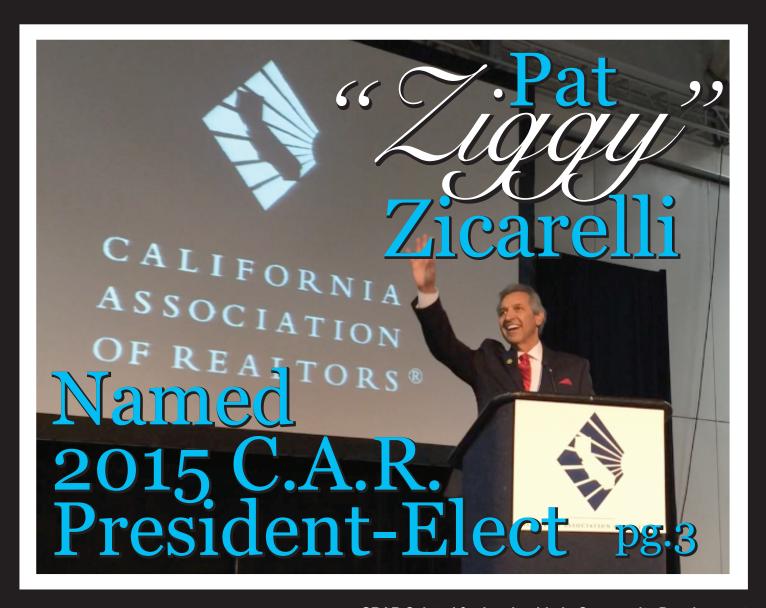
REALTOR® REPORT

The Official Publication of Southland Regional Association of REALTORS®



Student Debt Hurts Housing pg. 2

SRAR Saluted for Leadership in Community Development pg. 4

SRAR Director/Past-President, Zicarelli, Named C.A.R. President-Elect for 2015 pg. 3

Marketing Candon Agreement

CARETS Announces Plans For the Future

Listing Agents - Be Sure to Disclose Dual Commission Arrangements pg. 3 Marketing Service Agreement pg. 5

pg. 4

pg. 6

SRAR Hosts Local, State, National Legislative Meet-and-Greet

Volume 94 • Issue 6

STUDENT DEBT HURTS HOUSING

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

With student loan debt nationwide at an estimated \$1.2 trillion, homeownership for many recent and past graduates is a distant dream. This is the harsh reality for a prime homebuying age group, limitation that impedes full recovery of the housing market and limits the economy.



"It is not an overstatement to say that we are now standing at a precipice when it comes to the magnitude and consequences of our student loan debt in this country,"

said Richard Cordray, director of the Consumer Financial Protection Bureau, noting that total student debt is second only to mortgage debt as a category of consumer finance.

"This fast-growing burden is a pressing problem and a matter of grave importance to public policy in America," Cordray said.

Student debt is a 'pressing problem and a matter of grave importance to public policy in America.'

Speaking recently before an audience at the Boulder Summer Conference on Consumer Financial Decision Making, Cordray noted the negative ramification of student loan debt on the housing market.

Consumers complained to the Bureau that their student loan debt burden was preventing them from buying a home, opening a small business, or starting a family. An estimated 7 million Americans are in default on their loan.

The obligation—or the inability—to pay back student loans has a ripple effect across the entire economy.

Cordray cited a Pew study that found 40 percent of younger households, classified as homes headed by someone under the age of 40, have student loan debt.

"Tuition costs have risen rapidly. Debt has risen even faster than tuition and default rates have increased. Graduates are earning less because of the recession. It has become increasingly clear that a weak labor market and rising student debt are putting the squeeze on young people," Cordray said.

A recent National Association of Realtors study found that 49 percent of Americans cited student loan debt as a "huge obstacle" to homeownership.

Typically, higher education yields higher incomes, but post-recession this traditional trend seems to have vanished



	CON	SUMER F	PRICE IND	DEXES		
		FEBRU/	ARY 2014			
				PER	CENT CH	ANGE
\$	•	NDEXES		YI	EAR ENDI	NG
	APR 2013	MAR 2014	APR 2014	MAR 2013	APR 2014	APR 2014
Los Angeles - Riverside - Orange County	239.043	242.491	242.437	1.0	1.4	0.0

CONTACT US TODAY! solutions@gometroretro.com Telephone: 818-340-3060 Toll Free: 800-450-3660



President Roger Hance

President-Elect Gaye Rainey

Chief Executive Officer Jim Link

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

SRAR DIRECTOR/PAST-PRESIDENT, ZICARELLI, NAMED C.A.R. PRESIDENT-ELECT FOR 2015



On Saturday, May 3, 2014 in Sacramento, California, SRAR's own Pat "Ziggy" Zicarelli was named 2015 President-Elect of the California Association of REALTORS.

The below is an

article Ziggy wrote, which was featured in C.A.R.'s California Real Estate magazine:

"As a second generation REALTOR® from Birmingham, AL, I learned the value of being an exemplary REALTOR® from my dad. I like to think coming from a REALTOR® family provided the advantage of seeing first-hand the inner-workings of the business, and taught me at an early age that character, integrity and honor are very important.

I moved to California in 1975, and received my real estate license in 1976. Now, with 37 years of experience as a REALTOR® in the trenches myself, I look forward to serving as C.A.R.'s President-Elect in 2015, and working hard to promote the values I learned in my youth and continue to hold true today. These values are at the core of our industry, and as President-Elect I will embrace our efforts to increase the competency, ethics, and professionalism of all of our members.

One of my key goals is to work with the leadership team to ensure that C.A.R. is focused, relevant, and ready to execute. Over the next few years, there are several critical and important issues we will face in our industry. Together, with one voice, we must continue to make certain the C.A.R. remains a legislative powerhouse!

The flow of capital is essential to our business, and we must continue to work toward fixing Fannie Mae and Freddie Mac and creating favorable lending reforms. As an organization, C.A.R. must continue to promote public policies that protect the real estate industry, such as private property rights, green opportunities, sustainable property ownership, and housing. It is also essential that tax reform, at every level, does no harm to real estate or its practitioners.

Our real estate business is changing and

evolving on a daily basis. The business, as we know it today, will not be the same in years to come. With that in mind, I plan on working with all of you to ensure that we adapt to new business models, new regulations, and technology. It is also crucial that we ensure the REALTOR® remains at the center of the real estate transaction.

As a consensus builder, I work hard to bring out the best in others, be it through a pat on the back, a handshake, a hug, or a welcoming smile. I want to make certain that every member's voice is heard, and that your business issues are our issues! In order to be successful, we must communicate with each other. Together, we can achieve great results.

I am more than prepared to move C.A.R. forward on your behalf. I am excited and honored to put my experience and passion to work as your 2015 President-Elect of the CALIFORNIA ASSOCIATION OF REALTORS®."

SRAR is very proud of Ziggy and we know he will do great things during his term as C.A.R. President! Go Ziggy!!!

LISTING AGENTS - BE SURE TO DISCLOSE DUAL COMMISSION ARRANGEMENTS

HERB LAMBERT: PROFESSIONAL STANDARDS COMMITTEE

Both Article 3, Standard of Practice 3-4, of the Code of Ethics and our MLS Rule 7.25 require that listing agents disclose when the seller will pay a different amount of commission if the listing agent also represents the buyer or if the sale results through the seller without a cooperating broker. The time and place to disclose this when the arrangement is written into the listing contract is under "Dual/Variable Rate Commission" when inputting the listing to MLS. If the arrangement comes about during the negotiation and presentation of multiple offers, the listing agent is obligated to disclose that fact in "as timely a manner as possible."

Prospective cooperating agents would be wise to check the listing for Dual/Variable Rate of Commission (just below Selling Office Compensation) and to inquire if such an arrangement exists, especially when there are multiple offers. When asked, the listing agent must disclose the specifics of that commission agreement. Upon learning of the arrangement and the differential that would result from it, the agent representing a potential buyer must disclose that information to the client.

This rule not only attempts to promote "fair play" between brokers and competing buyers, it also serves to promote the interest of the seller. An example of this in a multiple offer situation is as follows:

Three offers come in, one of which is by the listing agent. There is a dual commission arrangement reducing the commission by 1% if sold by the listing agent. All offers are at the full price of \$600,000. Instead of countering all three buyers, the listing agent persuades the seller to accept his offer which will net the seller \$6,000 more than the others. Is it possible that the other buyers would have increased their offers if they were aware of this arrangement? Is it possible that issuing a "best and final" counter offer with all buyers being aware of the difference in commission could have resulted in higher offers?

Listing Agents must follow this rule or be subject to potential discipline by their Association or worse yet, possible legal action by a disgruntled seller who thinks their house sold for less than its market value and their agent didn't comply with this disclosure rule.

