities like Glendale, Burbank, Torrance, Pasadena, and Downey have nothing like it. Tenants who live in such places as Encino, Van Nuys, and Northridge may think they do not live in "Los Angeles," however, these are all parts of the City of Los Angeles, and are not separate cities at all.

In the City of Los Angeles, the Rent Stabilization Ordinance, found at Chapter 15 of the Los Angeles Municipal code, sets forth the rules and regulations for rent control in the City. There are two main categories of properties that are not included in the Rent Stabilization Ordinance. First of all, single family dwellings are exempt. You should note, however, that a single family dwelling with a second dwelling unit on the property is not exempt. Thus, for example, a single family home with a converted garage functioning as a second unit is NOT exempted. Even if the converted garage is unpermitted, this arrangement would be subject to rent control for the reason that it creates two dwelling units on one property. The same is true for duplexes.

Also, units built AFTER 1978 are exempt from rent control. When the city passed rent control legislation in 1978, landlords argued that future apartment construction would be adversely affected, so Los Angeles exempted any structure built after October, 1978 as a political compromise.

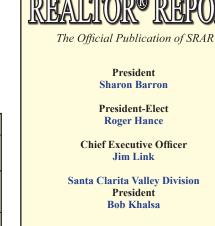
For landlords in Los Angeles, tenant rents can only be raised rent once every twelve months and only to the maximum percentage allowed by law. This percentage varies from 3% to 8% and is dependent upon the Consumer Price Index. The calculated annual increase percentage for the period of July 1, 2013 to June 30, 2014 has been set at 3%. For properties not under rent control, rents can be increased upon 30 days' notice or 60 days if the increase exceeds 10 percent. However, tenants and landlords are cautioned to examine the provisions of their particular lease for any contracted limitations.

For tenants in properties subject to rent control, the grounds available to a landlord for eviction are more limited than for properties not subject to rent control. Landlords can seek to evict tenants only on certain statutory grounds including, but not limited to, 1) nonpayment of rent, 2) breach of a provision in the lease, 3) tenant is using the property for an illegal purpose, 4) tenant has refused to execute a written lease extension or renewal, 5) tenant has refused to allow landlord reasonable access to make repairs, and 6) landlord seeks to use the rental unit for his own occupancy or for the occupancy of specific family members.

The Los Angeles Rent Stabilization Ordinance is a lengthy and, sometimes, collection of laws. Even if you understand the limitations imposed in Los Angeles, be aware that rent control laws differ significantly from neighboring communities such as Santa Monica and West Hollywood. Real estate agents should not provide their clients with legal advice, but should encourage their clients to consult with their own legal representative and carefully review all applicable codes and regulations.

SOUTHLAND REGIONAL

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



	CON	SUMER F	PRICE IND	DEXES		
		MAY	2013			
				PER	CENT CH	ANGE
\$	•	NDEXES		Y	EAR ENDI	NG
	JUNE 2012	MAY 2013	JUNE 2013	MAY 2013	JUNE 2013	JUNE 2013
Los Angeles - Riverside - Orange County	236.025	239.346	239.223	1.0	1.4	-0.1

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ANNOUNCING THE 2013 NATIONAL ASIAN REAL ESTATE ASSOCIATION OF AMERICA (AREAA) CONVENTION IN LOS ANGELES.



2013 AREAA NATIONAL CONVENTION



SEPTEMBER 19-21 LOS ANGELES, CA



This year's convention will highlight a milestone in AREAA's history - its 10-year anniversary celebration - and as such, all are invited to be part of this year's convention.

As AREAA reaches its ten-year anniversary, there is much to celebrate as well as be thankful for. Its membership has grown significantly over the years to 13,000 members and 30 chapters in North America. The organization was built on a strong mission of providing sustainable homeownership opportunities to Asian Americans. They are recognized by its members as the source for professional and leadership development. Furthermore, they have created networks such as the EDGE to support their young professionals and have expanded their efforts globally to bridge the gap between the US and Asia.

As part of the ten-year celebration, AREAA would like to personally invite

you to the National Convention. All SRAR members are being offered the special AREAA member rate for this event. Simply register at www.areaa.org/convention and use the code SRAR001.

AREAA is very excited about its program as it offers extensive educational opportunities, networking events, and best practice strategies with real estate practitioners and investors.

AREAA has dynamic events planned including an international welcome reception, a keynote luncheon featuring a special 10- year anniversary video, and an installation gala celebrating both past and new leadership.

For more information on this milestone event, visit www.areaa.org/convention

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS', INC.
Charitable Foundation, Inc.
A 501(c)(3) Charleble Organization | Frederal Tax 10/8 55-422739

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The SRAR Foundation is on a mission to collect as much food & clothing as we possibly can for local food banks & shelters!



Help us reach our goal by donating non-perishable food & clothing items today!

Collect items in your office & in your farming areas.
All items can be dropped off at the SRAR Van Nuys office or a pick up can be scheduled.

For boxes, flyers & posters to help in your efforts, or for a pick up call 818-947-2298 or email JasonA@srar.com

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IN MEMORIAM Ronald L. Gallant



Ronald L. Gallant was one of the longest advertisers and supporters of the SRAR Association. He was a remarkable man and attorney with an impressive educational background as well as his legal practice. Upon graduating from law school, he served in the Army as a Captain in the Judge Advocate General (JAG) stationed in Washington, D.C. serving as defense attorney before the Military Supreme Court as well as the Military Appeals Court. Upon honorable discharge, with recognition, Gallant was employed as an Assistant United States Attorney in the Los Angeles Branch. He ventured into his own practice specializing in Real Estate Law, HOA's as well estate planning and taxation issues and corporate law. Gallant graduated from UC Hastings of Law, and possessed a Master's in Taxation from George Washington University. Ronald leaves behind his three daughters, a grandson (with another on the way), and his wife Suzy.



Presents INVESTMENT REAL ESTATE SYMPOSIU

TUESDAY, AUGUST 27, 2013 SRAR AUDITORIUM

7232 Balboa Boulevard • Van Nuys, CA

*Scheduled to speak (subject to change)

SCHEDULE OF EVENTS:

8:00 am - 9:00 am - Registration, Breakfast, NETWORKING 9:00 am-9:45 am - Keynote Address - Jan Perry



Keynote Speaker Jan Perry



Moderated by: **Arnie Garfinkel**

Session One - Identify the Property 9:30 am - 10:15 am



Dino Champagne Asset Prevention Services 1031 Exchanges



David Flamer CPA Accounting/Tax Issues



Eric Salter Fidelity NationalTitle

Session Two-Purchase the Property 10:45 am - 11:30 am



Brad Luster Major Properties Commercial Brokerage



James Arom Wells Fargo Bank Commercial Lendina

CC Signature Authorization:____



Randall Blaesi **Property Sciences Commercial Appraisal**

Session Three - Manage the Property 11:30 am - 12:15 pm



Jim Walls Walls Property Management Corporate Realty Assoc. **Property Management**



Alan Gecht Leasing



Eric Dean The Wolf Firm Legal

12:15 pm - NETWORKING

Attend Free with Pre-Registration (Limited Seating) Breakfast will be served

www.commercialdataexchange.com • (818)) 947-2255 •

REGISTRATION No Charge if Registered by August 16, 2013 (seating is limited) \$20.00 fee if registered after August 16, 2013 Mail this form to: 7232 Balboa Blvd., Van Nuys, CA 91406, Fax to: (818) 786-4541 _____ Company Name:_____ Name: Phone#: (Visa/MC/AMEX/Discover) Card#:______Exp:____

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Presented by CIEA & SRAR Commercial Investment Division



This Two Day Series of Four Classes is a Skill Based Commercial Investment Education For Only \$199

Southland Regional Association Auditorium 7232 Balboa Blvd, Van Nuys, CA 91406

Monday, September 23, 2013

101-Exploring the Business of Commercial RE (9:00 am ~ 12:00 pm)

- Career opportunities in commercial real estate
- Starting your career in commercial real estate
- Participants and their role in commercial transactions
- Definitions, common forms and worksheets

102-The Mechanics of Valuing Commercial RE (1:00 pm ~ 4:00 pm)

- Calculating income and expenses for a commercial property
- Preparing the Annual Property Operating Data (APOD) worksheet
- Calculating NOI for an investment property
- Calculating Loan Amounts and Debt Service Coverage (DSC)

Tuesday, September 24, 2013

103-The Techniques of Analyzing Investments (9:00 am ~ 12:00 pm)

- Answers to frequently asked investor questions
- An explanation of the "Time Value of Money"
- How to calculate the Internal Rate of Return (IRR) on an investment
- Analyzing a commercial investment using a 5 year cash flow projection

104-Tax Aspects of Investment Real Estate (1:00 pm ~ 4:00 pm)

- An explanation of tax classification used for properties, entities and income
- How to calculate tax benefits and consequences at sale
- How to calculate the after-tax return on an investment property
- Understanding the unique tax advantages of owning investment real estate

CIEA SUGGESTS You Bring a HP10BII or Equivalent to CLASSES 102 -104

Registration Deadline is September 16, 2013 No Refunds Issued after September 16, 2013



FAX REGISTRATION FORM TO: 818-786-4541 OR MAIL WITH \$199.00 TO: SRAR 7232 Balboa Blvd., Van Nuys, CA 91406

For More Information contact the Education Department Office. @ 818-947-2268

NAME:		PHONE#:	
EMAIL:		COMPANY:	
AMEX/VISA/MC/DI	SC CC#:		
CC EXP:	_ SIGNATURE:		

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31	Google Calendar http://www.google.com/calendar/
	Google Map - http://www.google.com/mobile/maps/
	Google Earth - m.google.com/earth
	Open Home Pro http://www.openhomepro.com/
CMA	Cloud CMA - Buyer Tour, Listing Presentation, CMA http://cloudcma.com/
	Haiku Deck - Listing Presentation http://www.haikudeck.com/
Prezi	Prezi - Cloud Listing Presentation http://prezi.com
zipForm a mobile web edition	Winforms Mobile http://www.car.org/tools/zipForm6/zfmobile/faqs
ink	Docusign Ink Mobile http://www.docusign.com/products-and-pricing/mobile
	Supra eKey http://www.supraekey.com/Products/Pages/Get-eKEY-App.aspx
B	Better Voice Mail https://www.bettervoicemail.com/
(2)	Google Voice http://www.google.com/googlevoice/about.html
lookout	Lookout - Security for your mobile device https://www.lookout.com/

"**Tech Tip**" Plan time quarterly to look at new technology. Don't buy the next shiny tech tool that comes down the pike. Before you spend money or a lot of time, check out the product reviews online at activerain.com or curyator.com or join one of the many Real Estate Facebook groups and ask for reviews of the product.

