## REALTOR® REPORT

The Official Publication of Southland Regional Association of REALTORS®

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# YOU a CHAMPION OF HOME? CAR Now Accepting Nominations

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Volume 94 • Issue 2



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 <a href="www.srar.com">www.srar.com</a>.

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 <a href="JoeyL@srar.com">JoeyL@srar.com</a> to get started!

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

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#### REALTOR® REPORT

The Official Publication of SRAR

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#### 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

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, Gave Rainey, Nancy Starczyk, Daniel Tresierras, 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.







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#### 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

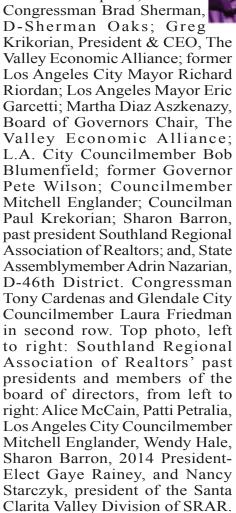
The Southland Regional Association of Realtors was among the sponsors of



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

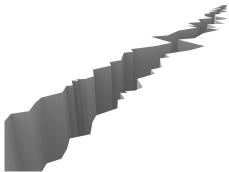


America. It was followed by several thousand aftershocks. Ground motion extended 220 miles and caused \$20 billion in damage within an 85-mile radius. Over 8,700 people were injured and 57 were killed. Bottom photo, from left: Congressman Brad Sherman,













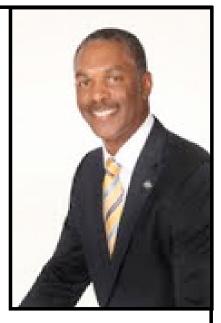
San Fernando Valley

## 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



We Thank Our Co-Sponsor



#### **RSVP**:

http://wcrsfvevents.com

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We Thank Our Chapter Sponsors

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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 owill receive TWO entries



\$1,000 and above ontributors 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.

visit srar.com/calendar

# ssional Advant-Edge

A series of four classes tought 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 h	neld 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 with 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
  - □ "Contracts" (featuring the R.P.A.) Thursday, March 6th 1:00pm to 5:00pm
- □ "Buyers, Offers & Financina" Tuesday, March 4th 5:30pm to 9:30pm
- □ "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 # \_\_\_\_\_ City Zip Phone ( ) TO PAY WITH CREDIT CARD FILL OUT THIS FORM WITH YOUR CREDIT CARD NUMBER & FAX IT TO (818) 786-4541 VISA / MC/ AMEX / DISCOVER # \_\_\_\_\_\_ Expiration Date \_\_\_\_ / \_\_\_ (Mo. Yr.) 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 & follow us on Twitter.com/SouthlandAOR for all the latest SRAR happenings!

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## 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



**New Laws** 



₽

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Schwartzman, Leon

Leon Schwartzman

3894 Sherview Dr.

Simonet, Ana Marie

500 N Central Ste 740

Glendale, CA. 91203

Vidal Timothy I

Vidal & Associates

Tarzana, CA, 91356

Zajdman, Arie Samuel

Arie Samuel Zajdman

Chatsworth, CA. 91311

19800 Superior St.

19528 Ventura Blvd. #180

Sherman Oaks, CA. 91403

VisionQuest Realty Group, Inc.

Los Angeles, CA. 90036

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#### FIRST POSTING

Abramyan, Nune Nune Ábramyan 5017 Bilmoor Ave Tarzana, CA. 91356

Blank, Howard Homestead Estate Properties 4570 Van Nuys Blvd. #252 Sherman Oaks, CA. 91403

Bogan, Michael C. Gold Star Realty 17815 Ventura Blvd. Suite 205 Encino CA 91316

Boguslaw, Megiel Boauslaw 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 Vose St. Van Nuys, CA. 91405

Khodiasarian, Henrick Sarian Realty Group 437 F Fairmount Rd Burbank, CA. 91501

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

Lett St., John L. John Lett Realty 16200 Ventura Blvd. Suite 421 Encino, CA. 93136

Mayes, Melinda Anne Melson Realty, Inc. 444 N. Prospect Ste. B Porterville, CA. 93257 Mayrsohn, Charles Mayrsohn 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 () Alpha West Mortagae & Financial 10415 Larwin Ave. #4 Chatsworth CA 91311

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

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

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

SECOND POSTING

Astram, Sam Sam Astram 554 S. San Vicente Blvd. #202 Los Angeles, CA. 90048

Boguslavsky, Michael Angeles Living Realty 17412 Ventura Blvd. #178 Encino, CA, 91316

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

Lora, Elizabeth Eli Max Realty, Inc. 6360 Van Nuys Blvd. Ste. 237 Van Nuys, CA. 91401

Mahfoud, Mark **Exit Homewell Realty** 9411 Haven Ave. Ste. #200 Rancho Cucamonga, CA. 91730

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

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

Solomon, Bruce **NHS Neighborhood Lending Services** 3926 Wilshire Blvd. #200 Los Angeles, CA. 90010

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Fosterling, John William / Realty Executives / Newhall

Gallaher, Russell Wayne / People's Choice Brokers / Grover Beach Gallatin, Sona Chelebian / Keller Williams VIP Properties / Valencia Ghaffari, Minoo / Capitol Realty Group Inc. / Tarzana Glave, Darien Rose / Carrington Real Estate Services / Westlake Village Gold, Ira Ethan / Rodeo Realty / Studio City Gotslak, Orna / Seven Palms Real Estate Services / Canoga Park Greschner, Gina Monica / Exit Realty Granada / Granada Hills Gurwell, Kenneth James / iRealty / Santa Clarita Gutierrez, Ana Cecelia / The Real Estate Plaza / Granada Hills Guyaux, Nadine / Sellstate Preferred Properties / Encino Hafuta, Nava / Exclusive Estate Properties Inc. / Toluca Lake Halaby, Emad / Keller Williams Realty North Valley / Porter Ranch Hamilton, Susan Y. / Twelvestone Realty / Valencia Hatounian, Donna B. / Mills Realty of California / Toluca Lake Hendizadeh, Michael / FWL Realty / Tarzana Hoban, Vicki Lucille / HomeSmart NCG / Newhall Hoek, Troy Daniel / ZipRealty / Emeryville Hoover, Gary Michael / Century 21 Hilltop / Simi Valley Jackson, David Sean / Coldwell Banker Residential Brokerage / Encino Khan, Iffat / Keller Williams VIP Properties / Valencia Kim, Eugene / Keller Williams VIP Properties / Valencia Lee, Angela Joan Nobile / Realty Executives / Newhall Levine, Jared Michael / Keller Williams Realty Calabasas / Calabasas Llamas, Rafael / Sunrise Dream Realty / Valencia Lupariello. 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 Mundt, Nyla / Coldwell Banker Residential Brokerage / Sherman Oaks

Nevarez, Luis Fernando / Keller Williams Realty / Northridge Ordaz, Rafael / Rodeo Realty / Encino Ornelas, Cynthia / Frazier Mtn. Real Estate / Frazier Park Pakes, Carolyn Marie / Rodeo Realty / Northridge Pambakian, Christina Aznive / Keller Williams Realty Calabasas / Calabasas Paxton, Amber Danielle / Sellstate Preferred Properties / Encino Pena, Silvia Danheiser / Berkshire Hathaway HomeServices California Properties / Chatsworth Pinto, Claudia / MultiHomeListings.com / Sherman Oaks Plummer Jr., Gerald T. / Berkshire Hathaway HomeServices California Properties / Sherman Oaks Portillo, Fabio E. / The Real Estate Plaza / Granada Hills Pullos, Judy / RE/MAX Olson & Associates, Inc. / Northridge Quinones, Jose Daniel / Realty Options Plus, Inc. / Santa Ana Ramirez, Ricardo Manuel / Kellar-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 Saroyan, Armen / Real Estate eBroker, Inc. / Carlsbad Shteyn, Olga / Keller Williams Realty-Studio City / Studio City Smith, Camesha / Keller Williams Realty-Studio City / Studio City Smith, John / Park Reaency / Granada Hills Somaratne, Jay / Coldwell Banker / Granada Hills Soriano, Vladimir Alex / Keller Williams Realty North Valley / Porter Ranch Spantman-Fall, Roya / Keller Williams Realty Calabasas / Calabasas Surva, Anthony / Keller Williams VIP Properties / Valencia Todd, Garrett Bradley / FWL Realty / Tarzana Touserkani, Daniel / Berkshire Hathaway HomeServices California Properties / Chatsworth Umana, Jonathan / San Fernando Valley Real Estate / San Fernando Watkins, Casey Phillip / AJ Real Estate / Valencia Whitham, Anthony / US Home And Loans / Canoaa 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