MLS Rule 7.25 Dual or Variable Rate Commission Arrangements (Listing Broker Advantage): The existence of a

dual or variable commission arrangement shall be disclosed by the Listing Broker by a key, code, or symbol as required by the MLS. A dual or variable rate commission arrangement is one in which the seller(s) or owner agrees to pay a specified commission if the property is sold by the Listing Broker without assistance and a different commission if the sale results through the efforts of a Cooperating Broker, or one in which the seller(s) or owner agrees to pay a specified commission if the property is sold by the Listing Broker either with or without the assistance of a Cooperating Broker and a different commission if the sale results through the efforts of a seller. The Listing Broker shall, in response to inquiries from potential Cooperating Brokers, disclose the differential that would result in either a cooperative transaction or, alternatively, in a sale that results through the efforts of the seller(s) or owner. If the Cooperating Broker is representing a buyer(s) or lessee(s), the Cooperating Broker must then disclose such information to his or her client before the client makes an offer to purchase or lease.

Refer to Article 3, Standard of Practice 3-4, of N.A.R. Code of Ethics.

www.srar.com Realtor® Report June/July 2014 3

SRAR SALUTED FOR LEADERSHIP IN COMMUNITY DEVELOPMENT

The Southland Regional Association of Realtors recently received a prestigious award for its ongoing work in community development, efforts that keep San Fernando Valley neighborhoods vibrant and constantly rejuvenating.

The Association, one of the largest in California and the nation, was one of four recipients saluted at the Valley of the Stars Gala Dinner and Award Ceremony presented by the region's premier economic development organization—the Valley Economic Alliance.

SRAR was singled out for continuously "providing relevant tools for business success and education and social program that keeps the San Fernando Valley neighborhoods vibrant and strong." Jim Link, SRAR's chief executive officer, accepted the honor on behalf of the association, its leadership and its 8,900 members.

"With great pride, we honor individuals and organizations that have helped grow and strengthen the economy, improve the quality of life in our communities, and bring national recognition to the San Fernando Valley," said Martha Diaz Aszkenazy, chair of the Valley Economic Alliance.



PICTURED, LEFT TO RIGHT: DAVID FLEMING, CHAIR EMERITUS, THE VALLEY ECONOMIC ALLIANCE; MARTHA DIAZ ASZKENAZY, CHAIR, THE VALLEY ECONOMIC ALLIANCE; JIM LINK, CEO, SOUTHLAND REGIONAL ASSOCIATION OF REALTORS; TRACY RAFTER, CEO, BIZFED; ROSS PORTER, SPORTSCASTER AND THE GALA'S MASTER OF CEREMONIES; MARLA CLEMOW, EXECUTIVE VICE PRESIDENT WELLS FARGO BANK AND PRESIDENT WELLS FARGO'S L.A. METRO COMMUNITY BANK; WINK MARTINDALE, DISK JOCKEY AND GAME SHOW HOST; GREGORY KRIKORIAN, PRESIDENT AND CEO, THE VALLEY ECONOMIC ALLIANCE.

The other three recipients were honored by category. In arts and entertainment, the award went to Wink Martindale, an American icon, game show host, and longtime Valley resident whose work in entertainment, charitable causes, and continuous involvement in the community has left its mark throughout the Valley.

The business category honoree was Wells Fargo Bank. The institution was honored for its "outstanding leadership, commitment, and investment to finding local solution for local community needs," and for improving the long-term economic stability of the San Fernando Valley.

In the leadership category, Tracy Rafter, CEO of BizFed, was the honoree for her "leadership qualities and measurable success" that has "impacted and benefited the San Fernando Valley."

Sportscaster Ross Porter was the master of ceremonies.

The event was held at the Autrey National Center.

CARETS ANNOUNCES PLANS FOR THE FUTURE

California Real Estate Technology Services, Inc. (CARETS) has announced its plans for the future, and CRISNet intends to continue its membership. CRISNet is also finalizing a datashare agreement with CRMLS, These two actions will ensure that you will have no interruption in access to listings in CLAW, VCRDS i-Tech, and CRMLS!

CARETS is an organization currently comprised of six multiple listing services (MLSs) whose function is to aggregate real property listing data so that it is accessible to real estate brokers and agent members of any of the six MLSs through their desired MLS system. The company was formed in 2008 to fulfill the growing need for agents to have access to data on a broad basis without having to join several MLSs or use different platforms to access data.

In December of 2013, California Regional MLS (CRMLS) announced its intention to leave CARETS effective in August. That

was followed by a similar announcement from Desert Area MLS to exit CARETS in September.

"While we are disappointed that CRMLS and DAMLS have chosen to leave CARETS, we respect their business decision," said Rick Stever, chairman of CARETS. "However, any speculation that CARETS will cease operation is totally unfounded. To the contrary, the four remaining MLS members have all committed to continue uninterrupted operation through 2016."

The four MLSs are the Combined Los Angeles-Westside MLS (CLAW), which services west Los Angeles, Malibu and surrounding areas, CRIS-Net MLS covering the San Fernando Valley and Santa Clarita Valley areas, Ventura County Regional Data Share (VCRDS), covering Ventura County and i-Tech, covering the Glendale, Pasadena area. In total, the four MLSs are comprised of approximately 30,000 real estate agents and brokers.

"CARETS is structurally and financially solid," Stever said. "We can meet all of our contractual commitments that currently run through September of 2015 and have reached an agreement in principal with our primary technology vendor to extend our contract through 2016."

Of primary concern to brokers and agents is access to data once CRMLS and DAMLS leave CARETS. When CRMLS announced its intention to leave, it also extended an offer to enter into data share agreements with the other MLSs comprising CARETS. In turn, the MLSs expressed a willingness to pursue such agreements.

"CARETS was formed in order to provide data to practitioners on a broad basis so that they can best serve their clients," Stever said. "The goal hasn't changed. Whether by membership in CARETS or through data share agreements all parties are working toward the same end. This is not an adversarial situation."

MARKETING SERVICE AGREEMENT

BY CRELA AND STEVEN SPILE, 2014 RISK MANAGEMENT COMMITTEE

In order to avoid violating the Real Estate Settlement Procedures Act ("RESPA"), many real estate brokerages have created new arrangements with related ancillary services (lender, title, etc.) through Marketing Service Agreements ("MSA"). While on their face these MSA's appear to be in compliance with RESPA, a new case has opened the door to challenging these MSA's as violating RESPA.

The primary point for review, as determined by the case of Baehr v. the Creig Northrop Team, et al., is whether or not the services provided reasonably relate to the amount paid under the MSA. In Baehr, the court determined that, pursuant to an MSA, the real estate brokerage received more than \$500,000 from a title company,

for which little or no services were actually provided. The court determined that these moneys were illegal kickbacks and thus violated RESPA.

The key point to take from this case, is that it is important to review these MSA's and to ensure there is a reasonable relationship between the amount paid by the lender/title company/etc. and the services or goods provided by the brokerage. While these MSA's have not been determined to per se violate RESPA, each MSA creates a risk that should be managed. A good way to manage the risks related to this relationship is to closely monitor the benefits being provided and to keep an activity log of all such benefits, as they occur. This log would result in two benefits. It would provide the brokerage with greater oversight so they could better monitor. Second, if someone

were to challenge the relationship, the brokerage would have a detailed log proving a reasonable correlation between the benefits given and the amount paid.

It is also important to note that the Federal Consumer Financial Protection Bureau has assumed the responsibility of enforcing RESPA, and is being much more aggressive in enforcing RESPA compliance than the Department of Housing and Urban Development ("HUD"). This means that the monitoring of these MSA's is even more important.

At the end of the day, these situations are always business decisions. The critical point is that each brokerage is making an informed decision with eyes wide open, in order to properly weigh costs and benefits.



Fee is \$10 / person or \$40 / family of 5 **RSVP by July 16, 2014**

Included:

- Bowling shoes & ball
- * Free sodas * Cash bar
- * The Habit food truck sponsored by

Email form to SCVEvents@srar.com or contact Nicole at 661-816-4234 or Marcy at 661-755-4883.

2014 Platinum Sponsors - Augusta Financial | Bank of America Home Loans | Camelot Moving and Storage | CVA Exterminators | Federal Escrow | Flagstar Bank | Franklin Loan Center | Glen Oaks Escrow | Kellar Davis Real Estate | Keller Williams VIP Properties | Logix Federal | Credit Union | Mazza Home Inspections | Newhall Escrow | Newhall Land | Pacific Funding Mortgage Division | Pathway Escrow | Prospect Mortgage | Realty Executives, Santa Clarita | RE/MAX of Santa Clarita | Rush Termite Company | Valleywide Escrow | Wells Fargo Mortgage | Wintrust Mortgage





5 www.srar.com Realtor® Report June/July 2014

SRAR Hosts Local, State, National Legislative Meet-and-Greet

Van Nuys, CA – June 5, 2014 – Southland Regional Association of REALTORS® (SRAR) was the host of a legislative meet-and-greet with local, state, and national legislative representatives.