We post tech tips on the SRAR RETech FB page too!





Google Drive	Google Drive - Compose, share, collaborate https://drive.google.com
	Evernote - Remember Everything http://www.evernote.com
Dropbox	Dropbox - Store and Share http://www.dropbox.com
zip\/ault 🔊	ZipVault - Storage with no size limit for 3 years Access from Zipforms 6 Professional (not the desktop version)
	Follow Up Boss - CRM http://www.followupboss.com
Top Producer	Top Producer - Lead Gen and CRM http://www.topproducer.com/
AgentOffice Powered by Emphasys Software	Agent Office - CRM http://agentoffice.com/
market leader. Behind Every Great Agent Is a Great System	Market Leader - e-Edge http://www.marketleader.com
red	Transaction Point - Transaction and Document Management http://www.transactionpoint.com/
relay 5	Relay - Transaction and Document Management http://www.zipform.com/relay/index.asp
dot loop	Dotloop - Transaction and Document Management https://www.dotloop.com/

"Tech Tip" Plan time quarterly to look at new technology. Don't buy the next shiny tech tool that comes down the pike. Before you spend money or a lot of time, check out the product reviews online at activerain.com or curyator.com or join one of the many Real Estate Facebook groups and ask for reviews of the product.

We post tech tips on the SRAR RETech FB page too!

facebook

GROUPS

🥙 Raise the Bar in Real Estate

A Tech Support Group for ...

🕿 What Should I Spend My ...

Real Estate Mastermind f...

AgentGenius

Organic SEO for Real Est...

👥 Real Estate Tech

Evernote for Real Estate

Latte Visionaries - Real ...

Agents Going MOBILE

San Fernando Valley Rea...



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

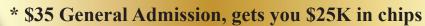
IN THE SRAR AUDITORIUM 7232 Balboa Blvd. – Van Nuys, ca 91406



Play in the Texas Hold 'Em Tournament

- * \$75 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

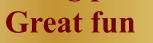
Or just come for the gambling & the fun!



- * Gaming includes Blackjack & Roulette
- * Win tickets to enter raffles for amazing prizes



Open bar, Appetizers, Amazing prizes,





...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



For more information, contact:

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

www.srar.com



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 September 13, 2013 11:00AM 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 4, 2013

December 4, 2013 10:45AM to 2:15PM

Governmental Affairs January 9, 2014 10:00AM to 2:00PM

Multiple Listing Service February 7, 2014 10:45AM to 2:15PM

Start your future <u>TODAY!</u>
Applications are now being accepted!



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

not,

RESPONSIBLE REALTOR® APPLICANTS

FIRST POSTING

Amini, David A. David A. Amini 5727 Canoga Ave. #268 Woodland Hills, CA. 91367

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Aquilar, Yanira Lisette / Dilbeck Realtors / Santa Clarita Alcala, Gerardo / Keller Williams Realty / Northridae Allen, Michael Roy / Bizbuilder.com / Simi Valley Avalos, Henry / Keller Williams North Valley / Porter Ranch Avvazvan, Petros / Titus Realty, Inc. / Panorama City Baker, Robert Gerald / Pantera Real Estate / Simi Valley Barashy, Anat / Pinnacle Estate Properties / Northridge Barkley, Eileen Y. / Benjamin Allen Realty / Calabasas Barnett, William James / Ewing Sotheby's I.R. / Calabasas Bernal Romero, Ariel Eduardo / Atomic Ranch Realty / Burbank Boniog, Emil T. / Mel Wilson & Associates / Northridge Brenes, Richard Antonio / Keller Williams North Valley / Porter Ranch Bungay-Pitre, Maryjane / Empire Estates Group, Inc. / Woodland Hills Burrows, Steven Frank / Kyle Raymond Matthews / North Hollywood Capalik, Jessica Adair / Keller Williams Realty Calabasas / Calabasas Carrington, Barbara / Westmark Homes / Woodland Hills Cecil, Lesia Larae / Century 21 All Moves / Granada Hills Doan, Bruce / Realty And More / Northridge Escobarsoto, Ivan Eduardo / Elite Realty Services Group / Tarzana Esersky, Miguel Leonardo / Keller Williams Realty / Northridge Frankvan, Sose / Stand United Realty & Finance Inc. / Mission Hills Gaffney, Turlough Paul / White House Properties / Woodland Hills Galeck, Karen S. / Ramsey Shilling Associates / Toluca Lake Garamov, Markar / Lending Bee, Inc. / North Hollywood Garcia, Marla Grace / Prudential California Realty / Chatsworth Gevorkian, Karine / Fidelity Realty and Loans Inc. / North Hollywood

Goudeaux, Bienvenida Bejosano / Century 21 All Moves / Granada Hills Handmaker, Dianne / Dilbeck Real Estate / Studio City Harbeson, Linda M. / Realty Executives / Agua Dulce Harutyunyan, Syuzan / Lending Bee, Inc. / North Hollywood Hernandez, Glenda Jasmin / Pinnacle Estate Properties, Inc. / Mission Hills Hoffman, Denise Kaye / Rodeo Realty / Calabasas Johnson, Mary Colleen / Keller Williams Realty Antelone Valley / Palmdale Khouban, Yegal / Pinnacle Estate Properties, Inc. / Encino Kofman, Izhak / Keller Williams Encino-Sherman Oaks / Encino Ladon, Natalia / Empire Estates Group, Inc. / Woodland Hills Lainfiesta, Carlden Daniel / Keller Williams Encino-Sherman Oaks / Encino Leibovitch, Lisa Joy / Prudential Calif. Realty / Calabasas Lester, Love James / Keller Williams Encino-Sherman Oaks / Encino Makemson, Roger John / Dilbeck Realtors / Santa Clarita Malaznik, Rosemary / New Star Realty & Investment / Santa Clarita Mandujano, Barbara / Pinnacle Estate Properties, Inc. / Valencia Maras, Nicholas / Keller Williams Realty — Studio City / Studio City Markaryan, Marine / Fair Realty / Encino Markham, Benjamin / RE/MAX of Santa Clarita / Santa Clarita Martinez, Jorge Luis / RE/MAX Olson & Associates, Inc. / Porter Ranch Miranda, Antulio E. / Valencia Homes Realty / Valencia Namdar, Shahfar / Keller Williams Encino — Sherman Oaks / Encino Nazari, Shahrzad S. / Keller Williams North Valley / Porter Ranch Ningry, Elkan / Peak Realty Co. / Woodland Hills Okun, Art Kingsley / Realty Executives / San Fernando Olson, Lisa Marie / Century 21 All Moves / Granada Hills

Owens, Alex / Harpaz Realty / Woodland Hills Paek, Kihwan / New Star Realty & Investment / Santa Clarita Pandey, Chandar Dev / Coldwell Banker Greater Valleys / Granada Hills Patterson, Keyonna Renae / Century 21 All Moves / Granada Hills Perez, Rosa / Pinnacle Estate Properties, Inc. / Northridge Perez, Zeev / Coldwell Banker / Sherman Oaks Pineda, Veraliz C. / Sunshine Realty & Associates / Palmdale Portillo, Lilian Mercedes / Utopia Realty / Culver City Pugmire, Cole Patrick / Prudential Calif. Realty / Calabasas Ramos, Edward Genaro / Red Hot Realty / Tarzana Rodriguez, Jazmin Ysabel / Exit Platinum Realty / Woodland Hills Rosales, Silvia G. / Bona Real Estate The American Dream / Reseda Rose, Jennifer C. / Realty Executives / Valencia Ross, Lisa Marie / Realty Executives / Newhall Rozema, Patricia Tana / Re/Max Olson Estates / Woodland Hills Shahgholi, Sayareh / Keller Williams Realty / Northridge Shields, Alexandra Noel / Kaufman Realty / West Hills Shultz, Yongton / Exclusive Estate Properties, Inc. / Toluca Lake Ward, Selwyn Reginald / ZipRealty / Emeryville Waters, Charles Augustus / Rodeo Realty / Calabasas Yi. Kanauk / Redfin Corporation / Long Beach

