

REALTOR® REPORT

August/September, 2013

The Official Publication of Southland Regional Association of REALTORS®

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Everywhere
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**TEXAS HOLD 'EM
& CASINO NIGHT**

PRESENTED BY
Point2

Volume 93 • Issue 8

"SIGNS, SIGNS, EVERYWHERE THERE'S SIGNS"

BY JOEY LEWIS — DIRECTOR, MEMBER & COMMUNITY RELATIONS
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®



Signs of an improving market are all over the place – including the numerous open house signs you see on every street corner each weekend. While we all want to see the return of a good market, seeing multiple signs on one street corner obstructing walkways, etc. can become somewhat of a nuisance. But who regulates these signs? And who do you contact when they become a problem? Do you call your local Association? No! The City of Los Angeles (311) actually regulates the usage of signs in public areas, including open house signs. SRAR does not have any authority to enforce any such regulations for real estate signage in public areas.

In fact, according to **Section 28.04 of the Los Angeles Municipal Code**, placing handbills or signs in any public area of the City is actually against the law. But don't panic just yet! According to Gary Harris, (Chief of Investigation and Enforcement for the City of Los Angeles, Bureau of Street Services), the City of Los Angeles entered into an agreement with California REALTORS® in the early 90's that allows REALTORS® the privilege of placing signs in public areas as long as they agree to abide by certain rules:

1. All agents placing signs in public areas adjacent to any other private or public property **MUST** obtain permission from that property owner prior to placing their signs.
2. Signs must **NEVER** be placed in areas that obstruct vehicle or pedestrian traffic, including roadway medians, or in areas that block access ramps for the disabled.
3. Signs must be displayed in a considerate manner that does not clutter walkways, public easements, street corners, etc.
4. All signs **MUST** be removed immediately following the close of the open house.

The City of Los Angeles, according to Harris, would like to continue the cooperative working agreement it has with the REALTORS® of Los Angeles. However, complaints have started to come in on a pretty regular basis.

Therefore, Harris has requested that local Associations within the City of LA help spread the word about the importance of respecting the City's cooperative agreement it has with the REALTOR community regarding public signage. If the above guidelines continue to be misused and complaints continue to filter into the City, the law could be enforced that would not allow signs in public areas at all.

We don't want that to happen. So do your part and be sure to follow the above guidelines when placing signs in public areas. If in doubt, just don't do it! Be respectful of not only your fellow REALTORS®, but also the community in which your signs are placed. Be sure to get proper permission before placing your signs. And by all means, remove your signs at the end of the day. If we all do our part, we can ensure that the cooperative agreement we have with the City on signs in public areas continues.

NOTE: The above information pertains to the public display of signs within the City of Los Angeles ONLY. Different cities, like Santa Clarita, West Hollywood, Beverly Hills, and Burbank, have their own regulations on this issue. Be sure to check with the City in which you are placing signs to be sure you are following the law accordingly.

City of Los Angeles – 311

City of Santa Clarita – (661) 259-2489

City of West Hollywood - (323) 848-6400

City of Burbank - (818) 238-3950

City of Beverly Hills – (310) 285-1119

CONSUMER PRICE INDEXES						
JULY 2013						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	JULY 2012	JUNE 2013	JULY 2013	JUNE 2013	JULY 2013	JULY 2013
Los Angeles - Riverside - Orange County	235.776	239.223	239.223	1.4	1.3	-0.1

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SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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e-mail: info@srar.com

GAMBLING FOR A CAUSE

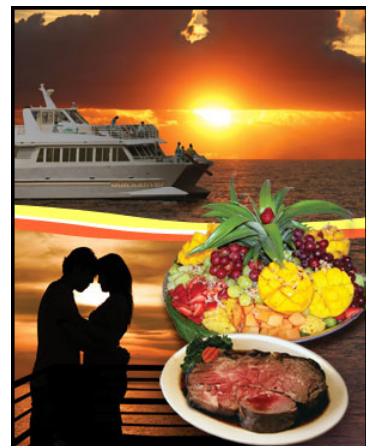
TEXAS HOLD'EM CASINO NIGHT 9/21/13



What does a helicopter tour over Hollywood have to do with our Texas Hold'em Casino Night? Win first place in the Texas Hold'em Tournament and you and a guest will get an aerial tour of Hollywood and the beaches in a 45 minute helicopter ride. But that's not all! You will also enjoy a three-course dinner for two, with wine, immediately following the helicopter tour! And don't worry about transportation between the airport and the restaurant. You and your guest will have private, chauffeured transportation.

The second place prize is almost as impressive as the first! The second place winner will enjoy a three-hour, four-course dinner cruise out of Marina Del Rey with a bottle of champagne. Enjoy amazing views from the private window seating, dancing under the stars, and amazing food.

The third place winner of the tournament will receive a \$100 gift certificate to Gordon Ramsay at The London West Hollywood. The gift certificate can be redeemed for:



- Hotel accommodations at the chic, luxurious London Hotel in West Hollywood
- Dining within the Michelin-starred Gordon Ramsay restaurant or Boxwood Café
- Restaurant classes and programs, such as the Chef's Masterclass series or day-in-the-kitchen Hosted Dinners, or
- Poolside cabana rentals

The Texas Hold'em Tournament buy-in is \$75 and is limited to the first 40 playing spots, so hurry and get your tickets NOW!!!

