

REALTOR® REPORT

May/June, 2014

The Official Publication of Southland Regional Association of REALTORS®

REALTOR® 2014 Expo

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FOREIGN BUYERS PURSUE GOLDEN STATE HOMES

BY ROGER HANCE, PRESIDENT, AND DAVID WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

WHILE FOREIGN BUYERS ARE A RELATIVELY SMALL PART OF THE U.S. RESIDENTIAL HOUSING MARKET, CITIZENS OF NATIONS SUCH AS CANADA AND CHINA DISPLAY A PROFOUND AND CONSISTENT CONFIDENCE IN CALIFORNIA HOMES AND THE STATE'S ECONOMIC FUTURE.



Realtor® Roger Hance
2014 SRAR President

Perhaps we should call it the “sunshine effect,” as foreign buyers expand their interest locally, making California second behind Florida as the states with the most sought after residential real estate. Virtually every state attracts interest from foreign buyers, with Arizona, Texas, and New York rounding out the top five. The major sources of purchasers come from, in descending order, Canada, China, India, Mexico and the United Kingdom. Foreign buyers, both residents and non-residents, snapped up \$68.2 billion worth of homes nationwide during 2013, accounting for 6.3 percent of existing home sales valued at about \$1 trillion.

Sixty-nine percent of international buyers paid all cash, compared to 27 percent of traditional buyers.

More than other nations, foreign buyers

see U.S. real estate as a “safe” investment, a reliable haven to place their money. U.S. citizens may be confounded by seemingly endless partisan gridlock in the nation’s capital, but international buyers say they are drawn to U.S. real estate because of its stable government and financial systems. It makes them feel their investment is secure.

And, 85 percent of foreign buyers surveyed said they considered buying only in the United States. The other 15 percent looked at countries like Canada, Germany, Mexico, China, Singapore, Sweden, and France. The bulk of international purchases are single-family homes that are obtained for residential purposes.

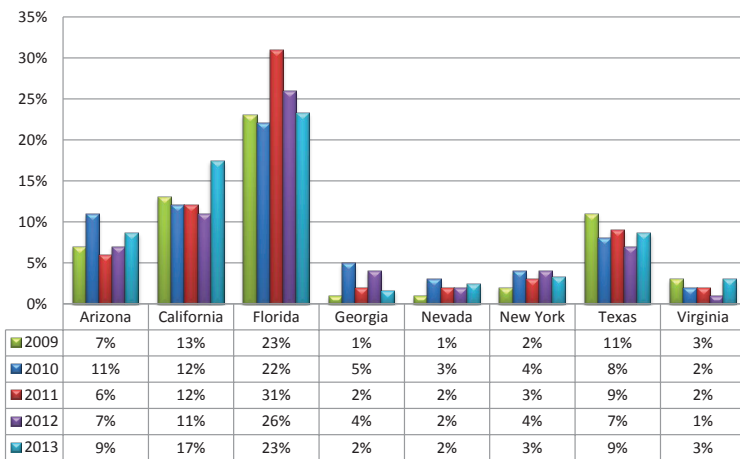
Not surprisingly, location appears to be the primary factor influencing home purchases, studies by the National Association of Realtors and other organizations found.

The decisions hinge on each buyer’s employment, vacation preferences, family, educational, and investment objectives.

A transaction involving a foreigner makes an already complicated process even more difficult, adding into the brew cultural affinity, language skills, and an understanding of U.S. and foreign traditions and practices regarding home ownership.

Some Californians seem hesitant to jump into the housing market. Clearly, foreign buyers see it differently.

Distribution of International Sales by State



CONSUMER PRICE INDEXES

FEBRUARY 2014

| \$ | INDEXES | | | PERCENT CHANGE | | |
|---|----------|----------|----------|----------------|----------|----------|
| | | | | YEAR ENDING | | |
| | MAR 2013 | FEB 2014 | MAR 2014 | FEB 2013 | MAR 2014 | MAR 2014 |
| Los Angeles - Riverside - Orange County | 239.995 | 241.059 | 242.491 | 0.5 | 1.0 | 0.6 |

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SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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Roger Hance

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Chief Executive Officer
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Santa Clarita Valley Division
President
Nancy Starczyk

Main office:

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

HOT ISSUES!

BY MICHAEL WILSON AND STEVEN SPILE

THE LAW OFFICES OF SPILE, LEFF & GOOR, LLP

In the ever changing market known as the real estate industry, there are always issues that tend to appear in many transactions. When these types of issues arise, it is important to be able to recognize them, as well as take the necessary steps to manage the risk of liability. Remember, however, that these scenarios should be dealt with on a case-by-case basis, and it is always appropriate, and oftentimes necessary, to consult legal counsel.

Keep your hands out of my pocket!

A common issue in the market today is the prominence of pocket listings. Pocket listings are listings of property (generally residential) that are kept off of the MLS, in essence, in the real estate agent's pocket. There are a slew of issues that can arise out of a pocket listing which can result in civil, administrative (BRE), and even criminal liability. Whether it is a breach of fiduciary duty by failing to adequately advise your client, or unintended discrimination (yes, you can be liable for that too!), it is important to appropriately analyze the scenario with your management and/or other advisors before deciding to take a pocket listing. Remember to use C.A.R. Form SEL in order to acquire the required authority from your client to exclude the property from the MLS. Otherwise, you may find an unwanted hand in your pocket...

To dual or not to dual? Many agents and brokers know that dual agency creates additional responsibilities, and that it is important to handle these scenarios carefully. However, some types of scenarios, which may not appear to be dual agency, can be still deemed to be dual agency. Any time agents from the same office represent different parties in a transaction (i.e. separate agents for buyer and seller, but both are under the same broker), a dual agency relationship is created, as the broker owes the same duties to both parties. Therefore, it is important for all of the agents involved to handle this transaction with extra care, and to obtain all of the necessary dual agency disclosures and consents. Since these types of transactions create extra duties for the broker, it is good practice to keep the broker and/or manager involved and apprised of the status of the transaction.

But I just wanted to help my client!

Many real estate professionals receive requests from their clients to take on additional tasks. While these professionals happily take these tasks on, as they wish to help their clients, doing so is often not advisable and can create additional liabilities for the real estate professionals. A common type of these tasks relates to property management. Oftentimes, the owner of a property which was listed by an agent (or which an agent is trying to list), asks the agent to take on some extra tasks related to maintenance of the property or with a tenancy issue. Some examples of these tasks include, communicating with the tenant about the tenancy, arranging for repair work to be done at the property, or any type of task that a property manager would typically do. While the intentions of the agents are innocent and often to provide value added assistance, these kinds of tasks can create extra liability for the agent. The BRE has certain rules that property managers must follow, and if an agent is deemed a property manager due to their acts, they must have followed these rules as well. Additionally, many E&O Policies specifically exclude property management services. This would mean that if a claim were to arise, the agent and/or broker could be left without coverage. So while this may be nice for the client, it is definitely not nice for the agent.

Remember, you are a Real Estate Professional! Consistent with the agents who take on property manager roles, many agents expand their liabilities and duties during the course of escrow as well. While most agents know not to diagnose issues with the property (i.e. why those cracks are there, how the water spots happened, etc.), many agents take on expert duties (legal, tax, structural, etc.) which should be left to the appropriate professionals. On the legal front a lot of agents and brokers start arguing legalities with the other side, for example, how the sections of the contract should be interpreted, how to draft some addendum, and whether terms are enforceable, to name a few. In these types of scenarios it is imperative that the agent recommend, in writing (email is fine), that the principal seek the assistance of an attorney, so that none of their rights are jeopardized. Otherwise the agent could unintentionally give advice that damages the client, and a breach of fiduciary duty case would inevitably follow. The same applies as to financial/tax issues and property condition issues.

Canceled! It is a common mistake in the industry that, when a party has a right to cancel the agreement and escrow pursuant to the contract, such party can unilaterally cancel the agreement, without the other party. However, this notion is simply incorrect. In order to cancel the agreement and escrow, there needs to be a mutual instruction, signed by both buyer and seller. Without mutual instructions, the contract and the escrow remain open, meaning that the property cannot be sold to another party, and the deposit is not distributed. It should be noted that, if another escrow is opened with a new party, said escrow must be made contingent upon the cancellation of the first escrow. Also, a lot of times an escrow and contract are not canceled simply due to a dispute over the distribution of the deposit. This is unnecessary, however, as paragraph 2C of C.A.R. form CC can be used to cancel the agreement, but leave the deposit with the escrow company until the buyer and seller resolve the deposit dispute. One of the most challenging problems is when there are more than one buyer with a contractual right to a property...this risk needs to be CANCELED!

Watch What You Say! The old saying from Jack Webb on Dragnet:

"What you say can and will be used against you in a court of law" is a good message to remember. Everything you say is vulnerable to discovery. Texts, e-mails and other informal manners of communication are generally recoverable (even if deleted). With this in mind, anything you say or write should be stated or written as if it will be reviewed by a judge.

There are other areas of concern which we will continue to highlight. The most important point, and it our constant message, is be mindful of all the mines out there. As the summer heats up, keep cool with a careful handling of your professional activities.



2015 BOARD OF DIRECTOR APPLICATION NOW AVAILABLE

Applications are now available for SRAR's 2015 Board of Directors. If you meet the requirements listed below and wish to apply, your application must be received no later than June 10, 2014.