Pictured from left to right: GA Committee Member Ken Sampson; BOD Member Alice McCain; Congressmen Brad Sherman; LA City Councilman Mitch Englander; BOD Member Winnie Davis; BOD Member Fred Sabine; SRAR President Roger Hance; SCV Division President Nancy Starczyk

As part of a fundraiser for the California Association of REALTOR®' REALTOR® Action Fund (RAF), SRAR transformed its auditorium into a stylish and inviting reception to host more than 100 attendees. At the reception, members were given the opportunity to rub elbows with legislative representatives like Congressman Brad Sherman, State Assemblymember Matt Dababneh, and LA City Councilmember Mitch Englander.

Each legislator was given an opportunity to speak during the event with topics pertaining to the housing industry. Congressman Sherman not only touched on the June 3rd primary election, but also spoke about his passion for the housing market. Often referred to as a "friend of real estate," Sherman serves as a member of the

Housing and Insurance Subcommittee for Congress – which oversees such issues as affordable housing production and preservation, and providing equal housing opportunities for all.

LA City Councilmember Mitch Englander spoke of his passion for the real estate industry, stating that he comes from a real estate background – his mother was a REAL-TOR®. On a more personal level, Englander shared some of his life experiences that inspired him to be the person he is today, including the tragedy of his uncle's murder by gangbangers - an uncle who was much like a father-figure to him. This led Englander to join the LAPD Reserves as a Reserve Police Officer.

State Assemblymember Matt Dababneh told of how he had worked as Chief of Staff for Congressman Brad Sherman prior to becoming a California Assemblymember. Dababneh has a great deal of respect for the real estate industry and works to help those struggling with homelessness to regain financial independence and housing.

The legislators were not merely there to speak, however. Each mingled amongst the more than 100 or so guests, posed for photographs, and exchanged ideas and open communication with their constituents. The event featured complimentary wine and beer, and a variety of delicious finger foods.



State Assemblymember Matt Dababneh



Also in attendance at the meet-and-greet were SRAR President, Roger Hance; CEO, Jim Link; COO, Tim Johnson; along with several members of the SRAR Board of Directors and SCV Division President, Nancy Starczyk.

REALTOR® Action Fund (RAF) raises money to advance the goals of our REALTOR® political action committees (PACs) at the local, state, and federal levels of government. RAF supports and/or opposes candidates for elected office who understand, or don't understand, REALTOR® Issues.

For more information about C.A.R.'s REALTOR® Action Fund, visit www.car.org/governmentaffairs/raf



SRAR's Risk Management Team





Kathy Mehringer

Je





Steve Spile

Olga Moretti

New Regulations on Team Names

Join SRAR's Risk Management Team as they discuss:

- * Regulations on Team Names
- * An overview of the new RPA

Plus, special guest Carlo Banki from CalBRE will discuss their new Advocacy Program

Monday, June 30, 2014 | 1:00 - 3:00PM SRAR Auditorium | 7232 Balboa Blvd. | Van Nuys

New RPA

CalBRE Advocacy Program

RSVP at RiskJune2014@srar.com

SRAR Office Liaisons please arrive at 12:00 noon

www.srar.com Realtor® Report June/July 2014 7







Presents COMMERCIAL REAL ESTATE FORUM

AUGUST 26, 2014 SPORTSMAN'S LODGE EVENT CENTER

12833 Ventura Boulevard • Studio City, CA

HOW COMMERCIAL REAL ESTATE IMPACTS THE RESIDENTIAL ECONOMY

KEYNOTE SPEAKER



Lawrence Yun
National Association of Realtors
Chief Economist

SCHEDULE OF EVENTS:

8:00 am-9:00 am - Registration, Breakfast

9:00 am-10:00am - Keynote Address : Laurence Yun

10:00 am-10:15 am - NETWORKING BREAK

10:15 am-11:15 am - PANEL DISCUSSION

11:15 am -12:00 pm - NETWORKING

PANEL DISCUSSION



Moderated by:

Jean Maday

National Association of Realtors

Director Commercial Development



Fred Sands Vintage Capital Group



Jan Perry
City of Los Angeles
Economic Development Dept.



Lawrence Yun N.A.R. Chief Economist



Greg McWilliams Newhall Land & Development

Free Registration for the first 100 - You must complete the registration below to qualify www.commercialdataexchange.com • (818)) 947-2255 •

	REGISTRATION the first 100 registered, \$20 Registration Fee after 100 7232 Balboa Blvd., Van Nuys, CA 91406, Fax to: (818) 786-4541	
Name:	Company Name:	
Email:	Phone#:	
(Visa/MC/AMEX/Discover) Car	l#: Exp:	
CC Signature Authorization:		



SPONSOR OPPORTUNITIES



Gold Sponsorship \$500

- * Logo displayed as "Gold Sponsor" on all promo materials & advertisements, including Daily News & LA Times (Gold sponsor logos will be prominently displayed above all other sponsor levels)
- * 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

not,

RESPONSIBLE REALTOR® APPLICANTS

FIRST POSTING

Bowman, Althea Bonita **B&B** Investments 3580 Wilshire Blvd. #1715

Los Angeles, CA. 90010 Cruz Arevalo, Adonis Emerita Real Estate & Mortgage Inc. 5535 Balboa Blvd. #212 Encino, CA. 91316

Curtis, Jeff Keller Williams Realty 2100 Main Street, #350 Huntington Beach, CA. 92648

Galang, LaDonna Montajes LaDonna Galang, Broker 26080 Media Ct. Santa Clarita, CA, 91350

Goldfarb, Marcia L. Marcia L. Goldfarb 407 So. Spalding Dr. #7 Beverly Hills, CA. 90212

Graziano, Caroline May Lemarc Investments Inc. 28122 Lookout Point Ln. Sun City, CA. 92585

Greenberg, Loretta A. Loretta Greenberg 22515 Marilla St. Chatsworth, CA. 91311 Greer, Peter Collins Strategic Realty Inc. 27489 Agoura Road Agoura Hills, CA. 91376

Hakimi, Farzaneh Hakimi['] Realty 23071 Mulholland Dr. Woodland Hills, CA, 91364

Kerrigan, John David John Kerrigan 14900 Magnolia Blvd. #5670 Sherman Öaks, CA. 91413

Lieshman, Bryan Nicholas Bryan Leishman 11661 San Vicente Blvd. #510 Los Angeles, CA. 90049

Morraveji, Mehdi Eddie Fortune Properties 445 Rosewood Ave. Unit K Camarillo, CA, 93012

Penich, Joseph Joe Penich Company Realtors 5850 Canoga Ave. 4th Floor Woodland Hills, CA. 91367

Wright, Edward A. Aviara Real Estate 2555 Townsgate Rd. #200 Westlake Village, CA. 91361

SECOND 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 Wlishire 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 Ortiz Olvares, Christian Ivan Elite Realty & Associates Inc. 16460 Donmetz St. Granada Hills, CA. 91344

Phillips, Jeffery Robert Jeff Phillips 5924 E. Los Angeles Ave. #R Simi Valley, CA. 936063

Risque, Nichol Nichol Risque 3835 E. Thousand Oaks Blvd. Westlake Village, CA. 91362

Rubino, Gary O. Ryan Cole Realty 6864 Indiana Ave. Ste. #100 Riverside, CA. 92506

Sanchez, Armando Jerry 24-7 Real Estate 8939 S. Sepulveda Blvd. #102 Los Angeles, CA. 90045

Sinanian, Hilda Capital Properties & Kings Realty 18980 Ventura Blvd., Ste. #200 Tarzana, CA. 91356

Weaver, Todd D. Synergy Commercial Real Estate Inc. 17332 Lahey St. Granada Hills, CA. 91344