But the Casino Night is not limited to Texas Hold'em only. For \$35, guests will enjoy Roulette, Craps, and Black Jack, along with an open bar and appetizers. Each Casino guest will receive \$25K in poker chips and play games to win raffle tickets. (NOTE: Texas Hold'em players will be admitted to the other games at no additional charge).

Once you've collected your raffle tickets, choose from various raffle prizes in which to drop your tickets. At the end of the night, tickets will be drawn for all the amazing prizes.

All proceeds from the event will go to the SRAR Charitable Foundation, a 501(c)3 charitable organization. This, of course, means that you can write off your expenses for the night as a charitable contribution.

SEE THE TICKET ORDER FORM WITHIN THIS ISSUE!

The Texas Hold'em Casino Night is Saturday, September 21, 2013 from 6:00PM to 10:00PM in the SRAR Auditorium in Van Nuys.

MEDIATION POP-QUIZ

Submitted by Kathy Mehringer, 2013 SRAR Risk Management Committee

The difference between Mediation and Arbitration are often misunderstood. Each procedure has specific distinguishing features; this quiz is intended to raise an awareness and recognition of what Mediation is and is not! Take the quiz and test your skill! (Answers will be available in the September issue of REALTOR® Report.

- 1) **The simplest definition of a mediation is:**
 - a) Group therapy on steroids
 - b) Facilitated negotiations
 - c) Waste of time
 - d) A process that delivers speedy results
- 2) **Mediation is a process wherein the participants can enjoy the benefit of confidentiality:**
 - a) True
 - b) False
- 3) **The best Mediators are those who:**
 - a) Are able to make swift decisions for the parties
 - b) Have the ability to break an impasse
 - c) Encourage parties to stand firm in their position
 - d) Assist the parties in generating options
 - e) Both (b) and (d)
- 4) **According the California Association of Realtors® Residential Purchase Agreement; Mediation is a precursor to arbitration:**
 - a) True
 - b) False
- 5) **Mediation has its roots in the 1960s era of natural foods, herbal teas and hot tubs:**
 - a) True
 - b) False
- 6) **To be effective a mediator must have technical and substantive experience in litigating the type of case being mediated:**
 - a) True
 - b) False
- 7) **Mediation discussions are confidential:**
 - a) True
 - b) False
- 8) **During the mediation process there comes a time when the mediator makes his or her position well known to the parties and takes a stand:**
 - a) True
 - b) False
- 9) **Mediation is considered to be non-adversarial:**
 - a) True
 - b) False
- 10) **A mediator strives to balance the power between the parties:**
 - a) True
 - b) False
- 11) **The mediator will always remain neutral:**
 - a) Unless he/she has already picked a winner
 - b) Depending on which party selected his/her services
 - c) Only if the parties request neutrality at the onset
 - d) Regardless of his/her personal feelings
- 12) **Mediation gives the participants control over the outcome:**
 - a) True
 - b) False
- 13) **Resolving disputes through mediation can save time and money:**
 - a) True
 - b) False
- 14) **Mediation can provide the participants with the ability to negotiate creative solutions beyond what the courts would allow:**
 - a) True
 - b) False
- 15) **A successful mediation will hinge on whether or not the participants are able to:**
 - a) Cooperate to meet goals
 - b) Express their position in an aggressive and unyielding fashion
 - c) Strike fear into the heart of any who oppose their position
 - d) Share positive influence to act in ways that provide mutual benefit
 - e) Identity and agree on the issues
 - f) (a) (d) and (e)
- 16) **At some point every good mediator will impose a settlement on the participants:**
 - a) True
 - b) False
- 17) **Mediation is appropriate when:**
 - a) There is a need to maintain an ongoing relationship
 - b) The participants share a common ground
 - c) There is a balance of trade-off possibilities
 - d) There is uncertainty about the outcome
 - e) All of the above
- 18) **A successful mediator has learned how to:**
 - a) Ignore most of what the participants say
 - b) Outtalk the participants
 - c) Makes his/her opinions known in no uncertain terms
 - d) Recognize a jerk when he meets one
 - e) Separate the people from the problems
- 19) **To achieve the best results participants in the mediation process need to:**
 - a) Get to their point right away
 - b) Avoid listening to the other side
 - c) Be prepared for the process
 - d) Be patient
 - e) Expect emotional issues to be raised
 - f) (c) (d) and (e)
- 20) **According to the California Residential Purchase Agreement if the Arbitration provision is NOT initialed by all parties to the Agreement; the obligation to mediate is not binding on the parties:**
 - a) True
 - b) False
- 21) **According to the California Residential Purchase Agreement the consequence of one party's refusal to mediate is:**
 - a) The refusing party is prohibited from filing a lawsuit
 - b) The refusing party loses their right to recover attorney fees
 - c) The underlying contract is automatically deemed null and void
 - d) The brokerage commission is doubled
 - e) Both (a) and (b)
- 22) **The best thing about Mediation is the fact that lawyers are not permitted to attend:**
 - a) True
 - b) False
- 23) **The cost of Mediation is:**
 - a) Outrageous
 - b) Typically split between the parties
 - c) Based on the Mediators hourly/flat rate
 - d) Deducted from the brokers commission
 - e) Both (b) and (c)



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–9:30 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
10:30 am - 11:15 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
11:15 am - 12:00 pm



