

# REALTOR® REPORT

July/August, 2013

*The Official Publication of South Central Association of REALTORS®*

## TEXAS HOLD 'EM & CASINO NIGHT

PRESENTED BY

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**IN MEMORIAM**  
**Ronald L. Gallant,**  
**Attorney at Law**  
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# 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 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.

CONSUMER PRICE INDEXES						
MAY 2013						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	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



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

## REALTOR® REPORT

The Official Publication of SRAR

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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

THE  
FUTURE  
IS  
NOW

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 theEDGE 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](http://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](http://www.areaa.org/convention)

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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.

**Food & Clothing Drive**

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](mailto:JasonA@srar.com)



*Presents*  
**INVESTMENT REAL ESTATE  
 SYMPOSIUM**

**TUESDAY, AUGUST 27, 2013**  
**SRAR AUDITORIUM**

7232 Balboa Boulevard • Van Nuys, CA

**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**  
 Economic Development Dept.



**Moderated by:**  
**Arnie Garfinkel**  
 Income Property Lending

*\*Scheduled to speak (subject to change)*

**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 National Title  
*Title*

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



**Brad Luster**  
 Major Properties  
*Commercial Brokerage*



**James Arom**  
 Wells Fargo Bank  
*Commercial Lending*



**Randall Blaesi**  
 Property Sciences  
*Commercial Appraisal*

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



**Jim Walls**  
 Walls Property Management  
*Property Management*



**Alan Gecht**  
 Corporate Realty Assoc.  
*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](http://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

Name: \_\_\_\_\_ Company Name: \_\_\_\_\_

Email: \_\_\_\_\_ Phone#: \_\_\_\_\_

(Visa/MC/AMEX/Discover) Card#: \_\_\_\_\_ Exp: \_\_\_\_\_

CC Signature Authorization: \_\_\_\_\_





**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**

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***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



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**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: \_\_\_\_\_

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

**“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](http://activerain.com) or [curyator.com](http://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 - Compose, share, collaborate <a href="https://drive.google.com">https://drive.google.com</a>
	Evernote - Remember Everything <a href="http://www.evernote.com">http://www.evernote.com</a>
	Dropbox - Store and Share <a href="http://www.dropbox.com">http://www.dropbox.com</a>
	ZipVault - Storage with no size limit for 3 years Access from Zipforms 6 Professional (not the desktop version)
	Follow Up Boss - CRM <a href="http://www.followupboss.com">http://www.followupboss.com</a>
	Top Producer - Lead Gen and CRM <a href="http://www.topproducer.com/">http://www.topproducer.com/</a>
	Agent Office - CRM <a href="http://agentoffice.com/">http://agentoffice.com/</a>
	Market Leader - e-Edge <a href="http://www.marketleader.com">http://www.marketleader.com</a>
	Transaction Point - Transaction and Document Management <a href="http://www.transactionpoint.com/">http://www.transactionpoint.com/</a>
	Relay - Transaction and Document Management <a href="http://www.zipform.com/relay/index.asp">http://www.zipform.com/relay/index.asp</a>
	Dotloop - Transaction and Document Management <a href="https://www.dotloop.com/">https://www.dotloop.com/</a>

**“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](http://activerain.com) or [curyator.com](http://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
-  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...



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## TEXAS HOLD 'EM & CASINO NIGHT

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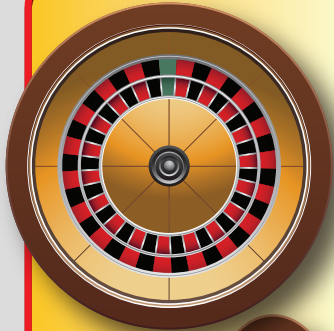
SEPTEMBER 21, 2013 | 6:00-10:00PM

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!**

- \* \$35 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



# Leadership Institute



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

## *2013 - Preparing Tomorrow's Leaders Today*

The Leadership Institute is designed to groom newer real estate professionals into future leaders of their community and in organized real estate. 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  
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 TODAY!  
Applications are  
now being  
accepted!**