REALTOR® APPLICANTS

June/July 2014

Acosta, Rosabel / Rodeo Realty / Woodland Hills Aprahamian, Gregor / Keller Williams VIP Properties / Valencia Arvidson, Rick R. / Bregman Properties / Oak Park Asulin, Barak / Keller Williams Realty Calabasas / Calabasas Avanessian, Henrik / John B. Spear, Broker / North Hollywood Badreau, Philippe / Real Estate eBroker, Inc. / Oceanside Barrera, Alfaro Enrique / Steve Major and Associates / Chatsworth Batalla, Adrian / Thrive Homes and Estates / Calabasas Betlachin, Vladimir Arbel / Homequest Real Estate / Chino Hills Boswell, Rikki Ralene / Got Home Care Inc. / Glendale Burns, Rebecca Griffith / Real Estate eBroker Inc. / Oceanside Carrillo, Luisa D. / Park Regency Realty / Granada Hills Corlin, Loisa D. / Pair Regenty Reality Fortunation in the Cho, Annie E. / Pinnacle Estate Properties / Northridge
Choi, Soo Nam / New Star Realty Inc. / Granada Hills
Choy, Andrew Kuang / Berkshire Hathaway HomeServices California Properties / Northridge
Clark, Carol Lee / Sellstate Preferred Properties / Encino Cohen, Jack G. / Pacific Inter Capital Investment Solutions Inc. / Tarzana Crubaugh, Robert / Royal REP / Woodland Hills Crousdyl, Robert / Royal Ref / Woodhald Hills
Cruz-Kyle, Lesley Renee / Berkshire Hathaway HomeServices California Properties / Calabasas
Dagkesen, Serdar / Keller Williams Realty / Northridge
Davis, Stracey Helene / Keller Williams Realty / Huntington Beach
Del Vasto, Maria Alejandra / Hope Realty Services, Inc. / Panorama City
Divirgilio, Russell Anthony / Century 21 Valley Properties / West Hills Englund, Kirsten April / Ewing Sothebys I.R. / Calabasas Englund, Kirsten April / Ewing Somebys I.K. / Cataoasas Eptissan, Michael / White House Properties / Woodland Hills Estes, Susan Mari / Coldwell Banker Calabasas / Calabasas Garcia, Kevin Patrick / Elite Realty & Associates, Inc. / Granada Hills Germon, Joel Andres / Country Club Real Estate Professionals / Sylmar Giffen, Stephen Burleigh / Pinnacle Estate Properties, Inc. / Northridge Giron, Rosemarie / Coldwell Banker Greater Valleys / Granada Hills Golod, Ruth Mary / Coldwell Banker Calabasas / Calabasas Goralez, Israel / The Real Estate Plaza / Granada Hills Gortwald, Laura Elizabeth / Rodeo Realty / Woodland Hills Grazziani, Sandra Jannete / Keller Williams Realty / Westlake Village Guzman, Letricia A. / Care 4 U Realty / Granada Hills Hayes, Dominique M. / Exclusive Properties California / Calabasas Heaton, Matthew Albert / Century 21 Cosgrove / Woodland Hills Hosepian, Nora / Coldwell Banker / Sherman Oaks Karaian, Kristopher / Keller Williams Realty-Studio City / Studio City Keenan, Daniel James / Pinnacle Estate Properties / Northridge Khademakbari, Pouya / Re/Max Grand Central / Tarzana Kim, Julia / Century 21 Albert Foulad Realty / Encino Leonard, Stacy / Coldwell Banker Calabasas / Calabasas Liberotti, Victoria Jennifer / Estate Realty Group, Inc. / Woodland Hills

Lundin, Deborah Kaye / Thrive Homes and Estates / Calabasas Malone, Benjamin Frederick / RE/MAX Olson & Associates / Porter Ranch Mansour, Saida P. / Pinnacle Estate Properties / Northridge Mao, Duke Pisith / Equity Funding Resources / Sherman Oaks Marus, Jill / Keller Williams Realty / Simi Valley
Martinez, Carlos / Keller Williams Realty North Valley / Porter Ranch
Matlin, Richard Todd / Century 21 Valley Properties / West Hills
Menne, Kirk David / Keller Williams Realty / Westlake Village
Middleton, Danica / Ramsey-Shilling Assoc. / Toluca Lake Minson, Juliana Lina / Centennial Realty Group / Canyon Country Moreira, Sheguina Renee Dravk / RE/MAX of Valencia / Valencia Moveman, Jacob / Income Property Specialists / Beverly Hills
Nolen, Randy William / Berkshire Hathaway HomeServices California Properties / Calabasas
Nuor, Nick / Real Estate eBroker Inc. / Oceanside
Ocampo, Michele Jane / HomeSmart NCG / Newhall Parada, Margoth T. / Emerita Real Estate & Mortgage Inc. / Encino Pascher, Diego Rafael / ZipRealty / Emeryville Pascial, Diego Kaider / Lipkedniy / Enletythe Perera, Stephen Dinesh / Century 21 All Moves / Granada Hills Riad, Sameh M. / Viceroy Realty / Sherman Oaks Rivera, Alba Concepcion / Century 21 O.J. Realty / North Hollywood Roberts, Kelly Joseph / Dilbeck Realtors / Santa Clarita Rogerson, Mark Shaw / Jack Easton / North Hollywood Rubio, Sandra / M & M Financial Services / Encino Rynveld, Alison B. / Keller Williams North Valley / Porter Ranch Sandoval, Alisoi B. / Relief Williams Wolff Wally / Forler Natial Sandoval, Alba Elizabeth / Intero Real Estate Services / Valencia Sayeghe, Nancy Sayel / In City Real Estate Services / Sherman Oaks Seaton, Amparo / Keller Williams Realty / Northridge Senter, Randall Hall / The Real Estate Man, Inc. / Canaga Park Shafit, Barbara Joan / Wish Sotheby's International Realty / Sherman Oaks Shrier, Aaron / Keller Williams Realty Calabasas / Calabasas Shrier, Aaron / Kelier Williams Reany Calabasas / Calabas Sliver, Marina / American Capital Realty / Sherman Oaks Smith, Jimmy Darren / Realty Executives / Valencia Soto, Stacy / Cobalt Realty Group / Santa Clarita Steinman, David / ESP Real Estate Services / Valencia Tamazyan, Liana / Titus Realty, Inc. / Panorama City Tavasoli-Mojaveri, Faramarz / Pourmirza Client Group / Woodland Hills Tavasoli-Mojaveri, Faramarz / Pourmirza Client Group / Woodland Hills Tushinsky-Fox, Brooke / Keller Williams Realty-Studio City / Studio City Vakoulenko, Olga / Royal Hills Realty / Glendale Valentine, Denny / Strategic Realty / Agoura Hills Varady, Carol / Keller Williams Realty / Northridge Vo, Xuan Thi / HNT Realty / Canoga Park Xia, Fang / Metropolis Realty Group / Woodland Hills Yahiayan, Grant Peter / Big Block Realty / San Diego Yokoyama, Rita Gene / National One Financial Services / Van Nuys Ziegler, Richard S. / Jennings Realty / Pine Mountain Club