Jim Walls
Walls Property Management
Property Management



Alan Gecht
Corporate Realty Assoc.
Leasing



Eric Dean
The Wolf Firm
Legal

12:00 pm - NETWORKING

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

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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: _____



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SRAR Commercial Investment Division**

**This Two Day Series of Four Classes is a
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**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/DISC CC#: _____












CC EXP: _____ SIGNATURE: _____



	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/
	Cloud CMA - Buyer Tour, Listing Presentation, CMA http://cloudcma.com/
	Haiku Deck - Listing Presentation http://www.haikudeck.com/
	Prezi - Cloud Listing Presentation http://prezi.com
	Winforms Mobile http://www.car.org/tools/zipForm6/zfmobile/faqs
	Docusign Ink Mobile http://www.docusign.com/products-and-pricing/mobile
	Supra eKey http://www.supraekey.com/Products/Pages/Get-eKEY-App.aspx
	Better Voice Mail https://www.bettervoicemail.com/
	Google Voice http://www.google.com/googlevoice/about.html
	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 - Compose, share, collaborate https://drive.google.com
	Evernote - Remember Everything http://www.evernote.com
	Dropbox - Store and Share http://www.dropbox.com
	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 - Lead Gen and CRM http://www.topproducer.com/
	Agent Office - CRM http://agentoffice.com/
	Market Leader - e-Edge http://www.marketleader.com
	Transaction Point - Transaction and Document Management http://www.transactionpoint.com/
	Relay - Transaction and Document Management http://www.zipform.com/relay/index.asp
	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
-  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...

SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

TEXAS HOLD 'EM & CASINO NIGHT

PRESENTED BY

Point2

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

SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

TEXAS HOLD 'EM & CASINO NIGHT

PRESENTED BY

Point2

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

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

SRAR's Texas Hold'Em style Casino Night will feature a Texas Hold'Em Tournament with 40 playing spots (prizes for 1st, 2nd, and 3rd place), Black Jack, Roulette, and Craps, along with an open bar, appetizers, and raffle prizes. All proceeds will benefit the SRAR Charitable Foundation, a 501(c)3 nonprofit corporation.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.
**Charitable
Foundation, Inc.**

☐ I want to purchase _____ ticket(s) for the Texas Hold 'Em Tournament at \$75 per playing spot

☐ I want to purchase _____ General Admission ticket(s) at \$35 per ticket, which includes \$25,000 in poker chips for Craps, Roulette, and/or Blackjack.

Total amount for all ticket(s) above = \$ _____

Complete the form below to purchase tickets via credit card. Fax completed form to 818-786-4541 or email to JasonA@srar.com

Print Name (as it appears on the card): _____

Total amount to be charged: \$ _____

Credit Card #: _____

Exp. Date: ____ / ____ / ____

Signature: _____



To pay by check, make payable to 'SRAR' and send to:
SRAR

Attention: Jason Arancibia
7232 Balboa Blvd.
Van Nuys, CA 91406



2013 SRAR Affiliate of the Year Nomination

You are invited to participate in identifying candidates for the coveted "AFFILIATE of the Year" Award. The Affiliate of the Year Award Committee would appreciate your recommendations for Affiliate members who have made significant contributions to our Association through their years of volunteer service and commitment to the real estate industry.

All nominations submitted will be reviewed by the AFFILIATE of the Year Award Committee and judged according to the following qualifications:

Eligible Candidates:

Active Affiliate members in good standing of the Southland Regional Association of REALTORS
(San Fernando and Santa Clarita Valleys)

Qualifications:

1. Affiliate member in good standing.
2. Significant contribution to Association through committee service, for a minimum of at least 3 years, with special consideration for leadership positions held.
3. High business standards:
 - a. Demonstrates a high degree of cooperation with Association members.
 - b. Maintains high ethical standards.
4. Recipient may not be someone who has previously been selected within the past 5 years.

Please fill out and return the nomination form along with the resume and other pertinent materials on your nominee. RETURN TO SRAR BY September 21, 2012 to the AFFILIATE of the Year Award Committee, c/o Jason Arancibia at SRAR, 7232 Balboa Blvd., Van Nuys, CA 91406, Fax 818 786- 4541 or Email jasona@srar.com .

Past 5 recipients have been:

2008: Alana Fugnetti
2009: Dennis Dishaw
2010: Steve Spile
2011: Steve Anderson
2012: Lela Leong



NOMINATION FORM

Name of AFFILIATE NOMINATED: _____

Company: _____

Address: _____

The nominee's record of SRAR & CAR service will be on file at the association:

Community Service:

Honors & Awards:

Reasons for nominating this candidate:

Signature of Nominator: _____

Company: _____

Telephone Numbers: _____

You can attach any other pertinent information



2013 Association Service Award

The Awards Committee asks for your nomination of members who have made significant contribution through their year of involvement.

Eligible Candidates

All active members in good standing for a minimum of five years are eligible for this award. (San Fernando and Santa Clarita Valleys)

Qualifications

1. Major Association involvement.
2. Reputation for ethical conduct with the public and fellow members.
3. Faithful adherence to SRAR policies and N.A.R. Code of Ethics.