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

*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

Amini, David A. David A. Amini 5727 Canoga Ave. #268 Woodland Hills, CA. 91367	Horland, Michael Re/Max Estates 30495 Canwood St. #101 Agoura Hills, CA. 91301
Boghossian, Ara T.C. Caliber 10 Universal City Plaza Ste. 1950 Universal City, CA. 91608	Jones, Amie Jo Amie Jo Jones 5525 Bromely Dr. Oak Park, CA. 91377
Brooks, Fe V. Fe V. Brooks 19213 Schoenborn St. Northridge, CA. 91324	Jordan, Moses Utopia Realty 3805 Huron Ave. Culver City, CA. 90232
Burbano, Maria Luisa Maria Luisa Burbano 11101 Beckford Ave. Northridge, CA. 91326	Kapadia, Tina Madhukar Tina Kapadia 11062 Winnetka Ave. Chatsworth, CA. 91311
Cornelius, Lynetta Merit Capital Real Estate 1365 W. Foothill Blvd. Ste. 3 Upland, CA. 91786	Kurian, Hagop Richard Hagop Richard Kurian 4400 Ellenita Ave. Tarzana, CA. 91356
Diligi, Carmen Gold Keys Realty 23544 Clearidge Drive Valencia, CA. 91354	Mandel, Andrea Andrea Mandel 22370 Lavender Bell Lane #LB70 Woodland Hills, CA. 91367
Fisk Jr., Bernard Carter Bernard Carter Fisk Jr., Broker 26912 Monterey Ave. Valencia, CA. 91355	Mirhosseini, Seyedmorteza America The Beauty R.E. 22549 Friar St. Woodland Hills, CA. 91367
Glick, Fred US Spaces dba ARRIVVA 744 San Antonio Road, Suite 24 Palo Alto, CA. 94303	Mitchell, Dalia Dalia Mitchell 17173 Germain St. Granada Hills, CA. 91344
Hogen, Emil Pro Realty 14007 Ventura Blvd. Sherman Oaks, CA. 91423	O'Rourke III, Lawrence J. Larry O'Rourke III 4651 Ethel Ave. Sherman Oaks, CA. 91423

Aguilar, Yanira Lisette / Dilbeck Realtors / Santa Clarita  
Alcala, Gerardo / Keller Williams Realty / Northridge  
Allen, Michael Roy / Bizbuilder.com / Simi Valley  
Avalos, Henry / Keller Williams North Valley / Porter Ranch  
Ayyazyan, 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  
Frankyan, 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, Maria Grace / Prudential California Realty / Chatsworth  
Gevorkian, Karine / Fidelity Realty and Loans Inc. / North Hollywood

## RESPONSIBLE REALTOR® APPLICANTS

## SECOND POSTING

Beirne, James Geoffrey James G. Beirne 24259 Burbank Blvd. Woodland Hills, CA. 91367	Richardson, Shari Jean Applied Business Resources 6680 Alhambra Ave. #108 Martinez, CA. 94553
Frydman, Eitan Michael Gray Stripes Realty, Inc. 11912 Edlestone Drive Porter Ranch, CA. 91326	Sach, Monica Boastanfar Monica Sach 18425 Burbank Blvd. #500 Tarzana, CA. 91356
Gevdzhyan, Benjamin Ben Global Realty & Mortgage 13355 Cantara St. Van Nuys, CA. 91402	Sacks, Raymond Barry Dreams 815 Tamlei Ave. Thousand Oaks, CA. 91362
Gozumian, Garen Garen Gozumian 625 S. Hill St. #249 Los Angeles, CA. 91307	Sirca, Nicolae Nicolae Sirca 7433 Sylvia Ave. Reseda, CA. 91335
Guluzza, Gary William Gary Guluzza, Broker 29309 N. Kilmanjaro Ct. Canyon Country, CA. 91387	Sterman, Fred Mitchell Fred Mitchell Sterman 275 South Beverly Drive. #200 Beverly Hills, CA. 90210
Marzban, Daryush Daryush Marzban 7236 Amigo Ave. #107 Reseda, CA. 91335	Vasquez, Oscar Oscar Vasquez, Broker 320 Foothill Drive Fillmore, CA. 93015
Mathews, Kyle R. Kyle Raymond Mathews 5508 Denny Ave. North Hollywood, CA. 91601	Wang, Joe Allstar Brokers Network 850 E. Las Tunas Dr. San Gabriel, CA. 91776
Rabban, Matthew All Pacific Funding Corp. 18340 Ventura Blvd. #205 Tarzana, CA. 91356	
Reilly, Erica L. Erica L. Reilly, Broker 11557 Newcastle Ave. Granada Hills, CA. 91344	