All applications are reviewed by the Board Nominating Committee, which is comprised of the following members:

Chair Sharon Barron
Vice Chair Patti Petralia
Jerry Ascencio
Tom Carnahan
Winnie Davis
Bud Mauro
Irene Reinsdorf
Paul Stafford
Chris Williams

The purpose of this committee is to present the members with a slate of candidates duly qualified to serve on the Board of Directors for terms as set forth in the Bylaws.

Any member who wishes to be considered for a two year term as a Director for the SRAR by the Board Nominating Committee must submit an [Application](#) and return it to the SRAR Board Nominating Committee, Donna Davis, 7232 Balboa Blvd., Van Nuys, CA 91406. An Application is available on-line at srar.com. Please contact Donna at the Association office if you need further assistance @ DonnaD@srar.com or (818) 947-2253. APPLICATIONS MUST BE RETURNED BY **JUNE 10, 2014**. **Applications will NOT be accepted after the Nominating Committee has recommended the "Slate of Candidates"**.

Outlined below are criteria for qualification as a Director:

SRAR Bylaws, Article X, Section 3 (g):

No person is eligible for Director who has not satisfied the following requirements prior to the date of nominations:

- 1) The individual must have been a member of the Association for at least three years immediately preceding the date of election.
- 2) The individual must have served a minimum of two years on a standing Association committee or committees and must have met the committee attendance requirements.
- 3) The individual must agree to attend any educational course or other training prescribed by the Board of Directors for all Directors. Acceptance of the office of Director will constitute the agreement by the individual. If any Director fails to satisfy these requirements after election, he or she shall not be eligible for further election to the Board of Directors until the requirements are met.
- 4) In the event of a merger, an individual's committee service with his/her former Association shall count toward the eligibility requirements.



BOARD OF DIRECTORS APPLICATION

Please **TYPE** in 150 words or less your **2010 - 2014** committee service to the Association, C.A.R. and N.A.R., real estate related community service, educational background and why you want to be a Director.

This information, excluding company information, will be published as your "Candidate Biography" and as an insert with the official election ballot.

Outlined below is the criteria for qualification as a Director:

SRAR Bylaws, Article X, Section 3 (g):

No person is eligible for Director who has not satisfied the following requirements prior to the date of nominations:

- 1) The individual must have been a member of the Association for at least three years immediately preceding the date of election.
- 2) The individual must have served a minimum of two years on a standing Association committee or committees and must have met the committee attendance requirements.
- 3) The individual must agree to attend any educational course or other training prescribed by the Board of Directors for all Directors. Acceptance of the office of Director will constitute the agreement by the individual. If any Director fails to satisfy these requirements after election, he or she shall not be eligible for further election to the Board of Directors until the requirements are met.
- 4) In the event of a merger, an individual's committee service with his/her former Association shall count toward the eligibility requirements.

All candidates **MUST** complete this form and submit to the Board Nominating Committee, attention Donna Davis, with a **RECENT** photo by **June 10, 2014**.

| | | | | | |
|---|-------------|-------|--|-----------|--|
| NAME: | | | | | |
| COMPANY: | | | | | |
| ADDRESS: | | CITY: | | ZIP CODE: | |
| PHONE: | | FAX: | | | |
| EMAIL: | | | | | |
| YEARS OF SRAR MEMBERSHIP: | | | | | |
| You may TYPE a summary of our service without referring to specific dates. | | | | | |
| | | | | | |
| WORD TOTAL: | (150 Words) | | | | |



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® 2014 Expo

INFORMATION



The Odyssey

15600 Odyssey Drive
Granada Hills, 91344



Thursday,
June 12, 2014
9:00am - 2:30pm

SESSION SCHEDULE

- 10:00am - 11:00am - **Athena North**
Real Estate in the Fast Lane - SRAR Tech Team
- 10:30am - 11:30am - **Athena South**
Tax 101 with Robert Hall & Associates
- 11:30am - 12:30pm - **Garden Room**
Road to Success - SRAR's 2014 Icons Panel
- 1:00pm - 2:00pm - **Athena South**
On-Ramp to LinkedIn - RealtyTech

Featuring SRAR's 2014 Icons



Winnie Davis



Andrew Manning



Stephanie Vitacco



Rod McIntosh



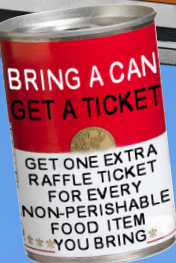
Chris Williams

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To reserve a table,
contact Jason Arancibia at 818-947-2298 or JasonA@srar.com

Expo.SRAR.com

REALTOR® EXPO 2014

INFORMATION
HWY



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

THURSDAY JUNE 12th

The Southland Regional Association of REALTORS® will, once again, be inviting its 9,000+ members to visit this year's EXPO, which has been themed, "Information HWY 101".

The SRAR Expo has always been one of our most successful events and there are only 40 booths available. So book yours ASAP! Complimentary continental breakfast will be available during set-up hours for all table sponsors! **RESERVE YOUR TABLE BEFORE APRIL 30, 2014 AND RECEIVE \$50 OFF!!!**

In years past, we have had an average of 400-500 REALTORS® in attendance. The first 425 attendees will be offered a FREE boxed lunch. By offering lunch, coupled with the exciting venue, we hope to have an even larger crowd than ever! Additionally, we have even more space this year at The Odyssey, so we will be holding more educational and hands-on sessions for our guests.

REALTOR® EXPO will be promoted with flyers, on CRISNet, SRAR websites, Facebook, Twitter, YouTube, the REALTOR® Report, LA Times and Daily News. For further information contact Jason Arancibia at JasonA@srar.com or 818 947-2298.



15600 Odyssey Drive
Granada Hills, CA 91344
7:30 a.m. Booth Set-up (EXPO 9:00 a.m. to 2:30 p.m.)
Complimentary continental breakfast available during set-up

Tables for Affiliate Members = \$400 | Tables for Non-Members = \$475

All reservations to be received before June 6, 2014.

Please check below if you require electricity (additional charge added). WiFi will be available for free.

☐ Electric power outlet = \$50.00

**Must have booth located against a wall around the perimeter of EXPO hall.*

Make Checks Payable: SRAR

7232 Balboa Blvd. | Van Nuys, CA 91406

Please print.

Name of Company: _____

Contact person: _____

Tel: _____

Email: _____

Fax: _____

VISA / MC / DISC / AX #: _____ Expiration Date _____

Amount \$ _____ Mandatory Signature _____

ALL RESERVATIONS ARE NON-REFUNDABLE

*NOTE: You are not confirmed until you have received a confirmation letter.

Fax: 818-786-4541



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

CHARITY GATSBY

party

To benefit the



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

Charitable
Foundation, Inc.

Thursday,
Sept. 11, 2014
6:00 - 9:00 PM
SRAR Auditorium
7232 Balboa Blvd. | Van Nuys

SPONSOR OPPORTUNITIES

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ENTERTAINMENT

NETWORKING

Gold Sponsorship \$500

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- * Logo on screen as "Gold Sponsor" during event
- * Company banner displayed during event
- * Acknowledged as "Gold Sponsor" during event

Silver Sponsorship \$250

- * Logo displayed as "Silver Sponsor" on all promo materials & advertisements, including Daily News & LA Times
- * Logo on screen as Silver Sponsor" during event
- * Acknowledged as "Silver Sponsor" during event

For more information or to sponsor, contact
Jason Arancibia at Jason@srar.com or 818-947-2298

SCV Youth Project Golf Classic



Presented by

SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.
Santa Clarita Valley Division



Of Valencia
&
Santa Clarita

Thursday, May 29, 2014

TPC Valencia

26550 Heritage View Lane

Valencia, CA 91381

7:00 a.m. Registration

9:00 a.m. Shotgun Start

"HOLE IN ONE"

SPONSORED BY:



All Proceeds Benefit
the SCV Youth Project
<http://www.helpnothassle.org/>

The Youth Project is a not for profit organization that provides free counseling to teens dealing with depression, suicide, drug & alcohol addiction, LGBTQ issues, abuse, neglect, grief & loss, pregnancy and bullying. Since its inception in 2000, and active on ten SCV school sites, it has served more than 30,000 teens & families by providing one-on-one counseling, support groups, outreach and crisis intervention.



Player Sign-Up Form



Fee Includes: *18 Hole Four Player Scramble *Golf Cart & Range Balls

*Continental Breakfast *On Course Lunch *Post Round Buffet *Awards Reception

Valencia

INDIVIDUAL GOLFER - \$200/PERSON - FOURSOME GOLFERS - \$700

#1: _____ Phone: _____ Email: _____

#2: _____ Phone: _____ Email: _____

#3: _____ Phone: _____ Email: _____

#4: _____ Phone: _____ Email: _____

MULLIGAN PACKAGE - \$30

Putting Contest, Hole In One Challenge, Closest to the Pin, and Long Drive @ \$30 each: _____

SPONSORSHIP OPPORTUNITIES - Please indicate your sponsor level:

☐ **RECEPTION SPONSORSHIP \$2,500**

- * Signage at Reception
- * Two playing spots in the tournament

☐ **TWO CART SPONSORSHIPS \$1,500**

- * Signage on Carts
- * Two playing spots in the tournament

☐ **LUNCH SPONSORSHIP \$2,000**

- * Signage at Range
- * Two playing spots in the tournament

☐ **TWO PRIZE SPONSORSHIPS \$1,500**

- * Signage at Prize Table
- * Two playing spots in the tournament
- Donations for Prizes & Auction are Welcome!