	STATISTICS WN WS SFV TOT	RESIDENTIAL PROPERTIES LISTED	JUNE SFV RESIDENTIAL	RESIDEN	TIAL MLS S	MLS SUMMARY			RESIDENTIAL PROP. ESCROW OPENED	RESIDENTIAL PROP. ESCROW CLOSED
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1988 1324 1888	1989 1989	NEW LISTINGS	134	241	192	204	230	1001	550	1,551
1953 6 631 7 13284 888 5 625 625 7 645 7 645 625 625 7 645 625 625 625 625 625 7 625	Septiment Sept	TOTAL ACTIVE LISTINGS	188	316	228	232	365	1,329	905	2,234
149 5690 7490 5690 5	149 250	AVERAGE LIST PRICE IN THOUSANDS.	318.3	861.1	.953.6	631.7	1,328.4	888.5	588.2	766.8
144 15 277 253 254	140 141	MEDIAN LIST PRICE IN THOUSANDS	300.0	630.0	625.0	500.0	749.0	559.0	350.0	470.0
149 29.2 16.9 27.7 25.3 149 163 149 771 149 163 149 772 1566 1 499.8 7171 566.6 1566 1 499.8 7171 566.6 1566 1 499.8 7171 566.6 1566 1 499.8 7171 566.6 1566 1 499.8 7171 566.6 1566 1 499.8 7171 566.6 1566 1 499.8 7171 566.6 1560 1 447 772 1560 1 499.8 7771 566.6 1560 1 499.8 7771 566.6 1560 1 499.8 7772 7772 1560 1 499.8 7771 566.6 1560 1 499.8 7771 712 1560 1 499.8 7772 712 1560 1 499.8 7772 712 1560 1 499.8 7772 712 1560 1 499.8 7772 712 1560 1 499.8 7772 712 1560 1 499.8 7772 712 1560 1 499.8 7772 712 1560 1 499.8 7772 712 1560 1 499.8 7772 712 1560 1 499.8 7772 712 1560 1 499.8 7772 7712 1560 1 499.8 7772 1560 1 499.8 1560 1 499.8 7772 1560 1 499	14	BOMS. AVERAGE BOM PRICE IN THOUSANDS	34 283 F	505.4	38	29	51	195	132	327
149 163 190 781 781 782 781 782	149	BOM TO SALE RATIO.	31.8	24.0	29.2	16.9	27.7		36.6	28.9
149	149	EXPIRATIONS	12	21	14	15	27	89	62	151
1.15	192 1,192 4,47 1,192 1,193	PENDING SALES:	a C	7.2	0,7	660	Ç	707	707	100
See 26 24 38 32 100	See 24 38 32 See 499 7171 566 See 499 7771 566 See 499 7771 566 See 688 868 71046 44079 See 688 868 7105 442 See 732 661 54 743 See 732 661 54 743 See 733 661 54 See 733 662 771 See 733 663 771 See 733 663 771 See 734 735 663 See 734 735 735 See 735	TOTAL YTD ESCROWS OPENED.	700	970	752	893	1 132	4.447	2.300	6.747
130	130	NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	35	36	26.	24	38	32	41	35
130	130	NEW OPEN ESCROWS AVERAGE LIST PRICE	297.7	633.3	566.1	499.8	717.1	566.6	380.4	501.1
## - PRICE CHANGE - PRICE REDUCTION ## - PRICE	State	CLOSED SALES:	107	179	130	172	184	277	361	1 133
180 180	## 1959 # 86 897 150 554 4933 78 4933 78 4933 78 4943 78 4943 78 4943 78 4943 78 4945 79 4942 2 4942 2 4942 2 4943 78 4945 3	TOTAL YTD ESCROWS CLOSED.	622	881		862	1,046	4,079	2,045	6,124
Main	Main of the color of the colo	VOLUME OF NEW SALE DOLLARS IN MILLIONS	30.295	103.994	81.639	86.897	130.554	433.378	140.024	573.402
Mail	## - PRICE CHANGE - PRICE REDUCTION ## - PRICE CHANGE - PRICE PRICE PRICE PRICE ## - 107 ##	VOLUME OF TOTAL YTD SALES IN MILLIONS	169.046	516.392	372.430	405.872	651.548	2,115.288	790.940	2,906.228
105 126 121 550 108 80.8 73.3 66.8 108 80.8 77.3 89 109 106 509 89 109 106 509 80 63.4 57.6 65.9 80 63.4 57.6 65.9 107 13 80.0 17.7 107 132 120 107 107 132 120 107 107 132 120 605 108 80 80 80 109 80 80 109 80 80 109 80 80 109 80 80 109 80 80 100	105 126 121 550 808 733 658 712 808 733 658 808 733 658 808 733 658 808 773 659 808 773 659 808 634 576 659 809 777 843 800 777 843 800 777 843 800 777 843 800 777 844 800 777 845 800 777 846 659 847 800 777 848 777 849 800 658 849 800 800 849 800 800 849 800 800 840 800 800 841 800 800 841 800 800 842 800 800 844 800 800 845 800 845 800 846 800 847 800 848 800 849 800 840 800 841 800 841 800 842 800 844 800 845	MEDIAN SALE PRICE IN THOUSANDS	300.0		436.3		515.0	501.4	310.0	411.0
## 658 7712 712 712 712 712 712 712 712 713 714 71	## 65 8 773 65 8 7712 ## 66 8 97	COOP SALES	99	132	105	126	121	550	262	812
Section	## - PRICE CHANGE - PRICE REDUCTION ## - PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS	PERCENT OF COOP SALES	61.7	73.7	80.8	73.3	65.8	71.2	72.6	71.7
ME - PRICE CHANGE - PRICE REDUCTION SECTION SECTIO	Main State Mai	AVERAGE DAYS ON MARKET	101	101	83	106	93	97	130	108
ME - PRICE CHANGE - PRICE REDUCTION T7.1	ME - PRICE CHANGE - PRICE REDUCTION 13 55 55 55 55 55 55 55	SALES AL LIST PRICE	74.8	725	88 88 88	109	706		236	745
ME - PRICE CHANGE - PRICE REDUCTION 13 55 107	13 15 15 15 15 15 15 15	SALES TO LISTING INVENTORY RATIO	56.9	56.6	57.0	74.1	50.4	58.1	39.9	50.7
13	13 6 13 55 15 17 17 17 17 17 17	FINAL SALE TO NEW LISTING RATIO.	79.9	74.3.	67.7	84.3	80.0	77.1	65.6	73.0
13	13	CLOSED SALES TYPE	:	,	:	,	:	;	ļ	
ME - PRICE CHANGE - PRICE REDUCTION	ME - PRICE CHANGE - PRICE REDUCTION	FORECLOSURE/REO	14	0	13	9	13	55	37	92
ME - PRICE CHANGE - PRICE REDUCTION	ME - PRICE CHANGE - PRICE REDUCTION	SELLER CONCESSIONS	0.00	0	10	0 32	1	107	0	100
ME - PRICE CHANGE - PRICE REDUCTION 0 0 3. ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 56 19 8 8 8 8 8 9 8 8 9 8 8 9 8 9 8 9 8 9	ME - PRICE CHANGE - PRICE REDUCTION 0 0 3 ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 56 19 8 8 8 8 8 8 9	STANDARD	69	146	107	133	150	605	220	825
ME - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 58 19 8 8 13 8 8 4 13 6 4 4 13 6 4 4 13 6 5 5 44 25 6 4 44 27 7 9 44 27 7 9 44 25 5 5 44 25 22 26 44 106 8 34 177 106 84 31 164 123 38 38 165 84 31 22 167 84 31 22 167 83 22 22 167 83 36 25 167 83 22 22 167 83 36 25 167 83 22 22 167 83	ME - PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 58 19 8 8 13 6 4 4 13 6 4 4 13 6 4 4 13 25 5 5 44 38 25 6 44 38 25 26 44 38 25 26 44 38 22 26 17 106 38 38 17 17 16 38 15 84 31 22 16 45 22 22 16 45 22 22 16 47 15 15 16 47 15 15 16 47 15 15 16 47 15 15 16 47 414	OTHER	-	2	0	0	0	8		
ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 58 58 13 13 14 44 45 55 66 67 77 78 78 78 78 78 78 78	ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 58			SELLING TIME			z			
58 19 8 13 3 0 13 3 4 39 25 5 44 27 9 44 25 5 44 25 25 63 25 26 63 25 26 17 106 36 17 106 34 164 123 39 165 84 31 166 65 22 167 83 22 167 83 22 167 83 22 167 83 22 167 83 22 167 83 22 167 83 22 167 83 22 167 83 22 168 14 11 167 83 22 168 14 14 167 83 22 168 27 15 17 27 17 18 26 22 18 30 30 18 31 31 1	19 8 8 8 8 8 8 8 8 8		AVG. SE	LL TIME			LD.	EDUCED \$	\$ AVERAGE PR	ICE REDUCTION %
13	13	SELLING PRICE RANGE:			C.				05204	17.7
13	13	100 000 TO 100 000	CS		13			000	35/84	7.11
38 25 5 7286 44 27 9 1827 44 27 9 1827 45 38 15 3085 66 85 26 26 106 176 85 26 26 4106 177 106 36 4286 180 84 31 3669 191 47 1603 4106 105 84 22 677 107 1603 1603 1603 107 16 1603 1603 110 8 22 677 12 8 22 677 12 16 1603 12 37 17 1403 12 37 17 1403 14 19 13 14 1418 13 18 18 15 1603 14 19 13 14 1414 3757 13 18 14 14 3757 14 14 14 3757 14 14 3757 14 14 14 3757 14	197 197	110 000 TO 110 000	0		5.5	o (c		Φ	10380	0.4
44 44 27 9 1827 45 38 15 3085 68 25 15 3085 176 87 26 4106 177 106 36 4196 177 106 36 4196 177 106 36 428 180 39 522 475 191 47 16 36 1628 107 47 15 16035 107 107 107 107 108 47 15 16035 109 47 15 16035 11 37 17 1470 11 11 11 414 3757 113 14 11 444 3757 113 14 13 444 3757	44 44 27 38 15 3085 45 68 88 26 11 106 116 87 68 26 26 117 106 36 52 6 118 68 68 68 68 68 68 68 68 68 68 68 68 68	120,000 TO 139,999	36		9.00	25		2	7286	2.5
45 38 15 3085 63 25 13 8576 146 85 26 106 17 106 36 575 17 106 38 528 15 107 107 107 16 84 12 107 16 67 22 1635 16 83 22 1635 16 83 22 1635 16 67 30 1162 17 17 1475 18 30 1162 19 37 17 1475 101 37 14 14 102 30 162 52808 103 30 162 52808 104 37 17 1475 104 37 17 440 3757 113 14 13 440 3757 113 14 14 3757	145 3085 15 308	140,000 TO 159,999	49		44	27.		0	1827	3.6
13 13 13 15 15 15 15 15	13 13 13 15 15 15 15 15	160,000 TO 179,999	37		45	38		15	3085	5.7
1106 1106	142 456	180,000 TO 199,999	54		63	25		13	8576	0.0
177 106 36 4196 522 4196 5282	177 106 36 4196	250 000 TO 249,999	7£		145	85		26	1106	3.1
164 123 39 5292 134 106 38 38 13588 13588 13588 13588 13588 13588 13588 13588 13588 13588 13588 13588 13588 13588 13588 13588 13588 13588 1488	164 123 39 5292 38 1358 38 1358 38 1358 38 1358 38 1358 38 1358 38 38 3695 38 38 3695 38 38 38 38 38 38 38 3	300,000 TO 349,999	47		177	106		36	4196	0.0
134 105 38 13558 135	134 105 38 13558 135	350,000 TO 399,999	37		164	123		39	5292	10.3
150 84 31 3669	150 84 31 3669 31 3669 31 3669 31 3669 31 3669 31 3669 31 3669 31 3669 31 3675 31 3675 31 31 31 31 31 31 31 3	400,000 TO 449,999	30		134	105		38	13558	19.6
105	107 107 107 107 107 107 107 107 107 107	450,000 TO 499,999	24		150	84		31	3669	1.6
127 83 22 160715 121 161 162 16035 17 162 16035 18 162 16035 18 162 16035 18 162 16035 18 1750 18 18 18 18 18 18 18 18 18 18 18 18 18 1	167 83 22 160715 121 81 162 16035 17 1621 16025 18 284 37 17 1476 19 2250 13183 10 13 RMLS TOTAL - \$ VOLUME \$2,906,228,000	500,000 IO 549,999	36		80	65		22	6//5	۳. ۲ ۲. ۲. ۲. ۲. ۲. ۲. ۲. ۲. ۲. ۲. ۲. ۲. ۲. ۲
121 121 1162 1162 1162 1162 1162 1162 1	121 61 162 162 165 165 165 165 165 165 165 165 165 165	20,000 IO 388,888	31 24		167	83			107110	D C C
91 17 14750 27 25 28 26 59 25 113 133 133 133 134 134 134 134 64803 113 RMLS TOTAL - \$ VOLUME \$2,906,228,000	91 14750 14750 17 147	000,007 TO 799,999	29		121	61		30	11621	15.1
2250 25 25 52808 264 264 19 13 13 64803 13 RMLS TOTAL - \$ VOLUME \$2,906,228,000	15 52808 264 59 25 141 131 142 E250 13183 143 EMLS TOTAL - \$ VOLUME \$2,906,228,000 N DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	800,000 TO 899,999	26		91	37		17	14750	1.1
2250 13183 13 RMLS TOTAL - \$ VOLUME \$2,906,228,000	13183 143 RMLS TOTAL - \$ VOLUME \$2,906,228,000 N DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	900,000 TO 999, 999	08		57	27		15	52808	4.0
2250 1131 414 3757 113 A14 3757 113 RMLS TOTAL - \$ VOLUME \$2,906,228,000	\$2,906,228,000 ND DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	1,000,000 IO 1,999,999	24		264			25	13183	0.1
13 RMLS TOTAL - \$ VOLUME \$2,906,228,000	\$2,906,228,000 SUNDOES NOT VERIFY ACTUAL CLOSED ESCROWS.	MORE THAN Z'UUU,UUU	2C		2250	1131	7	13	64803	5.3
2013 RMLS TOTAL - \$ VOLUME \$2,906,228,000	\$2,906,228,000 *THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.		0			2		+	50	5.
	*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	LISTINGS 8,489		2013	82.906.228	\$ VOLUME				SALES 6.285
	*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.									

COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO) **SAN FERNANDO VALLEY**

TOTAL MONTH BY MONTH

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS, INC.

•		2008	80			2009	6			2010	0			2011	_			2012	7	Ì		2013	<u>ო</u>	
	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	896	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	99	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	9.09	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	2.69	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
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	1,551	1,133	573.4	73.0
JUL	2731	1263	672.9	46.2	1,922	1,322	581.7	8.89	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	9.69	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				
	28,887	12,658	6,320.3	44.7	21,114	14,271 5	5,953.6	9.99	22.318	12.617	5415.2	55.6	19,053	12,308	4867.4	66.3	15,732	13,674	5366.5	87				
AVG. SALE PRICE		\$499,313	,313			\$417,181	181		•	\$429,200	200		07	\$395,470	470			\$392,470	470					

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE

ACTIVE INVENTORY	<u>EN</u>	ES	CS	WN	WS	SFV TOTAL		TOTAL
New Listings	91	167	141	152	182	733	400	1,133
	135	217	169	179	308	1,008	662	1,670
Average Days on Market	87	85	76	61	75	76	89	81
Average List Price in Thousands	346.4 338.0	1,046.0	1,054.5	689.2	1,4/3.8	1,021.1	634.2	/./کاکا م مورد
Median List Price in ThousandsBOMS	330.0	799.0 26			799.9 21	030.0 126	339.9 100	 226
Average BOM Price in Thousands	309.3	716.8	864 5	487.3	815 7	654 6	530 7	599.8
BOM to Sale Ratio	28.4	25.5	26.1	17.7	22.3	23.2	38.2	28.0
Expirations	9	20	11	13	22	75	50	125
PENDING SALES								
New Escrows Opened	70	114	96	118	137	535	324	859
Total YTD Escrows Opened	482	635	507	666	836	3.126	1.716	4.842
New Open Escrows Average Days on Market	36	40	24	24	37	32	44	37
New Open Escrows Average List Price	323.9	740.2	639.9	522.6	868.7	652.6	395.4	555.6
CLOSED SALES:								
New Escrows Closed	74	102	88	141	139	544	262	806
	454	578	456	651	793	2,932	1,501	
Volume of New Sales Dollars in Millions	23.067	/2.9/5	65.826	/4.545	113.618	350.030	106.428	456.458
Volume of total YTD Sales in Millions	134.479 311.7	401.515 715 /	309.198	331.961 520 7	555.975 017 1	1,733.128 642.4	ວ97.ວ47 406 ວ	2,330.071 566.7
Average Sale price in Thousands	320.0	/ 13. 4 600 0			617. 4 602.5		400.2 310 0	
Median Sale Price in Thousands Coop Sales	43	72	72	100	92	379	190	569
Percent of Coop Sales	58.1	70.6	81.8	70.9	66.2	69.7	72.5	70.6
Average Days on Market	102	107	79	109	88	97	134	109
Sales at List Price	55	67	57	88	80	347	167	514
Percent of Sales at List Price	74.3	65.7	64.8	62.4	57.6	63.8	63.7	63.8
Sales to Listing Inventory Ratio	54.8 81.3	47.0	52.1	78.8	45.1	54.0	39.6	48.3
Final Sale to New Listing Ratio	81.3	61.1	62.4	92.8	/6.4	/4.2	65.5	/1.1
CLOSED SALES TYPE								
Foreclosure/RE0						34		
Seller Concessions	0	0	0	0	0	0	0	
Short Sale	14							
Standard	49 1	85	/5	107	120	436	156	592
Other	I	∠	0	U	0	3	11	14
SAN FERNANDO VA	ALLEY CO	NDOMI	NIUM SA	LES STA	ATISTIC	S FOR JU	INE	
ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	43	7/	51	50	40			
Tatal Asthus Listing:					48	268	150	418
iotal active listings	53	99	59	53	57	321	150 243	418 564
Total Active ListingsAverage Days on Market	53 90	99 66	59 67	53 53	57 56	321 66	243 117	418 564 88
Average Days on Market	53 90 246.6	99 66 455.9	59 67 664.6	53 53 437.7	57 56 543.3	66 472.2	243 117 462.8	
Average Days on Market Average List Price in Thousands Median List Price in Thousands		99 66 455.9 389.0	59 67 664.6 320.0	53 53 437.7 385.0	57 56 543.3 364.9	321 66 472.2 340.0	243 117 462.8 325.0	88 468.2 329.9
Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS		99 66 455.9 389.0 17	59 67 664.6 320.0 15	53 53 437.7 385.0 4	57 56 543.3 364.9 20	321 66 472.2 340.0 69	243 117 462.8 325.0 32	88 468.2 329.9
Average Days on Market	53	99 66455.9 389.0 17 409.8	59 67 664.6 320.0 15	53 437.7 385.0 4 503.4	57 56543.3 364.9 20390.3	321 66 472.2 340.0 69 414.6	243 117462.8 325.0 3232	88 468.2 329.9 101 387.5
Average Days on Market	53 90 90 246.6 229.9 13 241.9 39.4			53 437.7 385.0 4 503.4 12.9	57 56 543.3 364.9 20 390.3 44.4		243 117 462.8 325.0 32 329.1 32.3	
Average Days on Market	53 90 90 246.6 229.9 13 241.9 39.4			53 437.7 385.0 4 503.4 12.9	57 56 543.3 364.9 20 390.3 44.4		243 117 462.8 325.0 32 329.1 32.3	
Average Days on Market				53 437.7 385.0 4 503.4 12.9 2		321 	243	
Average Days on Market	53					321 		
Average Days on Market						321 		
Average Days on Market	53					321 		88 468.2 329.9 101 387.5 30.9 26 346 1,905
Average Days on Market	53					321 		88 468.2 329.9 101 387.5 30.9 26 346 1,905
Average Days on Market	53	99				321 		88 468.2 329.9 101 387.5 30.9 26 346 1,905
Average Days on Market	53							
Average Days on Market	53	99						88 468.2 329.9 101 387.5 30.9 26 346 1,905 31 365.7 327 1,691 116.944
Average Days on Market	53	99						88 468.2 329.9 101 387.5 30.9 26 346 1,905 31 365.7 327 1,691 116.944
Average Days on Market	53	99				321		88 468.2 329.9 101 387.5 30.9 26 346 31,905 31 365.7 327 1,691 116.944 575.552 357.6
Average Days on Market	53	99				321		88 468.2 329.9 101 387.5 30.9 26 346 31,905 31 365.7 327 1,691 116.944 575.552 357.6
Average Days on Market	53	99				321		88 468.2 329.9 101 387.5 30.9 26 346 1,905 31 365.7 1,691 116.944 575.552 357.6 319.0 243
Average Days on Market	53	99				321		88 468.2 329.9 101 387.5 30.9 26 346 1,905 31 365.7 1,691 116.944 575.552 357.6 319.0 243
Average Days on Market	53	99				321		88 468.2 329.9 101 387.5 30.9 26 346 1,905 31 365.7 1,691 116.944 575.552 357.6 319.0 243 74.3 103
Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Percent of Coop Sales Average Days on Market Sales at List Price	53	99				321		88 468.2 329.9 101 387.5 30.9 26 1,905 31 365.7 1,691 116.944 575.552 357.6 319.0 243 74.3 103 231
Average Days on Market	53	99				321		88 468.2 329.9 101 387.5 30.9 26 1,905 31 365.7 1,691 116.944 575.552 357.6 319.0 243 74.3 103 231
Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio	53	99	59		57 56 543.3 364.9 20 390.3 44.4 5 53 296 39 325.1 45 253 16.936 95.574 376.4 319.0 29 29 319.0 29 319.0 	321		88
Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio	53	99	59		57 56 543.3 364.9 20 390.3 44.4 5 53 296 39 325.1 45 253 16.936 95.574 376.4 319.0 29 29 319.0 29 319.0 	321		88
Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio CLOSED SALES TYPE	53	99	59		57 56 543.3 364.9 20 20 390.3 44.4 5 5 53 296 39 325.1 45 253 16.936 95.574 376.4 319.0 29 64.4 108 26 57.8 78.9 93.8	321		88 468.2 329.9 101 387.5 30.9 26 1,905 31 365.7 1,691 116.944 575.552 357.6 319.0 243 74.3 103 231 70.6 58.0 78.2
Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio CLOSED SALES TYPE Foreclosure/REO	53	99			57	321		88 468.2 329.9 101 387.5 30.9 26 346 1,905 365.7 327 1,691 116.944 575.552 357.6 319.0 243 74.3 103 231 103 243 77.6 243 29 29
Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales In Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio CLOSED SALES TYPE Foreclosure/REO Seller Concessions	53	99	59 67 664.6 320.0 15 578.6 35.7 3 245 29 432.5 42 212 15.813 63.233 376.5 314.5 33 78.6 92 32 76.2 71.2 82.4		57	321		88 468.2 329.9 101 387.5 30.9 26 346 1,905 31 365.7 327 1,691 116.944 575.552 357.6 319.0 243 74.3 103 231 70.6 58.0 78.2
Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio CLOSED SALES TYPE Foreclosure/REO	53	99	59 67 664.6 320.0 15 578.6 35.7 3 245 29 432.5 42 212 15.813 63.233 376.5 314.5 33 78.6 92 76.2 71.2 82.4		57 58 59 59 390.3 390.3 390.3 44.4 55 53 296 39 325.1 45 253 16.936 95.574 376.4 319.0 29 64.4 108 57.8 93.8	321		88 468.2 329.9 101 387.5 30.9 26 346 1,905 31 365.7 327 1,691 116.944 575.552 357.6 319.0 243 74.3 103 231 70.6 58.0 78.2