## REALTOR® APPLICANTS

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 Antelope Valley / Palmdale  
Khouban, Yegai / Pinnacle Estate Properties, Inc. / Encino  
Kolman, 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  
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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 Tang / Re/Max Olson Estates / Woodland Hills  
Shahgholi, Sayareh / Keller Williams Realty / Northridge  
Shields, Alexandra Noel / Kaufman Realty / West Hills  
Shultz, Yonaton / Exclusive Estate Properties, Inc. / Toluca Lake  
Ward, Selwyn Reginald / ZipRealty / Emeryville  
Waters, Charles Augustus / Rodeo Realty / Calabasas  
Yi, Kanguk / Redfin Corporation / Long Beach



RESIDENTIAL  
PROPERTIES LISTED

1,551

JUNE SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.  
ESCROW OPENED

1,205

RESIDENTIAL PROP.  
ESCROW CLOSED

1,133

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS.....	134	241	192	204	1,001	550	1,551
TOTAL ACTIVE LISTINGS.....	188	316	228	232	1,329	905	2,234
AVERAGE DAYS ON MARKET.....	88	79	74	59	74	97	83
AVERAGE LIST PRICE IN THOUSANDS.....	318.3	861.1	953.6	631.7	888.5	588.2	766.8
MEDIAN LIST PRICE IN THOUSANDS.....	300.0	630.0	625.0	500.0	559.0	470.0	501.1
BOMS.....	34	43	38	29	195	132	327
AVERAGE BOM PRICE IN THOUSANDS.....	283.5	595.4	751.6	489.5	569.7	481.8	534.2
BOM TO SALE RATIO.....	31.8	24.0	29.2	16.9	25.3	36.6	28.9
EXPIRATIONS.....	12	21	14	15	89	62	151

PENDING SALES:

NEW ESCROWS OPENED.....	108	171	149	163	781	424	1,205
TOTAL YTD ESCROWS OPENED.....	700	970	752	893	4,447	2,300	6,747
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET.....	35	36	26	24	32	41	35
NEW OPEN ESCROWS AVERAGE LIST PRICE.....	297.7	633.3	566.1	499.8	566.6	380.4	501.1

CLOSED SALES:

NEW ESCROWS CLOSED.....	107	179	130	172	772	361	1,133
TOTAL YTD ESCROWS CLOSED.....	622	881	668	862	4,079	2,045	6,124
VOLUME OF NEW SALE DOLLARS IN MILLIONS.....	30.295	103.994	81.639	86.997	433.378	140.024	573.402
VOLUME OF TOTAL YTD SALES IN MILLIONS.....	169.046	516.392	372.430	405.872	2,115.288	790.940	2,906.228
AVERAGE SALE PRICE IN THOUSANDS.....	283.1	581.0	628.0	505.2	561.4	387.9	506.1
MEDIAN SALE PRICE IN THOUSANDS.....	300.0	490.0	436.3	465.0	442.2	310.0	411.0
COOP SALES.....	66	132	105	126	550	262	812
PERCENT OF COOP SALES.....	61.7	73.7	80.8	73.3	71.2	72.6	71.7
AVERAGE DAYS ON MARKET.....	101	101	83	106	97	130	108
SALES AT LIST PRICE.....	80	125	89	109	509	236	745
PERCENT OF SALES AT LIST PRICE.....	74.8	69.8	68.5	63.4	65.9	65.4	65.8
SALES TO LISTING INVENTORY RATIO.....	56.6	57.0	57.1	74.1	39.9	50.7	50.7
FINAL SALE TO NEW LISTING RATIO.....	79.9	74.3	67.7	84.3	77.1	65.6	73.0

CLOSED SALES TYPE

FORECLOSURE/REO.....	14	9	13	6	55	37	92
SELLER CONCESSIONS.....	0	0	0	0	1	0	1
SHORT SALE.....	23	22	10	32	107	92	199
STANDARD.....	69	146	107	133	605	220	825
OTHER.....	1	2	0	0	3	12	15