### WK SFV TOT EXT    146	CS WN WS SFV TOTAL    128	CS         WN         WS         SFV TOT           128         140         207         58 U 178           228         249         342         1.78 U 188           5140         549         649         1.78 U 188           5140         549         649         1.72 U 188           5140         549         649         1.72 U 188           4897         487         649         1.72 U 172           4897         487         645         1.72 U 172           437         487         647         1.72 U 172           105         110         92         501           106         110         1.72         517           6551         482         370         421           101         122         1.8         1.7           102         143         28         285.89           450         443         28         370         41           101         10         10         10 <th>MONTH! V RESIDENT</th> <th>MONTHIY RESIDENTIAL SALES STATISTICS</th> <th></th> <th></th> <th>972</th> <th><b>186</b></th>	MONTH! V RESIDENT	MONTHIY RESIDENTIAL SALES STATISTICS			972	<b>186</b>
CS   WN   WS   SFV TOT	CS         WN         WS         SFYTOT           128         146         327         782           223         246         342         172           223         244         342         172           223         245         342         172           277         240         442         682           5140         249         649         172           370         492         676         172           493         7         22         443           493         7         22         43           493         7         24         43           493         477         543         84           493         477         543         84           437         457         543         84           105         110         131         573           110         131         573         41           111         142         861         141           111         142         861         141           111         144         444         444         444           121         144         22         <	CS         WN         SFV TOT           128         146         207         782           223         245         342         1.297           223         245         342         1.297           223         245         342         1.297           223         249         6490         5150           374         549         6490         5150           374         549         649         5150           374         549         640         5172           38         44         58         543           495         467         543           495         467         543           495         467         543           495         467         543           445         5478         543           88         547         543           88         545         547           88         545         547           88         545         547           88         76         441           70         68         77           88         78         441           88         78						
128	128	128	K. EN ES					TOTAL
17.76	223         245         342         1,157           777         77         78         245         287         1,164         802         587         1,164         802         587         1,164         802         587         1,164         802         587         1,17	223         245         342         1127           7776         6840         1140         802 6           5140         6840         1140         802 6           5141         6840         1140         802 6           5148         28         487         643 8           4997         487         667         543 8           4997         285         487         543 8           4997         285         349         112           4997         285         343         112           4997         285         343         112           4997         285         349         112           4997         487         543         8           4997         487         573         543           6651         518.88         777         7           6651         518.88         777         57           6651         518.88         777         7           6654         54778         5632         286 897           88         548.69         542         542           67         420         645         645         645           7	128173			78		1,338
777777 (1.6.7)  77777 (1.6.7)  77777 (1.6.7)  77777 (1.6.7)  7777 (1.6.7	7776 644 7 1164 0 802 5 1172	77776 644 7 1164 0 802 5	NGS278			1,29		2,361
1,170   1,17	1,170   1,170   1,172   1,172   1,172   1,172   1,173   1,17	5/14	MARKEI STANDS SEE A SEE	) /	7	Σ		80.89
172   173   174   175	172   173   174   175	172   173   174   175	E IN THOUSANDS	514 0	-	515		0.1.00
4997 4970 6767 5438 4437 255 4457 343 4437 255 4457 343 4437 255 4457 343 4437 255 4457 343 46551 103 1131 573 46552 448 277 650 58.584 54.778 59.353 58.584 64.74 44.41 58.5854 54.778 59.353 58.5854 54.778 59.353 58.5858 59.353 58.5854 54.778 59.353 58.5858 59.353 58.58	105	499 7         487 0         676.7         543 B           43.7         25.5         45.7         34.3           43.7         25.5         45.7         34.3           43.7         25.5         45.7         34.3           43.7         25.5         48.3         57.7           105         103         131         57.3           106         103         131         57.3           665.1         103         131         57.3           665.1         110         92         50.1           8.6         57.7         57.7           8.8         54.778         89.53         286.897           8.8         54.778         89.53         286.897           4.80         645.1         80.2         250.7           7.6         80.0         88.1         14.1           8.0         75.3         44.4         64.1           8.0         75.3         44.4         64.1           8.0         75.3         44.4         64.1           8.0         75.3         44.4         64.1           8.0         75.3         44.4         64.1           8.0	27	980		17.		295
112   113   115	112   112   113   114   115	112   113	E IN THOUSANDS	499.7		543.		474.4
105	100	112   113   113   113   113   113   113   113   114	30.729.8.	.43.7		34.		37.5
105	105	105	30	111		11		211
105   103   131   1573   573   573   573   573   575	105   103   131   573   534     105   103   131   131   573     105   103   131   131   573     105   103   131   131   573     106   103   131   131   573     107   110   92   501     108   54778   59353   286.897     108   54778   59353   286.897     109   429.0   495.0   425.0     101   402   402   402     101   429   429   425     102   429   429   421     101   122   121   117     101   123   124   124     101   123   124   124     101   123   124   124     101   123   124   124     101   123   124   124     101   123   124   124     101   123   124   124     101   123   124   124     101   123   124   124     101   123   124   124     101   123   124   124     101   124	105   103   131   1573   1573   1573   1553   1554   155						
100   100	102   103   103   103   103   103   104   105	102	ENED 108 126 126			57.		972
Sept	Section	Section   Sect	VS OPENED			) C		2/6
87. 110 92 501 87. 110 92 501 87. 110 92 501 88. 594 54,778 59.353 286.897 88. 584 64,778 89.383 286.897 88. 64. 498.0 649.6 642.0 88. 67. 6 489.0 649.0 649.0 88. 68.0 449.0 89.1 117 88. 68. 68. 64.1 117 88. 68. 68. 64.1 117 88. 68. 68. 64.1 117 88. 68. 68. 64.1 117 89. 68. 68. 64.1 117 89. 68. 68. 64.1 117 89. 68. 68. 64.1 117 89. 89. 89. 89. 89. 89. 89. 89. 89. 89.	87. 110 92 501 87. 110 92 501 88. 594 54,778 59,353 286,897 58,594 54,778 59,353 286,897 58,594 54,778 59,353 286,897 67. 450. 429. 498. 64,10 77.0 80.0 891 88. 64,1 101 122 88. 80.2 221 28. 88. 64,1 102 88. 89. 89. 80,2 39.0 49.9 226,9 38.6 68.0 75,3 44,4 64,1 18. 60. 0 19. 64,1 19. 65 7 19. 68. 89. 78 42,1 19. 69. 89. 78 42,1 19. 69. 89. 45,5 19. 69. 89. 45,5 19. 69. 89. 45,5 19. 69. 89. 45,5 19. 69. 89. 45,5 19. 69. 89. 45,5 19. 69. 89. 45,5 19. 69. 89. 45,5 19. 60. 89. 89. 45,5 19. 60. 89. 89. 45,5 19. 60. 89. 89. 45,5 19. 60. 89. 89. 45,5 19. 60. 89. 89. 45,5 19. 60. 89. 89. 45,5 19. 60. 89. 89. 45,5 19. 60. 89. 89. 45,5 19. 60. 89. 89. 89. 89. 89. 89. 89. 89. 89. 89	87         110         92         501           87         110         92         501           88.7         110         92         501           88.7         59.333         285.897           58.594         54.778         59.333         285.897           58.594         54.778         59.333         285.897           58.50         498.0         645.1         57.7           450.0         449.0         645.1         177           28         88         33.4         422.1           28         32.2         44.9         64.1           28         32.2         44.9         64.1           39.0         0         0         0           68.0         17         88.6         88.6           80.0         44.4         64.1         67           7         7         7         4         42.1           7         7         7         4         42.1           66         17         1         4         42.1           7         7         7         7         7           7         7         7         7         7     <	VS AVERAGE DATS ON MATRICE 321 5 641 9 641 9			. 773		2007
87         110         92         501           88         84         778         56.353         226.897           58.594         54.778         56.353         226.897           58.594         54.778         56.353         226.897           58.594         54.778         56.353         226.897           67.25         492.0         045.1         570.7           7.0         492.0         495.0         440.2           7.0         492.0         495.0         440.2           7.0         88.0         89.1         117           8.0         7.2         44.1         117           8.0         7.2         44.4         117           8.0         7.2         44.4         11.8           8.0         7.2         44.4         11.8           8.0         7.2         44.4         11.8           8.0         7.2         44.4         11.7           8.0         7.2         7         4.4           8.0         7.2         7         4.4           8.0         7.2         7         4.4           8.0         7.2         7         7	87     110     92     501       88     32     285     501       88     54,778     59,353     285     501       58     58     54     77     501     501       58     58     54     77     50     501       58     58     54     77     500     500       67     48     64     400     64     400       67     48     89     400     89     400       70     80     89     400     80     41       28     53     36     38     64     11       380     75     44     64     11     22       68     75     44     64     11     22       880     75     44     44     64     11       880     77     44     42     22       880     78     88     49     42       70     7     7     7     7     7       70     89     89     49     49       70     89     89     49     49       80     89     49     49       80     89     49     49	87. 110 92 501 88. 87. 110 82 501 88. 88. 7 88. 88. 88. 88. 88. 88. 88. 88. 88. 88.						
Section	88.54	58.594     54.778     59353     285.97       58.594     54.778     59353     285.87       58.594     54.778     59353     285.897       58.594     54.778     59353     285.897       58.594     645.1     570.7       450     429.0     495.0     425.0       450     429.0     495.0     426.0       450     429.0     495.0     426.0       450     429.0     495.0     426.0       450     420.0     420.0     420.0       460     420.0     441.1     441.1       470     44.1     44.1     441.1       480     75.3     44.4     64.1       480     75.3     44.4     64.1       480     76.0     7     7       480     78     7     7       480     70     7     7       480     76     44.1     7       480     70     7     7       480     45     45     7       480     45     46     7       480     46     46     46       480     46     46     46       480     46     46     46	124 188 124	87	110	.02		786
58.594         54.778         56.353         265.897           58.594         54.778         56.353         265.897           67.35         448.0         64.778         56.353         265.897           67.35         429.0         495.0         425.0         425.0           450.0         429.0         495.0         425.0         425.0           67.77.0         80.0         89.1         177         177           101         122         121         177         177           2.8.0         44.9         25.3         33.0         44.1           38.0         44.9         25.9         38.6         44.1           38.0         44.4         64.1         17.         2.2           38.0         778         88         7.8         38.6         2.2           38.0         778         88         7.8         4.4         4.4         4.4         4.4           70         7         7         4.4         4.4         4.4         4.4         4.4         4.4         4.4         4.4         4.4         4.4         4.4         4.4         4.4         4.4         4.4         4.4         4.4         <	56 594         54 778         59 353         285 897           68 594         54 778         59 353         285 897           68 594         64 778         59 353         285 897           67 55         429 0         445 0         450 0         450 0         450 0         450 0         450 0         450 0         450 0         450 0         450 0         460 0         470 0         470 0         470 0         470 0         470 0         470 0         471 0         470 0         470 0         471 0         470 0	58.594         54.778         59.353         285.897           58.594         54.778         59.353         285.897           673.5         459.0         645.1         50.353         285.897           673.5         450.0 <t< th=""><td>/S CLOSED.</td><td>87</td><td>110</td><td>.09</td><td></td><td>786</td></t<>	/S CLOSED.	87	110	.09		786
56.594         54.778         59.353         285.897           673.5         498.0         6451         57.77           498.0         498.0         498.1         57.7           498.0         498.1         492.2         425.0           77.0         80.0         80.2         40.2           28.1         17.1         12.2         14.1           28.2         48.2         37.0         44.1           28.2         48.2         37.0         44.1           39.0         75.3         44.4         64.1           68.0         75.3         44.4         64.1           68.0         75.3         44.4         64.1           68.0         75.3         44.4         64.1           68.0         75.3         44.4         64.1           7         7         7         4         4           7         7         7         4         4           7         8         8         76         421           6         6         7         4         4           7         7         7         4           7         7         4         4<	56.594         54.778         59.353         285.897           673.5         498.0         645.1         57.7           673.5         498.0         645.1         57.7           77.0         48.0         498.0         498.0           77.0         48.0         49.2         40.2           101         122         121         17.7           28         53         34         221         44.1           38.0         48.2         37.0         44.1         17.           38.0         48.2         37.0         44.1         17.           38.0         48.2         37.0         44.1         17.           38.0         44.2         26.0         41.1         18.1           38.0         44.4         64.1         18.2         57.1         18.2           6.0         0         0         0         11.2         42.1         <	58.594     54.778     59.353     285.897       673.5     498.0     645.1     570.7       67.7     428.0     482.0     450.0       77.0     80.0     88.1     80.2       77.0     80.0     88.1     80.2       77.0     80.0     88.1     80.2       77.0     48.2     37.0     44.1       32.2     48.2     37.0     44.1       38.0     48.2     37.0     44.1       39.0     48.2     37.0     44.1       39.0     48.2     37.0     44.1       39.0     48.2     37.0     44.1       39.0     48.2     37.0     44.1       68.0     7     5     18.1       7     7     4     42.1       8.0     7     4     42.1       8.0     7     4     42.1       8.0     7     4     4       8.0     7     4     4       8.0     7     4     4       8.0     7     4     4       8.0     7     7     4       8.0     7     4     4       8.0     7     4     4       8.0     7	LE DOLLARS IN MILLIONS 28.280 84.891	58.594		.585.89		393,239