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTA
New Listings	13	10	49	24	10	42	19	74	241		309
Total Active Listings	27	23	68	21	21	47	23	75	305	89	394
Average Days on Market	102	142	84	103	90	111	45	52	85	75	83
Average List Price in Thousands	583.6	843.1	633.3	668.4	709.7	559.0	721.7	745.3	675.2	406.9	614.6
Median List Price in Thousands			489.0	489.9	599.0	500.0	749.0	599.0	549.0		499.5
BOMS	2	2	17	3	2	6	3	6	41	11	52
Average BOM Price in Thousands	571.0	747.0	364.8	661.7	574.5	477.3	857.3	558.1	506.3	365.5	476.5
BOM to Sale Ratio											
Expirations	3	1	4	1	0	1	0	5	15	5	20
PENDING SALES											
New Escrows Opened	11	4	55	28	15	48	9	50	220	52	272
Total YTD Escrows Opened	62	26	271	132	85	227	64	304	1.171	272	1.443
New Onen Escrows Average Days on Market	25	157	36	31	30	26	24	18	30	39	32
New Open Escrows Average List Price	414.3	386.0	419.2	447.0	514.4	479.7	848.7	558.0	490.7	315.9	457.3
•											
CLOSED SALES: New Escrows Closed	17	7	ΕO	16	10	44	7	40	100	20	227
New Escrows Closed	17			10	10	41	l	40	199	30	۱ ۵۱
Total YTD Escrows ClosedVolume of New Sales Dollars in Millions	00	30	204	IZO	8U	208	10	27U		219	1,515 ممر
Volume of New Sales Dollars in Millions	0.340	2.910	20.430	7.341	0.400	10./02	4.001	20.032	491.361	10.000	100.37 1
Volume of total YTD Sales in Millions	19.230	13.024	98.243	47.070	42.340	91.009	41.190	137.770	401.301	68.043	339.404
Average Sale price in Thousands	3/3.4	410.9	383.0	4/ 1.3	348.3	457.0	000./	334.0	400.0	430.0	407.3
Median Sale Price in Thousands	390.0	3/9.0	380.0	425.0	4/5.0	457.0	641.0	475.0	430.0	223.0	425.0
Coop Sales	15	3	37	11	b	32	5	31	140	28	168
Percent of Coop Sales	88.2	42.9	69.8	68.8	bU.U	/8.0	/ 1.4	64.6	/0.4	13.1	/0.9
Average Days on Market	98	291	8/	94	104	102	/3	98	102	116	104
Sales at List Price	/	3	34	12	5	25	3	34	123	28	151
Percent of Sales at List Price	41.2	42.9	64.2		50.0	61.0	42.9		61.8		
Sales to Listing Inventory Ratio	63.0	30.4	77.9	76.2	47.6	87.2	30.4	64.0	65.2		
Final Sale to New Listing Ratio	130.8	/0.0	108.2	66./	100.0	97.6	36.8	64.9	82.6	55.9	76.7
CLOSED SALES TYPE											
Foreclosure / REO	0	0	5	0	1	3	1	4	14	5	19
Seller Concessions	0	0	0	0	0	0	0	0	0	0	
Short Sale	2	2								11	
Standard				0				97	149		171
			38	11	7		h				1 / 1
SANTA CL	0 ARITA V	/ALLEY	CONE	OMINI	UM SAL	0 LES ST	ATIST	0 ICS FO	R JUNE	0	
SANTA CL	ARITA V	/ALLEY	CONE	OMINI CA	UM SAL	LES ST	ATIST	ICS FO	R JUNE	0 EXT	TOTA
OtherSANTA CL ACTIVE INVENTORY New Listings	ARITA V AC	/ALLEY ADUL	CONE	DOMINI CA	UM SAL NE	_ES ST SAU	ATIST	00 VAL	R JUNE SCVTOT	EXT	TOTA
OtherSANTA CL ACTIVE INVENTORY New Listings	ARITA V AC	/ALLEY ADUL0000	CONE CC 3725.	OMINI CA6	0 UM SAL NE 25	0 _ES ST 18 17	**************************************	0	R JUNE SCVTOT 141123	EXT 2126	TOTA 162
SANTA CL ACTIVE INVENTORY New Listings	ARITA V AC11	/ALLEY ADUL0	CONE CC 372569	OMINI CA6	00 UM SAL NE 252433	0 _ES ST 18 17 47	CATISTI SR 899	00 VAL 4644	R JUNE SCVTOT 141 123 50	EXT 212670	TOTA 162
Other	ARITA V AC	/ALLEY ADUL 0. 0. 0. 0.	1	0	0 SAL NE 25	0	0	00 VAL 464453394.0.	2 R JUNE SCYTOT 141 123 50 340.4	EXT 212670370.1	TOTA 162
Other	ARITA V AC	/ALLEY ADUL	37	0	00	0 ES ST SAU 18 17 47 313.2 285.0	0 SR 8 9 26 448.1 380.0		R JUNE SCVTOT 141 123 50 340.4 290.0	EXT 212670370.1344.9	TOTA 162
Other	ARITA V AC	/ALLEY ADUL		0	0		8		2 R JUNE SCYTOT 141 123 50 340.4 290.0 26	EXT212670370.1344.93	TOTA 162 149 53 345.6 299.0
Other	ARITA V AC	/ALLEY ADUL	1	0	0		0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1	EXT212670370.1344.93177.3	TOTA 162 149 345.6 299.0 29
Other	ARITA V AC	/ALLEY ADUL	1	0			0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0	EXT	TOTA 162 53 345.6 299.0 29
Other	ARITA V AC	/ALLEY ADUL	1	0			0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0	EXT	TOTA 162 53 345.6 299.0 29
Other		/ALLEY ADUL	1	0	0		0		2 R JUNE SCYTOT 141 123 50 340.4 290.0 26 309.1 25.0 3	EXT 21 26 370.1 344.9 3 177.3 60.0 0	TOTA 162 53 345.6 299.0 29
Other		/ALLEY ADUL	1	0			0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 3 121	EXT 21 26 370.1 344.9 3 177.3 60.0 0	TOTA 162 149 55 345.6 299.0 29 295.6 35 138
Other		/ALLEY ADUL	1	0			0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 31 121 594	EXT 2126	TOTA 16% 149 290.0 29 295.0 26.6 335.6 33
Other	ARITA V AC	/ALLEY ADUL	1	0			0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 31 121 594 26	EXT 21	TOTA 162 149 53 345.6 299.6 295.5 26.6 673
Other	ARITA V AC	/ALLEY ADUL	1	0			0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 31 121 594 26	EXT 21	TOTA 162 149 53 345.6 299.6 295.5 26.6 673
Other		/ALLEY ADUL	1	0					2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 31 121 594 26	EXT 21	TOTA 162 149 53 345.6 299.6 295.5 26.6 673
SANTA CL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price		/ALLEY ADUL	1	0					2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 3 121 594 26 300.8	EXT 21	TOTA 162 149 53 345.6 299.6 295.5 26.6 673
Other		/ALLEY ADUL	1	0			0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 3 121 594 26 300.8	EXT 21 26 370.1 344.9 3 177.3 60.0 0 18 79 30 300.4	TOTA 166 345.6 345.6 299.0 295.6 673 300.7
SANTA CL ACTIVE INVENTORY New Listings		### ADUL ### ADUL O	1	0			0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 3 121 594 26 300.8 104 510	EXT 21	TOTA 166 345 299. 295 26. 673 300.
SANTA CL INCTIVE INVENTORY New Listings		/ALLEY ADUL	1	0			0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 30.8 121 594 26 300.8 104 510 31.370 136.527	EXT 21	TOTA 16% 345.6 345.6 299.0 295.2 26.6 300.7
SANTA CL ICTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of Total YTD Sales in Millions		/ALLEY ADUL	1	0			0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 309.1 26 300.8 104 510 31.370 136.527	EXT 21	TOTA 16% 345.6 345.6 299.0 295.2 26.6 300.7
SANTA CL INCTIVE INVENTORY New Listings		/ALLEY ADUL	1	0	0		0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 30.8 121 594 26 300.8 104 510 31.370 136.527	EXT 21	TOTA 16% 144 299.0 25 295.1 26.6 300.7 100 566 34.33 158.322 315.0
SANTA CL ICTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands		1. /ALLEY ADUL 0. 0. 0. 0. 0. 0. 0. 0. 1. 1. 106. 150. 1240. 1240. 425.0. 1240. 1250.	1	0	0		0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 30.8 121 594 26 300.8 104 510 31.370 136.527 301.6	EXT 21	TOTA 16% 144 299.0 25 295.1 26.6 300.7 100 566 34.33 158.322 315.0
SANTA CL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of Total YTD Sales in Millions Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales		1. /ALLEY ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 1. 44. 106. 450.0. 425.0. 425.0. 425.0. 11. 1240. 11. 240. 1	1	0	0		0		2 R JUNE SCVTOT 141	EXT 21	TOTA 166 345.1 299.0 295.2 26.1 130 300.1 100 566 34.33 158.32 315.1
SANTA CL ACTIVE INVENTORY New Listings		1. /ALLEY ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 1. 4. 4. 106. 450. 1. 240. 425. 0. 425. 0. 425. 0. 1100. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	1		0				2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 30.8 121 594 26 300.8 104 510 31.370 136.527 301.6 263.0 68 68 65.4	EXT 21 26 70 370.1 344.9 3 177.3 60.0 0 18 79 30 30.4 5 59 21.795 593.8 346.0 4 80.0	TOTA 166 345.1 299.0 295.2 26.1 130 300.1 100 566 34.33 158.32 315.1
SANTA CL CCTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price SLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions. Volume of Total YTD Sales in Millions. Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market		1. /ALLEY ADUL	1		0		0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 30.8 121 594 26 300.8 104 510 31.370 136.527 301.6 263.0 68 65.4		TOTA 160 160 345 299.1 295.2 26.6 673 300.1 109 560 34.33 315.1 315.3 270.1 666 613
SANTA CL CTIVE INVENTORY New Listings Total Active Listings Average Days on Market. Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price SLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions. Volume of Total YTD Sales in Millions. Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Average Days on Market. Sales at List Price.		1. /ALLEY ADUL	1		0				2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 3 121 594 26 300.8 104 510 31.370 136.527 301.6 68 65.4 130 78		TOTA 160 160 345 345 299 295 261 139 300 109 34,339 158,32 270 270 131 88
SANTA CL ICTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price SLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price. Percent of Sales at List Price.		1. /ALLEY ADUL	1	0	0		0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 30.8 121 594 26 300.8 104 510 31.370 136.527 301.6 68 65.4 130 78 75.0		TOTA 167 345.6 345.6 299.0 295.0 26.6 300.7 109 340.7 26 315.6 315.6 315.6 316.7 327 317 327 327 327 337 340.7 34
SANTA CL ICTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price SLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Sales to Listing Inventory Ratio		1. /ALLEY ADUL	1	0. OMINI GA 6. 3. 86. 602.3. 459.0. 0. 0 7 20. 34. 397.4. 3 14. 1.525. 5.219. 508.3. 525.0. 2. 66.7. 74 1. 33.3. 100.0.	0		0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 30.8 121 594 26 300.8 104 510 31.370 136.527 301.6 263.0 68 65.4 130 78 75.0 84.6	EXT 21	TOTA 166 345.4 299.1 295.2 26.3 138 300.3 109 315.32 270.1 316.6 66.3 38.8 88.7 74.3 73.3
SANTA CL ACTIVE INVENTORY New Listings		1. /ALLEY ADUL	1	0. OMINI GA 6. 3. 86. 602.3. 459.0. 0. 0 7 20. 34. 397.4. 3 14. 1.525. 5.219. 508.3. 525.0. 2. 66.7. 74 1. 33.3. 100.0.	0		0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 30.8 121 594 26 300.8 104 510 31.370 136.527 301.6 263.0 68 65.4 130 78 75.0 84.6	EXT 21	TOTA 162 149 553 345.6 299.0 295.5 26.6 300.7 109 34.339 158.322 315.0 270.0 66.1 381 74.3
SANTA CL ACTIVE INVENTORY New Listings		1. /ALLEY ADUL	1	0	0				2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 30.8 121 594 26 300.8 104 510 31.370 136.527 301.6 68 65.4 130 78 75.0 84.6 73.8	EXT 21 26 70 370.1 344.9 3 177.3 60.0 0 18 79 29.69 21.795 59.8 346.0 4 80.0 133 3 60.0 19.2 23.8	TOTA 162 149 158 345.6 299.0 295.5 26.6 300.7 109 34.339 158.322 315.0 270.0 403 130 130 130 130 130 130 130 130 130 1
SANTA CL ACTIVE INVENTORY New Listings		1. /ALLEY ADUL	1	0	0		0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 30.8 121 594 26 300.8 104 510 31.370 136.527 301.6 68 65.4 130 78 77.0 84.6 73.8	EXT 21 26 70 370.1 344.9 3 177.3 60.0 0 18 79 30 300.4 5 59 2.969 21.795 593.8 346.0 4 80.0 133 3 19.2 23.8	TOTA 162 149 158 345.6 299.0 295.5 26.6 300.7 109 34.339 158.322 315.0 270.0 403 130 130 130 130 130 130 130 130 130 1
SANTA CL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average Dist Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Average Days on Market Sales at List Price Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio SLOSED SALES TYPE Foreclosure / REO Seller Concessions		1. /ALLEY ADUL	1	0	0		0		2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 30.8 121 594 26 300.8 104 510 31.370 136.527 301.6 68 65.4 130 78 77.0 84.6 73.8 88 8	EXT 21 26 70 370.1 344.9 3 177.3 60.0 0 18 79 30 300.4 5 59 2.969 21.795 593.8 346.0 4 80.0 133 3 3 19.2 23.8	TOTA 162 149 53 345.6 299.0 295.5 26.6 30 139 673 26 300.7 109 34.339 158.322 270.0 270.0 474.3 67.3 67.3
SANTA CL ACTIVE INVENTORY New Listings		1. /ALLEY ADUL	1	0	0				2 R JUNE SCVTOT 141 123 50 340.4 290.0 26 309.1 25.0 30.8 121 594 26 300.8 104 510 31.370 136.527 301.6 68 65.4 130 78 77.0 84.6 73.8 88 8	EXT 21 26 70 370.1 344.9 3 177.3 60.0 0 18 79 30 300.4 5 59 2.969 21.795 593.8 346.0 4 80.0 133 3 3 19.2 23.8	TOTA 162 149 53 345.6 299.0 29 295.5 26.6 30 139 673 26 300.7 109 569 34.339 158.322 270.0 270.0 66.1 130 81 74.3 73.2 67.3