Past Recipients

2012 Gary Washburn
2011 Nancy Starczyk
2010 Brian Hatkoff
2009 Olga Moretti
2008 Rodney Gallman
2007 Sally Collom
2006 Emily Link

Please fill out the nomination information below.
RETURN BY SEPTEMBER 27, 2013 to the SRAR AWARDS COMMITTEE
Valerie Biletsky, 7232 Balboa Blvd., Van Nuys, CA 91406
Fax: 818-786-4541, valerieb@srar.com

Name of Nominee: _____

Company: _____

Reason for nomination: _____

Submitted by: _____

Company: _____

Telephone Number: _____

Email Address: _____

You may submit any additional
pertinent information with this form

THANK YOU



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

2013 Realtor of the Year

It's time for the coveted "REALTOR® of the Year" Award nominations. The Awards Committee needs your nomination for members who have made significant contributions to our Association through their years of volunteer service and commitment to the real estate industry.

Eligibility Requirements

1. Active and in good standing for the past ten years or more. (San Fernando & Santa Clarita Valleys)
2. Reputation for ethical conduct with the public and fellow members.
3. Faithful adherence to SRAR policies and NAR Code of Ethics.
4. Service above and beyond the ordinary to the Association.
5. Service to the community that promotes the Association.

Past Recipients

2012 Olga Moretti
2011 Lynn Rinker
2010 Bud Mauro

2009 Winnie Davis
2008 Steve White
2007 Jim Ezell

2006 Irene Reinsdorf
2005 Beth Pearce
2004 Wendy Furth

2003 Mary Funk
2002 John Maquar

Please fill out the nomination information below. RETURN BY SEPTEMBER 27, 2013 to the SRAR AWARDS COMMITTEE, Valerie Biletsky, 7232 Balboa Blvd., Van Nuys, CA 91406, Fax: 818-786-4541, valerieb@srar.com

Name of Nominee: _____

Company: _____

Reason for nomination: _____

Submitted by: _____

Company: _____

Telephone Number: _____

Email Address: _____

You may submit any additional pertinent information with this form.

THANK YOU



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

Bendersky, Michelle
MLU
17609 Ventura Blvd. #208
Encino, CA. 91316

Benshaw, Natalia
Certified Mortgage Solutions Inc.
23945 Calabasas Rd. #109
Calabasas, CA. 91302

Caro Jr., Ananias
Crest Financial & Investment
10312 Saddlewood Lane
Northridge, CA. 91326

Figueroa, Gary
Gary Figueroa Realty
8809 Rincon Ave.
Sun Valley, CA. 91352

Harris, Gregory Adam
Harris Capital Investments, Inc.
4924 Balboa Blvd. #101
Encino, CA. 91316

Joslyn, Peggy
West Orient Investments, Inc.
24273 Park Granada
Calabasas, CA. 91302

Moschetti, Matthew Tilden
Matthew Tilden Moschetti
23371 Mulholland Dr. #270
Woodland Hills, CA. 91364

Olshan, Sid
Olshan Realty
7017 Erica Circle
West Hills, CA. 91307

Porciuncula, Peter Daniel Marquez
TIC Brokerage
14640 Victory Blvd. Ste. 207 A
Van Nuys, CA. 91411

RESPONSIBLE REALTOR® APPLICANTS

SECOND POSTING

Raich, Jonathan
Short Modify
26149 Shadow Rock Lane
Valencia, CA. 91381

Rector, Valentina
Evergreen Realty
9901 Irvine Center Dr.
Irvine, CA. 92618

Slavett, Lawrence D.
Lawrence D. Slavett
20335 Ventura Blvd. #430
Woodland Hills, CA. 91364

Soriano, Lydia Francisco
MSM Realty Depot
17150 Norwalk Blvd. #102-B
Cerritos, CA. 90703

Thibault, Richard
Omega Investment Capital
9004 Dicks Street
West Hollywood, CA. 90069

Toji, Hedy
SCV Property Management Inc.
26650 The Old Road #300
Santa Clarita, CA. 91381

Yang, Young Jin
Young Jin Yang
6825 Gloria Ave.
Van Nuys, CA. 91406

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

Boghossian, Ara
T.C. Caliber
10 Universal City Plaza Ste.
1950
Universal City, CA. 91608

Brooks, Fe V.
Fe V. Brooks
19213 Schoenborn St.
Northridge, CA. 91324

Burbano, Maria Luisa
Merit Capital Real Estate
11101 Beckford Ave.
Northridge, CA. 91326

Cornelius, Lynetta
Merit Capital Real Estate
1365 W. Foothill Blvd. Ste. 3
Upland, CA. 91786

Diligiro, Carmen
Gold Keys Realty
23544 Clearidge Drive
Valencia, CA. 91354

Fisk Jr., Bernard Carter
Bernard Carter Fisk Jr., Broker
26912 Monterey Ave.
Valencia, CA. 91355

Glick, Fred
US Spaces dba ARRIVA
744 San Antonio Road, Suite 24
Palo Alto, CA. 94303

Hogen, Emil
Pro Realty
14007 Ventura Blvd.
Sherman Oaks, CA. 91423

Horland, Michael
Re/Max Estates
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RESIDENTIAL
PROPERTIES LISTED