Color   Colo	673.5         498.0         645.1         570.7           450.0         429.8         485.0         425.0           450.0         429.8         482.0         402.2           77.0         80.0         89.1         80.2           77.0         80.0         89.1         80.2           70.0         44.9         26.9         38.6           88.0         75.3         44.4         44.1           88.0         75.3         44.4         44.1           88.0         75.3         44.4         44.1           6.80         17         44.4         44.4           6.80         75.3         44.4         44.1           88.0         75         44.4         42.1           7         7         4         4           7         7         4         4           7         7         4         4           16         26         26         26           16         26         45         26           16         26         44         4           16         26         14         4           18         7         7	Color	YTD SALES IN MILLIONS	58.594		.585.89		393.239
A	A500   A250   A250   A250	450.0         429.0         495.0         425.0           7.0         88.8         88.2         402           7.0         80.0         89.1         17           101         122         121         117           102         89.1         121         117           10         89.1         121         117           10         68.0         75.3         44.9         26.9         38.6           10         68.0         75.3         44.4         44.1         118           10         0         0         0         0         118	321.4	673.5		. 270.		500.3
EF         88         402           770         808         881         402           770         800         891         802           101         122         121         117           28         53         482         370         441           380         753         442         221         441           88         78         74         421         221           680         7         7         421         421           1         1         8         57         421         421           1         2         5         5         18         57         44         421	67         88         402           77.0         88.1         402           77.0         88.1         89.1         80.2           77.0         48.2         53         34         221           28         53         34         221         44.1           28         53.2         48.2         37.0         44.1           39.0         44.9         26.9         44.1           39.0         6.80         75.3         44.4         64.1           39.0         6.80         75.3         44.4         64.1           6.80         75.3         44.4         64.1         64.1           6.80         7.5         44.4         64.1         72.1           7         7         7         4         4           CT         7         4         4         4           ACTIVE NO. LISTINGS         TOTAL # SOLD         REDUCED \$           ACTIVE CHANGE - PRICE REDUCTION         7         4         4           ACTIVE ON LISTINGS         TOTAL # SOLD         7         4           ACTIVE ON LISTINGS         TOTAL # SOLD         8         4           ACTIVE OF LISTINGS         10	March   Marc	IN THOUSANDS495.0	450.0.		425.0		0.668399.0
Tricology   12   12   12   12   12   12   12   1	77.0 80.0 88.1 80.2 80.2 82.1 12.1 11.7 11.2 12.1 12.1 11.1 11.7 11.2 12.1 12.1	77.0 80.0 89.1 89.2 89.1 11.7 11.7 11.7 11.7 11.8 80.0 89.1 12.8 12.1 12.1 12.1 12.1 12.1 12.1 12	103	9		40	2221	623
101   122   121   171   172   173   173   174   175	101   122   121   171   172   173   174   174   175	101   122   121   117	SALES83.1	77			277.5	29.3
28	28	28	МАRKET121			1	7124	119
Second	222 48.2 37.0 44.1  28.0 75.3 48.2 37.0 44.1  28.0 75.3 44.4  68.0 75.3 44.4  64.1 18  6 17 8 8 57  70 0 8 8 78  CTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  CTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  16 2 7 7 4 4  17 70 24 44  18 89 49 45  18 89 49  18 89 49  18 89 49  18 89 49  18 89 46  18 89 89 89 89  18 89 89 89  18 89 89 89  18 89 89 89  18 89 89 89  18 89 89 89  18 89 89 89  18 89 89 89  18 89 89 89  18 89 89 89  18 89 89 89  18 89 89 89  18 89 89 89  18 89 89 89  18 89 89 89  18 89 89 89  18 89 89 89  18 89 89 89  18 89  18	22.2 48.2 26.9 44.1  28.0 75.3 44.4  28.0 44.9 64.1  28.0 0 0 0 0 0 1  0 0 0 0 0 0 0 1  17 7 8 8 57  27 8 42.1  28 78 42.1  19 8 80 44  11 8 80 89 89  11 14			5334		1140	361
2 5 5 5 6 6 44 1 18 18 18 18 18 18 18 18 18 18 18 18 1	2 5 5 5 6 64.1  PRICE CHANGE - PRICE REDUCTION  CTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  50	2 5 5 5 6 44.1  2 6 6 6 75.3  PRICE CHANGE - PRICE REDUCTION CTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  50 7 7 4 4 1  10 8 8 8 78 421  11 8 7 7 4 421  12 7 7 4 4 1  13 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	AT UST PRICE			. 44		45.9
PRICE CHANGE - PRICE REDUCTION  COTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  50	PRICE CHANGE - PRICE REDUCTION  CCTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  50	PRICE CHANGE - PRICE REDUCTION  CCTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  50	NVENTORY RATIO44.6			38.0		33.3
Color   Colo	2 5 5 5 18 18 18 18 18 18 18 18 18 18 18 18 18	2 5 5 18 18 18 18 18 18 19 18 18 18 18 18 18 18 18 18 18 18 18 18	/ LISTING RATIO		/5.344.4.	.40	1.3	7.86
## STATE CHANGE - PRICE REDUCTION    CTIVE NO. LISTINGS	PRICE CHANGE - PRICE REDUCTION  CTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  FRICE CHANGE - PRICE REDUCTION  CTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  FOR THE	CTIC CHANGE - PRICE REDUCTION  TO COLUMN TO COLUM		c	u	Ŧ	CC	0,0
PRICE CHANGE - PRICE REDUCTION  CTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  FOR THE CHANGE - PRICE REDUCTION  CCTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  FOR THE CHANGE - PRICE REDUCTION  CCTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  FOR THE CHANGE - PRICE REDUCTION  FOR THE CHANG	PRICE CHANGE - PRICE REDUCTION  CTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  50	PRICE CHANGE - PRICE REDUCTION  CTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  50	MIC 4				4	5
PRICE CHANGE - PRICE REDUCTION (CTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  50	PRICE CHANGE - PRICE REDUCTION  CCTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  50	PRICE CHANGE - PRICE REDUCTION  CTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  50	17 0		17	ic	7	101
PRICE CHANGE - PRICE REDUCTION (CTIVE NO. LISTINGS TOTAL # SOLD REDUCED\$  50	PRICE CHANGE - PRICE REDUCTION (CTIVE NO. LISTINGS TOTAL # SOLD REDUCED\$  \$\text{SO}\$  \$\text{COTIVE NO. LISTINGS TOTAL # SOLD REDUCED\$}\$  \$\text{SO}\$  \$\text{COTIVE NO. LISTINGS TOTAL # SOLD REDUCED\$}\$  \$\text{SO}\$  \$\text{COTIVE NO. LISTINGS TOTAL # SOLD REDUCED\$}\$  \$\text{SO}\$  \$\text{COTIVE NO. LISTINGS TOTAL - \$\text{SOLD MAE}\$}  \$\text{TOTAL - \$\text{SOLD MAE}\$}  \$\text{POTAL - \$\text{SOLD MAE}\$}  \$\text{SO}\$  \$\text{POTAL - \$\text{SOLD MAE}\$}  \$\text{SOLD MAE}\$	PRICE CHANGE - PRICE REDUCTION (CTIVE NO. LISTINGS TOTAL # SOLD REDUCED\$  SO	110	79	88	42	212	633
PRICE CHANGE - PRICE REDUCTION (CTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  \$ 50	PRICE CHANGE - PRICE REDUCTION  CTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  50	PRICE CHANGE - PRICE REDUCTION  CTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  50	11	0			23	5
CTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  \[ \text{CTIVE NO. LISTINGS TOTAL # SOLD } \\ \text{7} \\ \text{7} \\ \text{7} \\ \text{7} \\ \text{7} \\ \text{14} \\ \text{15} \\ \text{12} \\ \text{16} \\ \text{16} \\ \text{16} \\ \text{16} \\ \text{16} \\ \text{16} \\ \text{17} \\ \text{17} \\ \text{16} \\ \text{18} \\ \text{19} \\ \text{23} \\ \text{239} \\ \text{230} \\	CTIVE NO. LISTINGS TOTAL # SOLD REDUCED\$  COTIVE NO. LISTINGS TOTAL # SOLD REDUCED\$  Total 12	CTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  50	SEI ING TIME	- BDICE CHANGE - BDICE				
50     12     7       7     7     4       16     1     2       16     1     4       18     2     1       182     2     1       182     2     1       183     3     4       181     8     4       181     4     4       181     8     4       181     8     4       181     8     4       181     8     4       181     8     4       181     8     4       18     9     4       18     9     6       233     64     4       47     1     1       233     64     4       47     1     1       238     64     47       238     64     47       430     64     47       238     64     47       43     64     47       44     47     6       50     6     6       60     6     6       7     7     7       8393,239,000     6     8	50     12     7     4       7     7     4     4       16     11     4     2       16     11     14     4       18     20     19     4       18     20     20     27       18     20     27     4       194     80     44     44       194     80     45     27       194     80     45     22       194     80     45     22       194     45     32     26       196     60     46     46       196     60     46     46       197     23     47     47       11     23     49     49       11     24     47     47       11     23     44     47       11     23     44     47       11     23     44     47       238     47     47     47	50       12       7       7       4	AVG. SELL TIME	ACTIVE NO. LISTINGS			\$ AVERAGE PR	CE REDUCTION .
12	1	12	NGE:	C	0			
1	1	16   17   17   18   18   19   18   18   18   18   18		20	12	, , , , , , , , , , , , , , , , , , ,	10761	3.5
15   15   17   17   17   17   17   17	10	15		)	, , , , , , , , , , , , , , , , , , ,	4	18980	13.1
1	57     11       61     11       74     10       74     10       186     74       187     70       187     70       187     70       187     70       188     44       194     80       188     44       194     80       188     45       194     89       45     3370       147     45       18     60       18     60       46     29133       114     30       29     47       29     6       20     6       20	57       11       14       74       16       182       182       184       187       188       189       181       181       182       184       184       184       184       184       184       184       184       184       184       184       184       184       184       184       184       184       184       185       186       187       188       189       180       180       181       182       184       185       186       187       188       189       180       180       181       182       184       185       186       187       188       189       180       180       181       182       184       185       186	37	16	N,	Z	10950	9.8
104	74     21     1047       74     10     1047       182     26     19     13461       182     74     13461       182     74     14401       183     70     27     7410       184     83     49     10442       194     44     4972       195     1444     4972       147     45     32     14544       148     43     26     1840       144     43     26     1840       144     43     26     1840       144     43     26     1840       144     43     26     1840       144     43     26     1840       144     43     26     1840       144     43     26     1840       144     43     26     1840       144     43     26     1840       144     24     46     28328       144     2350     64     476     18029       144     476     18029     18029	74	77	)5		4	/11	0.27
186	6.66         10         13461           182         74         41         13461           182         70         27         7410           187         70         27         7812           184         80         44         4972           223         83         49         10444           161         89         45         3370           161         89         45         3370           161         89         45         3370           161         45         26         1840           162         46         2839           17         12         24         26339           17         24         14         26308           17         24         14         26328           17         24         14         26328           23         64         47         663351           238         64         47         18029	182	711		Z	15	164/	7.7
187   70   74   741   7410	187         70         71         742         742	187 74 41 187 70 27 187 80 80 44 223 83 83 49 161 89 45 32 147 45 82 18 43 26 18 60 23 118 60 23	00	44	01	0.00	13461	4. c
187   77   7812   781	187         70         77         71         71         71         71         71         71         71         71         71         71         71         71         71         71         71         71         71         72         72         71         72         72         73         72         73         72         73         73         74	187 70 71 71 71 71 71 71 71 71 71 71 71 71 71	500 R G	0000	27	19	7440	0.0
194   90   90   44   4972   9238   838   949   10444   972   988   989	194	194 80 44 223 83 49 146 89 45 147 45 16 89 26 17 12 18 60 46 17 12 18 60 23 18 71 24 18 89 49 18 30 18 60 28 18 60 28 18 60 28	00	187	4.7	27	7810	30.6
223 833 49 10444 161 89 845 3370 161 47 45 89 85 161 184 43 327 161 184 45 3370 171 24 46 23239 238 64 47 663351 238 78 786 47 663351 238 78 786 476 863351 238 78 786 476 863351 238 78 786 786 88	223     83     49     10444       161     89     45     3370       147     45     3370       148     45     3370       96     17     12     53239       181     60     46     53239       181     60     23     31085       114     30     23     31085       17     14     28509       50     9     6     26328       238     64     47     663351       2387     786     476     18029	223 83 49 49	000	194	08	44	4972	0.00
161   889   445   3370   147   147   14544	161     89     45     3370       147     45     32     14544       118     46     26     1840       181     60     46     29133       114     23     29     29       114     24     29133       114     24     29133       114     24     29133       114     24     29133       114     24     29133       114     23     20132       115     23     20132       114     23     20132       115     23     20143       114     23     20143       115     23     20143       114     23     20143       115     23     20143       114     23     20143       115     23     20143       114     23     20143       115     23     20143       115     23     20143       115     23     20143       115     23     20143       115     23     20143       115     23     20143       115     23     20143       116     23     20143       115	161 89 45 45 32 45 32 32 32 32 32 32 32 32 32 32 32 32 32	47	223	) ကို	49	10444	2.1
147	147     45     32     14544       118     43     26     1840       96     17     12     53239       181     60     46     29133       114     23509       23     64     47     53509       233     64     47     653351       2387     786     476     18029	118 45 32 32 32 36 36 36 36 36 36 36 36 36 36 36 36 36	6°C	161	89	45	3370	0.1
118	118     43     26     1840       .96     17     12     58239       .96     60     46     29133       .11     26     29133       .11     29     30       .50     9     6     23509       .50     9     6     23509       .23     2387     786     476     18029       .8MLS TOTAL - S VOLUME	118 43 26 26	52	147	45	32	14544	2.6
96 17 12 53239 18 53239 18 53239 18 53239 18 53239 18 53239 18 53239 18 53239 18 53239 18 53239 18 53239 18 53239 18 53239 18 53239 18 53331 18 533	96 17 12 53239 181 60 46 229133 171 24 24 28509 50 9 9 6 6 283351 2387 786 476 18029	181 181 181 181 181 181 181 181 181 181	45	118	43	26	1840.	19.4
181	181     60     46     29133       114     30     24     29133       114     30     24     231085       7     24     23508       8     64     6     62328       8     64     7     632351       8     207453       8     786     476     18029	181 60 46 71 23 71 24 71 71 71 71 71 71 71 71 71 71 71 71 71		96	17	12	53239	7.9
114 3085 23 31085	114 30 23 31085 31			181	60	46	29133	3.9
71 24 14 25509. 50 263509. 233 64 7 653351. 2387 786 786 478 18029.  \$393,239,000	71 23509. 50 6 26328. 23 64 47 653351. 2387 786 476 18029.		29	114	30	23	31085	3.3
2387 65351 654 77 65351 654 65351 65	233 64 47 653351 238 7 786 476 18029	DCC		L)	24	14	23509	D
\$207453. 2387. 786. 476. 18029. \$393,239,000.	99 99 9 9 8 207453. 2387 786 476 18029.		78	000	5	77		- c
3393,239,000	2387 786 476 18029	α σ σ σ σ σ σ σ σ σ σ σ σ σ σ σ σ σ σ σ	988	V	4.0	Δ,	000001	9 6
\$MLS TOTAL - \$ VOLUME \$393,239,000	SMLS TOTAL - \$ VOLUME	2387 786 476	57	6	786	476	18029	0.00
3MLS TOTAL - \$ VOLUME \$393,239,000								
	\$393.239.000	\$393.239.00	2014	\$393.239.00	OLUME OLUME			SALES 786
								)