☐ **BREAKFAST SPONSORSHIP \$1,500**

- * Signage at Continental Breakfast
- * Two playing spots in the tournament

☐ **TEE SPONSORSHIP \$350**

- * Signage at Tee Box

Contact Information:

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E-Mail: _____

Phone Number: _____ Cell: _____

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Credit Card Type: MasterCard _____ VISA _____ Discover _____ Amex

Name as it appears on card: _____

Card Number: _____ - _____ - _____

Expiration Date: _____ / _____

Authorizing Signature: _____

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For questions contact Danny Walsh, (661)312-5842

Return this registration
form to Kayla Meeks

SRAR SCV Division

20655 Soledad Cyn Rd #33

Canyon Country, CA 91351

Phone: (661)299-2930 | Email: KaylaM@srar.com

The following Real Estate Brokers have applied for REALTOR® membership. If you have any objections to an applicant's admittance, the objection should be submitted in writing to the Membership Committee at once. In the event a qualified complainant is received, the complaint will be forwarded to the Chairman of the Membership Committee to ascertain that the complaint comes within the purview of the 7 point criteria established by the National Association of Realtors®. If it does not, the complainant is notified and the applicant is admitted to membership. If it does, the Membership Committee Chairman shall appoint a panel of 3 members from the committee to interview the applicant. The Panel shall make its recommendation to the Membership Committee, which shall then forward its recommendation to the Board of Directors. If the committee recommends disapproval of the application, the Board of Directors will review the recommendation and render a final decision.

RESPONSIBLE REALTOR® APPLICANTS

FIRST POSTING

Amin, Suraya Sonia
Suraya Sonia Amin
15760 Ventura Blvd. #700
Encino, CA. 91436

Brunstein, Guillermo
Network Realty
1601 Sepulveda Blvd. #129
Manhattan Beach, CA. 90266

Evanisko, Francis
Evanisko Realty & Investment
12648 Rye St.
Studio City, CA. 91604

Farzan, Monoucher Mark
All Pacific Financial Inc.
15250 Ventura Blvd. #508
Sherman Oaks, CA. 91403

Feco, D. Brandon
D. Brandon Feco
2482 Erringer Rd.
Simi Valley, CA. 93065

Funk, Robert L.
Robert Funk
73-285 Foxtail Lane
Palm Desert, CA. 92260

Hussaini, Syed A.
Realty of Southern California Inc.
8318 Columbus Ave., Unit 12
North Hills, CA. 91343

Johnson, Mark Christopher
Mark C. Johnson
23679 Calabasas Rd. #1066
Calabasas, CA. 91302

Kamali, Helen
Helen Kamali
3757 Hayvenhurst Ave.
Encino, CA. 91436

Krupovlyanskaya, Kira Mihal
Kira Krupoulyanskaya
22127 Burbank Blvd. #1
Woodland Hills, CA. 91367

Lee, Freddy Su Jin
Stanford Raffles Realty
123 S. Figueroa St. #108
Los Angeles, CA. 90012

Lee, Janet S.
Crown Realty
3550 Wlshire Blvd. #750
Los Angeles, CA. 90010

Mashiah, Ora
Smart Home Sales Inc.
13009 Killion St.
Sherman Oaks, CA. 91401

Noudel, Yossef
Polaris Real Estate, Inc.
15760 Ventura Blvd. #700
Encino, CA. 91436

SECOND POSTING

Chamberlin, Kirk Conrad
Kirk Chamberlin
4025 Pulido Ct.
Calabasas, CA. 91302

Colon, Madelina Lourdes
OCM Real Estate Services
14351 Myford Rd., Ste. 200
Tustin, CA. 92780

Galvez, Cliver
Cliver R. Galvez
5700 Etiwanda Ave. Unit 112
Tarzana, CA. 91356

McCall, Lantona K.
Trust Sale Realty
9190 W. Olympic Blvd. #113
Beverly Hills, CA. 90212

Melwani, Sherry Monesh
Smart Mortgage & Investments
11730-A Moorpark St.
Studio City, CA. 91604

Ngo, Jay
Jay Ngo, Broker
468 N. Camden Dr., Suite 333
Beverly Hills, CA. 90210

Rafelle, Aaron David
Aaron Rafelle
8520 Louise Ave.
Sherwood Forest, CA. 91325

Salgado, Gary Wilson
Gary Wilson & Associates
5737 Kanan Road, Suite 272
Agoura Hills, CA. 91301

Siroon, Valentín
Siroon Properties
1083 Tulare Dr.
Costa Mesa, CA. 92626

Spencer, Jill Colleen
Today's Real Estate
207 N. Wright St.
Santa Ana, CA. 92701

Staron, Aneta
Staron Real Estate
3666 Barham Blvd., Suite N201
Los Angeles, CA. 90068

REALTOR® APPLICANTS

Abramovic, Pamela A. / Berkshire Hathaway HomeServices California Properties / Chatsworth
Ambrose, Joshua / Keller Williams Realty-Studio City / Studio City
Anisson, Shogher Mazzarelli / Pinnacle Estate Properties / Encino
Avila, Alex David / JohnHart Corp. / Glendale
Badders, Jaymie E. / HomeBased Realty / Valencia
Barak, Igud / Rodeo Realty / Northridge
Barkley, Michael C. / Coldwell Banker Residential Brokerage / Studio City
Bednar, Jay Christopher / Re/Max Estates / Sherman Oaks
Benitez, Anthony / HomeSmart MCG / Valencia
Bordbar, Darius / Berkshire Hathaway HomeServices California Properties / Chatsworth
Bornheimer, Melissa Ann / Dilbeck Realtors / Calabasas
Bowers, Delinda / Coldwell Banker Vista Realty / Valencia
Boyd, Kathy / Keller Williams Realty Calabasas / Calabasas
Briones, Laila Albeado / B & Co Realty / Glendale
Brunner, Jinkie Dahl Tampi / West Coast Realty Group / Los Angeles
Camp, Jamie Donielle / Keller Williams Realty Calabasas / Calabasas
Córdova, Fernando Martin / Keller Williams Realty North Valley / Porter Ranch
Chana, Manjeet K. / Keller Williams Realty North Valley / Porter Ranch
Clark, Shaleh / Century 21 All Moves / Granada Hills
Daneel, Behnam / Rodeo Realty / Encino
Davalos, Kristi / Integrity Real Estate / Irvine
De Leon, Candy / Keller Williams VIP Properties / Valencia
Desyatkin, Daniel / Berkshire Hathaway HomeServices California Properties / Chatsworth
Delong, Konnerina Adriana / Keller Williams VIP Properties / Valencia
Dropsy, Laurent / Integrity Real Estate / Irvine
Druze, Jessica Joan / Pinnacle Estate Properties / Northridge
Edberg, Wesley G. / Keller Williams Realty-Studio City / Studio City
Ellis, Richard Irwin / SalState Preferred Properties / Encino
Escareno, Magdalena / C-21 Albert Fouad / Encino
Escobedo Jr, Gonzalo / The Real Estate Plaza / Granada Hills
Estrada, Michelle / C.R.A. Inc. / San Fernando
Evans, Edward Clark / Pinnacle Estate Properties / Northridge
Farless Jr, Richmond / Keller Williams Realty / Westlake Village
Fawcett, Ryan / Genesis Realty / Irvine

Feldmann, Raphaela / Rodeo Realty / Beverly Hills
Fine, Alan Scott / Keller Williams Realty / Northridge
Forkel, Heather Marie / Rodeo Realty / Westlake Village
Freedman, Matthew Gates / Keller Williams Realty Calabasas / Calabasas
Garcia, Maria Lucia / Capital Home Sales & Loans / Tarzana
Gharib, Sara Nushie / Re/Max Estates / Sherman Oaks
Gideon, Tom F. / Realty One Group Solarians / Santa Clarita
Gonzalez-Pulido, Sandra Jeanette / Park Regency Realty / Granada Hills
Goodman, Jerrold A. / Rodeo Realty / Woodland Hills
Gordon, Michael Ian / Rodeo Realty / Encino
Gordon, Ty / Realty / Valencia
Gould, Dawn / Realty / Valencia
Graleich, Victor / Keller Williams Realty North Valley / Porter Ranch
Hallich, Edwin Arnold / Mountain Properties / Pine Mt. Club
Hess, Gita / Keller Williams Realty Calabasas / Calabasas
Horn, Melville / Keller Williams Realty Encino-Sherman Oaks / Encino
Howell, Denise Leslie / Keller Williams Realty-Studio City / Studio City
Hudman, Jennifer Carol / Pinnacle Estate Properties, Inc. / Northridge
Insul, Nanci Candice / Realty Properties / Calabasas
Iraheta, Jorge A. / Champion Realty / San Fernando
Ito, Matthew Brandon / Coldwell Banker Quality Properties / Northridge
Jones-Di Loreto, Letitia / Teles Properties Inc. / Beverly Hills
Jonuyte, Jalanta / Century 21 Hollywood / Hollywood
Kalinowski, Jane Catherine / Metropolis Realty Group, Inc. / Woodland Hills
Katsaris, Nicholas / Keller Williams Realty Calabasas / Calabasas
Keller, Michael Donald / Dilbeck Realtors / Santa Clarita
Kharineh, Shana Gavone / Rodeo Realty / Woodland Hills
Kim, Jihyun Joe / Keller Williams Realty-Studio City / Studio City
La Maina, Linda Ann / Berkshire Hathaway HomeServices California Properties / Calabasas
Largoza, Kevin Ivan Lyle / Dilbeck Realtors / La Canada
Larigue, Leon J. / Rodeo Realty / Sherman Oaks
Ledesma, Susan / Keller Williams VIP Properties / Valencia
Leon, Perry Raul / Berkshire Hathaway HomeServices California Properties / Chatsworth
Lopez, Marta Haydee / Century 21 O.J. Realty / North Hollywood