Lidgi, Avi / Robinson Realty / Woodland Hills

1,184	CS		MAI SIV KES		IDEILIAL MLS SOMMAKI				. (((
The control of contr	Trace 229 258 1006 1066 1	000,1	MO		VTIAL SALES STATIST	ICS			1,184	1,083
176 229 258 1086 108	176 229 258 1008 178 229 258 168 181 220 268 168 181 268 269 1006 291 269 269 1006 291 269 269 1006 291 269 269 1006 291 269 269 269 292 293 293 293 294 294 294 293 294 294 294 294 295 294 294 295 295 294 294 295 295 295 294 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 295 2	ACTIVE INVENTORY:	E	ES	CS	×	MS	SFV TOT	EXT	TOTAL
Mail	Color Colo	NEW LISTINGS	149	196	176	229	258	1,008	600	1,608
Section	10	TOTAL ACTIVE LISTINGS.	235	339	292	358	457	1,681	1,226	2,907
126	126	AVERAGE DAYS ON MARKET	358 7	835.5	841.4	625 6	1.305.6	853.0	508 4	6/
10	126	MEDIAN LIST PRICE IN THOUSANDS.	350.0	585.0	529.0.	549.9	700.0	549.0	325.0	465.0
126	126	BOMS	33	43	30	32	28	166	110	276
126	126	AVERAGE BOM PRICE IN THOUSANDS	311.6	692.0	472.2	606.4	745.6	569.2	438.4	517.1
126	126	BOW TO SALE HATTO	78.5	28.9	28.8	70.5	15.1	73.5	29.3	75.5
126. 177 200 3.77 775 200 3.77 775 365 41 377 775 365 41 377 375	126. 177 200 3.177 3	PENDING SALES:		1						
104	104	NEW ESCROWS OPENED.	131	150	126	170	200	777	407	1,184
104 156 168 68 68 68 68 68 68	100 100	TOTAL YTD ESCROWS OPENED	561	683	547	705	820	3,316	1,909	5,225
104 156 186 2077 2078 207	104 156 168 2 707 108	NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	33	35	37	36	.41 .601 6	37	52	42
104 156 186 707 707 707 708	104 156 186 707 707 708	CLOSED SALES:					0	0.100		0.44.0
1979 1988	12 12 12 13 15 15 15 15 15 15 15	NEW ESCROWS CLOSED	112	149	104	156	186	707	376	1,083
191546 426319 426319 426319 426319 426319 426319 426319 426319 426319 426319 426319 426319 426300 4263000 42630000 42630000 42630000 42630000 42630000 42630000 426300000 426300000 426300000 426300000 426300000 426300000000000000000000000000000	1913.44 426.319 426.319 426.319 46.529 46.529 46.00 46	TOTAL YTD ESCROWS CLOSED.	478	629	489	594	688	2,878	1,653	4,531
Color	Mail of the page	VOLUME OF NEW SALE DOLLARS IN MILLIONS	38.836	107.974	65.449	82.514	131.546	426.319	155.967	582.286
AE - PRICE CHANGE - PRICE REDUCTION AFF AF	AE PRICE CHANGE - PRICE REDUCTION PS PS PS PS PS PS PS P	VOLUME OF TOTAL YID SALES IN MILLIONS	157.574	428.132	319.339	310.594	486.821	1,702.459	659.777	2,362.236
120 163 575 865 769 876 813 885 769 876 813 885 789 876 813 885 789 876 813 885 789 876 813 885 782 88 896 837 985 92 94 95 99	120 163 163 575 180 180 180 181 180 180 180 181 180 180 180 181 180 180 180 181 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180	MEDIAN SALE PRICE IN THOUSANDS	350.0	550.0	450.0	475.0	529.0	460.0	325.0	429.0
## 865	## 865. 769 #76 #13. ## 865. 769 #876 #813. ## 88. 86	COOP SALES	85	117	06	120	163	575	289	864
## 88 89 90 95 85 85 85 86 86 86 86 86 86 86 86 86 86 86 86 86	Secondary Seco	PERCENT OF COOP SALES	75.9	78.5	86.5	76.9	87.6	81.3	76.9	8.67
Active No. Listings	1	AVERAGE DAYS ON MARKET	118	66	83	888		95	114	102
AE - PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ AF - PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED RESULT	AE - PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ AF - PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. LISTINGS TOTAL # SOLD RESCROWS.	SALES AL LIST PRICE	67.0	// E4.7	56	72	96	3//	202	6/6
AE - PRICE CHANGE - PRICE REDUCTION AE - PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED REDUCED \$ ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED REDUCED REDUCED RESUCCED RESULT	1	SALES TO LISTING INVENTORY RATIO	67.9	44.0	35.6	43.6	40.7	42.1	30.7	37.3
AE - PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. ACTIVE REDUCED \$ ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. ACTIVE REDUCED RESULT RESERVED RESULT RESERVED RESULT RESERVED RESULT RESERVED RESULT RESERVED RESULT RESULT RESERVED RESULT RESERVED RESULT	AE - PRICE CHANGE - PRICE REDUCTION C	FINAL SALE TO NEW LISTING RATIO.	75.2	76.0	59.1	68.1	72.1	70.1	62.7	67.4
Name	Name	CLOSED SALES TYPE								
AE - PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 50	AE - PRICE CHANGE - PRICE REDUCTION 12 56	FORECLOSURE/REO	4	5	T	4	9	20	21	41
AE - PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 50 12 2 3 3 3 3 4 48 5 4 48 5 599 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	AE - PRICE CHANGE - PRICE REDUCTION 174 624 ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. LISTINGS TOTAL # SOLD PREDUCED \$ 50 12 9 50 12 2 2 50 2 2 2 2 50 2 3 <td>SELLER CONCESSIONS</td> <td>0 %1</td> <td>0</td> <td>0</td> <td>1.0</td> <td>0 %</td> <td></td> <td>L T</td> <td>L</td>	SELLER CONCESSIONS	0 %1	0	0	1.0	0 %		L T	L
AE - PRICE CHANGE - PRICE REDUCTION 0 6 ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 50 12 9 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 3	AE - PRICE CHANGE - PRICE REDUCTION 2 0 6 ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. LISTINGS TOTAL # SOLD BEDUCED \$ 50 12 9 2 50 12 9 2 50 22 9 2 70 22 9 3 70 22 9 9 70 22 9 9 70 22 9 9 70 22 9 9 70 22 9 9 80 81 44 45 143 98 84 48 143 14 44 46 143 14 46 46 153 16 17 46 153 16 17 46 153 16 17 46 153 16 17 46	STANDARD	80	132	92	138	174	624	299	923
AE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. LISTINGS TOTAL # SOLD PEDUCED \$ 50 12 9 2 19 2 2 2 19 3 3 3 19 2 9 9 70 22 9 9 70 22 9 9 80 22 9 9 193 70 32 9 193 70 32 9 193 70 32 9 193 70 32 9 119 120 62 62 210 120 62 62 210 120 62 62 210 120 62 62 210 120 62 7 220 8 7 7 153 7 7 46 153 8 7 7 233 <td< td=""><td>AE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 50 12 9 2 50 12 9 2 19 2 2 2 19 3 3 3 50 22 9 3 70 22 9 7 70 22 9 7 70 22 9 7 193 70 3 2 22 81 4 4 193 70 3 2 222 81 4 4 4 183 9 7 4 4 4 183 12 4 4 4 4 4 184 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4<td>OTHER</td><td>2</td><td>0</td><td></td><td>2</td><td>0</td><td>9</td><td>10</td><td>16</td></td></td<>	AE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 50 12 9 2 50 12 9 2 19 2 2 2 19 3 3 3 50 22 9 3 70 22 9 7 70 22 9 7 70 22 9 7 193 70 3 2 22 81 4 4 193 70 3 2 222 81 4 4 4 183 9 7 4 4 4 183 12 4 4 4 4 4 184 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 <td>OTHER</td> <td>2</td> <td>0</td> <td></td> <td>2</td> <td>0</td> <td>9</td> <td>10</td> <td>16</td>	OTHER	2	0		2	0	9	10	16
ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED\$ 50	ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED\$ 50 12 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2			SELLING TIMI			Z			
56 12 9 17900 17 5 2 16500 13 19 3 3 9 9 19 3 2 16500 13 19 3 3 2 16500 13 19 2 19 2 2 2 10 2 9 58 2 2 19 2 16 3 2 2 19 7 3 2 2 2 19 7 3 2 2 2 2 19 7 3 3 3 3 3 3 3 10 12 3 <t< td=""><td>50 12 9 17900 17 5 2 2 2 16500 13 19 3 3 16500 17 19 3 3 16500 17 20 19 7 3069 9 70 22 9 5887 2 20 27 16 9448 2 20 27 16 9448 2 22 9 9448 2 2 218 77 40 1457 2 218 77 40 14375 2 23 15 40 14375 2 23 48 27 40 14375 2 23 36 48 27 14 14 14 158 48 27 14 14 14 14 14 16 16 16 16 16 17<</td><td>SELLING BOLCE BANGE:</td><td>AVG. SE</td><td>ILL TIME</td><td>ACTIVE NO. LISTIN</td><td></td><td></td><td>EDUCED \$</td><td>\$ AVERAGE PRI</td><td>CE REDUCTION %</td></t<>	50 12 9 17900 17 5 2 2 2 16500 13 19 3 3 16500 17 19 3 3 16500 17 20 19 7 3069 9 70 22 9 5887 2 20 27 16 9448 2 20 27 16 9448 2 22 9 9448 2 2 218 77 40 1457 2 218 77 40 14375 2 23 15 40 14375 2 23 48 27 40 14375 2 23 36 48 27 14 14 14 158 48 27 14 14 14 14 14 16 16 16 16 16 17<	SELLING BOLCE BANGE:	AVG. SE	ILL TIME	ACTIVE NO. LISTIN			EDUCED \$	\$ AVERAGE PRI	CE REDUCTION %