1,610

JULY SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

1,273

RESIDENTIAL PROP.
ESCROW CLOSED

1,176

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	147	208	188	212	281	1,036	574	1,610
TOTAL ACTIVE LISTINGS	225	324	243	253	425	1,470	957	2,427
AVERAGE DAYS ON MARKET	79	70	66	58	65	67	99	80
AVERAGE LIST PRICE IN THOUSANDS	336.2	831.6	865.3	1,301.9	1,301.9	862.2	571.3	747.5
MEDIAN LIST PRICE IN THOUSANDS	339.0	629.0	509.0	500.0	529.0	349.0	349.0	349.0
BOMS	31	51	48	46	45	221	128	349
AVERAGE BOM PRICE IN THOUSANDS	345.2	654.8	525.9	457.0	1,160.4	645.1	421.2	563.0
BOM TO SALE RATIO	22.5	32.1	34.8	35.7	22.1	28.8	31.4	29.7
EXPIRATIONS	16	14	18	13	15	76	51	127

PENDING SALES:

NEW ESCROWS OPENED	110	174	141	181	212	818	455	1,273
TOTAL YTD ESCROWS OPENED	786	1,120	876	1,056	1,322	5,160	2,669	7,829
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	36	48	31	34	37	38	40	38
NEW OPEN ESCROWS AVERAGE LIST PRICE	293.4	602.5	576.5	511.5	641.0	546.3	411.7	498.2

CLOSED SALES:

NEW ESCROWS CLOSED	138	159	138	129	204	768	408	1,176
TOTAL YTD ESCROWS CLOSED	749	1,034	806	966	1,248	4,823	2,443	7,266
VOLUME OF NEW SALE DOLLARS IN MILLIONS	40.880	109.205	82.464	65.357	128.355	426.260	158.663	584.923
VOLUME OF TOTAL YTD SALES IN MILLIONS	208.132	623.248	454.858	469.071	778.273	2,533.582	942.481	3,476.063
AVERAGE SALE PRICE IN THOUSANDS	296.2	686.8	597.6	506.6	629.2	555.0	388.9	497.4
MEDIAN SALE PRICE IN THOUSANDS	305.0	570.0	460.0	458.0	535.0	432.0	295.0	395.0
COOP SALES	88	120	103	92	142	545	307	852
PERCENT OF COOP SALES	63.8	75.5	74.6	71.3	69.6	71.0	75.2	72.4
AVERAGE DAYS ON MARKET	121	91	88	101	94	98	122	107
SALES AT LIST PRICE	95	108	94	90	127	514	265	779
PERCENT OF SALES AT LIST PRICE	68.8	68.1	68.1	69.8	62.3	66.9	66.0	66.2
SALES TO LISTING INVENTORY RATIO	61.3	49.1	56.8	51.0	48.0	52.2	48.5	48.5
FINAL SALE TO NEW LISTING RATIO	93.9	76.4	73.4	60.8	72.6	74.1	71.1	73.0

CLOSED SALES TYPE

FORECLOSURE/REO	10	7	8	8	10	43	43	86
SELLER CONCESSIONS	1	0	0	0	0	1	2	3
SHORT SALE	28	14	12	15	17	86	88	174
STANDARD	97	137	116	105	177	632	268	900
OTHER	2	1	2	1	0	6	8	14

LISTINGS

10,099

2013 RMLS TOTAL - \$ VOLUME

\$3,476,063,000

SALES

7,461

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS® INC.

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

	2008					2009					2010					2011					2012					2013				
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST	
	2935	574	329.3	19.6	2084	964	357.7	46.3	1,830	963	410	52.6	1,786	976	368.7	54.3	1,481	877	322.1	59.9	1,288	881	396.3	68.4						
	2633	654	409.7	24.8	1178	876	330.5	49.4	1,780	872	349.7	49	1,646	753	303.5	45.7	1,458	856	262.9	57.9	1,218	821	353.8	67.4						
	2878	792	429.0	27.5	2004	1,148	428.6	57.3	2,231	1,131	523.3	50.7	1,875	1,050	430.7	56	1,515	1085	427.4	71.6	1,377	1,337	470.8	77.8						
	2949	983	538.1	33.3	1956	1275	487.5	65.2	2,212	1,188	526.9	53.7	1,740	1052	394.2	60.5	1,387	1,140	448.8	82.2	1,549	1,114	559.3	71.9						
	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						
	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						
	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	1,610	1,176	584.9	73.0						
	2518	1181	594.7	46.9	1,820	1,259	553.7	69.2	1,993	1,029	443.8	51.6	1,707	1,145	452.6	67.1	1,308	1,273	508.3	97.3										
	2423	1181	533.4	48.7	1,731	1,205	543.1	69.6	1,726	1,034	430.4	59.9	1,512	1,048	430.4	69.3	1,276	1,058	419.7	82.9										
	2389	1321	601.7	55.3	1,794	1,243	527.5	69.3	1,677	883	371.9	52.7	1,363	1,017	385.3	74.6	1,339	1,246	502.7	93.1										
	1770	1121	470.9	63.3	1,505	1,095	452.1	72.8	1,431	864	356.8	60.4	1,273	985	382.2	77.4	1,087	1,114	452.9	102.5										
	1483	1241	497.5	83.7	1,327	1,174	549.1	88.5	1,298	1,045	431.2	80.5	1,075	1,112	435.7	103.4	771	1263	534.9	163.8										
	28,887	12,658	6,320.3	44.7	21,114	14,271	5,953.6	66.6	22,318	12,617	5,415.2	55.6	19,053	12,308	4,867.4	66.3	15,732	13,674	5,366.5	87										
	\$499,313				\$417,181				\$429,200				\$395,470				\$392,470													
AVG. SALE PRICE																														