Lopez, Raquel / San Fernando Realty, Inc. / San Fernando
Lopez, Sergio / Karen Alicia Rodriguez / Van Nuys
Luke, David S. / Bankers Realty Exclusive, Inc. / Westlake Village
Luke, Peter B. / Berkshire Hathaway HomeServices California Properties / Northridge
Mah, Leland / Redfin Corporation / La Crescenta
Marshall, Patricia Mary / ZipRealty / Emeryville
Mazzei, Carl D. / Coldwell Banker / Calabasas
McLaugh, David / Evansco Realty & Investment / Studio City
Mendoza, Armando / SER Properties / Arleta
Meza, Sandra / The Real Estate Plaza / Granada Hills
Mondarabandi, Mahboubah / Keller Williams Realty / Los Angeles
Mungall, Allan Ramos / Coldwell Banker Greater Valley / Granada Hills
Munoz, Robert Anthony / Alliance Realty / San Jose
Mittello, Stefano P. / Rodeo Realty / Sherman Oaks
Morejon, Omar / Lead Realty & Financial Services / Sherman Oaks
Mungall, Allan Ramos / Coldwell Banker Greater Valley / Granada Hills
Nazzari, Alina N. / Rodeo Realty / Sherman Oaks
Nevarez, David / Keller Williams Realty / Northridge
Neville, Richard A. / Realty Executives / Valencia
Nichols, Shane Jared / Rodeo Realty / Woodland Hills
Opagonyan, Gary / California Quest Realty / Sherman Oaks
Pakiz, Matthew / Keller Williams Realty Encino-Sherman Oaks / Encino
Perez, Jilda S. / Coldwell Banker Vista Realty / Valencia
Platonova, Kristina Nikolayevna / Rodeo Realty / Sherman Oaks
Powell, Myrna Lillian / Keller Williams Encino-Sherman Oaks / Encino
Radeh, Rami Ryan / Keller Williams Antelope Valley / Palmdale
Ramirez, Josue / Genesis Realty / Irvine
Ramsey, Jamie Lynne / Karen Alicia Rodriguez / Van Nuys
Rezaei, Rayhanah / Keller Williams Realty Calabasas / Calabasas
Rios, Victor Manuel / The Real Estate Plaza / Granada Hills
Rivas, Franklyn Adalberto / Paso Realty, Inc. / Santa Monica
Rodonsky, Serge Miles / Core Realty / Woodland Hills
Rodriguez, Joseph D. / WG Financial / Woodland Hills
Rodriguez, Monica Julisa / Aladdin Realty / San Fernando
Rollins, Glen Howard / Keller Williams VIP Properties / Valencia

Rubio, Rodante Hermingildo / Coldwell Banker Greater Valleys / Granada Hills
Saito, Mako / White House Properties / Woodland Hills
Sakuravardine, Anna / Keller Williams Realty / Calabasas
Sanchez, Denise / The Real Estate Plaza / Granada Hills
Schiff, Vicki Lee / DSM Realty / Los Angeles
Sharma, Raj Kumar / Blackstone Estates, Inc. / Glendale
Shine, Dona Merrill / Coldwell Banker Calabasas / Calabasas
Silva, Azuena / Realty Executives SFV Associates / San Fernando
Simpson, Nicole Mae / Keller Williams VIP Properties / Valencia
Smith, Carlo / Ramsey Shilling / Toluca Lake
Smith-Yosser, Natalya / Century 21 All Moves / Granada Hills
Solomon, Carissa / Mel Wilson & Associates / Northridge
Steier, Jessica Rachel / Dilbeck Realtors / La Canada
Story, Brenda Joyce / Keller Williams Realty Calabasas / Calabasas
Tahmazian, Sevak / Seward Real Estate & Financial, Inc. / La Crescenta
Tanzini, Sheila Elizabeth / Pinnacle Estate Properties, Inc. / Calabasas
Tarrab, Sami George / Berkshire Hathaway HomeServices California Properties / Calabasas
Tarraco, Justin James / Berkshire Hathaway HomeServices California Properties / Chatsworth
Valente, Maria Rode / Pinnacle Real World / Chatsworth
Victoria, Estuardo / Brightstone Estate Properties / Winnetka
Waller, James L. / Cobalt Realty Group / Santa Clarita
Wang, Kelly Nan / Coldwell Banker Calabasas / Calabasas
Yang, Miaomiao / Real Estate Broker Inc. / Oceanside
Zakarian, Boris / Coldwell Banker Calabasas / Calabasas
Zos, George William / Alliance Realty / San Jose

RESIDENTIAL PROPERTIES LISTED

1,548

APRIL SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,214

RESIDENTIAL PROP. ESCROW CLOSED

1,124

ACTIVE INVENTORY:

| | | | | | | | | |
|---------------------------------|-------|-------|-------|---------|-------|-------|-------|-------|
| NEW LISTINGS | 136 | 190 | 192 | 238 | 247 | 1,003 | 545 | 1,548 |
| TOTAL ACTIVE LISTINGS | 290 | 323 | 281 | 330 | 435 | 1,599 | 1,120 | 2,719 |
| AVERAGE DAYS ON MARKET | 77 | 70 | 68 | 63 | 65 | 68 | 97 | 80 |
| AVERAGE LIST PRICE IN THOUSANDS | 368.2 | 884.1 | 823.7 | 1,219.9 | 834.9 | 711.9 | 462.9 | 300 |
| MEDIAN LIST PRICE IN THOUSANDS | 360.0 | 625.0 | 539.0 | 539.0 | 680.0 | 530.0 | 110 | 300 |
| BOMS | 31 | 33 | 27 | 38 | 61 | 190 | 431.8 | 578.1 |
| AVERAGE BOM PRICE IN THOUSANDS | 312.5 | 735.6 | 491.9 | 521.9 | 965.2 | 682.9 | 26.1 | 169 |
| BOM TO SALE RATIO | 25.6 | 22.4 | 20.3 | 25.7 | 33.9 | 26.1 | 27.8 | 41 |
| EXPIRATIONS | 11 | 23 | 18 | 20 | 18 | 90 | 79 | 169 |

PENDING SALES:

| | | | | | | | | |
|---|-------|-------|-------|-------|-------|-------|-------|-------|
| NEW ESCROWS OPENED | 128 | 157 | 127 | 181 | 202 | 795 | 419 | 1,214 |
| TOTAL YTD ESCROWS OPENED | 444 | 546 | 436 | 547 | 633 | 2,606 | 1,552 | 4,158 |
| NEW OPEN ESCROWS AVERAGE DAYS ON MARKET | 42 | 37 | 26 | 30 | 46 | 37 | 41 | 50 |
| NEW OPEN ESCROWS AVERAGE LIST PRICE | 327.5 | 688.8 | 635.1 | 545.6 | 674.7 | 585.9 | 402.1 | 522.4 |

CLOSED SALES:

| | | | | | | | | |
|--|---------|---------|---------|---------|---------|-----------|---------|-----------|
| NEW ESCROWS CLOSED | 121 | 147 | 133 | 148 | 180 | 729 | 395 | 1,124 |
| TOTAL YTD ESCROWS CLOSED | 372 | 482 | 390 | 441 | 505 | 2,190 | 1,290 | 3,480 |
| VOLUME OF NEW SALE DOLLARS IN MILLIONS | 40.802 | 99.644 | 81.374 | 80.244 | 127.116 | 429.180 | 160.258 | 589.438 |
| VOLUME OF TOTAL YTD SALES IN MILLIONS | 120.483 | 320.908 | 258.018 | 229.296 | 356.984 | 1,285.690 | 507.466 | 1,793.156 |
| AVERAGE SALE PRICE IN THOUSANDS | 337.2 | 677.8 | 611.8 | 542.2 | 706.2 | 588.7 | 405.7 | 524.4 |
| MEDIAN SALE PRICE IN THOUSANDS | 350.0 | 560.0 | 435.0 | 489.9 | 525.0 | 450.0 | 320.0 | 418.0 |
| COOP SALES | 89 | 113 | 109 | 107 | 144 | 562 | 327 | 889 |
| PERCENT OF COOP SALES | 73.6 | 76.9 | 82.0 | 72.3 | 80.0 | 77.1 | 82.8 | 79.1 |
| AVERAGE DAYS ON MARKET | 109 | 86 | 105 | 97 | 95 | 98 | 111 | 102 |
| SALES AT LIST PRICE | 81 | 76 | 64 | 58 | 95 | 374 | 214 | 588 |
| PERCENT OF SALES AT LIST PRICE | 69.9 | 51.7 | 48.1 | 39.2 | 52.8 | 51.3 | 54.2 | 52.3 |
| SALES TO LISTING INVENTORY RATIO | 52.6 | 45.5 | 47.3 | 44.8 | 41.4 | 45.6 | 35.3 | 41.3 |
| FINAL SALE TO NEW LISTING RATIO | 89.0 | 77.4 | 69.3 | 62.2 | 72.9 | 72.7 | 72.5 | 72.6 |