19 2 16500 13 19 3 16500 19 19 3 12333 9 19 7 3069 4 2 2 9 5987 2 7 20 9 5987 2 10 2 9 5987 2 10 2 9 5987 2 10 2 2 9 448 2 10 2 1040 0 0 0 210 120 62 1640 0 0 210 120 62 1640 0 0 210 120 62 1640 0 0 210 120 62 1640 0 0 230 86 86 46 1836 2 153 86 88 19 14375 2 153 86 19 14356 2 230 86 19 27 10691 2 230 86 86 48 86 2 230 86 86 48 86 2 292	19	PRO THAN TO DOO	100		50	10		σ	17900	17 5
19 3 3 12333 9 22 19 7 3069 4 70 22 9 5987 2 70 22 9 5887 2 70 22 29 9448 3 80 70 32 2019 15 183 22 2019 15 22 81 36 36 8 22 81 36 36 15 22 81 36 36 14 230 86 48 8223 14 147 77 46 22899 2 230 86 48 8223 1 15 77 46 22899 2 233 14 14375 2 24 15 14 14 14 15 18 18 2 1 15 18 18 2 1 15 19 19 14 14 1 15 18 18 14 14 14 15 18 18 18 18 18 15 <td>19 3 3 12333 9 22 2 4 4 7 20 9 5987 2 8 2 9 5987 2 19 7 3069 2 2 10 2 2 2 2 10 2 2 2 2 10 2 3 3 3 3 11 3 4 4 4 4 11 3 4 4 4 4 120 86 4 4 4 4 120 86 4 4 4 4 14 7 4 4 4 4 4 15 86 4 4 4 4 4 15 86 4 4 4 4 4 15 86 4 4 4 4 4 15 86 4 4 4 4 4 4 18 86 4 8 4 4 4 4 4 18 86 48 569 450 4<!--</td--><td>100,000 TO 109,999</td><td>100</td><td>- 10</td><td>2</td><td>2 5</td><td></td><td>2 د</td><td>16500</td><td>2 × 6</td></td>	19 3 3 12333 9 22 2 4 4 7 20 9 5987 2 8 2 9 5987 2 19 7 3069 2 2 10 2 2 2 2 10 2 2 2 2 10 2 3 3 3 3 11 3 4 4 4 4 11 3 4 4 4 4 120 86 4 4 4 4 120 86 4 4 4 4 14 7 4 4 4 4 4 15 86 4 4 4 4 4 15 86 4 4 4 4 4 15 86 4 4 4 4 4 15 86 4 4 4 4 4 4 18 86 4 8 4 4 4 4 4 18 86 48 569 450 4 </td <td>100,000 TO 109,999</td> <td>100</td> <td>- 10</td> <td>2</td> <td>2 5</td> <td></td> <td>2 د</td> <td>16500</td> <td>2 × 6</td>	100,000 TO 109,999	100	- 10	2	2 5		2 د	16500	2 × 6
52 19 7 3069 4 70 22 9 5987 2 70 22 9 5987 2 22 29 9 5987 2 183 27 15 9448 15 183 81 32 2019 15 183 97 45 37828 8 18 86 48 8223 16 19 149 1495 0 20 86 48 8223 1 14 77 46 14375 2 22 36 48 27 10691 1 15 48 56 16 2 15 19 2168 2 2 228 18 18 2 2 15 19 2168 2 2 15 18 18 14 2 15 18 18 14 2 2 15 18 18 14 2 2 229 18 18 14 2 2 15 18 14 2 2	52 19 7 3069 4 22 29 9 5987 2 22 29 9 5987 2 22 29 9 5987 2 183 22 29 15 2019 15 183 70 32 2019 15 2 183 37 45 375328 8 2 20 10 46 14375 0	110,000 TO 119,999	Ϊ́Ω	0	19	က		ıε	12333	8.6
70 22 9 5987 2 72 29 9 5987 2 8 29 9 5987 2 183 70 32 2019 15 183 70 32 2019 15 183 70 45 2019 15 220 81 8 2 218 108 65 105 0 219 108 62 105 0 220 10 10 10 0 210 10 10 10 0 210 10 10 10 0 210 10 10 10 0 220 36 46 27 10691 2 220 36 48 27 10691 2 220 85 48 560 2 2 220 85 18 14 92115 2 220 85 18 14 92115 2 45 256 456363 2 4,6288 45 256 45863 4,628 2 45 256	70 22 9 5987 2 72 29 9 5987 2 8 29 94.8 2 193 70 32 2019 15 193 70 32 2019 15 193 70 32 2019 15 184 36 36 16 0 210 100 120 62 1640 0 210 120 62 1640 0 0 210 120 62 1640 0 0 210 23 18356 2 2 2 23 44 46 27 1 2 2 2 23 48 27 169 48 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 <td< td=""><td>120,000 TO 139,999</td><td>4</td><td>е</td><td>52</td><td>19</td><td></td><td>7</td><td> 3069</td><td>4.3</td></td<>	120,000 TO 139,999	4	е	52	19		7	3069	4.3
19 948 193 22 193 27 193 70 193 70 193 70 193 70 193 70 194 15 195 15 196 120 197 14375 183 18356 19 19 19 19 19 12 19 12 19 12 19 12 19 12 19 12 19 12 18 18 18 19 18 19 18 14 18 14 18 14 18 14 18 14 18 14 22 20 18 14 22 4456383 18 14 22 4456383 18 14 22 24563 446 145383 22 24563 446 145383 25 26 26	100 100 <td>140,000 TO 159,999</td> <td>4</td> <td>3</td> <td><u>70</u></td> <td>22</td> <td></td> <td>o</td> <td> 5987</td> <td>2.7</td>	140,000 TO 159,999	4	3	<u>70</u>	22		o	5987	2.7
193 27 70 19 19 19 19 19 19 19 1	198	160,000 TO 179,999	8		72	29		0 1	1873	2.0
222 81 36 618 8 183 97 45 375328 8 183 97 45 375328 8 210 108 62 1640 0 210 120 62 1640 0 220 186 48 823 1 147 71 40 14375 2 22 23 48 22899 2 22 23 48 27 10691 1 15 48 27 10691 1 1 15 48 27 10691 1 1 15 19 21658 2 2 18 14 560 4485 560 2 18 18 48 560 45363 0 14 108 569 45363 0 22 36 4562 4562 2 45 569 45363 4562	188	180,000 TO 198,999	4 1	0 ((103	77		30	9448	2.5 8.4L
183 97 97 45 975228 8 8 108 53 1957 9 9 9 9 9 9 9 9 9	183 97 97 45 975328 8 8 10	250,000 TO 299,999	ο ©		222	2 8		36	818	4.5
218 108 53 1957 0 210 120 62 1640 0 220 86 48 8223 1 130 58 33 18356 2 22 23 48 18356 2 22 36 48 27 10691 1 15 18 27 10691 1 22 19 12 15468 2 153 18 14 14 2 153 18 14 2168 2 153 18 14 2168 2 16 12 15485 0 0 16 14 92115 2 2 17 2028 18 2 2 18 18 14 92115 2 2028 108 569 45363 2 4,628 4562,236,000 4,628 4,628	218 108 53 1957 0 220 86 1640 0 220 86 48 8223 1 220 86 48 8223 2 220 33 18356 2 2 233 77 46 2899 2 22 36 46 2899 2 23 36 46 2899 2 24 19 27 10691 2 25 36 46 2699 2 26 48 27 10691 2 29 85 48 569 2670 2 29 46 569 4563 2 29 85 46 569 2670 2 29 85 46 569 4563 2 4,658 45863 0 2 2 4,658 45863 0 2 2 4,658 45863 0 2 2 4,658 45863 0 2 2 4,628 45863 0 2 4,628 45863 0 2	300,000 TO 349,999	4	3	183	97		45	375328	8.0
120	120 120	350,000 TO 399,999	4		218	108		53	1957	9.0
1475	1475 1475 1475 1475 1475 1475 1475 1475 1475 1475 1475 1475 1475 1475 1475 1475 1475 1475 1775	400,000 IO 449,999	4.00		210	120		62	1640	0.0
153 58 33 18356 2 233 77 46 22899 2 23 77 48 27 10691 1 2 90 36 19 21658 2 2 29 85 48 56707 3 13 18 14 92115 2 2 292 1088 569 45363 0 14 RMLS TOTAL - \$ VOLUME \$A1628 \$2,362,236,000 \$A,628	153 18356 2 2 2 2 2 2 2 2 2	500 000 TO 549 999	λ. 4		147	71		40	14375	4.0
233 77 46 22899 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	233 77 46 22889 2 2 2889 2 2 2 2 2 2 2 2 2 2 2 2	550,000 TO 599,999	4	3	153	58		33	18356.	2.6
158	158	600,000 TO 699,999	3	1	233	77		46	22899	2.9
19 19 21688 2 29 29 85 48 56707 2 20 29 29 29 29 29 29 29 29 29 29 29 29 29	19 19 21688 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	700,000 TO 799,999	4		158	48.		27	10691	1.1
299 85 85 707 88 85 85 85 85 85 85 85 85 85 85 85 85	14 RMLS TOTAL - \$ VOLUME \$2,362,236,000 I DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	800,000 TO 899,999	e 1		90	36		9	21658	2.1
14 RMLS TOTAL · \$ VOLUME S69. 45363. SALES SALES S7,362,236,000 4,628	14 RMLS TOTAL - \$ VOLUME	1 000 000 TO 1 999 999	0 40		2,6	85		48	56707	3.0
14 RMLS TOTAL · \$ VOLUME SALES \$2,362,236,000	14 RMLS TOTAL - \$ VOLUME SALES SALES SALES \$ 45.000 \$ 45.	MORE THAN 2.000.000.	Ò	- +	153	18		4	92115	000
2014 RMLS TOTAL · \$ VOLUME \$2,362,236,000	\$2,362,236,000 *THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	TOTALS	4	4	2928	1088		569	45363	9.0
\$2,362,236,000	*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	LISTINGS		201	4 RMLS TOTAL	\$ VOLUME				SALES
	*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	7,447			\$2,362,236	000				4,628
	*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	`			,					•

COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)

TOTAL MONTH BY MONTH

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS, INC.

_		2009	60	;		2010	0	;		2011	_	-		2012	7	-		2013	က	;		2014	4	;
	TIST	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	\$ WIL	% SALES TO LIST	LIST	SALES	VOL MIL.	% SALES TO LIST
JAN	2084	964	357.7	46.3	1,830	6963	410	52.6	1,786	926	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	1085	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	1052	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	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	1,608	1,083	582.2	67.4
JUNE	1,928	1,410	612	73.1	2,051	1,269	563	61.9	1,752	1,114	439.1	9:89	1,367	1,216	484.0	89.0	1,551	1,133	573.4	73.0				
JUL	1,922	1,322	581.7	8.89	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				
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	9.99	22.318	12.617	5415.2	55.6	9,053	12,308	4867.4	66.3	15,732	13,674	5366.5	87	16,407	13,177	6,315.3	80.71				
AVG. SALE PRICE		\$417,181	,181			\$429,200	,200		•	\$395,470	470			\$392,470	470		()	\$479,270	270		-	-	-	

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR MAY

	EN	EC	0.0	MAZNI	WC	CEV TOTAL	EVT	TOTAL
ACTIVE INVENTORY	<u>EN</u>	ES	CS	WN	WS	SFV TOTAL		TOTAL
New Listings						778		
Total Active Listings	100	217 67	208 61	291 65	ರ/४ ೯೨	1,260 65	1,UI3 01	2,2/3 70
Average Days on MarketAverage List Price in Thousands	304 5	07 1 025 6	1 035 0	65 677 <i>4</i>	1 <u>4</u> 70 5	999.9	51 525 2	72 788 3
Median List Price in Thousands	380.0	750.0	649.0	599.0	7,47 3.3 799 0	640.0	319.5	519.9
BOMS	20	28	21	22	22	113	85	198
Average BOM Price in Thousands	352.8	782.5	555.5	716.4	859.4	666.4	468.3	581.3
BOM to Sale Ratio	23.8	27.7	27.3	18.2	15.8	21.6	27.6	23.9
Expirations	10	16	18	8	16	68	68	136
PENDING SALES								
New Escrows Opened	100	114	90	136	161	601	305	906
Total YTD Escrows Opened	425	477	387	537	642	2,468	1,530	3,998
New Open Escrows Average Days on Market		34	39	37	41	37	51	42
New Open Escrows Average List Price	377.5	802.8	856.4	576.5	748.7	674.4	426.2	590.8
CLOSED SALES:								
New Escrows Closed	84	101		121	139	522	308	830
Total YTD Escrows Closed	353	426	345	448	535	2,107	1,328	3,435
Volume of New Sales Dollars in Millions	31.012	89.279	55.998	71.279	111.977	359.544	124.883	484.428
Volume of total YTD Sales in Millions	126.057	346.339	267.086	259.426	429.642	1,428.550	537.166	1,965.716
Average Sale price in Thousands	369.2	884.0		589.1	გეე.ტ 		405.5	583.ti
Coop Sales	339.9		017.0	ນ.ປະທຸກ ກາ		02U.U	324.U	ا.400.لــــــــــــــــــــــــــــــــــ
Percent of Coop Sales	73.8	73 72 3		92 76 N		78 0	232 75 3	044 77 م
Average Days on Market	110		82			91	114	
Sales at List Price	60	52	46	59	70	287	170	457
Percent of Sales at List Price	71.4	51.5	59.7	48.8	50.4	55.0	55.2	55.1
Sales to Listing Inventory Ratio	50.6	46.5	37.0	41.6	36.8	41.4	30.4	36.5
Final Sale to New Listing Ratio	72.4	79.5	59.7	63.4	64.7	67.1	62.0	65.1
CLOSED SALES TYPE								
Foreclosure/REO	4	1	1	3	6	15	18	33
Seller Concessions	0	0	0	0	0	0	1	1
Short Sale	16	5	7	9	5	42	44	86
Standard	63	94	67	107	128	459	243	702
Other	1	0	2	2	0	5	6	11
SAN FERNANDO V	ALLEY OC	NIDOMI	NIII IMA C	AL EC CT	ATICTIC	C FOD M	141/	
								TOTAL
ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	. EXT	TOTAL
ACTIVE INVENTORY New Listings	<u>EN</u> 33	ES	CS 47	WN 38	WS 43	SFV TOTAL	EXT	333
ACTIVE INVENTORY New Listings Total Active Listings	EN 3369	ES 69	CS 47 84	WN 38 67	WS 43 .79	SFV TOTAL 230 421	EXT 103	333 634
ACTIVE INVENTORY New Listings	EN 336994	ES 69 122 73	47 84 69	WN 38 67	WS 43 .79 .75	SFV TOTAI 23042176	103 213 156	333 634 102
ACTIVE INVENTORY New Listings	EN	6912273497.3		WN	WS 437975473.5	23042176413.2	103 213 156 428.6	333 634 102
ACTIVE INVENTORY New Listings	EN	69		WN	4379		103	333 634 102 418.4 350.0
ACTIVE INVENTORY New Listings	833 69 94 272.5 240.0 13 248.3	69 122 73 497.3 425.0 15 523.2	47 	WN	43	SFV TOTAI 230 421 76 413.2 350.0 53 362.1	103	333 634 102 418.4 350.0
ACTIVE INVENTORY New Listings	833 69 94 272.5 240.0 13 248.3	69 122 73 497.3 425.0 15 523.2	47 	WN	43	SFV TOTAI 230 421 76 413.2 350.0 53 362.1	103	
ACTIVE INVENTORY New Listings	EN 33 69 94 272.5 240.0 13 248.3	ES 69 122 73 497.3 425.0 15 523.2 31.3		WN 38 67 71 400.9 379.9 10 364.5 28.6	WS	SFV TOTAI 230 421 76 413.2 350.0 53 362.1 28.6	103	333 634 102 418.4 350.0
ACTIVE INVENTORY New Listings	EN 33 69 94 272.5 240.0 13 248.3 46.4 6	ES 69 122 73 497.3 425.0 15 523.2 31.3 55	25 	WN 38 67 71 400.9 379.9 10 364.5 28.6 7	WS 43 79 75 473.5 360.0 6 328.6 12.8 5	SFV TOTAI 230 421 76 413.2 350.0 53 362.1 28.6 33		
ACTIVE INVENTORY New Listings	EN 33 69 94 272.5 240.0 13 248.3 46.4 6	ES 69 122 73 497.3 425.0 15 523.2 31.3 55	25 	WN 38 67 71 400.9 379.9 10 364.5 28.6 7	WS 43 79 75 473.5 360.0 6 328.6 12.8 5	SFV TOTAI 230 421 76 413.2 350.0 53 362.1 28.6 33		
ACTIVE INVENTORY New Listings		ES 69 122 73 497.3 425.0 15 523.2 31.3 5 56 206	25 	WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168	WS 43 79 75 473.5 360.0 6 328.6 12.8 5 39 178	\$\begin{array}{cccccccccccccccccccccccccccccccccccc		333 634 102 418.4 350.0 78 354.0 30.8 45
ACTIVE INVENTORY New Listings	EN 33 69 94 272.5 240.0 13 248.3 46.4 6 31 136 39	ES	25 	WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32	WS 43 79 75 473.5 360.0 6 328.6 12.8 12.8 39 178 40	\$\begin{array}{cccccccccccccccccccccccccccccccccccc		333 634 102 418.4 350.0 78 354.0 30.8 45 278 278 1,227
ACTIVE INVENTORY New Listings	EN 33 69 94 272.5 240.0 13 248.3 46.4 6 31 136 39	ES	25 	WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32	WS 43 79 75 473.5 360.0 6 328.6 12.8 12.8 39 178 40	\$\begin{array}{cccccccccccccccccccccccccccccccccccc		333 634 102 418.4 350.0 78 354.0 30.8 45 278 278 1,227
ACTIVE INVENTORY New Listings	EN 33 69 94 272.5 240.0 13 248.3 46.4 6 31 136 39	ES	25 	WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32	WS 43 79 75 473.5 360.0 6 328.6 12.8 12.8 39 178 40	\$\begin{array}{cccccccccccccccccccccccccccccccccccc		333 634 102 418.4 350.0 78 354.0 30.8 45 278 278 1,227
ACTIVE INVENTORY New Listings		ES 69 122 73 497.3 425.0 15 523.2 31.3 5 36 206 35 388.0	25 	WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32 354.8	## WS ## 43 ## 79 ## 75 ## 473.5 ## 360.0 ## 6 ## 328.6 ## 12.8 ## 5 ## 39 ## 178 ## 40 ## 404.7	\$\begin{array}{cccccccccccccccccccccccccccccccccccc		333 634 102 418.4 350.0 78 354.0 30.8 45 278 278 1,227
ACTIVE INVENTORY New Listings	EN 33 69 94 272.5 240.0 13 248.3 46.4 6 31 136 39 270.1	ES 69 122 73 497.3 425.0 15 523.2 31.3 5 36 206 35 388.0 48 203	25 	WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32 354.8 35 146	## WS 43 79 75 473.5 360.0 6 328.6 12.8 5 5	\$\begin{array}{cccccccccccccccccccccccccccccccccccc		333 634 102 418.4 350.0 354.0 30.8 45 278 1,227 42 384.3