LISTINGS

8,489

2013 RMLS TOTAL - \$ VOLUME

\$2,906,228,000

SALES

6,285

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



# SAN FERNANDO VALLEY

	2008					2009					2010					2011					2012					2013				
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST	
JAN	2935	574	329.3	19.6	2084	964	357.7	46.3	1,830	963	410	52.6	1,786	976	368.7	54.3	1,481	877	322.1	59.9	1,288	881	396.3	68.4						
FEB	2633	654	409.7	24.8	1178	876	330.5	49.4	1,780	872	349.7	49	1,646	753	303.5	45.7	1,458	856	262.9	57.9	1,218	821	353.8	67.4						
MAR	2878	792	429.0	27.5	2004	1,148	428.6	57.3	2,231	1,131	523.3	50.7	1,875	1,050	430.7	56	1,515	1085	427.4	71.6	1,377	1,337	470.8	77.8						
APR	2949	983	538.1	33.3	1956	1275	487.5	65.2	2,212	1,188	526.9	53.7	1,740	1052	394.2	60.5	1,387	1,140	448.8	82.2	1,549	1,114	559.3	71.9						
MAY	2629	1165	626.4	44.3	1,865	1,300	530.1	69.7	1,936	1,235	523.7	63.8	1,732	1,023	422.3	59.1	1,429	1,280	497.9	89.6	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	68.8	2,153	1,104	484.5	51.3	1,592	1,033	422.7	64.9	1,314	1,266	515	96.3										
AUG	2518	1181	594.7	46.9	1,820	1,259	553.7	69.2	1,993	1,029	443.8	51.6	1,707	1,145	452.6	67.1	1,308	1,273	508.3	97.3										
SEPT	2423	1181	533.4	48.7	1,731	1,205	543.1	69.6	1,726	1,034	430.4	59.9	1,512	1,048	430.4	69.3	1,276	1,058	419.7	82.9										
OCT	2389	1321	601.7	55.3	1,794	1,243	527.5	69.3	1,677	883	371.9	52.7	1,363	1,017	385.3	74.6	1,339	1,246	502.7	93.1										
NOV	1770	1121	470.9	63.3	1,505	1,095	452.1	72.8	1,431	864	356.8	60.4	1,273	985	382.2	77.4	1,087	1,114	452.9	102.5										
DEC	1483	1241	497.5	83.7	1,327	1,174	549.1	88.5	1,298	1,045	431.2	80.5	1,075	1,112	435.7	103.4	771	1263	534.9	163.8										
TOTAL	28,887	12,658	6,320.3	44.7	21,114	14,271	5,953.6	66.6	22,318	12,617	5,415.2	55.6	19,053	12,308	4,867.4	66.3	15,732	13,674	5,366.5	87										
AVG. SALE PRICE			\$499,313				\$417,181				\$429,200				\$395,470				\$392,470											

## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
<b>ACTIVE INVENTORY</b>								
New Listings	91	167	141	152	182	733	400	1,133
Total Active Listings	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	1,046.0	1,054.5	689.2	1,473.8	1,021.1	634.2	867.7
Median List Price in Thousands	338.0	799.0	775.0	552.0	799.9	650.0	359.9	539.0
BOMS	21	26	23	25	31	126	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
<b>PENDING SALES</b>								
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
<b>CLOSED SALES:</b>								
New Escrows Closed	74	102	88	141	139	544	262	806
Total YTD Escrows Closed	454	578	456	651	793	2,932	1,501	4,433
Volume of New Sales Dollars in Millions	23.067	72.975	65.826	74.545	113.618	350.030	106.428	456.458
Volume of total YTD Sales in Millions	134.479	401.515	309.198	331.961	555.975	1,733.128	597.547	2,330.676
Average Sale price in Thousands	311.7	715.4	748.0	528.7	817.4	643.4	406.2	566.3
Median Sale Price in Thousands	320.0	600.0	506.0	500.0	602.5	507.5	310.0	457.5
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	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	76.4	74.2	65.5	71.1
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO	10	6	5	5	8	34	29	63
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	14	9	8	28	11	70	66	136
Standard	49	85	75	107	120	436	156	592
Other	1	2	0	0	0	3	11	14

