

REALTOR® REPORT

February/March, 2014

The Official Publication of Southland Regional Association of REALTORS®

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Are You a CHAMPION OF HOME?

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an iPad with RAF
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Do you know any California REALTORS® who change clients' lives for the better, raise the standards for others, inspire by example, and possess unimpeachable ethics? Let them know how amazing they are by nominating them

today for C.A.R.'s second annual Champions of Home Awards!

C.A.R. will host the 2014 Champions of Home Awards during EXPO week in Anaheim, Oct. 7 – 9, during which we'll be sharing the inspiring stories of our Champion(s) of Home. Up to three recipients will be honored at the award presentation, featured in a California Real Estate magazine article, and star in a C.A.R. video. Nominations are accepted through April 30, 2014.

Champions of Home Awards Criteria

Submissions will be judged according to the following criteria:

1. Nominee's actions demonstrate extraordinary compassion and care in service of their client.
2. Nominee has gone to extraordinary lengths on behalf of their client, above and beyond what is expected in the ordinary ethical conduct of good business.
3. Nominee's actions and business practices raise the standards for other REALTORS® and serve as an inspiring example for their colleagues and others.
4. Nominee demonstrates leadership in ethics and exemplary business practices on an ongoing basis.

5. Nominee is highly respected by colleagues and clients alike.
6. Nominee's reputation in general is unimpeachable.
7. Nominee has acted with the highest ethics and morals in conducting their real estate business.

How to Nominate

1. Download forms above
2. Write a nominating statement that describes how your nominee meets the criteria. Include as examples at least three recent and compelling/inspiring stories about how the nominee has gone above and beyond for three distinct clients.
3. Send "Client Testimonial Forms" to be completed by the clients whose stories you've told. Collect them to be included with your nomination package.
4. Work with your nominee to get any details and/or contact information you need.
5. Have your nominee sign the "Nominee Certification/Consent Form" to be included with your package.
6. Mail the original plus two copies of all materials to:
Champions of Home Awards
525 S. Virgil Avenue
Los Angeles, CA 90020
(Be sure to keep a copy for your records.)
7. All materials must be received at C.A.R. by April 30, 2014.

Questions: cohawards@car.org or 213-739-8320

More information may be found at www.srar.com under the Membership section.



2014 Sponsor Packages Now Available

SRAR's Sponsor Packages are now available for our 2014 calendar of events and educational opportunities. A perfect way to advertise your business throughout the year is through sponsoring SRAR events and classes. Each event and class provides the perfect platform for Affiliate Members to get in front of our REALTOR Members and advertise your business.

The advantage of a sponsorship package is that it allows you to choose exactly which events/classes you want, and then make one discounted payment! Plus, each package includes advertising on our

website AND in REALTOR Report. Each package is greatly discounted from what you would pay if you sponsored each event/class individually...WHAT A GREAT DEAL!!!

There are five different packages to choose from, each designed to fit within any budget! Or create your own package by choosing the events/classes that interest you the most and we'll take 15% off the total price!

Pay for the package all in one-lump-sum or break it up into four installment payments throughout the year.

To view a list of all available packages, visit the Events/Education section of www.srar.com.

Once you've selected the package that works best for you, contact Joey Lewis - Director, Member & Community Relations, at 818-947-2256 or via email at JoeyL@srar.com to get started!

CONSUMER PRICE INDEXES						
NOVEMBER 2013						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	DEC 2012	NOV 2013	DEC 2013	NOV 2013	DEC 2013	DEC 2013
Los Angeles - Riverside - Orange County	236.042	238.677	238.742	0.4	1.1	0.0

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SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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President
Bob Khalsa

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

HANCE CALLS FOR REALTOR ACTION, COMMITMENT

ROGER HANCE USED HIS RECENT INSTALLATION AS THE 2014 PRESIDENT OF THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS TO URGE THE GROUP'S 8,900 MEMBERS TO GET INVOLVED IN ADVANCING THE PROFESSION AND PROTECTING THE PRIVATE PROPERTY RIGHTS OF HOMEOWNERS AND BUYERS.



REALTOR ROGER HANCE, 2014 PRESIDENT

"The industry needs you fighting," Hance said. "You need to get involved if you don't want other people to run your life. There are horrendous ideas coming legislatively. 'It doesn't cost anything to volunteer,' Hance stressed, yet 'It will change your life.' Indeed, the rewards of high professionalism and dedicated professional and community service and volunteering were the focal points of the evening. 'This is not about me,' Hance said. 'This is about you. ... We need your help!'"



LILY HANCE, LEFT AND TERI GOLDBAUM, AN ASSOCIATION MEMBER



U.S. CONGRESSMAN BRAD SHERMAN HONORS SHARRON BARRON, 2013 SRAR PRESIDENT, FOR HER SERVICE

A highlight of the evening was presentation of the first "Icon Awards," honors designed to spotlight the most accomplished, respected real estate professionals within the local community. Heads of offices throughout the San Fernando Valley nominated the recipients, with this year's honorees highlighted on this page. Realtor **Gaye Rainey** also was installed as the 2014

presidentelect. The 2014 Board of Directors taking their oath of office included: **Jerry Ascencio, Robert Banuelos, Sharon Barron, Tom Carnahan, Ana Maria Colón, Winnie Davis, Wendy Furth, Jeff Kahn, Bob Khalsa, Rana Linka, Bud Mauro, Alice McCain, Patti Petralia, Gaye Rainey, Nancy Starczyk, Daniel Treserras, Nancy Troxell, Gina Uzunyan, Gary Washburn, Steve White, Chris Williams, and Pat A. Zicarelli.** Lawmakers attending included: U.S. Congressman **Brad Sherman**, California State Senator **Alex Padilla**, Los Angeles City Councilmembers **Bob Blumenfield, Paul Krekorian, and Mitch Englander**, Los Angeles City Attorney **Michael Feuer**, and Los Angeles City Controller **Ron Galperin**. **Jeffrey Prang** represented the Los Angeles County Assessor. Thank you to the sponsors of the event: **CRMLS, Escrow Technologies, Everbank, JP Morgan Chase, Point2, Spile, Leff & Goor, LLP, SUPRA, and Wells Fargo Home Mortgage.** Hance's installation was the 94th inaugural ball of the Southland Regional Association of Realtors. A record 451 real estate professionals, affiliates, elected leaders and dignitaries attended.