# COMPARABLE SALES ANALYSIS 2008 - 2014 (COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)

TOTAL MONTH BY MONTH

M	REGIONAL	REALTORS, INC.
	SOUTHLAND	ASSOCIATION OF REALTORS, INC.

•		2009	60			2010	0			2011	_			2012	7			2013	က			2014	4	
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO TIST	LIST	SALES	VOL WIL.	% SALES TO LIST	LIST	SALES	VOL MIL.	% SALES TO LIST	LIST	SALES	VOL MIL	% SALES TO TIST	LIST	SALES	WIL.	% 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	8.77				
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	2.69	1,936	1,235	523.7	63.8	1,732	1,023	422.3	59.1	1,429	1,280	497.9	9.68	1,506	1,265	9:089	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	9.69	1,726	1,034	430.4	59.9	1,512	1,048	430.4	69.3	1,276	1,058	419.7	82.9	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				
NON	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	9.99	22.318	12.617	5415.2	55.6	19,053 1	12,308 2	4867.4	66.3	15,732	13,674	5366.5	. 28	16,407	13,177   6	6,315.3	80.71				
AVG. SALE PRICE		\$417,181	,181			\$429,200	200		<del>• • • • • • • • • • • • • • • • • • • </del>	\$395,470	470			\$392,470	470		₩	\$479,270	270					

#### SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY

ACTIVE INVENTORY	<u>EN</u>	ES	CS	WN	WS	SFV TOTA		<u>TOTAL</u>
						581		1,046
Total Active Listings	148	185	153	1 <u>89</u>	267	942	858	1,800
Average Days on Market	77	81	74	72 .	80	77	87	82
	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						120		
Average BOM Price in Thousands	359.5	/ 48.0		550.1.		634.9	387.4	520.0
	30.2	33./ 22	32.2	23./ .	52.9 22	34.4 86	45.8	38.9 197
Expirations	0	Z3	0	17	32	00	01	107
PENDING SALES								
	79	82	69	<u>77</u> .	101	408	315	723
Total YTD Escrows Opened	79	82	69	7 <u>7</u> .	101	408	315	723
	57	53	40	45	62	52	54	53
New Open Escrows Average List Price	341.8		827.5	5/6.5	805.1	670.0	391.2	548.6
CLOSED SALES:								
New Escrows Closed	63	83	59	76 .	68	349	227	
Total YTD Escrows Closed	63	83	59	76 .				
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	<u>176</u>	457
Percent of Coop Sales						80.5		
Average Days on Market	114	104	101	125 .	126	114	123	118
Sales at List Price	36	34	22	36 .	24	152	113	
Percent of Sales at List Price	5/.1	41.0	37.3	47.4	35.3	43.6	49.8	
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		44.2	60.1	48.8	55.7
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 VALL	FY CON	DOMINII	IM SALI	FS STAT	ISTICS	FOR JAN	IIΙΔRY	
ACTIVE INVENTORY	<u>EN</u>	ES	CS	WN	WS	SFV TOTA	L EXT	TOTAL
ACTIVE INVENTORY New Listings	<b>EN</b>	<b>ES</b> 52	<b>CS</b>	<b>WN</b> 29	<b>WS</b> 53	<b>SFV TOTA</b>	<b>L EXT</b>	292
ACTIVE INVENTORY  New Listings  Total Active Listings	<b>EN</b> 34	<b>ES</b> 5293	<b>CS</b> 33 70	<b>WN</b> 29 56	<b>WS</b> 53 75	<b>SFV TOTA</b> 201 355	<b>L EXT</b> 91 206	292 561
ACTIVE INVENTORY  New Listings	<b>EN</b> 34 61 92	<b>ES</b> 52 93 92	33 70 .85	<b>WN</b> 29 56 .94	<b>WS</b> 53 .75 69	<b>SFV TOTA</b> 201 355 86	L EXT 91 206 161	292 561 113
ACTIVE INVENTORY  New Listings			33708585	<b>WN</b>		201355	91 206 161 424.7	292 561 113
ACTIVE INVENTORY  New Listings				<b>WN</b> 29			91 206 161 424.7 349.9	292 561 113 412.6 340.0
ACTIVE INVENTORY  New Listings			33 70 85 352.6 315.0			SFV TOTA  201 355 86 405.7 337.8 52	91	292 561 113 412.6 340.0
ACTIVE INVENTORY  New Listings	8 EN 34	52 93 92 479.9 398.0 9 280.2				SFV TOTA  201  86  405.7  337.8  52  333.7	91	292 561 412.6 340.0 71 330.5
ACTIVE INVENTORY  New Listings	8 274.1 32.0	52 93 92 479.9 398.0 9 280.2 22.0	33 	WN	ws	SFV TOTA  201  355  86  405.7  337.8  52  333.7  34.2	L EXT	292 561 113 412.6 340.0 71 330.5
ACTIVE INVENTORY  New Listings	8 274.1 32.0	52 93 92 479.9 398.0 9 280.2 22.0	33 	WN	ws	SFV TOTA  201  355  86  405.7  337.8  52  333.7  34.2	L EXT	292 561 113 412.6 340.0 71 330.5
ACTIVE INVENTORY  New Listings	8 274.1 32.0 3	52	33 	WN 29	**************************************	SFV TOTA	L EXT	292 561 113 412.6 340.0 71 330.5
ACTIVE INVENTORY  New Listings	8 274.1 32.0 3	52	33 	WN 29	**************************************	SFV TOTA  201  355  86  405.7  337.8  52  333.7  34.2  26	L EXT	292 561 113 412.6 340.0 71 330.5
ACTIVE INVENTORY  New Listings	8 274.1 32.0 29	52	33	WN	**************************************	SFV TOTA  201	L EXT	292 561 113 412.6 340.0 71 330.5 33.8 44
ACTIVE INVENTORY  New Listings	EN 34		33 		**************************************	SFV TOTA  201  355  86  405.7  337.8  52  333.7  26  165  165  58	L EXT	
ACTIVE INVENTORY  New Listings	EN 34		33 		**************************************	SFV TOTA  201	L EXT	
ACTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price	EN 34		33 		**************************************	SFV TOTA  201  355  86  405.7  337.8  52  333.7  26  165  165  58	L EXT	292 561 113 412.6 340.0 71 330.5 33.8 44 249 249
ACTIVE INVENTORY  New Listings	EN  34  61  92  304.5  260.0  8  274.1  32.0  3  29  29  67  266.2	ES  52  93  92  479.9  398.0  9  280.2  22.0  7  44  44  52  391.4	33 	WN  29  56  94  422.6  340.0  10  373.3  29.4  6  26  26  57  347.8	**************************************	201 201 355 86 405.7 337.8 52 333.7 34.2 26 165 165 58 349.5	L EXT	
ACTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed	EN  34  61  92  304.5  260.0  8  274.1  32.0  3  29  29  67  266.2	ES  52  93  92  479.9  398.0  9  280.2  22.0  7  44  44  552  391.4	28	WN  29  56  94  422.6  340.0  10  373.3  29.4  6  26  26  57  347.8	**************************************	201 201 355 86 405.7 337.8 52 333.7 34.2 26 165 58 349.5	L EXT	
ACTIVE INVENTORY  New Listings	EN  34  61  92  304.5  260.0  8  274.1  32.0  3  29  29  67  266.2	ES  52  93  92  479.9  398.0  9  280.2  22.0  7  44  44  52  391.4	33 	WN  29  56  94  422.6  340.0  10  373.3  29.4  6  26  26  57  347.8	**************************************	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	L EXT	
ACTIVE INVENTORY  New Listings	EN  34  61  92  304.5  260.0  8  274.1  32.0  3  29  29  67  266.2  25  6.791	ES  52  93  92  479.9  398.0  9  280.2  22.0  7  44  44  52  391.4  41  41  17.022	33 		**************************************	\$\begin{array}{c} \text{SFV TOTA} \\ \text{.201} \\ \text{.355} \\ \text{.86} \\ \text{.405.7} \\ \text{.337.8} \\ \text{.52} \\ \text{.333.7} \\ \text{.34.2} \\ \text{.26} \\ \text{.165} \\ \text{.58} \\ \text{.349.5} \\ \text{.152} \\ \text{.56.697} \end{array}	L EXT	292 561 113 412.6 340.0 71 330.5 33.8 44 249 61 356.1 210 210
ACTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions	EN  34  61  92  304.5  260.0  8  274.1  32.0  3  29  29  67  266.2  25  6.791  6.791	ES	33 		**************************************	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	L EXT	292 561 113 412.6 340.0 71 330.5 33.8 44 249 61 356.1 210 77.903 77.903
ACTIVE INVENTORY New Listings	EN  34  61  92  304.5  260.0  8  274.1  32.0  3  29  29  67  266.2  25  6.791  6.791  271.6	ES	33 	29	**************************************	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	L EXT	292 561 113 412.6 340.0 71 330.5 33.8 44 249 61 356.1 210 77.903 77.903
ACTIVE INVENTORY New Listings	EN  34  61  92  304.5  260.0  8  274.1  32.0  3  29  29  67  266.2  25  6.791  6.791  271.6  235.0	ES	33 	29	**************************************	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	L EXT	292 561 113 412.6 340.0 71 330.5 33.8 44 249 61 356.1 210 77.903 77.903 371.0 315.0
ACTIVE INVENTORY  New Listings Total Active Listings  Average Days on Market  Average List Price in Thousands  Median List Price in Thousands  BOMS  Average BOM Price in Thousands  BOM to Sale Ratio  Expirations  PENDING SALES  New Escrows Opened.  Total YTD Escrows Opened.  New Open Escrows Average Days on Market  New Open Escrows Average List Price  CLOSED SALES:  New Escrows Closed  Total YTD Escrows Closed  Volume of New Sales Dollars in Millions  Volume of total YTD Sales in Millions  Average Sale price in Thousands  Median Sale Price in Thousands  Median Sale Price in Thousands  Coop Sales	EN  34  61  92  304.5  260.0  8  274.1  32.0  3  29  29  67  266.2  25  6.791  6.791  271.6  235.0  19	ES	33 70 85 352.6 315.0 19 286.1 67.9 3 36 36 324.8 28 28 28 12.131 12.131 433.2 299.9 23	29 56 94 422.6 340.0 10 373.3 29.4 6 26 26 57 347.8 34 12.601 12.601 370.6 340.0 26	**************************************	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	L EXT	292 561 113 412.6 340.0 71 330.5 33.8 44 249 61 356.1 210 77.903 77.903 371.0 315.0
ACTIVE INVENTORY  New Listings Total Active Listings  Average Days on Market  Average List Price in Thousands  Median List Price in Thousands  BOMS  Average BOM Price in Thousands  BOM to Sale Ratio  Expirations  PENDING SALES  New Escrows Opened.  Total YTD Escrows Opened.  New Open Escrows Average Days on Market  New Open Escrows Average List Price  CLOSED SALES:  New Escrows Closed  Total YTD Escrows Closed  Volume of New Sales Dollars in Millions  Volume of total YTD Sales in Millions  Average Sale price in Thousands  Median Sale Price in Thousands  Coop Sales  Percent of Coop Sales		ES		29 56 94 422.6 340.0 10 373.3 29.4 6 26 26 57 347.8 34 34 12.601 12.601 370.6 340.0 26 76.5	***  *** *** ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  *	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	L EXT	292 561 113 412.6 340.0 71 330.5 33.8 44 249 61 356.1 210 77.903 77.903 371.0 315.0
New Listings	EN  34  61  92  304.5  260.0  8  274.1  32.0  3  29  29  67  266.2  25  6.791  6.791  271.6  235.0  19  76.0  122	ES		29. 56. 94. 422.6. 340.0. 10. 373.3. 29.4. 6. 26. 26. 57. 347.8. 34. 12.601. 12.601. 370.6. 340.0. 26. 76.5.	***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  **	201 201 355 86 405.7 337.8 52 333.7 34.2 26 165 165 58 349.5 152 152 56.697 56.697 373.0 315.0 121 79.6 123	L EXT	292 561 113 412.6 340.0 71 330.5 33.8 44 249 249 61 356.1 210 77.903 77.903 371.0 315.0 79.0 79.0
ACTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales In Millions Average Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price	EN  34  61  92  304.5  260.0  8  274.1  32.0  3  29  29  67  266.2  25  6.791  6.791  271.6  235.0  19  76.0  122	ES  52 93 92 479.9 398.0 9 280.2 22.0 7  44 44 552 391.4 41 17.022 415.2 379.0 379.0 33 80.5 154 24		29. 56. 94. 422.6. 340.0. 10. 373.3. 29.4. 6. 26. 26. 57. 347.8. 34. 12.601. 12.601. 370.6. 340.0. 26. 76.5. 117.	**************************************	201 201 355 86 405.7 337.8 52 333.7 34.2 26 165 165 58 349.5 152 152 56.697 56.697 373.0 121 79.6 123 69	L EXT	292 561 113 412.6 340.0 71 330.5 33.8 44 249 249 61 356.1 210 77.903 77.903 371.0 315.0 79.0 79.0
New Listings		\$\begin{array}{c} \text{ES} \\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \		29	**************************************	201 201 355 86 405.7 337.8 52 333.7 34.2 26 165 165 58 349.5 152 152 56.697 56.697 56.697 373.0 121 79.6 123 69 45.4	L EXT	292 561 113 412.6 340.0 71 330.5 33.8 44 249 249 61 356.1 210 77.903 77.903 371.0 315.0 166 79.0 124 96
New Listings		\$\begin{array}{cccccccccccccccccccccccccccccccccccc	33	29	**************************************	201 201 355 86 405.7 337.8 52 333.7 34.2 26 165 58 349.5 152 152 56.697 373.0 315.0 121 79.6 123 69 45.4 42.8	L EXT	
New Listings		\$\begin{array}{cccccccccccccccccccccccccccccccccccc	33	29	**************************************	201 201 355 86 405.7 337.8 52 333.7 34.2 26 165 165 58 349.5 152 152 56.697 56.697 56.697 373.0 121 79.6 123 69 45.4	L EXT	292 561 113 412.6 340.0 71 330.5 33.8 44 249 61 356.1 210 77.903 77.903 371.0 315.0 124 96 45.7 37.4
New Listings		ES  52  93  92  479.9  398.0  9  280.2  22.0  7  44  44  552  391.4  41  17.022  17.022  415.2  415.2  379.0  33  80.5  154  24  44.1  78.8		29	**************************************	201 201 355 86 405.7 337.8 52 333.7 34.2 26 165 58 349.5 152 152 56.697 56.697 373.0 315.0 121 79.6 123 69 45.4 42.8 75.6	L EXT	292 561 113 412.6 340.0 71 330.5 33.8 44 249 249 61 356.1 210 77.903 77.903 371.0 315.0 124 96 45.7 37.4 71.9
New Listings		ES  52 93 92 479.9 398.0 9 280.2 22.0 7  44 44 552 391.4  41 17.022 17.022 415.2 415.2 379.0 379.0 33 80.5 154 24 44.1 78.8		29	**************************************	201 201 355 86 405.7 337.8 52 333.7 34.2 26 165 58 349.5 152 152 56.697 56.697 56.697 121 79.6 123 69 45.4 42.8 75.6	L EXT	292 561 113 412.6 340.0 71 330.5 33.8 44 249 249 61 356.1 210 77.903 77.903 371.0 315.0 166 79.0 124 96 45.7 37.4 71.9
New Listings		\$\begin{array}{cccccccccccccccccccccccccccccccccccc		29	**************************************	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	L EXT	292 561 113 412.6 340.0 71 330.5 33.8 44 249 249 61 356.1 210 77.903 77.903 371.0 315.0 124 96 45.7 37.4 71.9
ACTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES  New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio  CLOSED SALES TYPE Foreclosure/REO Seller Concessions Short Sale		\$\begin{array}{cccccccccccccccccccccccccccccccccccc		## 29  56  94  422.6  340.0  10  373.3  29.4  6  26  57  347.8  34  12.601  12.601  370.6  340.0  26  76.5  117  50.0  60.7  117.2  2  0  3  3  3  3  3  3  3  3  3  3  3  3	**************************************	201           355           86           405.7           337.8           52           333.7           34.2           26           165           58           349.5           152           56.697           56.697           373.0           315.0           121           79.6           45.4           42.8           75.6           7           0           12           12           12           12           12           12           12           12           12           12           12           12           12           12	L EXT	292 561 113 412.6 340.0 71 330.5 33.8 44 249 61 356.1 210 77.903 77.903 371.0 166 79.0 124 96 45.7 37.4 71.9
ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio  CLOSED SALES TYPE Foreclosure/REO Seller Concessions Short Sale Standard	EN  34  61  92  304.5  260.0  8  274.1  32.0  3  29  67  266.2  25  6.791  6.791  271.6  235.0  19  76.0  122  48.0  41.0  73.5	ES  52 93 92 479.9 398.0 9 280.2 22.0 7  44 44 552 391.4  41 17.022 415.2 379.0 33 80.5 154 24 24 58.5 44.1 78.8		## 29  56  94  422.6  340.0  10  373.3  29.4  6  26  57  347.8  34  12.601  12.601  370.6  340.0  26  76.5  117  50.0  60.7  117.2  2  0  3  29.9  29	***  **** ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  ***  **  ***  ***  ***  ***  ***  ***  **	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	L EXT	292

#### SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY

Note   Intelliging   19   2   48   16   16   51   11   59   712   67   777   67   777   67   777   67   777   67   777   67   777   67   777   67   777   67   777   67   777   67   777   67   777   67   777   67   777   67   777   67   777   67   77   67	ACTIVE INVENTORY	<u>AC</u>	ADUL	CC	CA	NE NE	SAU	SR	VAL	SCVTOT	EXT	TOTA
Average Day on March   34   114   70   75   89   117   62   68   84   53   85   After Day of March   1572   772   382   6710   4841   5825   6860   7514   6850   5842   After Day of March   1582   5825   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   5825   5825   After Day of March   1582   5825   5825   5825   5825   5825   5825   After Day of March   1582   5825   5	New Listings	12	5	49	16	16	51	11	52	212	67	279
Average Leaf Princip Internation												492
Maria full Pick in Planements	Average List Price in Thousands	04 572 3	114 712.2					02 688 N	09 751.8			567 (
BOILS	Median List Price in Thousands	479.0	575.0	500.0	529.0	472.0	535.0	735.0	639.9	550.0		489 9
Average Biol Micro in Treatments   385.0   399.0   318.7   380.0   421.5   467.0   75.8   45.8   46.5   38.7   39.7   55.5   59.8   75.5   75.	BOMS	2	1	10		4	6	1	4	31	12	43
Expression	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
Expression	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
New Extents Opered	Expirations	1	2	4	0	3	2	1	4	17	6	23
New Extents Opered	FNDING SALES											
Total YID Extracting Dupon Matest   10	New Escrows Opened	10	5	42	18	17	42	7	41	182	32	214
New Open Estrows Average Days on Mishest   68   76   52   75   79   44   57   54   57   50   58   58   58   58   58   58   58	Total YTD Escrows Opened	10	5	42	18	17	42	7	41	182	32	214
STATE   STAT	New Open Escrows Average Days on Market	69	76	52	75	79	44	57	54	57	50	56
New York   Section   Continue	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
Figure Entropol Closed	CLOSED SALES:											
\( Vulner of law Sides Didars in Milliers \ 244 \ 0.00 \ 1249 \ 7.683 \ 3.768 \ 1248 \ 3.445 \ 2.884 \ 68.765 \ 9.020 \ 7.78 \ 7.684 \ \text{Valler of law Sides in Milliors \ 3.00 \ 1249 \ 7.683 \ 3.768 \ 12.489 \ 3.445 \ 2.884 \ 68.765 \ 9.020 \ 7.78 \ 7	New Escrows Closed	6	0	27	17	9	27	5	47	138	31	169
Volume of table YTO Sales in Millions	Total YTD Escrows Closed	6	0	27	17	9	27	5	47	138	31	16
Average Sale printe in Thousands	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
Media Sale Price in Thousands	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	77.78
Copp Seles	Average Sale price in Thousands	340.6	0	462.6	451.9	418./	462.5	689.0	5/1.2	498.3		
Percent of Coop Sales	Median Sale Price in Thousands	350.0	0	400.0	455.0	417.0	419.0	/10.0	4/5.0	432.9		
Average Days on Market. 136	Coop Sales		U n	ZZ 01 E	1Z 70 G	b	24 00 n	4 on n	39 იი ი	109		
Sales at its Pince	Average Dave on Market	126	U n	01.3	/ U.D	1.00	0ö.Y 101	00.U 60	03.U 1NN	19.U 100	01.1 102	
Prozent of Sales at Lis Prince   33.3   0. 66.7   706.   0. 44.4   600.0   42.6   48.6   67.7   52.5	Salae at Liet Prica	2	0 N	18	12	n	104	3				8
Sales to Listing Inventory Ratio	Percent of Sales at List Price	33.3	0 0	66 7	70.6	0 0	44 4	60.0	42 6			52
Final Sate In New Listing Paties	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.
Foreitistry   FRO	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.
Foreitosize / REO	ů .											
Seller Concessions		Λ	Λ	1	2	Λ	Λ	Λ	1	1	5	
Short Sale	Seller Concessions	1	0 N	 N				 N	 N	1	 N	
Sandard												
SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY   AC   ADUL   CC   CA   NE   SAU   SR   VAL   SCUTOT   EXT   TOTA   New Lishings   0   0   20   0   23   16   7   35   101   11   11   11   17   17   1   18   18	Standard	4	0	23	13	9	22	5	41	117	20	137
New Listings	Other	0	0	0	1	0	0	0	0	1	1	2
New Listings				ONIDO	NAINIII II	VA CALE	CCTAT	FICTIO	C FOR		· · ·	
New Listings												
Total Artic Eistings 2 1 32 0 33 20 7 51 146 24 177 Average Days on Market 1181 128 68 0 .55 75 53 .71 .68 139 78 Average Days on Market 1410 3890. 242 6 0 286 2 .3123 .4156 .332 2 290 6 .3093 .993 .993 .4450 .3185 2800 .248 0 .280 0 .88 1 3 .3 6 0 .7 .25 4 .22	ACTIVE INVENTORY											
Average Days on Market	New Listings	0	0	20	0	23	16		35	101	11	112
Average List Price in Thousands					()						0.4	
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	Total Active Listings		1	32		33	20	/	51	146	24	170
BOMS	Average Days on Market	181	128	68	0	55	75	53	71	68	24 139	78
Average BOM Price in Thousands	Average Days on Market Average List Price in Thousands	181 418.0	128	68	0	55	75 312.3	53 415.6	71 323.2	68	24 139 309.3	78 
BOM To Sale Ratio	Average Days on Market Average List Price in Thousands Median List Price in Thousands	181 418.0 289.0	128 389.0 389.0		0 0 0	55 236.2 229.9	75 312.3 299.9	53 415.6 445.0	71 323.2 318.5	68 290.6 280.0	24 139 309.3 248.0	78 293.2 280.0
Expirations   1   0   1   0   1   3   0   1   7   1   8	Average Days on Market	181 418.0 289.0 0	128 389.0 389.0 0	68 242.6 230.0 8	0 0 0 1			53 415.6 445.0 0	71 323.2 318.5 7	68 290.6 280.0 25	24 139 309.3 248.0	170 293.2 280.0
New Escrows Opened	Average Days on Market	181 418.0 289.0 0	128 389.0. 389.0. 0.		0 0 0 1 169.9		75 312.3 299.9 6 256.8	53 415.6 445.0 0	71 323.2 318.5 7 352.6		24 139 309.3 248.0 4 315.0	170 293.2 280.0 29
New Escrows Opened	Average Days on Market				0 0 1169.9 100.0			53415.60	71323.2318.577		24 3139 309.3 248.0 4 315.0 100.0	
Total YTD Escrows Opened         .0         .0         .24         .1         .13         .13         .5         .28         .84         .12         .9           New Open Escrows Average Days on Market         .0         .0         .55         .79         .60         .26         .38         .60         .52         .64         .5           New Open Escrows Average List Price         .0         .0         .265.3         .169.9         .266.5         .287.6         .348.8         .342.9         .298.4         .325.0         .301.           SLOSED SALES:           New Escrows Closed         .0         .0         .23         .1         .11         .6         .0         .24         .65         .4         .6           Volume of New Sales Dollars in Millions.         .000         .000         .5538         .0.125         .2476         .1.798         .000         .7.322         .17.258         .1.173         .18.43           Volume of New Sales Dollars in Millions.         .000         .000         .5538         .0.125         .2476         .1.798         .000         .7.322         .17.258         .1.173         .18.43           Volume of Text VID Sales in Millions.	Average Days on Market				0 0 1169.9 100.0			53415.60	71323.2318.577		24 3139 309.3 248.0 4 315.0 100.0	17 293. 280. 286. 286.
New Open Escrows Average Days on Market 0 0 0 55 79 60 26 38 60 .52 64 .54 New Open Escrows Average List Price 0 0 .265.3 169.9 266.5 287.6 345.8 342.9 298.4 325.0 301.6    ELOSED SALES:  New Escrows Closed 0 0 0 23 1 11 6 0 24 .65 4 .66 4 .66   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   Average Sale price in Thousands 0 0 0 240.8 125.0 225.1 299.6 0 305.1 265.5 293.3 267.   Median Sale Price in Thousands 0 0 0 0.17. 1 9 5 0 0.18 50 2 .55   Percent of Coop Sales 0 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. 0 111 103 110 100   Sales at List Price 0 0 0 8.1 1 0 0 0 0 34.8 100.0 36.4 0 0 5.0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Average Days on Market				00	55		53	71323.2318.5777		24 139 309.3 248.0 4 315.0 100.0	
New Escrows Closed	Average Days on Market				0	55		53	71323.2318.5775		24 	
New Escrows Closed	Average Days on Market					55		53	71323.2318.57352.629.21		24	
New Escrows Closed	Average Days on Market					55		53	71323.2318.57352.629.21		24	
Total YTD Escrows Closed         0         0         23         1         11         6         0         24         65         4         66           Volume of New Sales Dollars in Millions         000         000         5.538         0.125         2.476         1.798         000         7.322         17.258         1.173         18.43           Volume of Total YTD Sales in Millions         000         000         5.538         0.125         2.476         1.798         000         7.322         17.258         1.173         18.43           Average Sale price in Thousands         0         0         240.8         125.0         225.1         299.6         0         305.1         265.5         293.3         267           Median Sale Price in Thousands         0         0         240.8         125.0         223.5         295.0         0         305.0         250.0         198.5         267.           Median Sale Price in Thousands         0         0         17         1         9         5         0         305.0         250.0         198.5         250.0         203.5         295.0         0         305.0         250.0         198.5         250.0         293.3         267.         205.0	Average Days on Market					55		53	71323.2318.57352.629.21		24	
Volume of New Sales Dollars in Millions         .000         .000         .5538         .0.125         .2.476         .1.798         .000         .7.322         .17.258         .1.173         .18.43           Volume of Total YTD Sales in Millions         .000         .000         .5.538         .0.125         .2.476         .1.798         .000         .7.322         .17.258         .1.173         .18.43           Average Sale price in Thousands         .0         .0         .240.8         .125.0         .225.1         .299.6         .0         .305.1         .265.5         .293.3         .267.           Median Sale Price in Thousands         .0         .0         .220.0         .125.0         .223.5         .295.0         .0         .305.0         .260.0         .198.5         .250.0           Coop Sales         .0         .0         .17         .1         .9         .5         .0         .18         .50         .2         .5           Percent of Coop Sales         .0         .0         .73.9         .100.0         .81.8         .83.3         .0         .75.0         .76.9         .50.0         .75.           Average Days on Market         .0         .0         .97         .64         .97         .11	Average Days on Market				0	55		53				
Volume of Total YTD Sales in Millions         000         .000         .5.538         .0.125         .2.476         1.798         .000         .7.322         .17.258         .1.173         .18.43           Average Sale price in Thousands         0         .0         .240.8         .125.0         .225.1         .299.6         .0         .305.1         .265.5         .293.3         .267           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         .5           Percent of Coop Sales         0         .0         .73.9         .100.0         .81.8         .83.3         .0         .75.0         .76.9         .50.0         .75.           Average Days on Market         0         .0         .97         .64         .97         .113         .0         .111         .103         .110         .10           Sales at List Price         0         .0         .8         .1         .4         .0         .0         .12         .	Average Days on Market				0	55		53				
Average Sale price in Thousands 0 0 240.8 125.0 225.1 299.6 0 305.1 265.5 293.3 267.  Median Sale Price in Thousands 0 0 220.0 125.0 223.5 295.0 0 305.0 250.0 198.5 250.  Coop Sales 0 0 17. 1 9 5 0 18 50 2 55.  Percent of Coop Sales 0 0 0 73.9 100.0 81.8 83.3 0 75.0 76.9 50.0 75.  Average Days on Market 0 0 97 64 97 113 0 111 103 110 10.  Sales at List Price 0 0 8 1 4 0 0 12 25 0 2  Percent of Sales at List Price 0 0 34.8 100.0 36.4 0 0 12 25.0 0 36.  Sales to Listing Inventory Ratio 0 0 71.9 0 33.3 30.0 0 47.1 44.5 16.7 40.  Final Sale to New Listing Ratio 0 0 115.0 0 47.8 37.5 0 68.6 64.4 36.4 61.  SLOSED SALES TYPE  Foreclosure / REO 0 0 1 0 1 0 0 3 5 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Average Days on Market				0	55		53				17) 293. 280.1 2: 286. 286. 42.1 99. 99. 55. 301.666
Coop Sales         0         0         17         1         9         5         0         18         50         2         55           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         24           Percent of Sales at List Price         0         0         34.8         100.0         36.4         0         0         50.0         38.5         0         36.5           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         15.0         0         47.8         37.5         0         68.6         64.4         36.4         61.6           Sales to New Listi	Average Days on Market				0	55		53				170 293.1 280.0 21 286.0 286.0 42.1 90 90 55.0 301.8
Percent of Coop Sales         0         0         73.9         100.0         81.8         83.3         0         75.0         76.9         50.0         75.           Average Days on Market         0         0         97         64         97         113         0         111         103         110         10           Sales at List Price         0         0         8         1         4         0         0         12         25         0         2           Percent of Sales at List Price         0         0         34.8         100.0         36.4         0         0         50.0         38.5         0         36           Sales to Listing Inventory Ratio         0         0         71.9         0         33.3         30.0         0         47.1         44.5         16.7         40.1           Final Sale to New Listing Ratio         0         0         115.0         0         47.8         37.5         0         68.6         64.4         36.4         61.           SLOSED SALES TYPE           Foreclosure / REO         0         0         1         0         0         3         5         0           Seller Concessions	Average Days on Market		128		0	55 236.2 229.9 3 208.1 27.3 11 13 60 266.5	75	53 415.6 445.0 0 0 0 0 0 5 5 5 38 345.8	71			17/ 293. 280. 286. 286. 42. 99. 5. 301. 66. 66. 18.43. 18.43.
Average Days on Market 0 0 0 97 64 97 113 0 111 103 110 10 Sales at List Price 0 0 0 8 1 4 0 0 12 25 0 2 Percent of Sales at List Price 0 0 0 34.8 100.0 36.4 0 0 50.0 38.5 0 36. Sales to Listing Inventory Ratio 0 0 71.9 0 33.3 30.0 0 47.1 44.5 16.7 40. Final Sale to New Listing Ratio 0 0 115.0 0 47.8 37.5 0 68.6 64.4 36.4 61.  SLOSED SALES TYPE Foreclosure / REO 0 0 1 0 1 0 0 3 5 0. Seller Concessions 0 0 0 0 0 0 0 0 0 0 0 0 0 Short Sale 0 0 0 4 0 1 1 0 3 9 3 1 1 Standard 0 0 18 1 9 5 0 18 51 1 5	Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price BLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands		128		0	55	75	53	71			
Sales at List Price       0       0       8       1       4       0       0       12       25       0       2         Percent of Sales at List Price       0       0       34.8       100.0       36.4       0       0       50.0       38.5       0       36.         Sales to Listing Inventory Ratio       0       0       71.9       0       33.3       30.0       0       47.1       44.5       16.7       40.1         Final Sale to New Listing Ratio       0       0       115.0       0       47.8       37.5       0       68.6       64.4       36.4       61.2         CIOSED SALES TYPE         Foreclosure / REO       0       0       1       0       0       3       5       0       0         Seller Concessions       0 </td <td>Average Days on Market</td> <td></td> <td>128</td> <td></td> <td>0</td> <td>55</td> <td>75</td> <td>53</td> <td>71</td> <td></td> <td></td> <td>17/ 293. 280. 286. 286. 42. 99. 99. 301. 66. 66. 18.43. 267. 250.</td>	Average Days on Market		128		0	55	75	53	71			17/ 293. 280. 286. 286. 42. 99. 99. 301. 66. 66. 18.43. 267. 250.
Percent of Sales at List Price         0         0         34.8         100.0         36.4         0         0         50.0         38.5         0         36.           Sales to Listing Inventory Ratio         0         0         71.9         0         33.3         30.0         0         47.1         44.5         16.7         40.           Final Sale to New Listing Ratio         0         0         115.0         0         47.8         37.5         0         68.6         64.4         36.4         61.           SELOSED SALES TYPE           Foreclosure / REO         0         0         1         0         0         3         5         0           Seller Concessions         0         0         0         0         0         0         0         0           Short Sale         0         0         4         0         1         1         0         3         9         3         1           Standard         0         0         0         1         1         0         3         9         3         1	Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  LOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales		128		0	55	75	53	71			
Sales to Listing Inventory Ratio       0       0       71.9       0       33.3       30.0       0       47.1       44.5       16.7       40.1         Final Sale to New Listing Ratio       0       0       115.0       0       47.8       37.5       0       68.6       64.4       36.4       61.2         SIOSED SALES TYPE         Foreclosure / REO       0       0       1       0       0       3       5       0       0         Seller Concessions       0	Average Days on Market  Average List Price in Thousands  Median List Price in Thousands  BOMS  Average BOM Price in Thousands  BOM to Sale Ratio  Expirations  PENDING SALES  New Escrows Opened  Total YTD Escrows Opened  New Open Escrows Average Days on Market  New Open Escrows Average List Price  BLOSED SALES:  New Escrows Closed  Volume of New Sales Dollars in Millions  Volume of Total YTD Sales in Millions  Average Sale price in Thousands  Median Sale Price in Thousands  Coop Sales  Percent of Coop Sales  Average Days on Market		128		0	55	75	53	71			17/ 293. 280. 286. 286. 42. 99. 99. 55. 56. 66. 66. 267. 250. 75. 75.
Final Sale to New Listing Ratio 0 0 115.0 0 47.8 37.5 0 68.6 64.4 36.4 61.  ELOSED SALES TYPE Foreclosure / REO 0 0 1 0 1 0 0 3 5 0 Seller Concessions 0 0 0 0 0 0 0 0 0 0 0 0 Short Sale 0 0 0 4 0 1 1 0 3 9 3 1 Standard 0 0 18 1 9 5 0 18 51 1 5	Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  BLOSED SALES: New Escrows Closed Volume of New Sales Dollars in Millions Volume of Total YTD Sales in Millions Average Sale price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price		128		0	55	75	53	71			
CLOSED SALES TYPE           Foreclosure / REO         0         0         1         0         0         3         5         0           Seller Concessions         0 <td>Average Days on Market</td> <td></td> <td>128</td> <td></td> <td>0</td> <td>55</td> <td>75</td> <td>53</td> <td>71</td> <td></td> <td></td> <td></td>	Average Days on Market		128		0	55	75	53	71			
Foreclosure / REO     0     0     1     0     1     0     3     5     0       Seller Concessions     0     0     0     0     0     0     0     0     0     0       Short Sale     0     0     4     0     1     1     0     3     9     3     1       Standard     0     0     18     1     9     5     0     18     51     1     5	Average Days on Market		128		0	55	75	53	71			17/ 293. 280. 22. 286. 42. 99. 99. 55. 301. 66. 66. 18.43. 267. 250. 75. 75. 10. 40.
Seller Concessions     0     0     0     0     0     0     0     0     0       Short Sale     0     0     4     0     1     1     0     3     9     3     1       Standard     0     0     18     1     9     5     0     18     51     1     55	Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  ELOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio		128		0	55	75	53	71			170 293.1 280.0 286.0 286.0 286.0 301.1 30
Short Sale     0     0     4     0     1     1     0     3     9     3     1       Standard     0     0     18     1     9     5     0     18     51     1     55	Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  COSED SALES: New Escrows Closed Total YTD Sales in Millions. Volume of New Sales Dollars in Millions. Average Sale price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio		128			55	75	53	71			170 293.1 280.0 286.0 286.0 286.0 301.1 30
Standard 0. 0. 18. 1. 9. 5. 0. 18. 51. 1. 5.	Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  BLOSED SALES: New Escrows Closed Volume of New Sales Dollars in Millions Volume of Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio  BLOSED SALES TYPE Foreclosure / REO		128			55	75	53	71			17/ 293. 280. 286. 286. 42. 99. 99. 301. 66. 61. 18.43. 250. 10. 250. 10. 40. 40. 61.
Other O O O O O O O	Average Days on Market		128			55	75	53	71			170 293.1 280.0 286.0 286.0 286.0 301.1
	Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio  CLOSED SALES TYPE Foreclosure / REO Seller Concessions Short Sale		128		0	55 236.2 229.9 3 208.1 27.3 1 13 60 266.5 11 11 2.476 2.476 225.1 223.5 9 81.8 47.8 47.8	75	53 415.6 445.0 0 0 0 0 0 5 5 38 345.8 0 0 0 0 0 0 0 0 0 0 0 0 0	71			170 78 293.3 280.0 280.0 286.6 42.0 8 90 90 55-6 301.8 18.432 267.7 52.6 103 36.6 61.6