Colored Colo	CC CA NE SAU SR VAL SCYLOTAL FOR TRY TO TALES T	CTIVE INVENTORY: NEW LISTINGS	2	MONTHLY RE	SIDENTIAL	RESIDENTIAL SALES STATISTICS	TICS				411	<u>ო</u>	346
Be Be 30 35 60 27 120	Second S	NEW LISTINGS		ADUL	ဗ	S		SAU	S	VAL	SCV TOTAL		TOTAL
89. 24 45. 19. 19. 19. 28. 10. 29. 445. 45. 19. 289. 10. 289. 10. 289. 289. 289. 289. 289. 289. 289. 289	99. 224 45. 94. 32. 119 890. 101 59 44. 32. 119 891. 660.1 457.9 483.7 644.8 161.4 400.0 400.0 4.79 948. 660.1 457.9 483.7 644.8 161.4 945. 660.1 479.0 483.7 64.8 184.4 942. 162. 27. 73. 4 42.8 942. 420. 152. 21. 33.3 422.4 942. 162. 32. 22. 11 943. 33. 19. 182. 312. 32. 22. 25. 19. 944. 13. 19. 19. 10. 10. 10. 10. 10. 10. 10. 10. 10. 10		14	10.	98	30	35	09	27	120	382	68	471
890	89. 101 59. 94. 40. 615.4 615.4 600.0	FOTAL ACTIVE LISTINGS.	28	23	93	24	45	64	32	119	428	115	543
2891 6901 4919 4917 6904 6000 6000 6000 6000 6000 6000 6000	2891 6001 4790 6019 6019 6019 6019 6019 6019 6019 60	AVERAGE DAYS ON MARKET	36	142	80	101	59	94.	40	52	75	74	75
## 15 15 15 15 15 15 15 15	10	AVERAGE LIST PRICE IN THOUSANDS	584.1	740.	539.1		457.9	493.7		615.4	579.0	398.6	5
Second	945 6 6617 3518 3872 723 9 432 6 903 158 185 211 333 1842 186 35 35 35 62 11 85 191 33 35 35 35 62 11 85 191 33 35 35 35 182 182 182 182 182 182 182 182 182 182	SOMS			400.0	47.8.0		150.0			47.8.9	693.0	450.0
18.6 18.5 18.6 18.6 18.7 18.4 18.5 18.4 18.5 18.4 18.5	19, 33, 3, 15, 8, 16, 5, 21, 1, 33, 3, 16, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4,	AVERAGE BOM PRICE IN THOUSANDS.	571.0	747.0	345.6	661.7	351.8	387.2	723.9	432.6	429.8	325.2	411.7
5 1 2 1 95 86 35 35 62 11 95 420 420 182 312 93 510 375.5 437.1 331.9 431.5 754.7 452.8 375.5 437.1 331.9 431.5 754.7 452.8 375.5 437.1 331.9 431.5 754.7 452.8 375.5 437.1 331.9 421.2 87.42 432.8 38.3 331.1 167.2 28.8 96.0 44.4 42.8 87.4 42.8<	86 35 62 11 95 486 35 62 11 95 420 152 132 29 51 430 13 13 23 29 51 33 31 23 29 57 422.8 89 76 132 127 283 96 432 19 19 57 442	30M TO SALE RATIO	11.8	25.0	30.3	15.8	18.5	21.1.	.33.3	18.4.	22.1	32.6	23
Second Color	86	EXPIRATIONS		1	5	1	2	Ε	0	5	18	5	23
## 86	190 25 25 191 25 25 25 191 25 25 25 25 25 25 25 2	ENDING SALES:	9		1	ļ	į		;	1		i	
152 182 191 192 191 192 191 192 193 193 193 193 193 193 193 194	152 152 154	NEW ESCROWS OPENED	12	5	86	35	35	62	+ 1	95	341	70	411
7.55	The color of the	IOTAL YTD ESCROWS OPENED	66	30	420	152	182	312	93	510	1,765	351	2,116
76	76 6 496 6 496 4487 283 283 286 4487 283 283 283 283 283 283 283 283 283 283	NEW OPEN ESCHOWS AVERAGE DAYS ON MARKEL	27	308 8	33	737 1	221.0	731 E	754.7	752 B	703.3	311.0	20 6
19	19	COED CALES.	460.0	390.0		407		45		432.0	460.0]
28.90 9.98 167 283 96 8443 28.400 9.066 8.941 24.080 6.466 88.442 28.400 9.066 8.941 24.080 6.466 88.425 347.5 28.88 60.280 111.126 51.677 192.570 340.0 435.0 2.865.0 4300.0 570.0 4230.0 347.5 477.2 331.1 42.5 541.3 442.4 340.0 435.0 2.865.0 4300.0 570.0 42.8 35. 13 19 19 37.5 18.60.0 36. 11 10 10 10 11 2 2 2.6 37.1 13 19 42 8 56.6 31.1 13 19 42 8 56.6 31.1 13 19 42 8 56.6 31.1 13 19 42 8 56.6 31.1 13 19 42 8 56.6 31.1 13 19 42 8 56.6 31.1 13 19 42 8 56.6 31.1 13 19 42 8 56.6 31.1 13 19 42 8 6.6 31.1 13 19 42 8 6.6 31.1 13 19 42 8 6.6 31.1 13 19 10 10 11 1 1 1 1 1 1 1 1 1 1 1 1 1 1	26409 139 167 288 896 896 8443 26409 9.066 8.941 2400 6.496 3475 52.88 60.280 430 3475 4772 3311 4225 5413 4424 3475 4772 285.0 4300 5700 4230 3401 435.0 285.0 4424 3475 4772 285.0 4300 5700 6.00 3401 11.106 102 102 124 3402 433 11 4225 5413 4424 343 456 456 430 667 690 34 684 777 684 649 667 690 35 13 13 19 19 42 55 36 144 7 725 38 20 0 0 0 0 0 0 37 68 4 775 38 4 4 4 4 7725 38 4 4 5 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	IEW ESCROWS CLOSED	17	α	76	ō	76	57	10	78	303	73	
26,409 9,066 8,941 24,080 6,496 38,492 114,655 52,888 60,280 111,126 51,677 192,575 347,65 430 422,6 541,3 422,5 541,3 423,0 347,5 347,5 265,0 430 570 423,0 60 51 43 265 73,7 66 72 60 60 69,7 68,4 556 77,1 64,9 66,7 69,0 60	26.409 9.066 8.941 24.080 6.496 38.492 124.655 22.888 60.280 111.126 51.677 192.575 340.0 435.0 265.0 4420.0 570.0 423.0 340.1 435.0 265.0 4420.0 570.0 423.0 551 684 56 6 737 667 690.0 697 667 690.0 697 684 774 649 667 690.0 697 690.0 697 690.0 697 690.0 698 1 77.1 684 775.5 698 1 77.1 684 775.5 698 1 77.1 689 67 690.0 698 1 77.1 689 67 67 690.0 698 1 77.1 689 67 67 690.0 698 1 77.1 689 67 67 67 67 67 67 67 67 67 67 67 67 67	OTAL YTD ESCROWS CLOSED	5.9	33.0	390	139	167	283	96	443	1 610	278	1 888
11.126 51677 192575. 1924656. 1924656. 1924656. 1924656. 1924656. 1924656. 1924656. 1924656. 1924656. 1922575. 1922575. 1922576. 1922	1,1,1,1,1,1,1,1,1,1,1,1,1,1,1,1,1,1,1,	OLUME OF NEW SALE DOLLARS IN MILLIONS	6.348	3 343	26.409	9 066	8 941	24 080	6 496	38 492	123 174	19 535	142
3475 4772 3311 4225 5413 4424 3400 4350 2865 6 4300 5700 4230 3410 435 2865 6 4300 5700 4230 351 13 18 10 102 124 352 13 11 108 102 124 37.5 684 704 684 685 680 88.4 63.3 77.1 950 44.4 72.5 88.4 63.3 77.1 950 44.4 72.5 88.4 63.3 77.1 950 44.4 72.5 88.4 0 0 0 0 0 0 0 0 0 89.1 37.5 72.5 88.4 0 0 0 0 0 0 0 0 0 89.1 37.5 72.5 88.4 0 0 0 0 0 0 0 0 89.1 37.5 72.5 88.4 0 0 0 0 0 0 0 0 89.1 11 2 2.5 88.4 0 0 0 0 0 0 0 0 89.1 37.5 72.5 89.1 11 2 2.5 89.1 11 2 2.5 89.1 11 3 19 11 2 2.5 89.1 11 3 19 11 3 3 89.2 29	3475 4772 3311 4225 5413 4424 3400 4350 2865 6 4300 5700 4230 351 1 13 1 10 108 102 124 37 667 684 684 689 687 6800 867 684 704 649 687 6800 871 684 704 649 687 6800 872 684 704 649 687 6800 873 792 600 0 0 0 0 0 0 0 884 63.3 77.1 950 0 0 0 0 884 63.3 77.1 950 0 0 0 0 884 63.3 77.1 950 0 0 0 0 884 63.3 77.1 950 0 0 0 0 884 7 702 891 77.1 1 2 25. 10 0 0 0 0 0 0 0 0 0 0 884 7 725 725 891 77.1 1 2 2 25. 11 13 19 19 11 3 37.5 725 725 725 725 725 725 725 725 725 72	OLUME OF TOTAL YTD SALES IN MILLIONS	20.422	14.264	124.655	52.888	60.280	111.126.	51.677	192.575	627.888	89.838	717.726
340. 455.0. 455.0. 430.0. 570.0. 423.0. 657.	340.0 435.0 265.0 430.0 570.0 423.0	VERAGE SALE PRICE IN THOUSANDS	373.4	417.9	347.5	477.2	331.1	422.5	541.3	442.4	406.5	454.3	412.
Fig. 13	State Stat	MEDIAN SALE PRICE IN THOUSANDS	390.0	379.0	340.0	435.0	265.0	430.0.	570.0	423.0	405.0	250.0	6.066
10	10	COOP SALES	15	4.02	51	13	15	42	0 1		208	32	
## State	88.4 683 77.4 649 667 890 67 890 697 884 77.1 950 60 891 37.5 73.1 88.4 633 77.1 950 60 891 37.5 73.1 88.4 633 77.1 950 60 891 37.5 73.1 88.4 633 77.1 950 60 891 37.5 73.1 88.4 633 77.1 950 60 891 37.5 73.1 88.4 633 77.1 950 60 891 37.5 73.1 88.4 77.1 950 60 891 37.5 73.1 88.4 77.1 90 40 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	THOUSE OF COOP WALES	88.2					13.7	7.00		08.0	/4.4	
Barry Barr	88.4 68.7 70.4 64.9 66.7 731 88.4 63.3 77.1 95.0 4444 7725. 88.4 63.3 77.1 95.0 4444 7725. 88.4 63.3 77.1 95.0 4444 7725. 88.4 63.3 77.1 95.0 4444 7725. 88.4 63.3 77.1 95.0 4444 7725. 88.4 63.3 77.1 95.0 4444 7725. 88.4 63.3 77.1 95.0 6.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0	VERAGE DATA ON MARKET	98	707	93	90		108.	102	124		118	