Icon Awards

Chris Williams

This mother of four who started her career in real estate in 1978 has sold as many as 45 homes in a single year, and was the number one agent at Re/Max Olsen in 2012 and 2013. "Working in my community is my passion. ... I love serving my association. ... It's so important that everybody donate some of their time and expertise. ... I love real estate. ... It gave me so much freedom."

Stephanie Vitacco

The San Fernando Valley Business Journal named Vitacco one of the "top economic engines" in the Valley with good reason. Consistently among the top 10 agents nationwide she has completed 300 sales in a single year. If there is an award, she has won it. "The sky is the limit in real estate. ... There's no other career that offers what real estate has offered me. ... It feels good to be rewarded with appreciation ... to know I alleviate buyer or seller anxiety. A lot of my clients have become my friends."

Winnie Davis

Though selling 90 homes in each of the last three years, Davis still manages to contribute six weeks or more per year to her professional associations, her community, and causes. She is a past SRAR president, the 2009 Realtor of the Year, and the mother of three children. "I want to give back



NOMINATED BY HEADS OF OFFICES, ICON AWARDS HONOR GREAT CAREERS IN REAL ESTATE. THE FIRST RECIPIENTS OF THIS ANNUAL HONOR WERE, FROM LEFT TO RIGHT, VETERAN REALTORS CHRIS WILLIAMS, STEPHANIE VITACCO, WINNIE DAVIS, ANDREW MANNING, AND ROD MCINTOSH.

to real estate. ... I'm blessed that people before me paved the road, allowing me this opportunity. ... There's no other profession on the planet where I can see such joy on peoples' faces."

Andrew Manning

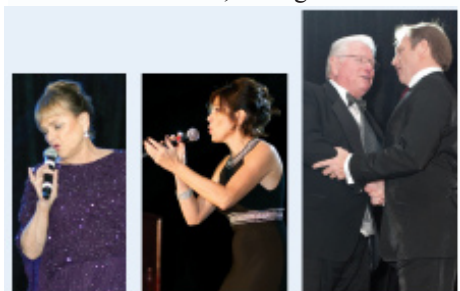
Manning started his career in 1986, now he's an expert witness, a motivational speaker, an instructor, a top sales agent, and a Kirsey Kinsey award recipient for community service. "The most important thing you can have is the respect of your peers ... even before the public or clients. I've always prided myself on my reputation."

Rod McIntosh

Averaging 60 sales annually over each of the last ten years, this veteran Realtor has always been an inspiration, giving generously of his time and knowledge. "I'm starting my 38th year in real estate ... yet I'm still passionate. I still love coaching and helping people. Realtors get up every day to help people and enjoy life. I'm very grateful."



The 94th installation gala also honored recipients of the highest honors awarded by the Southland Regional Association of Realtors, beginning top left, moving clockwise: **Ana Maria Colón**, the 2013 Realtor of the Year; **Vic Viereck**, the 2013 Association Service Award winner; **April Kass**, 2013 Affiliate of the Year. **Brandon Hance**, son of Roger Hance, was the evening's master of ceremonies. **Roger Hance** greets his friend and mentor **Chuck Lamb**, a past president of SRAR and the California Association of Realtors, who administered the oath of office. Realtors **Maurine Volante** and **Dotty Patrick**, both former professional singers, sang songs from James Bond movies, setting the theme.



SEVEN HONORED FOR 1994 QUAKE RECOVERY EFFORTS

BY REALTOR ROGER HANCE AND DAVID WALKER

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

LOS ANGELES CITY MAYOR ERIC GARCETTI AND PROMINENT LOCAL AND SOUTHERN CALIFORNIA DIGNITARIES AND PAST AND PRESENT ELECTED LEADERS COMMEMORATED THE 20TH ANNIVERSARY OF THE DEVASTATING 1994 NORTHRIDGE EARTHQUAKE WHILE HONORING SEVEN LEADERS WHO PLAYED CRITICAL ROLES IN THE REGION'S RECOVERY.

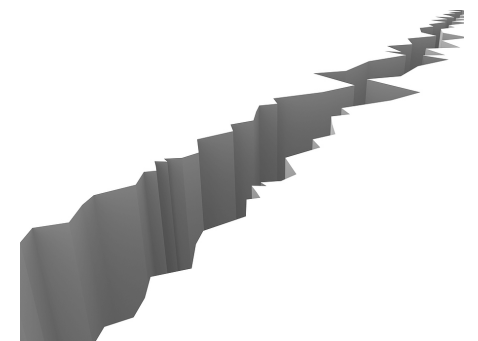
Realtor® Roger Hance
2014 SRAR President



The Southland Regional Association of Realtors was among the sponsors of the event, which was presented at California State University, Northridge, by the Valley Economic Alliance—the organization created in direct response to the 6.7-magnitude earthquake that hit at 4:30 a.m. the morning of January 17. The quake's 10 to 20 second duration turned life upside down. An awards luncheon honored the “Magnificent 7”—the individuals who lead the recovery effort, including: former L.A. City Councilman Hal Bernson, former L.A. City Mayor Richard Riordan; former Governor Pete Wilson, retired L.A. Public Safety Field Deputy Jim Dellinger and Catherine Dellinger, Providence Saint Joseph Medical Center, former L.A. Fire Department Chief Frank Borden, and Richard Andrews, the former Director of the California Governor's Office of Emergency Services. Seven businesses that sustained devastation in the earthquake yet persevered against odds to rebuild also were honored: 3M Northridge, General Growth Properties, CSUN, Aerojet Rocketdyne, South Southern California Gas Company, the Los Angeles Daily News, and Galpin Motors. The Northridge Earthquake had one of the highest ground accelerations ever recorded in urban North