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JULY

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	113	132	128	154	219	746	399	1,145
Total Active Listings	161	228	159	191	353	1,092	712	1,804
Average Days on Market	72	75	64	63	66	68	93	78
Average List Price in Thousands	361.4	1,002.1	1,025.5	696.7	1,453.2	1,003.4	616.9	850.9
Median List Price in Thousands	354.9	799.0	679.9	570.0	800.0	630.0	365.0	515.0
BOMS	22	30	22	35	36	145	99	244
Average BOM Price in Thousands	366.7	830.7	639.0	499.3	1,323.3	773.5	460.8	646.7
BOM to Sale Ratio	22.0	27.5	23.4	38.5	27.7	27.7	33.8	29.9
Expirations	15	7	14	13	13	62	41	103
PENDING SALES								
New Escrows Opened	82	105	98	131	161	577	318	895
Total YTD Escrows Opened	549	728	601	786	982	3,646	1,961	5,607
New Open Escrows Average Days on Market	34	54	32	34	41	39	41	40
New Open Escrows Average List Price	325.3	725.1	646.7	560.9	718.0	615.7	434.4	551.3
CLOSED SALES:								
New Escrows Closed	100	109	94	91	130	524	293	817
Total YTD Escrows Closed	548	685	550	739	922	3,444	1,785	5,229
Volume of New Sales Dollars in Millions	31.579	86.871	63.666	51.142	98.859	332.118	120.210	452.328
Volume of total YTD Sales in Millions	165.026	487.623	372.848	381.671	653.633	2,060.800	710.010	2,770.810
Average Sale Price in Thousands	315.8	797.0	677.3	562.0	760.5	633.8	410.3	553.6
Median Sale Price in Thousands	318.0	685.0	515.0	480.0	620.0	505.0	309.0	452.0
Coop Sales	65	86	70	67	93	381	217	598
Percent of Coop Sales	65.0	78.9	74.5	73.6	71.5	72.7	74.1	73.2
Average Days on Market	112	97	90	90	95	97	122	106
Sales at List Price	68	71	65	63	79	346	191	537
Percent of Sales at List Price	68.0	65.1	69.1	69.2	60.8	66.0	65.2	65.7
Sales to Listing Inventory Ratio	62.1	47.8	59.1	47.6	36.8	48.0	41.2	45.3
Final Sale to New Listing Ratio	88.5	82.6	73.4	59.1	59.4	70.2	73.4	71.4
CLOSED SALES TYPE								
Foreclosure/REO	8	5	3	5	7	28	32	60
Seller Concessions	1	0	0	0	0	1	2	3
Short Sale	19	11	6	6	7	49	60	109
Standard	71	93	84	80	116	444	192	636
Other	1	0	1	0	0	2	8	10

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JULY

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	34	76	60	58	62	290	175	465
Total Active Listings	64	96	84	62	72	378	245	623
Average Days on Market	95	58	71	43	59	65	119	86
Average List Price in Thousands	272.9	426.8	561.9	414.5	560.1	454.2	438.5	448.0
Median List Price in Thousands	250.0	398.0	319.0	389.5	400.0	359.0	325.0	349.0
BOMS	9	21	26	11	9	76	29	105
Average BOM Price in Thousands	292.5	403.6	430.1	322.1	508.6	400.2	286.1	368.6
BOM to Sale Ratio	23.7	42.0	59.1	28.9	12.2	31.1	25.2	29.2
Expirations	1	7	4	0	2	14	10	24
PENDING SALES								
New Escrows Opened	28	69	43	50	51	241	137	378
Total YTD Escrows Opened	237	392	275	270	340	1,514	708	2,222
New Open Escrows Average Days on Market	41	39	29	33	24	33	37	35
New Open Escrows Average List Price	200.2	415.9	416.7	382.0	398.0	380.1	359.1	372.5
CLOSED SALES:								
New Escrows Closed	38	50	44	38	74	244	115	359
Total YTD Escrows Closed	201	349	256	247	326	1,379	658	2,037
Volume of New Sales Dollars in Millions	9.301	22.333	18.797	14.214	29.496	94.142	38.453	132.595
Volume of total YTD Sales in Millions	43.106	135.626	82.010	87.400	124.640	472.782	232.471	705.253
Average Sale price in Thousands	244.8	446.7	427.2	374.1	398.6	385.8	334.4	369.3
Median Sale Price in Thousands	220.0	390.0	292.0	330.0	345.0	330.0	277.5	312.0
Coop Sales	23	34	33	25	49	164	90	254
Percent of Coop Sales	60.5	68.0	75.0	65.8	66.2	67.2	78.3	70.8
Average Days on Market	143	79	85	125	92	101	122	108
Sales at List Price	27	37	29	27	48	168	74	242
Percent of Sales at List Price	71.1	74.0	65.9	71.1	64.9	68.9	64.3	67.4
Sales to Listing Inventory Ratio	59.4	52.1	52.4	61.3	102.8	64.6	46.9	57.6
Final Sale to New Listing Ratio	111.8	65.8	73.3	65.5	119.4	84.1	65.7	77.2
CLOSED SALES TYPE								
Foreclosure/REO	2	2	5	3	3	15	11	26
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	9	3	6	9	10	37	28	65
Standard	26	44	32	25	61	188	76	264
Other	1	1	1	1	0	4	0	4