CLOSED SALES TYPE

| | | | | | | | | |
|--------------------|----|-----|-----|-----|-----|-----|-----|-----|
| FORECLOSURE/REO | 13 | 5 | 6 | 3 | 5 | 32 | 23 | 55 |
| SELLER CONCESSIONS | 1 | 0 | 0 | 0 | 0 | 1 | 2 | 1 |
| SHORT SALE | 17 | 11 | 10 | 8 | 14 | 60 | 55 | 115 |
| STANDARD | 89 | 131 | 116 | 136 | 161 | 633 | 317 | 950 |
| OTHER | 0 | 0 | 1 | 1 | 0 | 2 | 0 | 2 |

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

| AVG. SELL TIME | ACTIVE NO. LISTINGS | TOTAL # SOLD | REDUCED \$ | \$ AVERAGE PRICE REDUCTION | % |
|------------------------|---------------------|--------------|------------|----------------------------|------|
| LESS THAN 100,000 | 99 | 50 | 9 | 184362 | 20.9 |
| 100,000 TO 109,999 | 42 | 8 | 1 | 5450 | 4.6 |
| 110,000 TO 119,999 | 34 | 16 | 3 | 3622 | 4.8 |
| 120,000 TO 139,999 | 54 | 45 | 23 | 4421 | 2.1 |
| 140,000 TO 159,999 | 41 | 50 | 14 | 4645 | 0.1 |
| 160,000 TO 179,999 | 55 | 71 | 14 | 1704 | 2.5 |
| 180,000 TO 199,999 | 52 | 78 | 31 | 916 | 29.3 |
| 200,000 TO 249,999 | 42 | 201 | 76 | 4002 | 16.3 |
| 250,000 TO 299,999 | 39 | 199 | 37 | 3377 | 0.4 |
| 300,000 TO 349,999 | 45 | 194 | 39 | 3574 | 0.2 |
| 350,000 TO 399,999 | 49 | 212 | 64 | 5626 | 0.1 |
| 400,000 TO 449,999 | 42 | 204 | 61 | 9110 | 1.4 |
| 450,000 TO 499,999 | 44 | 212 | 52 | 1656 | 10.3 |
| 500,000 TO 549,999 | 29 | 126 | 28 | 1481 | 0.7 |
| 550,000 TO 599,999 | 54 | 123 | 47 | 134808 | 2.9 |
| 600,000 TO 699,999 | 46 | 221 | 83 | 37989 | 3.6 |
| 700,000 TO 799,999 | 33 | 147 | 55 | 6737 | 0.1 |
| 800,000 TO 899,999 | 51 | 94 | 33 | 29456 | 2.5 |
| 900,000 TO 999,999 | 59 | 71 | 15 | 37557 | 3.1 |
| 1,000,000 TO 1,999,999 | 37 | 281 | 49 | 44053 | 2.9 |
| MORE THAN 2,000,000 | 79 | 138 | 14 | 320133 | 8.0 |
| TOTALS | 45 | 2741 | 589 | 29065 | 1.5 |

LISTINGS

5,839

2014 RMLS TOTAL - \$ VOLUME

\$1,793,156,000

SALES

3,545

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS® INC.

SAN FERNANDO VALLEY
COMPARABLE SALES ANALYSIS 2008 - 2014
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)
TOTAL MONTH BY MONTH

| | 2009 | | | | | 2010 | | | | | 2011 | | | | | 2012 | | | | | 2013 | | | | | 2014 | | | | |
|-----------------|-----------|--------|-------------|-----------------|--|-----------|--------|-------------|-----------------|--|-----------|--------|-------------|-----------------|--|-----------|--------|-------------|-----------------|--|-----------|--------|-------------|-----------------|--|-------|-------|-------------|-----------------|--|
| | LIST | SALES | \$ VOL MIL. | % SALES TO LIST | | LIST | SALES | \$ VOL MIL. | % SALES TO LIST | | LIST | SALES | \$ VOL MIL. | % SALES TO LIST | | LIST | SALES | \$ VOL MIL. | % SALES TO LIST | | LIST | SALES | \$ VOL MIL. | % SALES TO LIST | | LIST | SALES | \$ VOL MIL. | % SALES TO LIST | |
| | 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 | | 1,388 | 732 | 375.5 | 52.7 | |
| 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 | 1,085 | 427.4 | 71.6 | | 1,377 | 1,337 | 470.8 | 77.8 | | 1,565 | 903 | 473.0 | 57.7 | |
| APR | 1956 | 1275 | 487.5 | 65.2 | | 2,212 | 1,188 | 526.9 | 53.7 | | 1,740 | 1,052 | 394.2 | 60.5 | | 1,387 | 1,140 | 448.8 | 82.2 | | 1,549 | 1,114 | 559.3 | 71.9 | | 1,548 | 1,124 | 589.4 | 72.6 | |
| MAY | 1,865 | 1,300 | 530.1 | 69.7 | | 1,936 | 1,235 | 523.7 | 63.8 | | 1,732 | 1,023 | 422.3 | 59.1 | | 1,429 | 1,280 | 497.9 | 89.6 | | 1,506 | 1,265 | 630.6 | 84.0 | | | | | | |
| JUNE | 1,928 | 1,410 | 612 | 73.1 | | 2,051 | 1,269 | 563 | 61.9 | | 1,752 | 1,114 | 439.1 | 63.6 | | 1,367 | 1,216 | 484.0 | 89.0 | | 1,551 | 1,133 | 573.4 | 73.0 | | | | | | |
| JUL | 1,922 | 1,322 | 581.7 | 68.8 | | 2,153 | 1,104 | 484.5 | 51.3 | | 1,592 | 1,033 | 422.7 | 64.9 | | 1,314 | 1,266 | 515 | 96.3 | | 1,610 | 1,176 | 584.9 | 73.0 | | | | | | |
| AUG | 1,820 | 1,259 | 553.7 | 69.2 | | 1,993 | 1,029 | 443.8 | 51.6 | | 1,707 | 1,145 | 452.6 | 67.1 | | 1,308 | 1,273 | 508.3 | 97.3 | | 1,581 | 1,196 | 623.6 | 75.6 | | | | | | |
| SEPT | 1,731 | 1,205 | 543.1 | 69.6 | | 1,726 | 1,034 | 430.4 | 59.9 | | 1,512 | 1,048 | 430.4 | 69.3 | | 1,276 | 1,058 | 419.7 | 82.9 | | 1,399 | 1,072 | 543.8 | 74.9 | | | | | | |
| OCT | 1,794 | 1,243 | 527.5 | 69.3 | | 1,677 | 883 | 371.9 | 52.7 | | 1,363 | 1,017 | 385.3 | 74.6 | | 1,339 | 1,246 | 502.7 | 93.1 | | 1,446 | 1,106 | 556.1 | 76.5 | | | | | | |
| NOV | 1,505 | 1,095 | 452.1 | 72.8 | | 1,431 | 864 | 356.8 | 60.4 | | 1,273 | 985 | 382.2 | 77.4 | | 1,087 | 1,114 | 452.9 | 102.5 | | 1,064 | 985 | 486.7 | 92.6 | | | | | | |
| DEC | 1,327 | 1,174 | 549.1 | 88.5 | | 1,298 | 1,045 | 431.2 | 80.5 | | 1,075 | 1,112 | 435.7 | 103.4 | | 771 | 1263 | 534.9 | 163.8 | | 818 | 1,091 | 536 | 133.4 | | | | | | |
| TOTAL | 21,114 | 14,271 | 5,953.6 | 66.6 | | 22,318 | 12,617 | 5,415.2 | 55.6 | | 19,053 | 12,308 | 4,867.4 | 66.3 | | 15,732 | 13,674 | 5,366.5 | 87 | | 16,407 | 13,177 | 6,315.3 | 80.71 | | | | | | |
| AVG. SALE PRICE | \$417,181 | | | | | \$429,200 | | | | | \$395,470 | | | | | \$392,470 | | | | | \$479,270 | | | | | | | | | |