America. It was followed by several thousand aftershocks. Ground motion extended 220 miles and caused \$20 billion in damage within an 85-mile radius. Over 8,700 people were injured and 57 were killed. Bottom photo, from left: Congressman Brad Sherman, D-Sherman Oaks; Greg Krikorian, President & CEO, The Valley Economic Alliance; former Los Angeles City Mayor Richard Riordan; Los Angeles Mayor Eric Garcetti; Martha Diaz Aszkenazy, Board of Governors Chair, The Valley Economic Alliance; L.A. City Councilmember Bob Blumenfield; former Governor Pete Wilson; Councilmember Mitchell Englander; Councilman Paul Krekorian; Sharon Barron, past president Southland Regional Association of Realtors; and, State Assemblymember Adrin Nazarian, D-46th District. Congressman Tony Cardenas and Glendale City Councilmember Laura Friedman in second row. Top photo, left to right: Southland Regional Association of Realtors' past presidents and members of the board of directors, from left to right: Alice McCain, Patti Petralia, Los Angeles City Councilmember Mitchell Englander, Wendy Hale, Sharon Barron, 2014 President-Elect Gaye Rainey, and Nancy Starczyk, president of the Santa Clarita Valley Division of SRAR.





San Fernando Valley

Kevin Brown

2014 President

California Association of REALTORS®

***“Real Estate Issues for 2014:
How will this Affect Your
Business?”***

February 27, 2014

From 11:00am to 1:00pm

Southland Regional Association of REALTORS®

7232 Balboa Blvd, Van Nuys 91406

Box Lunch Included

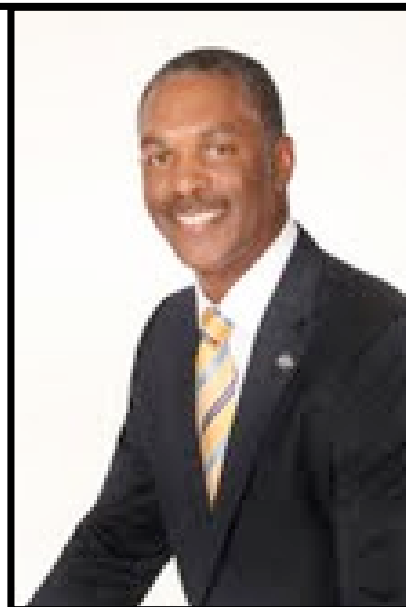
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SOUTHLAND REGIONAL
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REALTOR® Action Fund Sweepstakes



Win an iPad!

Enter the REALTOR® ACTION FUND Sweepstakes

All RAF contributions made are applied to yearly and lifetime balances! (See official rules on back for odds and other details)

HELP PROTECT YOUR BUSINESS

From now through April 24th, contributors of \$148 or higher to the REALTOR® Action Fund will receive entries into a sweepstakes to win one of THREE iPads.

- ★ \$148 contributors will receive ONE entry
- ★ \$449 contributors will receive TWO entries
- ★ \$1,000 and above contributors will receive THREE entries

Sweepstakes drawing will take place on April 24, 2014. Winners will be chosen at random by the SRAR Board of Directors and notified immediately after.

All previous voluntary contributions to RAF for the 2014 year, including those collected with dues billing, will automatically be counted towards your eligibility. All RAF contributions will be tracked online through the CAR and SRAR RAF databases.

To contribute
to RAF online,
visit

www.srar.com

and click on
the RAF
capitol building
logo at the bottom
of the page.



For more information, contact Joey Lewis at JoeyL@srar.com or by phone at 818-947-2256.

Another great opportunity
brought to you by...



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For all SRAR opportunities
visit srar.com/calendar

Professional Advant-Edge Series

A series of four classes taught
by industry professionals that are *essential* to all REALTORS!

Class	Date	Time
1. Prospecting, Listings, & Marketing	Saturday, March 1st	9:00am to 1:00pm
2. Buyers, Offers, & Financing	Tuesday, March 4th	5:30pm to 9:30pm
3. "Contracts" featuring R.P.A.	Thursday, March 6th	1:00pm to 5:00pm
4. Risk Management	Wednesday, March 12th	1:00pm to 4:00pm

All classes held in the SRAR Van Nuys Auditorium

Take one course in the series or take them all and receive a bulk discount!
Pre-register and pay advance for the entire series to save more money!!!

Yes! Please sign me up for the "Professional Advant-Edge" classes March 1st - March 12th

- ☐ I am a member of SRAR pre-registering in advance at \$65.00 for the entire series.
- ☐ I am a non SRAR member pre-registering in advance at \$85.00 for the entire series.
- ☐ I wish to register for the classes individually and I will attend the class or classes checked below.

**** NOTE:** Pre-registration ends on Tuesday February 25th at 5:00pm. ****** ALL Registrations received AFTER February 25th will be the "at the door" price.
SRAR Members can pay for individual classes at \$25 each (pre-registration) - \$30 each (at the door)
Non - Members can pay for individual classes at \$30 each (pre-registration) - \$35 each (at the door)

☐ **"Prospecting, Listings & Marketing"**
Saturday, March 1st 9:00am to 1:00pm

☐ **"Buyers, Offers & Financing"**
Tuesday, March 4th 5:30pm to 9:30pm

☐ **"Contracts" (featuring the R.P.A.)**
Thursday, March 6th 1:00pm to 5:00pm

☐ **"Risk Management"**
Wednesday, March 12th 1:00pm to 4:00pm

Make check payable to SRAR & mail with registration form to: SRAR 7232 Balboa Blvd Van Nuys, CA 91406 Attn: Vince
Call Vince at (818) 947-2268 to confirm receipt of your paid registration.