## STATE CHANGE - PRICE REDUCTION ## ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ## ACTIVE NO. LISTINGS TOTAL #	## STATE CHANGE - PRICE REDUCTION ACTIVE CHANGE - PRICE REDUCTION ACTIVE CHANGE - PRICE REDUCTION ### ACTIVE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ### ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ### ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ### ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ### ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ### ACTIVE CHANGE - PRICE REDUCTION ACTIVE CHANGE - PRICE REDUCTION ACTIVE CHANGE - PRICE REDUCTION ### ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ### ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ### ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ### ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ### ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ### ACTIVE NO. LISTINGS TOTAL # ACTIVE HEAD	ALEO AT LIST PRICE	, , ,	4 0		51		3/.	0 1 0		ZOI		3 6
88.4 63.3 77.1 95.0 44.4 772.5 6 88.4 63.3 77.1 95.0 44.4 772.5 6 8	### 633 777 950 444 772 55 ### 633 777 950 6 ### 633 777 950 6 ### 633 777 950 6 ### 633 777 950 6 ### 633 777 950 0 ### 6	ALESTO INTIME INVENTORY BATIO	41.2	α ν σ	09.7	700.4	4.00	904.9	97.5	72.4			
Section	Section Sect	NIAL ON E TO NEW LISTING BATIO		0.4		7.0.7	77.4	0.00		70.1	0.07	t av	3 6
B	Section	OSFD SALES TYPE	T			2		0	+ + + + + + + + + + + + + + + + + + + +	,		5	
16	16	ORECLOSURE/REO.	0	0		0	2	4	2	9	22	9	28
16	16 6 11 2 25 18	ELLER CONCESSION	0	0		0	0	0	0	О	0	0	
Material	ME - PRICE CHANGE - PRICE REDUCTION 0	HORTSALE	2	2	16	9	9	11	2	25	70	12	
ME - PRICE CHANGE - PRICE REDUCTION	ME - PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$	TANDARD	15	5	51	13	19	42	80		209	25	234
ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 18	ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 18)THER	0	1	1	0	0	0	0		2	0	
ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED # 18	## SOLID IN 19		O.V	SELLING	IME -	CE CHANGE	SICE I	SUCTION TAL # SOL		0	# AVEDACE	1010	Ē
18	18 6 2 1150 0 0 0 11587 1 0 0 11287 1 0 0 11287 1 0 0 11287 1 0 0 11287 1 0 0 11287 1 0 0 11287 1 0 0 11287 1 0 0 11287 1 0 0 11481 1 0 0 1282 1 0 0 1282 1 0 0 1282 1 0 0 1282 1 0 0 14481 1 0 0 14481 1 0 0 14481 1 0 0 14481 1 0 0 14481 1 0 0 14481 1 0 0 14481 1 0 0 14481 1 0 0 14481 1 0 0 14481 1 0 0 0 <td>LLING PRICE RANGE:</td> <td>5</td> <td>SELL IIME</td> <td></td> <td>VE NO. EISTI</td> <td></td> <td>1AL # 30L</td> <td></td> <td>EDOCED \$</td> <td>A AVENAGE L</td> <td>NICE NEDO</td> <td>5 </td>	LLING PRICE RANGE:	5	SELL IIME		VE NO. EISTI		1AL # 30L		EDOCED \$	A AVENAGE L	NICE NEDO	5
1	0 0 <td>ESS THAN 100,000</td> <td></td> <td>32</td> <td></td> <td>18</td> <td></td> <td>6</td> <td></td> <td>2</td> <td>1150</td> <td></td> <td></td>	ESS THAN 100,000		32		18		6		2	1150		
10	10 10 10 10 10 10 10 11 10 11 10 11 10 11 10 10 10 10 10 10 10 10 10 10 11 10 12 10 13 10 14 11 14 11 14 11 14 11 14 11 14 11 14 11 14 11 14 11 14 11 14 11 14 11 14 11 15 11 16 11 17 2 18 11 19 11 11 11 12 11 13 11 14 10 15 11 16 11 17 2 18 11 19 11 10 11 11	100,000 TO 109,999		0.0		0		0.0		0	A/N		
10	10 <	110,000 TO 119,999		3/		N		S (O	1128/		
10 10 10 3 3 3 9 9 10 10 10 10 10 10 10 10 10 10 10 10 10	10 6 3 922 10 11 3 922 32 29 5 1040 39 22 1 1040 39 22 1 1 38 26 10 6 38 34 6 2562 43 28 26 1 24 28 14 6082 28 26 12 5504 27 14 6 4332 25 4 2 5449 25 4 2 5440 25 4 105875 32 1 45000 17 2 44500 17 2 44500 10 328 117 2174 2174 44500 117 2174 2174 2 44500 1493 2174 2 44500 1490 22 24 44500 1490 32 32 117 2174 2174 2 24500 193 22 24 44500 24500 23 24 44500 24500	120,000 TO 139,999		55		9		10		4			
10 10 11 3 3 8 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	10. 11. 3 9622 13. 16. 4 4748 13. 2.9 10.540 38. 2.9 10.540 38. 2.9 10.562 4. 4.4 4.4 28. 2.8 11. 4.874 28. 2.6 12. 4.874 27. 14. 6.062 262 28. 2.6 1. 4.874 29. 14. 6.062 4.874 20. 14. 6.062 4.874 20. 14. 6.062 4.874 20. 1.1 4.500 4.850 20. 2.2 5.450 4.450 20. 3.2 1.1 4.500 20. 3.2 1.1 4.500 20. 3.2 1.1 4.450 20. 3.2 1.1 4.450 20. 3.2 1.1 4.450 20. 3.2 1.1 4.450 20. 3.2 1.1 4.450 20. 3.2 4.450 4.450 20. 3.2 4.450 4.450 20. 3.2 4.450 <	140,000 TO 159,999		50		10		6		3	320		
13	13 16 4 4/18 39 29 5 10540 39 32 11 768 47 32 11 768 38 32 4 6 47 28 11 4874 28 28 12 6 27 28 12 6 28 28 14 8 1078 29 14 6 4382 25 2 5 5 5 26 32 4 45000 50 328 117 2174 717,726,000 117 2174	160,000 TO 179,999		8		10		11		3	9622		
29 29 5 10 47 32 11 7 48 32 6 10 8 38 26 6 10 8 43 43 45 7 43 46 7 43 46 7 41 16 9 9 10 8 25 4 4 6 6 4 4 7 17 2 8 18 18 8 18 8 18 8 18 8 18 8 18 8 18	39 29 29 10540 47 28 11 768 38 26 10 6734 38 26 10 6734 38 26 14 6082 24 28 14 6082 28 26 12 5364 27 14 8 1866 29 14 6 4392 25 4 2 5450 25 4 4392 25 4 44392 25 4 45000 17 2 5450 20 328 117 2174 2174 2 445000 20 328 117 2174 2174 2 445000 4193 2174 2 520 328 117 2174 2174 2 445000 4193 2174 2 445000 4193 2174 2 445000 4193 2174 2 445000 4193 2174 3 445000 4193 2174 45000 4193 4193 2174	180,000 TO 199,999		54		13		16		4	4748		
47 32 11 7 38 26 10 6 38 34 6 2 43 45 14 6 26 12 4 27 14 6 11 41 14 6 11 42 2 3 10 43 17 2 2 3 44 17 2 2 3 52 4 4 105 6 1 400 6 1 400 7 2 2 4 8 5 4 105 9 1 1 400 10 328 117 2 17 2 2 4 105 10 328 117 2	47 32 11 7658 38 26 10 6734 35 34 6 2662 43 28 4874 28 26 12 4874 28 26 12 4874 29 10781 41 16 9 10781 29 14 6 4328 29 14 6 4328 29 14 2 348 32 5 4 45000 520 328 117 2174 520 328 117 2174 520 328 117 2174	200,000 TO 249,999		34		39		29		5	10540		
38	38. 26. 10 6734 35. 34. 6 2562 43. 45. 14 6062 28. 28. 11 4062 28. 28. 12 4062 27. 29. 14 9 1078 29. 14 6 438 29. 14 6 438 29. 14 6 448 32. 5 4 105875 50. 328 117 2174 44. 105875 117 2174 50. 328 117 2174 50. 328 117 2174	250,000 TO 299,999		38		47		32		1	7658		
34. 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	35 34 6 2562 43 45 14 6082 44 28 11 4874 28 12 5584 28 14 4874 28 16 9 1781 29 14 6 4392 25 32 3748 17 2 2 5450 20 32 4 105875 520 328 117 45000 540 117 2174 2 717,726,000 193	300,000 TO 349,999		40		38		26		10	6734		
43. 45. 14. 14. 14. 17. 18. 18. 19. 19. 19. 19. 19. 19. 19. 19. 19. 19	43 45 14 6062 43 45 14 6062 28 26 12 5364 27 14 8 1866 41 16 9 1078 25 4 2 3748 25 4 2 5460 32 1 45000 520 328 117 2174 520 328 117 2174 54 117 2174 5450 55 32 117 2174 55 32 117 2174 55 32 117 2174 55 32 1193 32	350,000 TO 399,999		19		35		34		9	2562		
28 28 11 29 11 29 14 29 14 29 15 25 25 25 25 26 2 2 27 25 28 25 29 25 29 25 20	54 28 11 4874 28 26 12 584 2 14 8 18661 4 1 9 10781 2 14 6 4382 2 2 3748 32 5 4 4 5 4 45500 1 1 45000 13 RMLS TOTAL - \$ VOLUME \$ALE\$ 717,726,000 1,93	100,000 TO 449,999		36		43		45		14	6082		
28 28 26 12 12 12 12 12 14 14 15 15 15 15 15 15 15 15 15 15 15 15 15	28 28 26 12 5384 27 14 6 9 10781 29 14 2 2 3488 25 2 3788 013 RMLS TOTAL - \$ VOLUME SALE;	150,000 TO 499,999		53		54		28		1	4874		
27 14 8 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	14 861 18661	500,000 TO 549,999		.33		28		26		12	5364		
141 16 9 9 11 29 24 4 2 2 37 2 2 2 4 4 2 2 30 3 2 2 2 2 4 4 10 6013 RMLS TOTAL - \$ VOLUME	2 25 14 10781 29 14 6 9 10781 2 25 3748 2 2 3748 32 2 54500 6 2 2 3748 1 1 105875 1 328 117 2174 SALE: 193	550,000 TO 599,999				27		14		00	18661		
2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	2 25 43482 25 25 44 26 32 2 54500 32 32 5 4 4 105875 11 45000 1,93 RMLS TOTAL - \$ VOLUME SALE:	300,000 TO 699,999		37		41		16		ດ (10781		
17	17. 2 2 24500 32. 5 5 4 4 105875 520 328 117 45000 013 RMLS TOTAL - \$ VOLUME SALE: 717,726,000 1,93	/00,000 I O /99,999				200		4-		0 0	4592		
17. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2.	17. 726,000	800,000 IO 899,999		000		23		4 0		N C			
013 RMLS TOTAL - \$ VOLUME	013 RMLS TOTAL - \$ VOLUME SALE: 717,726,000 1,93	900,000 TO 999, 999		200		/		7 4		N <			
013 RMLS TOTAL - \$ VOLUME	013 RMLS TOTAL - \$ VOLUME SALE:	1,000,000 1 O 1,999,999		00.00		5c		0. +		7 7	10307.5		
013 RMLS TOTAL - \$	013 RMLS TOTAL - \$ VOLUME SALE: 717,726,000 1,93	MORE I HAN 2,000,000		201		0 0		- 000		- 7	450000		
2013 RMLS TOTAL - \$	2013 RMLS TOTAL - \$ VOLUME SALE:	OIALS				520		328		11/	21/4		
	717,726,000	LISTINGS			2013 RM		- S VOLL	IME				SAL	ES
717 796 ON		2 426			1	-						T	7
		1110											•