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR APRIL

| | EN | ES | CS | WN | WS | SFV TOTAL | EXT | TOTAL |
|---|--------|---------|---------|---------|---------|-----------|---------|-----------|
| ACTIVE INVENTORY | | | | | | | | |
| New Listings | 99 | 151 | 133 | 184 | 196 | 763 | 428 | 1,191 |
| Total Active Listings | 163 | 225 | 201 | 261 | 351 | 1,201 | 889 | 2,090 |
| Average Days on Market | 73 | 63 | 65 | 61 | 65 | 65 | 87 | 74 |
| Average List Price in Thousands | 402.5 | 1,042.0 | 1,015.4 | 672.7 | 1,404.4 | 976.4 | 560.1 | 799.3 |
| Median List Price in Thousands | 380.0 | 775.0 | 670.0 | 599.0 | 749.5 | 639.0 | 320.0 | 512.5 |
| BOMS | 21 | 22 | 20 | 22 | 46 | 131 | 89 | 220 |
| Average BOM Price in Thousands | 360.4 | 890.0 | 581.2 | 684.0 | 1,136.7 | 810.0 | 418.4 | 651.6 |
| BOM to Sale Ratio | 22.6 | 21.2 | 22.5 | 18.8 | 32.2 | 24.0 | 27.3 | 25.2 |
| Expirations | 8 | 13 | 12 | 15 | 15 | 63 | 65 | 128 |
| PENDING SALES | | | | | | | | |
| New Escrows Opened | 95 | 108 | 87 | 128 | 152 | 570 | 344 | 914 |
| Total YTD Escrows Opened | 333 | 372 | 303 | 406 | 488 | 1,902 | 1,265 | 3,167 |
| New Open Escrows Average Days on Market | 43 | 33 | 25 | 30 | 48 | 37 | 49 | 41 |
| New Open Escrows Average List Price | 354.7 | 820.8 | 773.0 | 625.8 | 774.4 | 679.7 | 401.5 | 575.0 |
| CLOSED SALES: | | | | | | | | |
| New Escrows Closed | 93 | 104 | 89 | 117 | 143 | 546 | 326 | 872 |
| Total YTD Escrows Closed | 276 | 326 | 272 | 329 | 399 | 1,602 | 1,030 | 2,632 |
| Volume of New Sales Dollars in Millions | 34.289 | 83.258 | 65.628 | 69.060 | 114.395 | 366.631 | 133.722 | 500.352 |
| Volume of total YTD Sales in Millions | 97.233 | 257.710 | 214.967 | 189.093 | 319.374 | 1,078.378 | 415.081 | 1,493.458 |
| Average Sale price in Thousands | 368.7 | 800.6 | 737.4 | 590.3 | 800.0 | 671.5 | 410.2 | 573.8 |
| Median Sale Price in Thousands | 360.0 | 675.0 | 530.0 | 542.0 | 595.6 | 519.0 | 300.0 | 446.0 |
| Coop Sales | 67 | 81 | 72 | 84 | 115 | 419 | 268 | 687 |
| Percent of Coop Sales | 72.0 | 77.9 | 80.9 | 71.8 | 80.4 | 76.7 | 82.2 | 78.8 |
| Average Days on Market | 105 | 76 | 107 | 98 | 101 | 97 | 110 | 102 |
| Sales at List Price | 64 | 51 | 40 | 46 | 74 | 275 | 179 | 454 |
| Percent of Sales at List Price | 68.8 | 49.0 | 44.9 | 39.3 | 51.7 | 50.4 | 54.9 | 52.1 |
| Sales to Listing Inventory Ratio | 57.1 | 46.2 | 44.3 | 44.8 | 40.7 | 45.5 | 36.7 | 41.7 |
| Final Sale to New Listing Ratio | 93.9 | 68.9 | 66.9 | 63.6 | 73.0 | 71.6 | 76.2 | 73.2 |
| CLOSED SALES TYPE | | | | | | | | |
| Foreclosure/REO | 11 | 2 | 4 | 3 | 4 | 24 | 19 | 43 |
| Seller Concessions | 1 | 0 | 0 | 0 | 0 | 1 | 2 | 3 |
| Short Sale | 13 | 5 | 7 | 6 | 10 | 41 | 45 | 86 |
| Standard | 67 | 97 | 78 | 107 | 129 | 478 | 262 | 740 |
| Other | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 1 |

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL

| | EN | ES | CS | WN | WS | SFV TOTAL | EXT | TOTAL |
|---|--------|--------|--------|--------|--------|-----------|--------|---------|
| ACTIVE INVENTORY | | | | | | | | |
| New Listings | 37 | 39 | 59 | 54 | 51 | 240 | 117 | 357 |
| Total Active Listings | 67 | 98 | 80 | 69 | 84 | 398 | 231 | 629 |
| Average Days on Market | 87 | 88 | 76 | 75 | 68 | 79 | 136 | 100 |
| Average List Price in Thousands | 284.9 | 521.6 | 341.8 | 392.6 | 448.6 | 407.8 | 444.4 | 421.3 |
| Median List Price in Thousands | 240.0 | 423.5 | 315.0 | 359.0 | 340.0 | 340.0 | 360.0 | 349.0 |
| BOMS | 10 | 11 | 7 | 16 | 15 | 59 | 21 | 80 |
| Average BOM Price in Thousands | 211.8 | 426.8 | 236.5 | 299.0 | 439.2 | 336.3 | 488.4 | 376.2 |
| BOM to Sale Ratio | 35.7 | 25.6 | 15.9 | 51.6 | 40.5 | 32.2 | 30.4 | 31.7 |
| Expirations | 3 | 10 | 6 | 5 | 3 | 27 | 14 | 41 |
| PENDING SALES | | | | | | | | |
| New Escrows Opened | 33 | 49 | 40 | 53 | 50 | 225 | 75 | 300 |
| Total YTD Escrows Opened | 111 | 174 | 133 | 141 | 145 | 704 | 287 | 991 |
| New Open Escrows Average Days on Market | 40 | 46 | 29 | 31 | 40 | 37 | 52 | 41 |
| New Open Escrows Average List Price | 249.0 | 397.8 | 335.3 | 351.9 | 371.6 | 348.2 | 404.5 | 362.3 |
| CLOSED SALES: | | | | | | | | |
| New Escrows Closed | 28 | 43 | 44 | 31 | 37 | 183 | 69 | 252 |
| Total YTD Escrows Closed | 96 | 156 | 118 | 112 | 106 | 588 | 260 | 848 |
| Volume of New Sales Dollars in Millions | 6.512 | 16.386 | 15.747 | 11.184 | 12.721 | 62.550 | 26.536 | 89.086 |
| Volume of total YTD Sales in Millions | 23.250 | 63.199 | 43.051 | 40.202 | 37.610 | 207.312 | 92.385 | 299.697 |
| Average Sale price in Thousands | 232.6 | 381.1 | 357.9 | 360.8 | 343.8 | 341.8 | 384.6 | 353.5 |
| Median Sale Price in Thousands | 215.0 | 398.0 | 300.0 | 295.0 | 350.0 | 312.0 | 350.0 | 328.0 |
| Coop Sales | 22 | 32 | 37 | 23 | 29 | 143 | 59 | 202 |
| Percent of Coop Sales | 78.6 | 74.4 | 84.1 | 74.2 | 78.4 | 78.1 | 85.5 | 80.2 |
| Average Days on Market | 119 | 109 | 101 | 90 | 75 | 99 | 115 | 103 |
| Sales at List Price | 17 | 25 | 24 | 12 | 21 | 99 | 35 | 134 |
| Percent of Sales at List Price | 60.7 | 58.1 | 54.5 | 38.7 | 56.8 | 54.1 | 50.7 | 53.2 |
| Sales to Listing Inventory Ratio | 41.8 | 43.9 | 55.0 | 44.9 | 44.0 | 46.0 | 29.9 | 40.1 |
| Final Sale to New Listing Ratio | 75.7 | 110.3 | 74.6 | 57.4 | 72.5 | 76.3 | 59.0 | 70.6 |
| CLOSED SALES TYPE | | | | | | | | |
| Foreclosure/REO | 2 | 3 | 2 | 0 | 1 | 8 | 4 | 12 |
| Seller Concessions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Short Sale | 4 | 6 | 3 | 2 | 4 | 19 | 10 | 29 |
| Standard | 22 | 34 | 38 | 29 | 32 | 155 | 55 | 210 |
| Other | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 |

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR APRIL

| ACTIVE INVENTORY | AC | ADUL | CC | CA | NE | SAU | SR | VAL | SCVTOT | EXT | TOTAL |
|---------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|--------|-------|-------|
| New Listings | 23 | 6 | 71 | 31 | 24 | 60 | 18 | 60 | 293 | 62 | 355 |
| Total Active Listings | 34 | 19 | 82 | 47 | 38 | 87 | 32 | 90 | 429 | 139 | 568 |
| Average Days on Market | 72 | 111 | 50 | 70 | 75 | 71 | 58 | 56 | 65 | 77 | 68 |
| Average List Price in Thousands | 537.4 | 834.0 | 718.9 | 559.6 | 657.4 | 589.4 | 730.9 | 764.2 | 670.9 | 355.2 | 593.6 |
| Median List Price in Thousands | 500.0 | 700.0 | 512.0 | 499.0 | 514.9 | 549.8 | 747.6 | 614.9 | 559.0 | 268.5 | 525.0 |
| BOMS | 5 | 2 | 12 | 9 | 5 | 10 | 5 | 7 | 55 | 15 | 70 |
| Average BOM Price in Thousands | 449.0 | 546.5 | 399.3 | 595.0 | 782.0 | 451.1 | 716.6 | 762.5 | 560.5 | 291.5 | 502.9 |
| BOM to Sale Ratio | 41.7 | 22.2 | 34.3 | 36.0 | 33.3 | 21.3 | 45.5 | 12.5 | 26.2 | 26.3 | 26.2 |
| Expirations | 2 | 2 | 6 | 4 | 3 | 4 | 3 | 5 | 29 | 9 | 38 |

PENDING SALES

| | | | | | | | | | | | |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| New Escrows Opened | 10 | 9 | 54 | 34 | 19 | 47 | 12 | 58 | 243 | 55 | 298 |
| Total YTD Escrows Opened | 41 | 23 | 171 | 90 | 59 | 169 | 34 | 191 | 778 | 204 | 982 |
| New Open Escrows Average Days on Market | 23 | 41 | 28 | 55 | 34 | 31 | 46 | 34 | 35 | 35 | 35 |
| New Open Escrows Average List Price | 426.4 | 562.8 | 530.2 | 502.2 | 506.6 | 482.5 | 663.4 | 621.8 | 540.6 | 361.3 | 507.5 |