Print Name _____ Member # _____

Address _____ City _____ Zip _____ Phone (____) _____

TO PAY WITH CREDIT CARD FILL OUT THIS FORM WITH YOUR CREDIT CARD NUMBER & FAX IT TO (818) 786-4541

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Amount \$ _____ Mandatory Signature _____

REFUND POLICY

24 - hours notice prior to course date. No refunds honored on or after course date. A \$10 administration fee will be charged on all cancellations.
SRAR reserves the right to cancel/reschedule any course. If SRAR cancellation occurs, a full refund will be issued. (Pro Adv. 03 2014)

Like us on [Facebook.com/SouthlandRegional](https://www.facebook.com/SouthlandRegional) & follow us on [Twitter.com/SouthlandAOR](https://twitter.com/SouthlandAOR) for all the latest SRAR happenings!



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

Broker/Owner/Manager Meeting

2014 RISK MANAGEMENT COMMITTEE

February 24, 2014 | 1-3pm

SRAR AUDITORIUM

Refreshments served

RSVP TO: RiskFebruary2014@srar.com

SPEAKERS



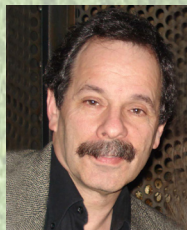
Kathy Mehringer:

Reducing risk and avoiding conflicts

Steven Spile



Jeff Kahn



Olga Moretti:

New Laws



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Sherman Oaks, CA. 91403

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Gold Star Realty
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Encino, CA. 91316

Boguslaw, Megiel
Boguslaw Megiel
23906 Windward Ln.
Valencia, CA. 91355

Cabrera, Angela
Angela M. Cabrera
20325 Sherman Way #50
Winnetka, CA. 91306

Engle, Joe
LoanSmart Inc.
1124 Trabuco Oak Rd.
Simi Valley, CA. 93065

Estrada, John
Montana Realty
17408 Chatsworth St. #101
Granada Hills, CA. 91344

Eyvaznejad, Rosana
Alliance Realty
5450 Thornwood Dr., Ste. P
San Jose, CA. 95123

Garcia, Marco A.
Platinum Realty
1005 E. Colorado Blvd. #208
Pasadena, CA. 91106

Michaels, Haili
Haili Michaels Instrument
Financial Inc.
468 S. Roxbury #503
Beverly Hills, CA. 90212

Havener, Stacey Ann
Stacy Havener, Broker
16225 Askin Dr.
Pine Mtn. Club, CA. 93222

Herrera, Cesar Leonardo
Cesar Leonardo Herrera
15109 Vase St.
Van Nuys, CA. 91405

Khodjasarian, Henrik
Sarian Realty Group
437 E. Fairmount Rd.
Burbank, CA. 91501

Leon, Raul
Raul Leon
926 7th Street
San Fernando, CA. 91340

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John Lett Realty
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Encino, CA. 93136

Mayes, Melinda Anne
Melson Realty, Inc.
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Porterville, CA. 93257

Mayrhoon, Charles
Mayrhoon Capital Properties
23212 County Line Rd.
Chatsworth, CA. 91311

Molnar, Gyula
Gyula Molnar
9038 Orion Ave. Suite 107
North Hills, CA. 91343

Park, Hoon Kyu
Hoon Park, Broker
23929 Valencia Blvd. #309
Valencia, CA. 91355

Perkins, Terry O.
Alpha West Mortgage &
Financial
10415 Larwin Ave. #4
Chatsworth, CA. 91311

Raz, Yanni Azran
HML Investment Group
13317 Ventura Blvd. #1
Sherman Oaks, CA. 91423

Revilla, Arleen Quanto
RIR
13428 Maxella #857
Marina Del Rey, CA. 90292

Riley, Jane Darlene
Pacific West Real Estate Advisors
14539 Archwood St.
Van Nuys, CA. 91405

Rolle, Hewitt Ramond
Hewitt Rolle
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Los Angeles, CA. 90036

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Leon Schwartzman
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Sherman Oaks, CA. 91403

Simonet, Ana Marie
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Glendale, CA. 91203

Vidal, Timothy J.
Vidal & Associates
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Tarzana, CA. 91356

Zajdam, Arie Samuel
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Chatsworth, CA. 91311

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Sam Astram
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Los Angeles, CA. 90048

Boguslavsky, Michael
Angeles Living Realty
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Encino, CA. 91316

Divris, Peter
Divris Co.
7302 Newcastle Ave.
Reseda, CA. 91335

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6360 Van Nuys Blvd. Ste. 237
Van Nuys, CA. 91401

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Exit Homewell Realty
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Rancho Cucamonga, CA. 91730

Mehrzaei, Abdul-Nasir
Nasir Realty
5265 Baza Ave.
Woodland Hills, CA. 91364

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Los Angeles Real Estate Group, Inc.
10591 Bloomfield St.
Los Angeles, CA. 90720

Solomon, Bruce
NHS Neighborhood Lending Services
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Los Angeles, CA. 90010

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Gurwell, Kenneth James / iRealty / Santa Clarita
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Hoban, Vicki Lucille / HomeSmart MCG / Newhall
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Hoover, Gary Michael / Century 21 Hilltop / Simi Valley
Jackson, David Sean / Coldwell Banker Residential Brokerage / Encino
Khan, Ifat / Keller Williams VIP Properties / Valencia
Kim, Eugene / Keller Williams VIP Properties / Valencia
Lee, Angela Joan Noble / Realty Executives / Newhall
Levine, Jared Michael / Keller Williams Realty Calabasas / Calabasas
Llomas, Rafael / Sunrise Dream Realty / Valencia
Luparello, Joseph A. / Berkshire Hathaway HomeServices California Properties / Sherman Oaks
Lyons, Crystal Smart / Bill Toth and Associates / Burbank
Madjeski, Ana / Keller Williams Realty - Studio City / Studio City
Malekmanesh, Azita / Rodeo Realty / Sherman Oaks
Manzano, Gina Russo / Trinity Real Estate Services / Lancaster
Marquez, Brandi / RE/MAX Olson & Associates, Inc. / Porter Ranch
Mascias, Kathryn E. Moore / ZipRealty / Emeryville
Mata, Victoria / Del Sol Realty, Inc. / San Fernando
Mundi, Nyla / Coldwell Banker Residential Brokerage / Sherman Oaks