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
<b>ACTIVE INVENTORY</b>								
New Listings	43	74	51	52	48	268	150	418
Total Active Listings	53	99	59	53	57	321	243	564
Average Days on Market	90	66	67	53	56	66	117	88
Average List Price in Thousands	246.6	455.9	664.6	437.7	543.3	472.2	462.8	468.2
Median List Price in Thousands	229.9	389.0	320.0	385.0	364.9	340.0	325.0	329.9
BOMS	13	17	15	4	20	69	32	101
Average BOM Price in Thousands	241.9	409.8	578.6	503.4	390.3	414.6	329.1	387.5
BOM to Sale Ratio	39.4	22.1	35.7	12.9	44.4	30.3	32.3	30.9
Expirations	3	1	3	2	5	14	12	26
<b>PENDING SALES</b>								
New Escrows Opened	38	57	53	45	53	246	100	346
Total YTD Escrows Opened	218	335	245	227	296	1,321	584	1,905
New Open Escrows Average Days on Market	32	28	29	25	39	31	33	31
New Open Escrows Average List Price	249.2	419.4	432.5	440.1	325.1	379.4	331.9	365.7
<b>CLOSED SALES:</b>								
New Escrows Closed	33	77	42	31	45	228	99	327
Total YTD Escrows Closed	168	303	212	211	253	1,147	544	1,691
Volume of New Sales Dollars in Millions	7.227	31.020	15.813	12.352	16.936	83.348	33.596	116.944
Volume of total YTD Sales in Millions	34.566	114.877	63.233	73.911	95.574	382.160	193.392	575.552
Average Sale price in Thousands	219.0	402.9	376.5	398.4	376.4	365.6	339.4	357.6
Median Sale Price in Thousands	210.0	365.0	314.5	362.5	319.0	320.0	305.0	319.0
Coop Sales	23	60	33	26	29	171	72	243
Percent of Coop Sales	69.7	77.9	78.6	83.9	64.4	75.0	72.7	74.3
Average Days on Market	97	93	92	90	108	96	120	103
Sales at List Price	25	58	32	21	26	162	69	231
Percent of Sales at List Price	75.8	75.3	76.2	67.7	57.8	71.1	69.7	70.6
Sales to Listing Inventory Ratio	62.3	77.8	71.2	58.5	78.9	71.0	40.7	58.0
Final Sale to New Listing Ratio	76.7	104.1	82.4	59.6	93.8	85.1	66.0	78.2
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO	4	3	8	1	5	21	8	29
Seller Concessions	0	0	0	0	1	1	0	1
Short Sale	9	13	2	4	9	37	26	63
Standard	20	61	32	26	30	169	64	233
Other	0	0	0	0	0	0	1	1



## SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	13	10	49	24	10	42	19	74	241	68	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	498.9	719.5	489.0	489.9	599.0	500.0	749.0	599.0	549.0	287.5	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	11.8	28.6	32.1	18.8	20.0	14.6	42.9	12.5	20.6	28.9	21.9
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 Open 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	53	16	10	41	7	48	199	38	237
Total YTD Escrows Closed	56	30	264	125	80	208	67	270	1,100	219	1,319
Volume of New Sales Dollars in Millions	6.348	2.918	20.438	7.541	5.485	18.762	4.681	25.632	91.805	16.566	108.371
Volume of total YTD Sales in Millions	19.236	13.024	98.243	47.670	42.340	91.889	41.190	137.770	491.361	68.043	559.404
Average Sale price in Thousands	373.4	416.9	385.6	471.3	548.5	457.6	668.7	534.0	461.3	436.0	457.3
Median Sale Price in Thousands	390.0	379.0	380.0	425.0	475.0	457.0	641.0	475.0	430.0	223.0	425.0
Coop Sales	15	3	37	11	6	32	5	31	140	28	168
Percent of Coop Sales	88.2	42.9	69.8	68.8	60.0	78.0	71.4	64.6	70.4	73.7	70.9
Average Days on Market	98	291	87	94	104	102	73	98	102	116	104
Sales at List Price	7	3	34	12	5	25	3	34	123	28	151
Percent of Sales at List Price	41.2	42.9	64.2	75.0	50.0	61.0	42.9	70.8	61.8	73.7	63.7
Sales to Listing Inventory Ratio	63.0	30.4	77.9	76.2	47.6	87.2	30.4	64.0	65.2	42.7	60.2
Final Sale to New Listing Ratio	130.8	70.0	108.2	66.7	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	0
Short Sale	2	2	9	5	2	6	1	7	34	11	45
Standard	15	4	38	11	7	32	5	37	149	22	171
Other	0	1	1	0	0	0	0	0	2	0	2

## SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	1	0	37	6	25	18	8	46	141	21	162
Total Active Listings	1	0	25	3	24	17	9	44	123	26	149
Average Days on Market	26	0	69	86	33	47	26	53	50	70	53
Average List Price in Thousands	599.0	0	282.9	602.3	237.5	313.2	448.1	394.0	340.4	370.1	345.6
Median List Price in Thousands	599.0	0	237.0	459.0	220.0	285.0	380.0	314.9	290.0	344.9	299.0
BOMS	0	0	6	0	3	6	1	10	26	3	29
Average BOM Price in Thousands	0	0	291.3	0	203.3	297.0	323.9	357.3	309.1	177.3	295.5
BOM to Sale Ratio	0	0	26.1	0	17.6	37.5	20.0	25.6	25.0	60.0	26.6
Expirations	0	0	1	0	2	0	0	0	3	0	3

### PENDING SALES

New Escrows Opened	1	1	31	7	20	14	2	45	121	18	139
Total YTD Escrows Opened	4	4	149	20	97	85	29	206	594	79	673
New Open Escrows Average Days on Market	50	106	26	34	19	39	31	20	26	30	26
New Open Escrows Average List Price	525.0	450.0	297.9	397.4	195.1	266.0	332.0	335.8	300.8	300.4	300.7

### CLOSED SALES:

New Escrows Closed	0	1	23	3	17	16	5	39	104	5	109
Total YTD Escrows Closed	3	3	126	14	87	75	29	173	510	59	569
Volume of New Sales Dollars in Millions	0.000	0.425	5.971	1.525	3.456	5.318	1.815	12.860	31.370	2.969	34.339
Volume of Total YTD Sales in Millions	1.186	1.240	26.412	5.219	17.940	19.237	10.487	54.805	136.527	21.795	158.322
Average Sale price in Thousands	0	425.0	259.6	508.3	203.3	332.4	363.0	329.7	301.6	593.8	315.0
Median Sale Price in Thousands	0	425.0	225.0	525.0	180.0	275.0	285.0	290.0	263.0	346.0	270.0
Coop Sales	0	1	14	2	9	10	3	29	68	4	72
Percent of Coop Sales	0	100.0	60.9	66.7	52.9	62.5	60.0	74.4	65.4	80.0	66.1
Average Days on Market	0	58	105	74	116	124	141	157	130	133	130
Sales at List Price	0	1	19	1	14	12	5	26	78	3	81
Percent of Sales at List Price	0	100.0	82.6	33.3	82.4	75.0	100.0	66.7	75.0	60.0	74.3
Sales to Listing Inventory Ratio	0	0	92.0	100.0	70.8	94.1	55.6	88.6	84.6	19.2	73.2
Final Sale to New Listing Ratio	0	0	62.2	50.0	68.0	88.9	62.5	84.8	73.8	23.8	67.3

### CLOSED SALES TYPE

Foreclosure / REO	0	0	3	0	1	1	1	2	8	1	9
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	7	1	4	5	1	18	36	1	37
Standard	0	1	13	2	12	10	3	19	60	3	63
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPR  
PROPERTY LISTED  
471