CLOSED SALES:

| | | | | | | | | | | | |
|---|--------|-------|--------|--------|--------|--------|--------|--------|---------|--------|---------|
| New Escrows Closed | 12 | 9 | 35 | 25 | 15 | 47 | 11 | 56 | 210 | 57 | 267 |
| Total YTD Escrows Closed | 33 | 12 | 125 | 67 | 50 | 127 | 26 | 154 | 594 | 149 | 743 |
| Volume of New Sales Dollars in Millions | 4.950 | 4.719 | 18.486 | 12.548 | 7.639 | 22.041 | 7.035 | 31.376 | 108.794 | 18.558 | 127.352 |
| Volume of total YTD Sales in Millions | 12.864 | 5.528 | 58.488 | 30.944 | 23.233 | 62.180 | 17.538 | 86.907 | 297.681 | 46.861 | 344.542 |
| Average Sale price in Thousands | 412.5 | 524.3 | 528.2 | 501.9 | 509.3 | 469.0 | 639.5 | 560.3 | 518.1 | 325.6 | 477.0 |
| Median Sale Price in Thousands | 360.0 | 479.0 | 450.0 | 475.0 | 425.0 | 470.0 | 665.7 | 515.0 | 485.0 | 240.0 | 460.0 |
| Coop Sales | 12 | 8 | 31 | 21 | 10 | 36 | 11 | 46 | 175 | 44 | 219 |
| Percent of Coop Sales | 100.0 | 88.9 | 88.6 | 84.0 | 66.7 | 76.6 | 100.0 | 82.1 | 83.3 | 77.2 | 82.0 |
| Average Days on Market | 117 | 130 | 93 | 103 | 101 | 100 | 76 | 96 | 99 | 134 | 107 |
| Sales at List Price | 3 | 3 | 20 | 10 | 4 | 32 | 6 | 24 | 102 | 31 | 133 |
| Percent of Sales at List Price | 25.0 | 33.3 | 57.1 | 40.0 | 26.7 | 68.1 | 54.5 | 42.9 | 48.6 | 54.4 | 49.8 |
| Sales to Listing Inventory Ratio | 35.3 | 47.4 | 42.7 | 53.2 | 39.5 | 54.0 | 34.4 | 62.2 | 49.0 | 41.0 | 47.0 |
| Final Sale to New Listing Ratio | 52.2 | 150.0 | 49.3 | 80.6 | 62.5 | 78.3 | 61.1 | 93.3 | 71.7 | 91.9 | 75.2 |

CLOSED SALES TYPE

| | | | | | | | | | | | |
|--------------------|----|---|----|----|----|----|----|----|-----|----|-----|
| Foreclosure / REO | 1 | 0 | 0 | 1 | 1 | 4 | 1 | 1 | 9 | 5 | 14 |
| Seller Concessions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Short Sale | 0 | 1 | 7 | 1 | 1 | 4 | 0 | 5 | 19 | 10 | 29 |
| Standard | 11 | 8 | 28 | 22 | 13 | 39 | 10 | 48 | 179 | 41 | 220 |
| Other | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 2 | 3 | 1 | 4 |

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL

| ACTIVE INVENTORY | AC | ADUL | CC | CA | NE | SAU | SR | VAL | SCVTOT | EXT | TOTAL |
|---------------------------------|-----|------|-------|-------|-------|-------|-------|-------|--------|-------|-------|
| New Listings | 0 | 0 | 29 | 1 | 21 | 18 | 10 | 38 | 117 | 12 | 129 |
| Total Active Listings | 0 | 0 | 43 | 1 | 33 | 22 | 12 | 43 | 154 | 9 | 163 |
| Average Days on Market | 0 | 0 | 66 | 2 | 48 | 47 | 64 | 54 | 56 | 96 | 58 |
| Average List Price in Thousands | 0.0 | 0.0 | 241.2 | 449.0 | 275.6 | 291.6 | 407.8 | 400.0 | 314.4 | 291.7 | 313.2 |
| Median List Price in Thousands | 0.0 | 0.0 | 225.0 | 449.0 | 279.0 | 285.0 | 369.9 | 349.0 | 299.4 | 249.0 | 299.4 |
| BOMS | 0 | 0 | 8 | 0 | 2 | 5 | 3 | 3 | 21 | 2 | 23 |
| Average BOM Price in Thousands | 0.0 | 0.0 | 237.6 | 0.0 | 228.7 | 308.9 | 498.6 | 384.7 | 312.0 | 207.5 | 302.9 |
| BOM to Sale Ratio | 0.0 | 0.0 | 53.3 | 0.0 | 9.1 | 41.7 | 75.0 | 8.6 | 23.9 | 14.3 | 22.5 |
| Expirations | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 3 | 5 | 0 | 5 |

PENDING SALES

| | | | | | | | | | | | |
|---|-----|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| New Escrows Opened | 0 | 0 | 25 | 1 | 26 | 21 | 8 | 49 | 130 | 13 | 143 |
| Total YTD Escrows Opened | 0 | 0 | 83 | 4 | 73 | 62 | 19 | 132 | 373 | 38 | 411 |
| New Open Escrows Average Days on Market | 0 | 0 | 30 | 51 | 63 | 29 | 25 | 45 | 42 | 36 | 41 |
| New Open Escrows Average List Price | 0.0 | 0.0 | 248.1 | 489.9 | 221.1 | 318.1 | 355.2 | 358.0 | 303.9 | 305.9 | 304.1 |

CLOSED SALES:

| | | | | | | | | | | | |
|---|-------|-------|--------|-------|--------|--------|-------|--------|--------|--------|--------|
| New Escrows Closed | 0 | 0 | 15 | 0 | 22 | 12 | 4 | 35 | 88 | 14 | 102 |
| Total YTD Escrows Closed | 0 | 0 | 75 | 3 | 57 | 46 | 9 | 103 | 293 | 31 | 324 |
| Volume of New Sales Dollars in Millions | 0.000 | 0.000 | 3.540 | 0.000 | 5.431 | 3.334 | 1.290 | 10.308 | 23.902 | 4.249 | 28.151 |
| Volume of Total YTD Sales in Millions | 0.000 | 0.000 | 18.082 | 0.417 | 13.755 | 12.873 | 2.808 | 31.762 | 79.697 | 10.298 | 89.995 |
| Average Sale price in Thousands | 0.0 | 0.0 | 236.0 | 0.0 | 246.9 | 277.8 | 322.5 | 294.5 | 271.6 | 303.5 | 276.0 |
| Median Sale Price in Thousands | 0.0 | 0.0 | 230.0 | 0.0 | 250.0 | 262.0 | 295.0 | 285.0 | 265.5 | 265.0 | 265.5 |
| Coop Sales | 0 | 0 | 11 | 0 | 20 | 9 | 4 | 30 | 74 | 12 | 86 |
| Percent of Coop Sales | 0.0 | 0.0 | 73.3 | 0.0 | 90.9 | 75.0 | 100.0 | 85.7 | 84.1 | 85.7 | 84.3 |
| Average Days on Market | 0 | 0 | 127 | 0 | 66 | 62 | 57 | 75 | 79 | 127 | 86 |
| Sales at List Price | 0 | 0 | 8 | 0 | 13 | 8 | 2 | 12 | 43 | 11 | 54 |
| Percent of Sales at List Price | 0.0 | 0.0 | 53.3 | 0.0 | 59.1 | 66.7 | 50.0 | 34.3 | 48.9 | 78.6 | 52.9 |
| Sales to Listing Inventory Ratio | 0.0 | 0.0 | 34.9 | 0.0 | 66.7 | 54.5 | 33.3 | 81.4 | 57.1 | 155.6 | 62.6 |
| Final Sale to New Listing Ratio | 0.0 | 0.0 | 51.7 | 0.0 | 104.8 | 66.7 | 40.0 | 92.1 | 75.2 | 116.7 | 79.1 |

CLOSED SALES TYPE

| | | | | | | | | | | | |
|--------------------|---|---|----|---|----|----|---|----|----|---|----|
| Foreclosure / REO | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 2 | 4 | 2 | 6 |
| Seller Concessions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Short Sale | 0 | 0 | 2 | 0 | 0 | 1 | 0 | 2 | 5 | 5 | 10 |
| Standard | 0 | 0 | 12 | 0 | 21 | 11 | 4 | 30 | 78 | 7 | 85 |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 |

RESIDENTIAL PROPERTIES LISTED
484

APRIL SCV RESIDENTIAL MLS SUMMARY
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED
441