Navarez, Luis Fernando / Keller Williams Realty / Northridge
Ordaz, Rafael / Rodeo Realty / Encino
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Pullos, Judy / RE/MAX Olson & Associates, Inc. / Northridge
Quinones, Jose Daniel / Realty Options Plus, Inc. / Santa Ana
Ramirez, Ricardo Manuel / Keller-Davis Inc. / Santa Clarita
Rascon, Ramon A. / Keller Williams Realty Encino-Sherman Oaks / Encino
Rodriguez, Sheri / Melson Realty Inc. / Porterville
Ronit, Ronit / Century 21 Albert Foulad / Encino
Ruffino, Elisa Diane / Bill Toth and Associates / Burbank
Saltzberg, Sharon / First Capital Real Estate Group / Woodland Hills
Sarayan, Armen / Real Estate eBroker, Inc. / Carlsbad
Shitney, Olga / Keller Williams Realty-Studio City / Studio City
Smith, Camesha / Keller Williams Realty-Studio City / Studio City
Smith, John / Park Regency / Granada Hills
Samaratne, Jay / Coldwell Banker / Granada Hills
Soriano, Vladimir Alex / Keller Williams Realty North Valley / Porter Ranch
Spantman-Fall, Roya / Keller Williams Realty Calabasas / Calabasas
Surya, Anthony / Keller Williams VIP Properties / Valencia
Todd, Garrett Bradley / FWL Realty / Tarzana
Touserkani, Daniel / Berkshire Hathaway HomeServices California Properties / Chatsworth
Umama, Jonathan / San Fernando Valley Real Estate / San Fernando
Watkins, Casey Phillip / AJ Real Estate / Valencia
Whitham, Anthony / US Home And Loans / Canoga Park
Wilson, Jaime / Pine Mountain Realty Inc. / Pine Mtn. Club
Won, Jong Sung / Century 21 All Moves / Granada Hills
Yousefi, Bani Paul / Berkshire Hathaway HomeServices California Properties / Encino

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 complaint 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.

Posting

RESIDENTIAL PROPERTIES LISTED
1,338

JANUARY SFV RESIDENTIAL MLS SUMMARY
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED
972

RESIDENTIAL PROP. ESCROW CLOSED
786

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	128	173	128	146	207	782	556	1,338
TOTAL ACTIVE LISTINGS	209	278	223	245	342	1,297	1,064	2,361
AVERAGE DAYS ON MARKET	81	85	77	77	78	80	102	89
AVERAGE LIST PRICE IN THOUSANDS	363.5	856.4	777.6	634.0	1,164.0	802.5	534.2	681.6
MEDIAN LIST PRICE IN THOUSANDS	359.9	599.0	514.0	649.0	515.0	322.2	429.9	429.9
BOMS	27	37	38	28	42	172	123	295
AVERAGE BOM PRICE IN THOUSANDS	334.2	634.2	499.7	487.0	676.7	543.8	377.3	474.4
BOM TO SALE RATIO	30.7	29.8	43.7	25.5	45.7	34.3	43.2	37.5
EXPIRATIONS	9	30	11	23	39	112	99	211

PENDING SALES:

NEW ESCROWS OPENED	108	126	105	103	131	573	399	972
TOTAL YTD ESCROWS OPENED	108	126	105	103	131	573	399	972
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	60	53	52	48	57	54	57	55
NEW OPEN ESCROWS AVERAGE LIST PRICE	321.5	641.2	655.1	518.8	712.2	577.7	386.6	499.3

CLOSED SALES:

NEW ESCROWS CLOSED	88	124	87	110	92	501	285	786
TOTAL YTD ESCROWS CLOSED	88	124	87	110	92	501	285	786
VOLUME OF NEW SALE DOLLARS IN MILLIONS	28.280	84.891	58.594	54.778	59.353	285.897	107.342	393.239
VOLUME OF TOTAL YTD SALES IN MILLIONS	28.280	84.891	58.594	54.778	59.353	285.897	107.342	393.239
AVERAGE SALE PRICE IN THOUSANDS	321.4	684.6	673.5	498.0	645.1	570.7	376.6	500.3
MEDIAN SALE PRICE IN THOUSANDS	318.0	495.0	450.0	429.0	495.0	425.0	300.0	399.0
COOP SALES	62	103	67	88	82	402	221	623
PERCENT OF COOP SALES	70.5	83.1	77.0	80.0	89.1	80.2	77.5	79.3
AVERAGE DAYS ON MARKET	116	121	101	122	121	117	124	119
SALES AT LIST PRICE	48	58	28	53	34	221	140	361
PERCENT OF SALES AT LIST PRICE	54.5	46.8	32.2	48.2	37.0	44.1	49.1	45.9
SALES TO LISTING INVENTORY RATIO	42.1	44.6	39.0	44.9	26.9	38.6	26.8	33.3
FINAL SALE TO NEW LISTING RATIO	68.8	71.7	66.0	75.3	44.4	64.1	51.3	58.7

CLOSED SALES TYPE

FORECLOSURE/REO	3	3	2	5	5	18	22	40
SELLER CONCESSIONS	1	0	0	0	0	1	3	4
SHORT SALE	17	9	6	17	8	57	44	101
STANDARD	66	110	79	88	78	421	212	633
OTHER	0	1	0	0	1	2	3	5

SELLING PRICE RANGE:

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	67	50	12	7	10761
100,000 TO 109,999	71	7	7	4	18980
110,000 TO 119,999	37	16	2	2	10950
120,000 TO 139,999	22	57	11	4	711
140,000 TO 159,999	112	61	21	15	1647
160,000 TO 179,999	86	74	10	5	8113
180,000 TO 199,999	53	66	26	19	13461
200,000 TO 249,999	65	182	74	41	7410
250,000 TO 299,999	60	187	70	27	7812
300,000 TO 349,999	50	194	80	44	4972
350,000 TO 399,999	47	223	83	49	10444
400,000 TO 449,999	39	161	89	45	3370
450,000 TO 499,999	52	147	45	32	14544
500,000 TO 549,999	45	118	43	26	1840
550,000 TO 599,999	58	96	17	12	53239
600,000 TO 699,999	58	181	60	46	29133
700,000 TO 799,999	56	114	30	23	31085
800,000 TO 899,999	56	71	24	14	23509
900,000 TO 999,999	97	50	9	6	26328
1,000,000 TO 1,999,999	81	233	64	47	653351
MORE THAN 2,000,000	76	99	8	8	207453
TOTALS	57	2387	786	476	18029