COMPARABLE SALES ANALYSIS 2008 - 2013 SANTA CLARITA VALLEY

(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO) TOTAL MONTH BY MONTH

		_													
	SALES TO LIST	6.69	68.9	90.1	87.3	86.7	73.5								
2013	* NOL MIL.	84.2	89.7	132	139.1	140.1	142.7								
20	SALES	248	255	345	364	373	346								
	LIST	355	370	383	417	430	471								
	% SALES TO LIST	58.7	61.5	75.7	85.2	84.2	104.6	101	96.2	107.3	109.5	105.3	179.8	66	
12	VOL MIL.	83.8	78.7	107.9	109	118	135.0	122.6	120.2	118.2	121.2	96	145.9	1356.5	060′
2012	SALES	276	275	348	364	384	432	392	406	337	347	298	419	4278	\$317,090
	LIST	470	447	460	427	456	413	388	422	314	317	283	233	4360	
	SALES TO LIST	46.4	42.3	53	53.2	61.7	68.7	71.1	76.3	66.5	70.5	96.2	135.2	<i>L</i> 9	
_	* NOL WIL.	75.2	74.2	104	106	115.8	128	115.7	130	103.4	106.5	104.8	122.9	1286.5	060,
2011	SALES	241	222	310	329	363	397	364	406	336	346	354	415	4,083	\$315,090
	LIST	519	525	585	819	588	9/5	512	532	505	491	398	307	6,128	
	% SALES TO LIST	48.5	49.3	59.8	59.3	79.1	64.8	53.5	26.7	55	53.1	70.7	75.2	60.3	
0	* NOL WIL.	82.7	89.4	123.4	118.1	135.9	123.4	115.8	111.3	106.4	93.1	97.3	102.6	1299.4	\$353,482
2010	SALES	231	241	354	328	368	357	302	312	297	279	299	308	3,676	\$353
	LIST	476	489	592	553	465	155	564	055	540	525	423	407	981'9	
	% SALES TO LIST	45.8	62.4	66.4	87.8	77.6	78.1	84.9	79.9	74.6	71.2	7.79	92.0	73	
99	VOL MIL.	86.3	97.1	105.4	122.7	111.7	120.9	138.7	118.3	107.1	117.9	99.5	114.0	1,339.6	,865
2009	SALES	263	281	336	382	337	350	393	342	308	334	281	323	3,930	\$340,865
	LIST	574	450	909	435	434	448	463	428	413	469	415	315	2,353	
	SALES TO TO LIST	22	33.6	39	48.5	64.5	6.09	65.0	52.9	54.7	58.5	76.4	84.5	55	
38	\$ VOL MIL.	79.1	97.6	120.1	136.5	153.4	162	158.5	131.9	130.3	137.4	103.5	120.5	1530.8	,236
2008	SALES	181	237	299	324	396	391	418	341	342	371	318	366	3984	\$384,236
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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

Chairmain Emeritus: Jim Bevis Phone: (818) 522-4113

Location: Denny's - Garden Room 8330 Topanga Cyn. BHlvd. (Corner of Roscoe and Topanga)

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

Topic: MLS Pitches, Caravan, Guest

Speakers

COMM. INVST. PROP. 3rd Tues of mo.

Chairperson: Brian Hatkoff, CCIM Phone: (818) 701-7789

Web: www.commercialdataexchange.com

Time: 8:30 A.M.

Location: SRAR Auditorlum 7232 Balboa Blvd., Van Nuys

Phone: (818) 349-9997

R.E. NETWORK Fridays (expt. holidays)

Contact For Information: Bud Mauro

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

BUSINESS OPPORTUNITY 4th Tues of mo.

Chairperson(S): Harvey Osherenko

Phone: 522-7592 - Harveyok2@yahoo.com Location: SRAR - Time: 9:00 A.M.