RESIDENTIAL PROP. ESCROW CLOSED
369

ACTIVE INVENTORY:

| | AC | ADUL | CC | CA | NE | SAU | SR | VAL | SCV TOTAL | EXT | TOTAL |
|---------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-----------|-------|-------|
| NEW LISTINGS | 23 | 6 | 100 | 32 | 45 | 78 | 28 | 98 | 410 | 74 | 484 |
| TOTAL ACTIVE LISTINGS | 34 | 19 | 125 | 48 | 71 | 109 | 44 | 133 | 583 | 148 | 731 |
| AVERAGE DAYS ON MARKET | 72 | 111 | 56 | 68 | 62 | 66 | 60 | 56 | 63 | 78 | 66 |
| AVERAGE LIST PRICE IN THOUSANDS | 537.4 | 834.0 | 554.6 | 557.3 | 480.0 | 529.3 | 642.7 | 646.5 | 576.7 | 351.4 | 531.1 |
| MEDIAN LIST PRICE IN THOUSANDS | 500.0 | 700.0 | 409.2 | 495.9 | 429.0 | 500.0 | 678.0 | 549.9 | 499.9 | 265.0 | 469.0 |
| BOMS | 5 | 2 | 20 | 9 | 7 | 15 | 8 | 10 | 76 | 17 | 93 |
| AVERAGE BOM PRICE IN THOUSANDS | 449.6 | 546.5 | 334.6 | 595.0 | 623.9 | 403.7 | 634.8 | 649.1 | 491.9 | 281.6 | 453.4 |
| BOM TO SALE RATIO | 41.7 | 22.2 | 40.0 | 36.0 | 18.9 | 25.4 | 53.3 | 11.0 | 25.5 | 23.9 | 25.2 |
| EXPIRATIONS | 2 | 2 | 6 | 4 | 4 | 5 | 3 | 8 | 34 | 9 | 43 |

PENDING SALES:

| | | | | | | | | | | | |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| NEW ESCROWS OPENED | 10 | 9 | 79 | 35 | 45 | 68 | 20 | 107 | 373 | 68 | 441 |
| TOTAL YTD ESCROWS OPENED | 41 | 23 | 254 | 94 | 132 | 231 | 53 | 323 | 1,151 | 242 | 1,393 |
| NEW OPEN ESCROWS AVERAGE DAYS ON MARKET | 23 | 41 | 28 | 55 | 51 | 30 | 37 | 39 | 38 | 35 | 37 |
| NEW OPEN ESCROWS AVERAGE LIST PRICE | 426.4 | 562.8 | 440.9 | 501.9 | 341.7 | 431.7 | 540.1 | 501.0 | 458.1 | 350.7 | 441.5 |

CLOSED SALES:

| | | | | | | | | | | | |
|--|--------|-------|--------|--------|--------|--------|--------|---------|---------|--------|---------|
| NEW ESCROWS CLOSED | 12 | 9 | 50 | 25 | 37 | 59 | 15 | 91 | 298 | 71 | 369 |
| TOTAL YTD ESCROWS CLOSED | 33 | 12 | 200 | 70 | 107 | 173 | 35 | 257 | 887 | 180 | 1,067 |
| VOLUME OF NEW SALE DOLLARS IN MILLIONS | 4,950 | 4,719 | 22,026 | 12,548 | 13,070 | 25,375 | 8,325 | 41,684 | 132,696 | 22,807 | 155,504 |
| VOLUME OF TOTAL YTD SALES IN MILLIONS | 12,864 | 5,528 | 76,570 | 31,361 | 36,989 | 75,053 | 20,346 | 118,669 | 377,378 | 57,159 | 434,537 |
| AVERAGE SALE PRICE IN THOUSANDS | 412.5 | 524.3 | 440.5 | 501.9 | 353.2 | 430.1 | 555.0 | 458.1 | 445.3 | 321.2 | 421.4 |
| MEDIAN SALE PRICE IN THOUSANDS | 360.0 | 479.0 | 399.0 | 475.0 | 310.0 | 435.0 | 649.9 | 460.0 | 431.9 | 255.0 | 402.5 |
| COOP SALES | 12 | 8 | 42 | 21 | 30 | 45 | 15 | 76 | 249 | 56 | 305 |
| PERCENT OF COOP SALES | 100.0 | 88.9 | 84.0 | 84.0 | 81.1 | 76.3 | 100.0 | 83.5 | 83.6 | 78.9 | 82.7 |
| AVERAGE DAYS ON MARKET | 117 | 130 | 103 | 103 | 80 | 92 | 71 | 88 | 93 | 133 | 101 |
| SALES AT LIST PRICE | 3 | 3 | 28 | 10 | 17 | 40 | 8 | 36 | 145 | 42 | 187 |
| PERCENT OF SALES AT LIST PRICE | 25.0 | 33.3 | 56.0 | 40.0 | 45.9 | 67.8 | 53.3 | 39.6 | 48.7 | 59.2 | 50.7 |
| SALES TO LISTING INVENTORY RATIO | 35.3 | 47.4 | 40.0 | 52.1 | 52.1 | 54.1 | 34.1 | 68.4 | 51.1 | 48.0 | 50.5 |
| FINAL SALE TO NEW LISTING RATIO | 82.2 | 150.0 | 50.0 | 78.1 | 82.2 | 75.6 | 53.6 | 92.9 | 72.7 | 95.9 | 76.2 |

CLOSED SALES TYPE

| | | | | | | | | | | | |
|--------------------|----|---|----|----|----|----|----|----|-----|----|-----|
| FORECLOSURE/REO | 1 | 0 | 1 | 1 | 2 | 4 | 1 | 3 | 13 | 7 | 20 |
| SELLER CONCESSIONS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SHORT SALE | 0 | 1 | 9 | 1 | 1 | 5 | 0 | 7 | 24 | 15 | 39 |
| STANDARD | 11 | 8 | 40 | 22 | 34 | 50 | 14 | 78 | 257 | 48 | 305 |
| NOT SPECIFIED | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 3 | 4 | 1 | 5 |

LISTINGS
1,783

2014 RMLS TOTAL - \$ VOLUME
434,537,000

SALES
1,082

SELLING PRICE RANGE:

| | AVG. SELL TIME | ACTIVE NO. LISTINGS | TOTAL # SOLD | REDUCED \$ | \$ AVERAGE PRICE REDUCTION % |
|------------------------|----------------|---------------------|--------------|------------|------------------------------|
| LESS THAN 100,000 | 105 | 9 | 9 | 7 | 12187 |
| 100,000 TO 109,999 | 149 | 1 | 1 | 1 | 4000 |
| 110,000 TO 119,999 | 159 | 3 | 2 | 2 | 10750 |
| 120,000 TO 139,999 | 20 | 9 | 4 | 1 | 14688 |
| 140,000 TO 159,999 | 35 | 11 | 9 | 6 | 4454 |
| 160,000 TO 179,999 | 14 | 15 | 6 | 2 | 3700 |
| 180,000 TO 199,999 | 71 | 16 | 14 | 7 | 5400 |
| 200,000 TO 249,999 | 66 | 58 | 30 | 16 | 4598 |
| 250,000 TO 299,999 | 87 | 51 | 35 | 18 | 5192 |
| 300,000 TO 349,999 | 35 | 55 | 28 | 14 | 3605 |
| 350,000 TO 399,999 | 45 | 53 | 37 | 13 | 5297 |
| 400,000 TO 449,999 | 31 | 50 | 38 | 19 | 11831 |
| 450,000 TO 499,999 | 44 | 56 | 38 | 24 | 10931 |
| 500,000 TO 549,999 | 23 | 51 | 30 | 13 | 229535 |
| 550,000 TO 599,999 | 23 | 48 | 17 | 8 | 3068 |
| 600,000 TO 699,999 | 53 | 70 | 26 | 18 | 16186 |
| 700,000 TO 799,999 | 45 | 43 | 10 | 9 | 21478 |
| 800,000 TO 899,999 | 116 | 28 | 1 | 1 | 54950 |
| 900,000 TO 999,999 | 196 | 11 | 3 | 2 | 103945 |
| 1,000,000 TO 1,999,999 | 40 | 38 | 5 | 2 | 45820 |
| MORE THAN 2,000,000 | 0 | 7 | 1 | 1 | 299000 |
| TOTALS | 50 | 683 | 344 | 184 | 25399 |

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SANTA CLARITA VALLEY
COMPARABLE SALES ANALYSIS 2008 - 2014
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)
TOTAL MONTH BY MONTH

[illegible]

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EAST NORTH

Thursdays

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

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

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

Time: 8:45am

OUTWEST

Fridays

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

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

Education Chairman: Ron Henderson
Phone: (818) 999-2945

Location: Coco's Restaurant
22200 Sherman Way
Canoga Park, CA 91303

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

Affiliate Networking, MLS Pitches, Caravan,
Guest Speakers

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

Chairperson: Brian Hatkoff, CCIM

Phone: (818) 701-7789

Web: www.commercialdataexchange.com

Time: 8:30 A.M.

Location: SRAR Auditorium
7232 Balboa Blvd., Van Nuys

BUSINESS OPPORTUNITY 4th Tues of mo.

Chairperson: Havery Osherenko

Phone: 818-522-7592 - harveyok2@yahoo.com

Location: SRAR Auditorium, 7232 Balboa Blvd.,
Van Nuys, CA 91406

Time: 9:00 a.m.

R.E. NETWORK Fridays (expt. holidays)

Contact For Information: Bud Mauro

Phone: (818) 349-9997

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

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

SCV CARAVAN

2nd & 4th Fridays

Chairperson: Dean Vincent

818-802-8856 or MDeanVincent@RealtyExecutives.com

Location: SRAR SCV Division

20655 Soledad Canyon Rd #33, Canyon Country 91351

Dates: 2nd and 4th Fridays of the month

Time: 8:30am

Upcoming Meetings:

April 25 May 23

May 9 June 13