LISTINGS
1,338

2014 RMLS TOTAL - \$ VOLUME
\$393,239,000

SALES
786

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SAN FERNANDO VALLEY

	2009					2010					2011					2012					2013					2014				
	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	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	1,338	786	393.2	58.7						
FEB	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	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	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	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	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	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										
AUG	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	1,581	1,196	623.6	75.6										
SEPT	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	1,399	1,072	543.8	74.9										
OCT	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	1,446	1,106	556.1	76.5										
NOV	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	1,064	985	486.7	92.6										
DEC	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	818	1,091	536	133.4										
TOTAL	21,114	14,271	5,953.6	66.6	22,318	12,617	5415.2	55.6	19,053	12,308	4867.4	66.3	15,732	13,674	5366.5	87	16,407	13,177	6,315.3	80.71										
AVG. SALE PRICE	\$417,181				\$429,200				\$395,470				\$392,470				\$479,270													

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	94	121	95	117	154	581	465	1,046
Total Active Listings	148	185	153	189	267	942	858	1,800
Average Days on Market	77	81	74	72	80	77	87	82
Average List Price in Thousands	387.8	1,045.6	972.0	696.7	1,369.4	952.1	560.5	765.4
Median List Price in Thousands	370.0	799.0	679.0	619.0	729.0	629.0	305.0	480.0
BOMS	19	28	19	18	36	120	104	224
Average BOM Price in Thousands	359.5	748.0	713.4	550.1	693.2	634.9	387.4	520.0
BOM to Sale Ratio	30.2	33.7	32.2	23.7	52.9	34.4	45.8	38.9
Expirations	6	23	8	17	32	86	81	167
PENDING SALES								
New Escrows Opened	79	82	69	77	101	408	315	723
Total YTD Escrows Opened	79	82	69	77	101	408	315	723
New Open Escrows Average Days on Market	57	53	40	45	62	52	54	53
New Open Escrows Average List Price	341.8	775.2	827.5	576.5	805.1	670.0	391.2	548.6
CLOSED SALES:								
New Escrows Closed	63	83	59	76	68	349	227	576
Total YTD Escrows Closed	63	83	59	76	68	349	227	576
Volume of New Sales Dollars in Millions	21.489	67.870	46.463	42.177	51.201	229.200	86.136	315.336
Volume of total YTD Sales in Millions	21.489	67.870	46.463	42.177	51.201	229.200	86.136	315.336
Average Sale Price in Thousands	341.1	817.7	787.5	555.0	753.0	656.7	379.5	547.5
Median Sale Price in Thousands	333.0	685.0	607.0	455.0	635.0	485.0	300.0	425.0
Coop Sales	43	70	44	62	62	281	176	457
Percent of Coop Sales	68.3	84.3	74.6	81.6	91.2	80.5	77.5	79.3
Average Days on Market	114	104	101	125	126	114	123	118
Sales at List Price	36	34	22	36	24	152	113	265
Percent of Sales at List Price	57.1	41.0	37.3	47.4	35.3	43.6	49.8	46.0
Sales to Listing Inventory Ratio	42.6	44.9	38.6	40.2	25.5	37.0	26.5	32.0
Final Sale to New Listing Ratio	67.0	68.6	62.1	65.0	44.2	60.1	48.8	55.1
CLOSED SALES TYPE								
Foreclosure/REO	1	3	1	3	3	11	19	30
Seller Concessions	1	0	0	0	0	1	3	4
Short Sale	15	5	5	14	6	45	36	81
Standard	45	74	53	59	58	289	165	454
Other	0	0	0	0	1	1	3	4

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	34	52	33	29	53	201	91	292
Total Active Listings	61	93	70	56	75	355	206	561
Average Days on Market	92	92	85	94	69	86	161	113
Average List Price in Thousands	304.5	479.9	352.6	422.6	432.7	405.7	424.7	412.6
Median List Price in Thousands	260.0	398.0	315.0	340.0	329.0	337.8	349.9	340.0
BOMS	8	9	19	10	6	52	19	71
Average BOM Price in Thousands	274.1	280.2	286.1	373.3	578.2	333.7	321.8	330.5
BOM to Sale Ratio	32.0	22.0	67.9	29.4	25.0	34.2	32.8	33.8
Expirations	3	7	3	6	7	26	18	44
PENDING SALES								
New Escrows Opened	29	44	36	26	30	165	84	249
Total YTD Escrows Opened	29	44	36	26	30	165	84	249
New Open Escrows Average Days on Market	67	52	74	57	38	58	67	61
New Open Escrows Average List Price	266.2	391.4	324.8	347.8	399.4	349.5	369.2	356.1
CLOSED SALES:								
New Escrows Closed	25	41	28	34	24	152	58	210
Total YTD Escrows Closed	25	41	28	34	24	152	58	210
Volume of New Sales Dollars in Millions	6.791	17.022	12.131	12.601	8.152	56.697	21.206	77.903
Volume of total YTD Sales in Millions	6.791	17.022	12.131	12.601	8.152	56.697	21.206	77.903
Average Sale price in Thousands	271.6	415.2	433.2	370.6	339.7	373.0	365.6	371.0
Median Sale Price in Thousands	235.0	379.0	299.9	340.0	296.5	315.0	312.0	315.0
Coop Sales	19	33	23	26	20	121	45	166
Percent of Coop Sales	76.0	80.5	82.1	76.5	83.3	79.6	77.6	79.0
Average Days on Market	122	154	102	117	105	123	125	124
Sales at List Price	12	24	6	17	10	69	27	96
Percent of Sales at List Price	48.0	58.5	21.4	50.0	41.7	45.4	46.6	45.7
Sales to Listing Inventory Ratio	41.0	44.1	40.0	60.7	32.0	42.8	28.2	37.4
Final Sale to New Listing Ratio	73.5	78.8	84.8	117.2	45.3	75.6	63.7	71.9
CLOSED SALES TYPE								
Foreclosure/REO	2	0	1	2	2	7	3	10
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	4	1	3	2	12	8	20
Standard	21	36	26	29	20	132	47	179
Other	0	1	0	0	0	1	0	1