JUNE SCV RESIDENTIAL MLS SUMMARY  
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROPR  
ESCROW OPENED  
411

RESIDENTIAL PROPR  
ESCROW CLOSED  
346

ACTIVE INVENTORY:											
NEW LISTINGS	14	10	86	30	35	60	27	120	382	89	471
TOTAL ACTIVE LISTINGS	28	23	93	24	45	64	32	45	119	115	543
AVERAGE DAYS ON MARKET	99	142	80	101	59	94	40	52	75	74	75
AVERAGE LIST PRICE IN THOUSANDS	584.1	843.1	539.1	660.1	457.9	493.7	644.8	615.4	579.0	398.6	540.8
MEDIAN LIST PRICE IN THOUSANDS	498.9	719.5	400.0	479.0	349.9	450.0	600.0	500.0	479.9	299.0	450.0
BOMS	2	2	23	3	5	12	4	16	67	14	81
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
BOM TO SALE RATIO	11.8	25.0	30.3	15.8	18.5	21.1	33.3	18.4	22.1	32.6	23.4
EXPIRATIONS	3	1	5	1	2	1	0	5	18	5	23
PENDING SALES:											
NEW ESCROWS OPENED	12	5	86	35	35	62	11	95	341	70	411
TOTAL YTD ESCROWS OPENED	66	30	420	152	182	312	93	510	1,765	351	2,116
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	27	147	33	31	23	29	25	19	28	37	30
NEW OPEN ESCROWS AVERAGE LIST PRICE	423.5	398.8	375.5	437.1	331.9	431.5	754.7	452.8	423.3	311.9	404.3
CLOSED SALES:											
NEW ESCROWS CLOSED	17	8	76	19	27	57	12	87	303	43	346
TOTAL YTD ESCROWS CLOSED	59	33	390	139	167	283	96	443	1,610	278	1,888
VOLUME 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	142.710
VOLUME 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
AVERAGE SALE PRICE IN THOUSANDS	373.4	417.9	347.5	477.2	331.1	422.5	541.3	442.4	406.5	454.3	412.5
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	390.9
COOP SALES	15	4	51	13	15	42	8	60	208	32	240
PERCENT OF COOP SALES	86.2	50.0	67.1	68.4	55.6	73.7	66.7	69.0	68.6	74.4	69.4
AVERAGE DAYS ON MARKET	98	262	93	90	111	108	102	124	111	118	112
SALES AT LIST PRICE	7	4	53	13	19	37	8	60	201	31	232
PERCENT OF SALES AT LIST PRICE	41.2	50.0	69.7	68.4	70.4	64.9	66.7	69.0	66.3	72.1	67.1
SALES TO LISTING INVENTORY RATIO	60.7	34.8	81.7	79.2	60.0	89.1	37.5	73.1	70.8	37.4	63.7
FINAL SALE TO NEW LISTING RATIO	121.4	80.0	88.4	63.3	77.1	95.0	44.4	72.5	79.3	48.3	73.5
CLOSED SALES TYPE											
FORECLOSURE/REO	0	0	8	0	2	4	2	6	22	6	28
SELLER CONCESSION	0	0	0	0	0	0	0	0	0	0	0
SHORTSALE	2	2	16	6	11	11	2	25	70	12	82
STANDARD	15	5	51	13	19	42	8	56	209	25	234
OTHER	0	1	1	0	0	0	0	0	2	0	2
SELLING PRICE RANGE:											
LESS THAN 100,000	32	0	18	0	6	2	2	1150	0	0.5	0.5
100,000 TO 109,999	0	0	0	0	0	0	0	N/A	0	0	0
110,000 TO 119,999	37	0	2	0	3	0	0	11287	0	11.0	11.0
120,000 TO 139,999	55	6	6	10	10	4	4	6300	4	20	20
140,000 TO 159,999	50	10	6	6	6	3	3	320	3	1.7	1.7
160,000 TO 179,999	8	10	11	11	11	3	3	9622	8	8.4	8.4
180,000 TO 199,999	54	13	16	16	16	4	4	4748	4	4.0	4.0
200,000 TO 249,999	34	39	29	29	29	5	5	10540	7	7.2	7.2
250,000 TO 299,999	38	47	32	32	32	11	11	7658	11	4.6	4.6
300,000 TO 349,999	40	26	26	26	26	10	10	6734	10	1.0	1.0
350,000 TO 399,999	19	35	34	34	34	6	6	2562	1.2	1.2	1.2
400,000 TO 449,999	36	43	45	45	45	14	14	6082	1.9	1.9	1.9
450,000 TO 499,999	53	54	28	28	28	11	11	4874	0.3	0.3	0.3
500,000 TO 549,999	33	28	26	26	26	12	12	5364	1.6	1.6	1.6
550,000 TO 599,999	61	27	14	14	14	8	8	18661	2.2	2.2	2.2
600,000 TO 699,999	37	41	16	16	16	9	9	10781	1.4	1.4	1.4
700,000 TO 799,999	27	29	14	14	14	6	6	4392	0.3	0.3	0.3
800,000 TO 899,999	20	4	2	2	2	2	2	3748	0.5	0.5	0.5
900,000 TO 999,999	23	17	2	2	2	2	2	54500	5.1	5.1	5.1
1,000,000 TO 1,999,999	90	32	5	5	5	4	4	105875	6.9	6.9	6.9
MORE THAN 2,000,000	105	6	1	1	1	1	1	450000	13.0	13.0	13.0
TOTALS	38	520	328	328	328	117	117	2174	1.7	1.7	1.7
2013 RMLS TOTAL - \$ VOLUME											
717,726,000											
SALES 1,931											

LISTINGS  
2,426

\*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