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Columb   C	CC         CA         NE         SAU         SR         VAL           107         38         63         67         18         87         18         87         18         87         18         87         18         87         18         87         18         87         18         87         18         87         18         88         180
CC         CA         NE         SAU         SR         VAL           109         38         67         17         18         1	CC         CA         NE         SAU         SR         VAL           107         38         67         18         87           107         38         87         18         87           107         38         87         108         16           516 8         8710         4314         20         77           516 8         8710         4314         505         61           420         8710         4314         505         61           420         873         61         27         489           420         425         639         489         489           311 8         875         360         380         489           86         19         30         55         12         68           86         19         30         55         12         68           86         19         30         55         17         18           86         19         432         30         489         489           86         57         71         40         420         68           86         57         71         40
16	16
107   38   63   26   26   123     108   5710   472   5741     4200   4200   384   4710   4850   4899     4200   4200   3800   4814   4899     4200   4200   3800   4814   4899     4800   422   386   4814   4899     4800   222   386   4814   4899     4800   222   386   4814   4899     4800   222   386   4814   4899     4800   4838   4820   4813     4800   4838   4820   4813     4800   4838   4820   4813     4800   4838   4820   4813     4800   4838   4820   4813     4800   4838   4820   4813     4800   4838   4820   4813     4800   4838   4820   4813     4800   4838   4820   4813     4800   4838   4820   4813     4800   4838   4820     4800   4838   4820     4800   4838   4820     4800   4838   4820     4800   4838   4820     4800   4838   4820     4800   4838   4820     4800   4838   4820     4800   4838   4820     4800   4838     48	107   38   63   187   26   175   1
19	198   67   70   70   70   70   70   70   70
## 100	18
18	18
96.6 19 397.5 386.9 361.9 555.0 390.3 36.6 5.2 5.2 5.2 5.2 5.2 5.2 5.2 5.2 5.2 5.2	118   3275   3369   3619   5250   3903     560   222   350   364   555   12     66   6   19   30   555   12   69     66   19   30   555   12   69     66   19   30   555   12   69     66   19   30   555   12   69     66   19   30   555   12   69     67   19   30   555   12   69     68   19   30   555   12   69     68   19   30   555   12   69     68   19   30   555   12   69     69   33   34   3445   34170     18   27   7806   6244   14286   3445   34170     18   27   7806   6244   14286   3445   34170     18   27   7806   6244   14286   345   34170     18   27   7806   6244   14286   345   34170     18   20   20   364   360   4200     18   20   36   20   36     19   312   20   36   36     10   31   312   32   36     10   31   312   32     11   11   12   313   32     10   31   32   32     11   31   32   32     12   32   32   32     13   32   32   32     14   14   31   32     15   35   35   35     16   36   36     17   37   37   37     18   37   37     18   37   37     19   37   37     10   37   37     10   37   37     11   37   37     12   37   37     13   37   37     14   37   37     15   37   37     16   37   37     17   37   37     18   37   37     19   37   37     10   37   37     11   37   37     11   37   37     12   37   37     14   14   37     15   37   37     15   37   37     16   37   37     17   11   11     18   37     18   37     19   37     10   37     11   37     11   37     12   37     13   37     14   37     15   37     15   37     16   37     17   11     18   37     18   37     18   37     19   37     10   37     11   37     11   37     12   37     38   37     39   37     30   37     30   37     31   37     32   37     33   37     34   34     35   37     37   37     38   37     39   37     30   37     30   37     31   37     32   37     33   37     34   37     35   37     37   37     38   37     38   37     39   37     30   37     30   37     31   37     31   37     32   37     33   37     34   37     35   37     37   37     38   37     38   37     39   37     30   37     30   37     31   37
Secondary   Seco	36.0 22.2 35.0 36.4 20.0 15.5   66.6 19
66         19         30         55         12         69           66         19         30         55         12         69           68         19         30         55         12         69           68         19         30         55         12         69           68         19         30         55         12         69           66         19         20         55         12         69           66         19         20         55         12         69           66         19         20         55         12         69           50         18         20         33         17         17           16         20         18         20         3417         17           360         430         12         480         4813         17           360         430         12         60         447         17         17           360         430         440         493         47         17         17         17         17         17         17         17         17         17         17         17         1	66 19 30 55 12 69 68 19 30 55 12 69 68 19 30 55 12 69 68 19 30 55 12 69 68 19 30 55 12 69 68 19 20 33 5 71 18 20 33 5 71 18 20 33 5 71 18 20 33 5 71 18 20 33 5 71 18 20 33 5 71 18 20 33 5 71 18 20 33 5 71 18 20 33 5 71 18 20 33 5 71 18 20 33 5 71 18 20 312 18 20 33 5 5 71 18 20 33 5 5 71 18 20 33 5 5 77 10 2 26 14 1426 3445 34170 18 27 72 869 890 803 18 20 624 1426 890 803 18 20 624 1426 890 803 18 20 624 1426 890 803 18 20 624 1426 890 803 18 20 624 1426 890 803 18 20 624 1426 890 803 18 20 0 0 0 0 0 18 20 0 0 0 0 18 20 0 0 0 0 18 20 0 0 0 0 18 20 0 0 0 0 18 20 0 0 0 0 18 20 0 0 0 0 18 20 0 0 0 0 18 20 0 0 0 0 18 20 0 0 0 0 18 20 0 0 0 0 18 20 0 0 0 0 18 20 0 0
66. 19 30 555 112 699 68. 4004 4220 112 690 68. 4004 4220 112 690 68. 4004 4220 112 690 68. 4004 4220 112 690 68. 4004 4220 112 690 68. 4004 4220 112 690 68. 4000 112 690 68. 4000 112 690 68. 4000 112 690 69. 4	66 19 30 55 12 69 68 66 19 30 655 12 69 68 73 75 71 68 74 406 4 426 6 484 68 74 406 4 426 6 4884 68 74 406 4 426 6 4884 68 74 43 8 4170 68 6244 14286 844 68 743 8 4170 68 6244 14286 844 72 78 68 6244 14286 844 72 78 89 624 441 72 78 78 89 89 89 80 803 72 28 72 75 87 72 75 112 75 87 72 75 112 75 87 72 75 112 75 87 72 75 112 75 87 72 8 80 80 80 80 72 80 80 80 72 80 80 80 72 80 80 80 72 80 80 80 72 80 80 80 72 80 80 80 72 80 80 72 80 80 72 80 80 72 80 80 72 80 80 72 80 80 72 80 72 80 80 72 80 73 80 74 40 74 40 75 80 75
66 19 30 55 12 69 68 79 49 49 68 75 75 77 71 40 68 779 77 40 68 779 77 40 68 779 77 40 68 779 77 40 68 6244 14,286 34,170 18 20 33 66 24 41,286 34,170 18 20 430 380 6244 14,286 34,170 380 524 34,170 380 6244 14,286 34,170 380 52 4,333 8 312 2 4,29 380 6 244 34,29 380 6 244 34,29 380 6 244 34,29 380 6 244 14,286 34,170 380 7 22 142 34,5 381 6 624 46 380 19 40 40 40 10 280 19 4 40 7 72 1 10 10 0 0 4 40 11 10 1 10 0 0 0 4 40 11 10 1 10	66 19 30 55 12 69  833 4 4064 4 428 6 442 0 553 6 12  833 4 4064 4 428 6 442 0 553 6 488 4  850 18 20 33 35 5 77  18027 7 808 6 224 1428 6 3445 34170  18027 7 808 6 244 1428 6 3445 34170  18027 7 808 6 244 1428 6 3445 34170  18027 7 808 6 244 1428 6 3445 34170  18027 7 808 6 244 1428 6 840 480 3  830 0 285 2 405 0 700 400 0  105 107 2 86 2 10 405 0 80 3  830 0 104 420 0 0 0 0 0  106 107 107 107 107 107 107 107 107 107 107
66         19         50         15         30         55         16         66         68         71         498	66 19 30 55 12 69  583 4 4064 4226 424 4226  50 18 20 33 55 771  18027 7808 6244 14286 3445 34170  18027 7808 6244 14286 3445 34170  18027 7808 6244 14286 3445 34170  18027 7808 6244 14286 3445 34170  18027 7808 6244 14286 3445 34170  18027 7808 6244 14286 3445 34170  18027 7808 6244 14286 3445 34170  18027 7808 6244 14286 3445 34170  20 72 1 12 75 0 879 800 80  105 71 2 75 0 879 800 816  20 0 0 0 0 0 0 0 0 0  440 112 5 113 379 192 577  21 10 0 0 0 0 0 0  21 10 0 0 0 0 0  22 1 0 0 0 0 0  23 27 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8
\$53.4 \tau \tau \tau \tau \tau \tau \tau \tau	365.3         75         71         40         49         56           363.4         406.4         428.6         432.0         573.6         498.4           50         18         20         33         5         71           18.027         7.808         6.244         14.266         3.445         34.170           18.027         7.808         6.244         14.266         3.445         34.170           380.5         433.8         312.2         42.9         689.0         481.3           380.6         430.8         3.445         34.170         420.0           380.6         430.8         3.445         34.170         420.0           380.7         430.8         3.445         34.170         420.0           380.0         430.0         285.5         46.0         48.13           780         72.2         20.0         44.1         45.1           2         2         1         0         0         0           46.7         47.7         44.3         7.7         8.16.6           5         1         1         0         0         0           7         1         1
50	550         18         20         33         5         71           50         18         20         33         5         71           18.027         7.808         6.244         14.286         3445         341.70           18.027         7.808         6.244         14.286         3445         341.70           380.5         430.0         6.244         14.286         3445         341.70           380.5         430.0         6.244         14.286         3445         341.70           380.5         430.0         6.244         14.286         3445         341.70           380.5         430.0         6.24         420.0         345         341.70           380.5         430.0         869.0         4481.3         37.7         481.3           780.0         94         105         69.0         441.1         445.1         445.1         445.1         445.1         445.1         445.1         445.1         445.1         445.1         445.1         445.1         445.1         447.2         445.1         447.2         447.2         447.2         447.2         447.2         447.2         447.2         447.2         447.2         447.
Social State	50     18     20     33     5     71       18027     7808     6,244     14,286     34,45     34,170       18027     7808     6,244     14,286     34,45     34,170       18027     7808     6,244     14,286     34,45     34,170       3805     4338     312     4829     6890     4813       3806     430     285     770     420     4813       380     13     4     16     80,3       780     72     285     770     420       780     72     37     44     45       780     7     4     10     44       780     7     4     46     44       780     7     4     45     32       70     0     0     0     0     0       7     1     1     4     45     1       7     1     1     4     4     4       7     1     1     0     0     0     0       7     1     1     0     0     0     0     0       7     1     1     0     0     0     0     0     0
Secondary   Seco	Second   18
18.027   18.026   6.244   14.286   3.445   34.170     18.027   7.808   6.244   14.286   3.445   34.170     18.027   7.808   6.244   14.286   3.445   34.170     18.027   7.808   6.244   14.286   3.445   34.170     18.027   7.808   6.244   14.286   3.445   34.170     18.027   7.808   6.244   14.286   3.445   34.170     18.027   7.808   6.244   14.286   3.445   34.170     18.027   7.808   6.244   14.286   3.445   34.170     18.027   7.808   6.244   4.220   4.220   4.220     18.027   7.808   6.244   4.220   4.220     18.027   7.809   8.03   3.22     19.027   7.809   7.809   4.220     19.027   7.71   7.71   7.72   7.73   7.73     19.027   7.72   7.73   7.73   7.73   7.73     19.027   7.73   7.73   7.73   7.73     19.027   7.73   7.73   7.73   7.73     19.027   7.73   7.73   7.73   7.73     19.027   7.73   7.73   7.73   7.73     19.027   7.73   7.73   7.	18   27   28   244   14286   3445   34170     18   27   7 808   6244   14286   3445   34170     18   27   7 808   6244   14286   3445   34170     380.5   433.8   312.2   432.9   689.0   421.1     380.5   433.8   312.2   432.9   689.0     390.5   433.8   312.2   432.9     390.5   433.8   312.2   432.9     390.5   433.8   312.2     390.5   433.8   312.2     390.5   433.8   312.2     390.5   433.8   32.5     390.5   433.8   32.5     390.5   433.8   32.5     390.5   433.8   32.5     390.5   433.8   32.5     390.5   433.8   332.5     390.5   433.8   332.5     390.5   483.8   433.8     40.5   47.2   20.0     40.5   47.2   31.7     40.5   47.2   31.7     40.5   47.2   31.7     40.5   47.2   31.7     40.5   47.2   31.7     40.5   47.2   31.7     40.5   47.2   31.7     40.5   47.2   31.7     40.5   47.2   31.7     40.5   47.2   31.7     40.5   47.2   31.7     40.5   47.2   31.7     40.5   47.2   31.7     40.5   47.2   31.7     40.5   47.2   31.7     40.5   47.2     4
18.027 7.806 6.244 14.266 3.445 34.170. 18.027 7.808 6.224 14.266 3.445 34.170. 360. 433.8 312.2 14.266 3.445 34.170. 380. 433.8 312.2 14.266 34.170. 380. 433.8 312.2 14.266 34.170. 380. 430. 285.5 405.0 710.0 420.0 38.3 170. 380. 12.2 75.0 87.9 80.0 80.3 170. 380. 12.2 17.5 87.9 80.0 80.3 170. 380. 12.2 2.0 1 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	18027   7808   6244   14286   3345   34170     18027   7808   6244   14286   3345   34170     3605   4338   312.2   4326   6890   48173     3605   433.8   312.2   4326   6890   48170     360   433.8   312.2   4326   6890   48170     360   433.8   312.2   4326   6890   48170     360   433.8   432.2   4326   693     360   433.8   432   432     360   433.8   432   432     360   433.8   432     360   4474   4317   4379   433.8     360   4474   4317   4379   433.8     360   4474   4317   4379   433.8     370   474   4317   4379   443.8     370   474   4317   443.8     370   474   4317   443.8     370   474   431   431     370   474   431   431     370   474   431   431     370   474   431     370   474   431     474   474   431   431     474   474   431   431     475   431   431     475   431   431     477   431   431     477   431   431     477   431   431     477   431   431     477   431   431     477   431   431     477   431   431     477   431   431     477   431   431     477   431   431     477   431     477   431   431     477   4
380.5 7 808 6524 14266 3445 34170. 380.5 380.6 348 34170. 380.5 380.8 3624 4050 7100 4420. 380.5 380.8 382. 4050 7100 4420. 380.7 32.	18027 7808 6244 14286 3345 34170 3805 3805 3805 3807 3808 38080 38080 3807 3808 3808 38
380.5 433.8 312.2 422.9 689.0 4481.3 380.	3805. 4338. 312.2 4329, 6890. 44813. 3800. 430. 2855. 4450. 7700 4200. 7700. 720. 2855. 4450. 7700. 4200. 7700. 750. 803. 803. 803. 803. 803. 803. 803. 80
350.0 430.0 285.2 405.0 710.0 420.0 770.0 350.0 130.0	350.0 430.0 285.2 4050.0 710.0 420.0 330.0 350.0
13	12   13   15   15   15   10     13   13   15   15   10     14   12   11   15   17     15   17   15   17     15   17   15   17     15   17   15   17     15   17   15   17     15   17   15   17     15   17   15   17     15   17   15   17     16   17   17     17   17   17     18   17   17     19   17   17     10   10   10     10   10   10     11   11
78   2   75   87   87   80   90   80   38   38   80   105   80   80   80   38   38   80   80   80	186
105	105   91   94   105   69   104     26   20   4   21   60     467   72.2   200     467   72.2   200     467   72.2   200     467   72.2   200     47.4   31.7   37.9     467   72.2   200     467   72.2   200     47.4   31.7   37.9     41   12   0   0     41   14   18   27     41   14   18   27     5   59     41   14   18   27     5   59     6   6     7   7   7   7     7   7   7     7   7
Secondary   Seco	Section   Sect
Name	National State
## 192   192   277   278   287	Me - PRICE CHANGE - PRICE REDUCTION   A   A   A   A   A   A   A   A   A
Name	ME - PRICE CHANGE - PRICE REDUCTION   A   A   A   A   A   A   A   A   A
Color   Colo	Color   Colo
Name	Name
ME - PRICE CHANGE - PRICE REDUCTION	ME - PRICE CHANGE - PRICE REDUCTION
IME - PRICE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  ACTIVE NO. LISTINGS TOTAL #	Mar.   14   18   27   5   59   59   60   60   60   60   60   60   60   6
ME - PRICE CHANGE - PRICE REDUCTION   ACTIVE NO. LISTINGS   TOTAL # SOLD   REDUCED \$	ME - PRICE CHANGE - PRICE REDUCTION  ACTIVE CHANGE - PRICE REDUCTI
ACTIVE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  2	ACTIVE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  2
ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED\$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED\$  12	ACTIVE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  12
ACTIVE NO. LISTINGS I DIAL # SOLD REDUCED \$  12	ACTIVE NO. LISTINGS I DIAL # SOLD REDUCED \$  12
12     2     16750       2     0     NAA       3     0     24000       16     5     3     0     24000       16     5     3     0     24000       14     8     6     2600       24     27     18     1785       25     22     1     6628       26     22     1     6628       55     22     1     11     1661       6     26     20     20     897       44     35     23     23     897       44     35     14     11     15641       43     32     14     9     9990       55     13     9     20287       55     3     2     63128       56     13     3     2     63128       57     3     3     401333       57     3     3     401333       57     3     3     401333       57     3     3     401333       58     3     3     401333       60     24     19164       50     3     401333       60     25     3     401333	12     2     16750       3     0     N/A       16     5     0     24000       16     5     4     3940       16     10     24000       17     6     2600       25     3     1     600       26     20     400       27     18     1785       55     22     1     600       56     22     1     600       56     22     1     1       6     20     20     897       44     35     23     897       45     35     23     897       43     32     1     1       43     32     1     1       43     34     14     9     9990       50     13     9     20287       50     13     2     63128       50     3     401333       7     1     13     3       7     1     13     3       7     1     13     3       7     1     13     3       80     3     3     401333       80     3     3     401164    <
2     0     N/A       3     1     0     2400       16     5     4     2400       25     3     0     1100       24     2     40     1706       25     27     18     1776       66     27     18     1776       66     22     2     40       66     22     2     40       66     22     2     40       66     22     3     2       67     14     11     15641       7     14     11     15641       8     3     2     2       8     1     4     9       9     25     16520       13     2     10520       14     1     1     35000       15     3     401333       25     3     3     401333       26     3     3     401333       27     1     1     1500       624     2     139     19164       96,217,000     139     19164	2     0     0     N/A       3     1     0     24000       16     5     4     3940       22     3     6     2600       24     8     6     2600       24     8     6     2600       25     27     11     11785       6     27     11     6067       7     19     11     6067       46     35     23     184       47     32     18     1716       48     32     18     1716       53     14     1     15641       53     14     1     15641       53     14     1     15641       50     13     9     25192       50     13     3     25192       50     13     3     25192       50     13     401333       50     1     1     10550       7     1     139     19164
3     1     0     24000       25     5     4     3940       26     25     4     3940       26     25     4     3940       27     24     3     400       24     25     2     400       24     27     18     400       25     22     11     6828       26     22     11     6828       35     35     23     38       44     35     14     11     15641       34     14     9     25192       37     3     2     6     20287       37     3     2     6     20287       20     13     2     6     2018       20     3     2     6128       21     1     3     401333       22     3     3     401333       25     3     3     401333       26     20     139     19164       20     139     19164	3     1       16     5       25     3       26     24000       27     2       24     2       25     2       24     2       25     2       26     2       27     18       40     2       55     19       56     19       57     11       6     23       83     14       11     15641       12     11       14     9       6     2087       9     6       13     2       13     2       14     3       15     11       16     2087       17     3       18     11       19     6       20     2087       20     3       20     3       20     3       20     3       20     3       20     3       20     3       20     3       20     3       20     3       20     3       20     3       20     3
16     5     4     3940       25     3     3     100       26     27     18     1785       56     27     18     1785       56     27     11     6628       56     22     11     6628       56     22     11     6628       56     22     11     6628       43     35     23     8974       44     35     14     11     15641       56     13     14     9     9990       50     13     9     5090       50     13     2     6     5102       7     1     1     10550       7     1     1     7500       624     220     13     3     401333       7     1     13     3     401333       14     13     3     401333       15     10250     19164       104     139     19164       105     139     19164	16     5     4     3940       25     3     0     1100       24     8     6     2600       24     8     6     2600       24     27     18     11785       55     22     11     6828       56     22     11     6828       55     22     11     6828       43     35     23     8974       43     32     18     11716       53     14     9     9990       54     13     9     5990       55     13     2     63128       50     13     2     63128       50     3     401333       7     1     1     75000       624     220     139     19164
25     3     0     1100       14     8     6     260       24     2     2     400       66     25     2     400       66     25     2     400       66     25     2     400       66     25     2     400       66     22     2     400       67     13     2     25192       7     3     2     25192       8     3     2     10520       8     3     2     10520       8     7     1     35000       1     1     1     35000       1     1     1     1500       1     1     1     10520       1     2     1     1       1     2     1     1       1     2     1     1       1     1     1     1       1     1     1     1       1     1     1     1       1     1     1     1       1     1     1     1       1     1     1     1       1     1     1     1       1     1	25       14     8     6     2600       14     8     6     2600       24     5     2     7       6     260     10     10       6     260     10     10       6     26     20     10       6     26     20     10       6     26     20     20       7     14     11     1067       8     3     14     11     15641       10     3     23     11     15641       10     3     11     15641     15641       10     3     6     20287       10     3     2     3690       10     3     2     36128       10     3     2     36128       10     3     2     36128       10     3     2     36128       10     3     401333       10     3     401333       10     19164
14     8     8     6     2600       24     5     2     400       65     2     2     400       55     19     11     6628       56     19     11     6628       46     35     23     8974       46     35     14     11     6057       46     35     14     11     6057       34     14     11     15641       36     9     2087       50     13     2     66       20     13     2     6128       20     3     2     6128       20     3     2     6128       20     3     2     62128       20     3     3     401333       25     3     3     401333       26     3     3     401333       27     13     139     19164       96,217,000     139     19164	14     8     26     2600       24     5     2     400       65     22     400       50     19     11     6828       46     35     23     8974       44     35     14     11     6067       44     35     14     11     6067       45     35     14     11     15641       34     14     11     15641       35     34     14     9     6     20287       50     13     2     6128       50     3     3     25     6128       7     1     1     3     401333       824     220     139     19164
24     27     29       65     27     18     1785       65     22     11     6828       55     22     11     6828       40     35     23     8974       44     35     23     8974       45     35     14     11     16641       55     14     11     16641       36     9     2087       37     3     2     2087       20     13     9     2087       20     3     2     6     2087       20     3     2     6     2087       20     3     40133     3       21     1     7500       624     220     13     19164       1054     139     19164	24     5     27     400       65     27     18     11785       65     22     11     6828       55     22     11     6828       40     35     23     8974       43     32     18     11716       43     32     18     11716       53     14     9     990       34     14     9     5990       50     13     9     50128       50     3     2     63128       7     7     1     1       7     1     1     3       7     1     1     3       8     3     401333       8     2     63128       1     3     401333       1     19164
65 27 18 11785 56 22 11 6828 56 22 11 6828 57 21 11 6828 58 23 23 23 8974 64 43 32 23 8974 65 36 9 9 6920 65 36 13 8 9 6 6 20287 67 3 3 2 2 105250 67 7 1 1 3 9 401333 67 7 1 1 3500 624 220. 139. 19164 96,217,000	65     27     18     11785       55     22     11     6828       50     35     23     8974       46     35     23     8974       43     32     14     11716       53     14     9     990       53     13     9     25192       50     13     9     25192       50     13     2     25192       50     13     2     105250       7     1     35000       624     220     139     19164
55     22       50     19       50     19       46     35       48     35       53     14       48     35       53     14       34     14       35     14       36     13       50     13       50     13       20     3       20     3       21     1       22     1       23     3       401333       24     139       19164	55     22       50     19       46     35       48     35       53     14       34     14       53     14       34     14       53     14       34     14       35     39       36     9       50     20287       37     3       20     3       21     10550       22     3       31     3       401333       25     3       401333       7     1       19164
50     19     11     6067       46     35     23     8974       46     35     23     8974       46     35     14     11     15641       34     14     9     6     20287       36     13     9     25192       37     3     2     6128       20     3     2     6128       21     3     2     6128       22     3     3     401333       25     3     3     401333       26     3     3     401333       27     1     75000       624     220     139     19164       96,217,000	50     19     11     6067       46     35     23     8974       46     35     23     8974       43     32     18     11716       53     14     9     9     990       34     13     9     2018       50     13     2     6112       50     3     2     63128       7     1     1     35000       6     20192     3     401333       7     1     1     75000       624     220     139     19164
46     35     23     .8974       43     32     .18     .1716       43     32     .18     .1716       53     .14     .1     .1541       34     .9     .9     .9990       50     .13     .9     .20287       37     .3     .2     .63192       20     .3     .2     .63128       7     .1     .1     .3500       624     .2     .1     .1       56     .2     .3     .3     .401333       1     .7     .7     .7500       14     RMLS TOTAL - \$ VOLUME       96,217,000	46     35     23     .8974       43     32     18     .1716       53     14     11     .15641       34     14     9     .9990       36     13     9     .20287       50     13     2     .63128       20     3     2     .63128       7     1     1     .35500       7     1     .35500       7     1     .75000       624     .220     .139     .19164
43     32     18     11716       53     14     11     1541       53     14     9     9990       36     9     220287       50     13     9     25192       50     13     9     25192       20     63128       7     1     1     35000       7     1     1     35000       7     1     1     7500       14 RMLS TOTAL - \$ VOLUME       96,217,000	43     32     18     11716       53     14     11     15641       34     14     9     9900       36     9     20287       50     13     9     25192       37     3     2     63128       20     3     2     105250       25     3     401333       7     1     75000       624     220     139     19164
553 14 TMLS TOTAL - \$ VOLUME  96 2287  97 35 36 6 6 20287  9 6 20287  9 7 213 22 63128  9 8 25192  9 8 25192  9 9 25192  9 10526  9 10526  1 1 1 35000  1 1 1 1 75000	53     14     11     15641       34     14     9     .9990       36     9     .2087       50     13     2     .2192       20     3     2     .63128       20     3     2     .65102       21     1     .25000       22     3     401333       22     1     .75000       139     19164
34 14 RMLS TOTAL - \$ VOLUME 96 20287 7 1 1 20087 7 2 1 20087 8 3 2 2 63128 8 3 2 2 63128 9 2520 9 25520 9 25128 9 25128 9 25102 9 2510	34 14 9 9990 36 9960 37 13 9 6 2027 37 37 3 2 63192 37 3 2 63192 3 2 63192 3 2 63192 4 3500 7 1 3500 7 2 220 19164
36 9 9 6 20287 50 13 9 25192 37 37 3 3 2 63128 7 1 1 1 35000 14 RMLS TOTAL - \$ VOLUME 96,217,000	36 9 9 20287 50 13 6 25192 37 3 3 2 63128 20 102550 7 1 1 35000 7 2 3 401333 624 220 139 19164
50 13 25192 31 2 20 63128 20 20 10520 21 10520 22 3 401333 23 401333 24 401333 24 401333 24 401333 25 2000 2 19164 20 217,000	50     13     9     25192       37     3     2     63128       20     2     10520       2     1     35000       25     3     401333       7     1     75000       624     220     139     19164
37. 33. 22. 63128 20. 3. 22. 10250 22. 25. 3. 3. 3. 401333 24. 401333 25. 401333 27. 1. 1. 1. 75000 24. 17,000	37. 33. 22. 63128 20. 3. 20. 25. 3. 30. 401333 7. 7. 1. 1. 75000 624. 220. 139. 19164
2 105250 2 25 3 1 3000 2 25 3 401333 3 401333 3 401333 3 401333 3 401033 401032 4010550 19164	20
7 1 25000 25 3 3 401333 27 7 1 75000 14 RMLS TOTAL - \$ VOLUME 96,217,000	7 1 35000 1 35000 25 3 401333 2 401333 2 220 139 19164
25 3 401333 1 7 7 7 75000 14 RMLS TOTAL - \$ VOLUME 96,217,000	25 3 401333 1 7 7 7 75000 624 220 139 19164
14 RMLS TOTAL - \$ VOLUME 96,217,000	
96,217,000	
114 RMLS TOTAL - \$ VOLUME 96,217,000	
96,217,000	
	96.217.000
*TUE ASSOCIATION DOES NOT VEDIEV ACTIVAL OF OSER ESCHOMS	

# COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO) **SANTA CLARITA VALLEY**

TOTAL MONTH BY MONTH

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS', INC.

	% SALES TO LIST	6.09													
	% VOL MIL.	96.2													
2014	SALES	238													
	LIST	391													
	% SALES TO LIST	6.69	68.9	90.1	87.3	86.7	73.5	82.6	83.7	9.08	81.7	7.66	109.2	84.5	
	* NOL WILL	84.2	89.7	132	139.1	140.1	142.7	163.7	147.4	129.1	131.9	131.9	165.2	1597	820
2013	SALES	248	255	345	364	373	346	404	375	332	335	323	407	4107	\$388,850
	LIST	355	370	383	417	430	471	489	448	412	410	324	214	4723	<b>S</b>
	SALES TO LIST	58.7	61.5	75.7	85.2	84.2	104.6	101	96.2	107.3	109.5	105.3	179.8	66	
2	\$ VOL MIL.	83.8	78.7	107.9	109	118	135.0	122.6	120.2	118.2	121.2	96	145.9	1356.5	060′
2012	SALES	276	275	348	364	384	432	392	406	337	347	298	419	4278	\$317,090
	LIST	470	447	460	427	456	413	388	422	314	317	283	233	4360	<b>S</b>
	SALES TO TO LIST	46.4	42.3	53	53.2	61.7	68.7	71.1	76.3	66.5	70.5	96.2	135.2	29	
-	\$ VOL MIL.	75.2	74.2	104	106	115.8	128	115.7	130	103.4	106.5	104.8	122.9	1286.5	060′
2011	SALES	241	222	310	329	363	397	364	406	336	346	354	415	4,083	\$315,090
	LIST	519	525	285	818	288	8/5	512	232	505	491	368	307	6,128	
	% SALES TO LIST	48.5	49.3	59.8	59.3	79.1	64.8	53.5	56.7	55	53.1	70.7	75.2	6.09	
10	\$ VOL MIL.	82.7	89.4	123.4	118.1	135.9	123.4	115.8	111.3	106.4	93.1	97.3	102.6	1299.4	\$353,482
2010	SALES	231	241	354	328	368	357	302	312	297	279	299	308	3,676	\$353
	LIST	476	489	592	553	465	551	564	550	540	525	423	407	6,135	
	% SALES TO LIST	45.8	62.4	66.4	87.8	77.6	78.1	84.9	79.9	74.6	71.2	1.79	92.0	73	
60	\$ VOL MIL.	86.3	97.1	105.4	122.7	111.7	120.9	138.7	118.3	107.1	117.9	99.5	114.0	1,339.6	,865
2009	SALES	263	281	336	382	337	350	393	342	308	334	281	323	3,930	\$340,865
	LIST	574	450	905	435	434	448	463	428	413	469	415	315	5,353	
		JAN	FEB	MAR	APR	MAY	JUNE	JUL	AUG	SEPT	OCT	NOV	DEC	TOTAL	AVG. SALE PRICE

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Thursday March 13th, 10AM Meet

**Steven Green** 



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Thursday March 20th, 10AM Meet

Rodney & Nelly Gonzalez



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March 27th, 10AM

Meet

Hector Palacios

**Thursday** 



\$7.5 Million closed in 2013.

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#### **AREA MEETING ANNOUNCEMENTS**

#### **EAST NORTH** Thursdays

Chairperson: Doc Holladay Phone: (818) 987-9500 Co-Chair: Rudy Leon Phone: (818) 642-7839

Location: Lulu's Restaurant - 16900 Roscoe

Blvd., Van Nuys Time: 8:45am

#### **OUTWEST** Fridays

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

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

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

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

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

Topic: MLS Pitches, Caravan, Guest

Speakers

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

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

Web: www.commercialdataexchange.com

Time: 8:30 A.M.

Location: SRAR Auditorlum 7232 Balboa Blvd., Van Nuys

#### **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

#### **BUSINESS OPPORTUNITY** 4th Tues of mo.

"No Meeting for November and December"