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	12	5	49	16	16	51	11	52	212	67	279
Total Active Listings	29	20	75	38	30	67	19	72	350	142	492
Average Days on Market	84	114	70	75	89	117	62	69	84	93	87
Average List Price in Thousands	572.3	712.2	633.8	671.0	646.1	563.4	688.0	751.8	652.0	350.2	564.9
Median List Price in Thousands	479.0	575.0	500.0	529.0	472.0	535.0	735.0	639.9	550.0	239.0	489.9
BOMS	2	1	10	3	4	6	1	4	31	12	43
Average BOM Price in Thousands	385.0	399.0	336.7	380.0	433.5	467.0	525.0	456.2	405.2	387.9	400.4
BOM to Sale Ratio	33.3	0	37.0	17.6	44.4	22.2	20.0	8.5	22.5	38.7	25.4
Expirations	1	2	4	0	3	2	1	4	17	6	23

PENDING SALES

New Escrows Opened	10	5	42	18	17	42	7	41	182	32	214
Total YTD Escrows Opened	10	5	42	18	17	42	7	41	182	32	214
New Open Escrows Average Days on Market	69	76	52	75	79	44	57	54	57	50	56
New Open Escrows Average List Price	399.5	554.7	419.5	419.5	552.6	476.7	736.3	604.7	501.6	331.9	476.3

CLOSED SALES:

New Escrows Closed	6	0	27	17	9	27	5	47	138	31	169
Total YTD Escrows Closed	6	0	27	17	9	27	5	47	138	31	169
Volume of New Sales Dollars in Millions	2.043	.000	12.489	7.683	3.768	12.489	3.445	26.848	68.765	9.020	77.786
Volume of total YTD Sales in Millions	2.043	.000	12.489	7.683	3.768	12.489	3.445	26.848	68.765	9.020	77.786
Average Sale price in Thousands	340.6	0	462.6	451.9	418.7	462.5	689.0	571.2	498.3	291.0	460.3
Median Sale Price in Thousands	350.0	0	400.0	455.0	417.0	419.0	710.0	475.0	432.9	255.0	420.0
Coop Sales	2	0	22	12	6	24	4	39	109	27	136
Percent of Coop Sales	33.3	0	81.5	70.6	66.7	88.9	80.0	83.0	79.0	87.1	80.5
Average Days on Market	136	0	112	93	91	104	69	100	102	102	102
Sales at List Price	2	0	18	12	0	12	3	20	67	21	88
Percent of Sales at List Price	33.3	0	66.7	70.6	0	44.4	60.0	42.6	48.6	67.7	52.1
Sales to Listing Inventory Ratio	20.7	0	36.0	44.7	30.0	40.3	26.3	65.3	39.4	21.8	34.3
Final Sale to New Listing Ratio	50.0	0	55.1	106.3	56.3	52.9	45.5	90.4	65.1	46.3	60.6

CLOSED SALES TYPE

Foreclosure / REO	0	0	1	2	0	0	0	1	4	5	9
Seller Concessions	1	0	0	0	0	0	0	0	1	0	1
Short Sale	1	0	3	1	0	5	0	5	15	5	20
Standard	4	0	23	13	9	22	5	41	117	20	137
Other	0	0	0	1	0	0	0	0	1	1	2

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	20	0	23	16	7	35	101	11	112
Total Active Listings	2	1	32	0	33	20	7	51	146	24	170
Average Days on Market	181	128	68	0	55	75	53	71	68	139	78
Average List Price in Thousands	418.0	389.0	242.6	0	236.2	312.3	415.6	323.2	290.6	309.3	293.2
Median List Price in Thousands	289.0	389.0	230.0	0	229.9	299.9	445.0	318.5	280.0	248.0	280.0
BOMS	0	0	8	1	3	6	0	7	25	4	29
Average BOM Price in Thousands	0	0	280.7	169.9	208.1	256.8	0	352.6	282.0	315.0	286.5
BOM to Sale Ratio	0	0	34.8	100.0	27.3	100.0	0	29.2	38.5	100.0	42.0
Expirations	1	0	1	0	1	3	0	1	7	1	8

PENDING SALES

New Escrows Opened	0	0	24	1	13	13	5	28	84	12	96
Total YTD Escrows Opened	0	0	24	1	13	13	5	28	84	12	96
New Open Escrows Average Days on Market	0	0	55	79	60	26	38	60	52	64	54
New Open Escrows Average List Price	0	0	265.3	169.9	266.5	287.6	345.8	342.9	298.4	325.0	301.8

CLOSED SALES:

New Escrows Closed	0	0	23	1	11	6	0	24	65	4	69
Total YTD Escrows Closed	0	0	23	1	11	6	0	24	65	4	69
Volume of New Sales Dollars in Millions	.000	.000	5.538	0.125	2.476	1.798	.000	7.322	17.258	1.173	18.432
Volume of Total YTD Sales in Millions	.000	.000	5.538	0.125	2.476	1.798	.000	7.322	17.258	1.173	18.432
Average Sale price in Thousands	0	0	240.8	125.0	225.1	299.6	0	305.1	265.5	293.3	267.1
Median Sale Price in Thousands	0	0	220.0	125.0	223.5	295.0	0	305.0	250.0	198.5	250.0
Coop Sales	0	0	17	1	9	5	0	18	50	2	52
Percent of Coop Sales	0	0	73.9	100.0	81.8	83.3	0	75.0	76.9	50.0	75.4
Average Days on Market	0	0	97	64	97	113	0	111	103	110	103
Sales at List Price	0	0	8	1	4	0	0	12	25	0	25
Percent of Sales at List Price	0	0	34.8	100.0	36.4	0	0	50.0	38.5	0	36.2
Sales to Listing Inventory Ratio	0	0	71.9	0	33.3	30.0	0	47.1	44.5	16.7	40.6
Final Sale to New Listing Ratio	0	0	115.0	0	47.8	37.5	0	68.6	64.4	36.4	61.6