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JULY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	5	7	75	18	22	51	10	65	253	70	323
Total Active Listings	24	30	87	23	26	63	23	84	360	102	462
Average Days on Market	94	127	61	76	61	99	47	55	74	74	74
Average List Price in Thousands	567.2	786.5	608.9	648.8	625.3	541.3	729.9	736.5	650.3	390.8	593.0
Median List Price in Thousands	498.9	665.0	439.9	499.0	457.0	490.0	740.0	599.9	535.0	250.0	498.9
BOMS	1	1	16	6	3	7	3	12	49	15	64
Average BOM Price in Thousands	465.0	174.9	492.5	451.5	508.3	438.0	922.9	802.5	575.9	313.5	514.4
BOM to Sale Ratio	11.1	33.3	30.8	27.3	17.6	14.0	33.3	20.3	22.2	31.3	23.8
Expirations	2	0	3	2	1	1	2	4	15	5	20

PENDING SALES

New Escrows Opened	5	1	57	18	15	37	8	45	186	53	239
Total YTD Escrows Opened	65	26	319	141	98	259	71	347	1,326	315	1,641
New Open Escrows Average Days on Market	61	31	42	41	64	30	37	31	39	27	36
New Open Escrows Average List Price	441.0	799.9	415.0	450.3	523.1	457.8	663.9	567.0	485.9	291.9	442.9

CLOSED SALES:

New Escrows Closed	9	3	52	22	17	50	9	59	221	48	269
Total YTD Escrows Closed	65	33	316	145	97	257	76	329	1,318	264	1,582
Volume of New Sales Dollars in Millions	2.944	1.675	21.486	9.778	8.396	23.218	6.661	31.894	106.051	14.163	120.214
Volume of total YTD Sales in Millions	22.179	14.699	119.677	56.809	50.736	114.756	47.851	169.664	596.371	81.096	677.467
Average Sale price in Thousands	327.1	558.3	413.2	444.5	493.9	464.4	740.1	540.6	479.9	295.1	446.9
Median Sale Price in Thousands	300.0	665.0	379.0	412.0	464.0	430.0	758.0	465.6	430.0	240.0	425.0
Coop Sales	6	3	39	16	15	34	8	51	172	33	205
Percent of Coop Sales	66.7	100.0	75.0	72.7	88.2	68.0	88.9	86.4	77.8	68.8	76.2
Average Days on Market	155	88	115	94	79	98	147	88	102	126	106
Sales at List Price	5	2	36	15	7	37	5	41	148	33	181
Percent of Sales at List Price	55.6	66.7	69.2	68.2	41.2	74.0	55.6	69.5	67.0	68.8	67.3
Sales to Listing Inventory Ratio	37.5	10.0	59.8	95.7	65.4	79.4	39.1	70.2	61.4	47.1	58.2
Final Sale to New Listing Ratio	180.0	42.9	69.3	122.2	77.3	98.0	90.0	90.8	87.4	68.6	83.3

CLOSED SALES TYPE

Foreclosure / REO	1	0	4	1	0	2	0	3	11	0	11
Seller Concessions	0	0	0	0	0	0	0	1	1	0	1
Short Sale	3	0	10	6	2	7	1	9	38	16	54
Standard	5	3	38	15	15	41	8	45	170	30	200
Other	0	0	0	0	0	0	0	0	0	2	2

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JULY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	2	0	35	3	33	18	9	48	148	18	166
Total Active Listings	3	0	35	3	23	15	4	49	132	25	157
Average Days on Market	31	0	56	92	47	64	138	44	54	85	59
Average List Price in Thousands	384.3	0	282.8	318.0	262.3	336.1	468.0	378.8	329.7	420.6	344.1
Median List Price in Thousands	299.0	0	272.9	299.0	229.0	280.0	294.9	319.9	299.0	350.0	299.9
BOMS	0	0	10	0	4	6	2	7	29	0	29
Average BOM Price in Thousands	0	0	315.4	0	186.0	335.8	297.0	342.2	307.0	0	307.0
BOM to Sale Ratio	0	0	47.6	0	15.4	66.7	66.7	13.2	24.8	0	21.5
Expirations	0	0	0	0	3	0	0	3	6	0	6

PENDING SALES

New Escrows Opened	0	0	30	1	32	21	12	38	134	19	153
Total YTD Escrows Opened	4	4	168	21	127	105	40	238	707	97	804
New Open Escrows Average Days on Market	0	0	21	5	13	51	19	30	26	24	26
New Open Escrows Average List Price	0	0	254.4	300.0	232.1	308.8	353.7	345.7	292.7	358.9	300.9

CLOSED SALES:

New Escrows Closed	1	0	21	4	26	9	3	53	117	18	135
Total YTD Escrows Closed	4	3	143	18	112	84	32	225	621	77	698
Volume of New Sales Dollars in Millions	0.525	0.000	4.930	1.664	5.615	2.697	1.079	21.512	38.021	5.480	43.501
Volume of Total YTD Sales in Millions	1.711	1.240	30.548	6.882	23.436	21.934	11.566	76.126	173.443	27.275	200.718
Average Sale price in Thousands	525.0	0	234.7	415.9	215.9	299.7	359.7	405.9	325.0	304.5	322.2
Median Sale Price in Thousands	525.0	0	210.0	325.0	179.0	300.0	360.0	350.0	300.0	270.0	298.0
Coop Sales	1	0	13	3	19	8	3	35	82	13	95
Percent of Coop Sales	100.0	0	61.9	75.0	73.1	88.9	100.0	66.0	70.1	72.2	70.4
Average Days on Market	100	0	99	45	82	93	67	82	84	90	85
Sales at List Price	1	0	16	3	18	9	1	36	84	13	97
Percent of Sales at List Price	100.0	0	76.2	75.0	69.2	100.0	33.3	67.9	71.8	72.2	71.9
Sales to Listing Inventory Ratio	33.3	0	60.0	133.3	113.0	60.0	75.0	108.2	88.6	72.0	86.0
Final Sale to New Listing Ratio	50.0	0	60.0	133.3	78.8	50.0	33.3	110.4	79.1	100.0	81.3

CLOSED SALES TYPE

Foreclosure / REO	0	0	1	0	3	1	0	2	7	2	9
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	5	1	3	4	0	8	21	6	27
Standard	1	0	15	3	20	4	3	43	89	10	99
Other	0	0	0	0	0	0	0	0	0	0	0

[illegible]



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

	2008					2009					2010					2011					2012					2013				
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST						
JAN	822	181	79.1	22	574	263	86.3	45.8	476	231	82.7	48.5	519	241	75.2	46.4	470	276	83.8	58.7	355	248	84.2	69.9						
FEB	706	237	97.6	33.6	450	281	97.1	62.4	489	241	89.4	49.3	525	222	74.2	42.3	447	275	78.7	61.5	370	255	89.7	68.9						
MAR	766	299	120.1	39	506	336	105.4	66.4	592	354	123.4	59.8	585	310	104	53	460	348	107.9	75.7	383	345	132	90.1						
APR	668	324	136.5	48.5	435	382	122.7	87.8	553	328	118.1	59.3	618	329	106	53.2	427	364	109	85.2	417	364	139.1	87.3						
MAY	614	396	153.4	64.5	434	337	111.7	77.6	465	368	135.9	79.1	588	363	115.8	61.7	456	384	118	84.2	430	373	140.1	86.7						
JUNE	642	391	162	60.9	448	350	120.9	78.1	551	357	123.4	64.8	578	397	128	68.7	413	432	135.0	104.6	471	346	142.7	73.5						
JUL	643	418	158.5	65.0	463	393	138.7	84.9	564	302	115.8	53.5	512	364	115.7	71.1	388	392	122.6	101	489	404	163.7	82.6						
AUG	645	341	131.9	52.9	428	342	118.3	79.9	550	312	111.3	56.7	532	406	130	76.3	422	406	120.2	96.2										
SEPT	625	342	130.3	54.7	413	308	107.1	74.6	540	297	106.4	55	505	336	103.4	66.5	314	337	118.2	107.3										
OCT	634	371	137.4	58.5	469	334	117.9	71.2	525	279	93.1	53.1	491	346	106.5	70.5	317	347	121.2	109.5										
NOV	416	318	103.5	76.4	415	281	99.5	67.7	423	299	97.3	70.7	368	354	104.8	96.2	283	298	96	105.3										
DEC	433	366	120.5	84.5	315	323	114.0	92.0	407	308	102.6	75.2	307	415	122.9	135.2	233	419	145.9	179.8										
TOTAL	7614	3984	1530.8	55	5,353	3,930	1,339.6	73	6,135	3,676	1299.4	60.3	6,128	4,083	1286.5	67	4360	4278	1356.5	99										
AVG. SALE PRICE		\$384,236				\$340,865				\$353,482				\$315,090				\$317,090												

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EAST NORTH

Thursdays

Chairperson: Doc Holladay
Phone: (818) 987-9500

Co-Chair: Rudy Leon
Phone: (818) 642-7839

Location: Lulu's Restaurant - 16900 Roscoe
Blvd., Van Nuys

Time: 8:45am

OUTWEST

Fridays

Chairperson: Larry Gutierrez
Phone: (818) 416-7077

Co-Chair: Steve Peterson
Phone: (818) 914-2536

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

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

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

Topic: MLS Pitches, Caravan, Guest
Speakers

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

Chairperson: Brian Hatkoff, CCIM

Phone: (818) 701-7789

Web: www.commercialdataexchange.com

Time: 8:30 A.M.

Location: SRAR Auditorium
7232 Balboa Blvd., Van Nuys

BUSINESS OPPORTUNITY 4th Tues of mo.

Chairperson(S): Harvey Osherenko

Phone: 522-7592 - Harveyok2@yahoo.com

Location: SRAR – Time: 9:00 A.M.

R.E. NETWORK Fridays (expt. holidays)

Contact For Information: Bud Mauro

Phone: (818) 349-9997

Location: El Cariso Golf Club Restaurant, "The 19th
Hole". 13100 Eldridge Ave., Sylmar CA. Exit 210
Frwy at Hubbard, N. to Eldridge, E. to Golf Club
Entrance. [TG-482 D 3]

Time: 8:30 – 9:30 A.M. - EVERY FRIDAY

NORTH L.A. COMMERCIAL REAL ESTATE FORUM 4th Thursday of each month

Location: IHop Restaurant

24737 Pico Cyn. Rd., Stevenson Ranch

Chairperson: Bob Khalsa, CCIM

661-513-4433