CLOSED SALES TYPE

Foreclosure / REO	0	0	1	0	1	0	0	3	5	0	5
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	4	0	1	1	0	3	9	3	12
Standard	0	0	18	1	9	5	0	18	51	1	52
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED

391

RESIDENTIAL PROP. ESCROW OPENED

310

RESIDENTIAL PROP. ESCROW CLOSED

238

JANUARY SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	12	5	69	16	39	67	18	87	313	78	391
TOTAL ACTIVE LISTINGS	31	21	107	38	63	87	26	123	662	166	828
AVERAGE DAYS ON MARKET	90	115	69	75	69	108	70	72	80	99	85
AVERAGE LIST PRICE IN THOUSANDS	562.4	696.8	516.8	671.0	431.4	505.7	614.7	574.1	545.6	344.3	495.1
MEDIAN LIST PRICE IN THOUSANDS	479.0	575.0	420.0	529.0	300.0	489.9	639.9	489.9	459.9	239.0	419.0
BOWS	2	1	18	4	7	12	1	11	56	16	72
AVERAGE BOM PRICE IN THOUSANDS	385.0	399.0	311.8	327.5	336.9	361.9	525.0	390.3	350.2	389.7	354.5
BOM TO SALE RATIO	33.3	0	36.0	22.2	35.0	36.4	20.0	15.5	27.6	45.7	30.3
EXPIRATIONS	2	2	5	0	4	5	1	5	24	7	31

PENDING SALES:

NEW ESCROWS OPENED	10	5	66	19	30	55	12	69	266	44	310
TOTAL YTD ESCROWS OPENED	10	5	66	19	30	55	12	69	266	44	310
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	69	76	69	75	71	53	49	56	56	54	55
NEW OPEN ESCROWS AVERAGE LIST PRICE	399.5	554.7	363.4	406.4	428.6	432.0	573.6	498.4	437.5	330.0	422.2

CLOSED SALES:

NEW ESCROWS CLOSED	6	0	50	18	20	33	5	71	203	35	238
TOTAL YTD ESCROWS CLOSED	6	0	50	18	20	33	5	71	203	35	238
VOLUME OF NEW SALE DOLLARS IN MILLIONS	2.043	0.00	18.027	7.808	6.244	14.286	3.445	34.170	86.024	10.194	96.217
VOLUME OF TOTAL YTD SALES IN MILLIONS	2.043	0.00	18.027	7.808	6.244	14.286	3.445	34.170	86.024	10.194	96.217
AVERAGE SALE PRICE IN THOUSANDS	340.6	0	360.5	433.8	312.2	432.9	689.0	481.3	423.8	291.2	404.3
MEDIAN SALE PRICE IN THOUSANDS	350.0	0	350.0	430.0	285.2	405.0	710.0	420.0	397.0	255.0	375.0
COOP SALES	2	0	39	13	15	29	4	57	159	29	188
PERCENT OF COOP SALES	33.3	0	78.0	72.2	75.0	87.9	80.0	80.3	78.3	82.9	79.0
AVERAGE DAYS ON MARKET	136	0	105	91	94	105	69	104	102	103	102
SALES AT LIST PRICE	2	0	26	13	4	12	3	32	92	21	113
PERCENT OF SALES AT LIST PRICE	33.3	0	52.0	72.2	20.0	36.4	60.0	45.1	45.3	60.0	47.5
SALES TO LISTING INVENTORY RATIO	19.4	0	46.7	47.4	31.7	37.9	19.2	57.7	40.9	21.1	36.0
FINAL SALE TO NEW LISTING RATIO	50.0	0	72.5	112.5	51.3	49.3	27.8	81.6	64.9	44.9	60.9

CLOSED SALES TYPE

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
FORECLOSURE/REO	0	0	2	0	0
SELLER CONCESSIONS	1	0	0	0	0
SHORT SALE	1	0	1	0	0
STANDARD	4	0	7	6	8
NOT SPECIFIED	0	0	0	0	0

SELLING PRICE RANGE:

LESS THAN 100,000	198	12	2	2	17.5
100,000 TO 109,999	0	2	0	0	N/A
110,000 TO 119,999	62	3	1	0	24.000
120,000 TO 139,999	44	0	5	4	3940
140,000 TO 159,999	4	25	3	0	1100
160,000 TO 179,999	51	14	8	6	2600
180,000 TO 199,999	19	24	5	2	400
200,000 TO 249,999	52	65	27	18	11785
250,000 TO 299,999	37	55	22	11	6828
300,000 TO 349,999	43	50	19	11	6067
350,000 TO 399,999	48	46	35	23	8974
400,000 TO 449,999	37	43	32	18	11716
450,000 TO 499,999	37	53	14	11	15641
500,000 TO 549,999	49	34	14	9	9990
550,000 TO 599,999	40	36	9	6	20287
600,000 TO 699,999	57	50	13	9	25192
700,000 TO 799,999	57	37	3	2	63128
800,000 TO 899,999	61	20	3	2	105250
900,000 TO 999,999	11	7	1	1	35000
1,000,000 TO 1,999,999	122	25	3	3	401333
MORE THAN 2,000,000	64	7	1	1	75000
TOTALS	46	624	220	139	19164

2014 RMLS TOTAL - \$ VOLUME

96,217,000

LISTINGS

391

SALES

238

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

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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

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

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

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

BUSINESS OPPORTUNITY 4th Tues of mo.

"No Meeting for November and December"