ACTIVE INVENTORY New Listings	EN 33 69 94 272.5 240.0 13 248.3 46.4 6 31 136 39 270.1 28 125 7.824	ES 69 122 73 497.3 425.0 15 523.2 31.3 5 36 206 35 388.0 48 203 18.695	25 	WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32 354.8 35 146 11.235	## WS ## 43 ## 79 ## 75 ## 473.5 ## 360.0 ## 6 ## 328.6 ## 12.8 ## 12.8 ## 17.8 ## 40 ## 404.7 ## 47 ## 153 ## 19.569	\$\begin{array}{cccccccccccccccccccccccccccccccccccc		333 634 102 418.4 350.0 354.0 30.8 45 278 1,227 42 384.3
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	EN 33 69 94 272.5 240.0 13 248.3 46.4 6 31 136 39 270.1 28 125 7.824 31.517		25 	WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32 354.8 355 146 11.235 51.167	## WS ## 43 ## 79 ## 75 ## 473.5 ## 360.0 ## 6 ## 328.6 ## 12.8 ## 12.8 ## 17.8 ## 40 ## 40.4 ## 40.4 ## 47 ## 153 ## 19.569 ## 57.179	\$\begin{array}{cccccccccccccccccccccccccccccccccccc		333 634 102 418.4 350.0 78 354.0 30.8 45 278 1,227 42 384.3 253 1,096 97.858 396.520
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	EN 33 69 94 272.5 240.0 13 248.3 46.4 6 31 136 39 270.1 28 125 7.824 31.517 279.4	ES 69 122 73 497.3 425.0 15 523.2 31.3 5 36 206 388.0 48 48 48 48 48 389.5	25 	WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32 354.8 355 146 11.235 51.167 321.0	## WS 43 79 75 473.5 360.0 6 328.6 12.8 178 40 404.7 47 153 19.569 57.179 416.4	230		333 634 102 418.4 350.0 78 354.0 30.8 45 278 1,227 42 384.3 253 1,096 97.858 396.520
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		ES 69 122 73 497.3 425.0 15 523.2 31.3 5 36 206 206 388.0 48 48 48 48 48 39.5 370.0	25 277 36 36 36 36 318.9 9 277.9 33.3 10 36 319.6 27 27 24 24 25 25 25 25 25 25 35 31 32 30 30 31 31 31 31 31 31 31 31 31 31	WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32 354.8 354.8 355 11.235 51.167 321.0 315.0	## W\$ 43 79 75 473.5 360.0 6 328.6 12.8 5 178 404.7 47 47 47 47 47 47 47 47 47	230 230 421 76 413.2 350.0 53 362.1 28.6 33 176 848 36 350.5 185 771 66.774 273.909 360.9 325.0		333 634 102 418.4 350.0 78 354.0 30.8 45 278 1,227 42 384.3 1,096 97.858 396.520 386.8
ACTIVE INVENTORY New Listings Total Active Listings		\$\begin{array}{c} ES & 69 & 122 & 73 & 497.3 & 425.0 & 15 & 523.2 & 31.3 & 5 & 206 & 35. & 388.0 & 48 & 203 & 388.0 & 203 & 18.695 & 81.794 & 389.5 & 370.0 & 44 & 44 & 44 & 44 & 44 & 44 & 44 &	27 27 27 27 27 27 27 27 27 27	WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32 354.8 355.1 11.235 51.167 321.0 315.0 28	## W\$ ## 43 ## 79 ## 75 ## 473.5 ## 360.0 ## 6 ## 328.6 ## 12.8 ## 55 ## 40 ## 40 ## 40 ## 47 ## 47 ## 47 ## 47 ## 47 ## 47 ## 47 ## 47 ## 47 ## 47 ## 47 ## 47 ## 48 ## 49 ## 49 ## 49 ## 49 ## 49 ## 49 ## 49 ## 40	230 230 421 76 413.2 350.0 53 362.1 28.6 33 176 848 36 350.5 185 771 66.774 273.909 360.9 325.0 163		333 634 102 418.4 350.0 78 354.0 30.8 45 278 1,227 42 384.3 253 1,096 97.858 396.520 386.8 327.0
ACTIVE INVENTORY New Listings		ES 69 122 73 497.3 425.0 15 523.2 31.3 5 36 206 388.0 48 48 203 18.695 81.794 389.5 370.0 44 91.7	27 27 27 27 27 27 31 36 36 31 36 31 36 31 31 36 31 31 31 31 31 31 31 31 31 31	WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32 354.8 355.1 11.235 51.167 321.0 315.0 28 80.0	## W\$ 43 79 75 473.5 360.0 6 328.6 12.8 5 178 40 404.7 473 153 19.569 57.179 416.4 325.0 93.6	230 230 421 76 413.2 350.0 53 362.1 28.6 33 176 848 36 350.5 185 771 66.774 273.909 360.9 325.0 163 88.1		333 634 102 418.4 350.0 78 354.0 30.8 45 278 1,227 42 384.3 253 1,096 97.858 396.520 386.8 327.0
New Listings		\$\begin{array}{c} ES & 69 & 122 & 73 & 497.3 & 425.0 & 15 & 523.2 & 31.3 & 5 & 523.2 & 31.3 & 5 & 523.2 & 34.3 & 5 & 5 & 523.2 & 34.3 & 5 & 5 & 5 & 5 & 5 & 5 & 5 & 5 & 5 &	25 	WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32 354.8 355 11.235 51.167 321.0 28 80.0 93	## W\$ 43 79 75 473.5 360.0 6 328.6 12.8 5 178 40 404.7 473 153 19.569 57.179 416.4 325.0 444 93.6 98	230 230 421 76 413.2 350.0 53 362.1 28.6 33 176 848 36 350.5 185 771 66.774 273.909 325.0 163 88.1 107		333 634 102 418.4 350.0 78 354.0 30.8 45 278 42 42 384.3 253 396.520 396.520 327.0 220 87.0
New Listings		## Company of the com	27	WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32 354.8 35 146 11.235 51.167 321.0 28 80.0 93 13	## WS ## 43 ## 79 ## 75 ## 473.5 ## 360.0 ## 6 ## 328.6 ## 12.8 ## 55 ## 40 ## 40 ## 47 ## 153 ## 19.569 ## 57.179 ## 416.4 ## 325.0 ## 44 ## 93.6 ## 98 ## 26	\$\begin{array}{cccccccccccccccccccccccccccccccccccc		333 634 102 418.4 350.0 354.0 30.8 45 278 42 278 42 384.3 253 396.520 327.0 220 87.0
New Listings		\$\begin{array}{c} \textbf{ES} \\ & 69 \\ & 122 \\ & 73 \\ & 497.3 \\ & 425.0 \\ & 15 \\ & 523.2 \\ & 31.3 \\ & 206 \\ & 35 \\ & 388.0 \\ & 48 \\ & 203 \\ & 18.695 \\ & 81.794 \\ & 44 \\ & 91.7 \\ & 117 \\ & 25 \\ & 52.1 \end{array}		WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32 354.8 35 146 11.235 51.167 321.0 28 80.0 93 13 37.1	## 43 ## 79 ## 75 ## 473.5 ## 360.0 ## 6 ## 328.6 ## 12.8 ## 55 ## 40 ## 404.7 ## 47 ## 153 ## 19.569 ## 57.179 ## 416.4 ## 325.0 ## 44 ## 93.6 ## 98 ## 26 ## 55.3	\$\begin{array}{cccccccccccccccccccccccccccccccccccc		333 634 102 418.4 350.0 30.8 354.0 30.8 45 278 1,227 42 384.3 253 396.520 327.0 220 87.0 109 1122
New Listings		## Company of the com	25 47 84 69 359.9 318.9 9 277.9 33.3 10 36 160 33 319.6 27 144 9.452 52.253 350.1 329.0 24 88.9 87 10 37.0 32.1	WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32 354.8 35 146 11.235 51.167 321.0 315.0 28 80.0 93 13 37.1	## WS 43 79 75 473.5 360.0 6 328.6 12.8 .5 178 40 404.7 47 153 19.569 57.179 416.4 325.0 98 98 26 .55.3 59.5	\$\begin{array}{cccccccccccccccccccccccccccccccccccc		333 634 102 418.4 350.0 78 354.0 30.8 45 278 1,227 42 384.3 253 1,096 97.858 396.520 220 87.0 220 87.0 39.9
New Listings		## Company of the com	25 47 84 69 359.9 318.9 9 277.9 33.3 10 36 160 33 319.6 27 144 9.452 52.253 350.1 329.0 24 88.9 87 10 37.0 32.1	WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32 354.8 35 146 11.235 51.167 321.0 315.0 28 80.0 93 13 37.1	## WS 43 79 75 473.5 360.0 6 328.6 12.8 .5 178 40 404.7 47 153 19.569 57.179 416.4 325.0 98 98 26 .55.3 59.5	\$\begin{array}{cccccccccccccccccccccccccccccccccccc		333 634 102 418.4 350.0 78 354.0 30.8 45 278 1,227 42 384.3 253 1,096 97.858 396.520 220 87.0 220 87.0 220 48.2 39.9
New Listings		## Company of the com		WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32 354.8 35 146 11.235 51.167 321.0 28 80.0 93 13 37.1 52.2 92.1	## WS ## 43 ## 79 ## 75 ## 473.5 ## 360.0 ## 66 ## 328.6 ## 12.8 ## 55 ## 40 ## 404.7 ## 47 ## 153 ## 19.569 ## 57.179 ## 416.4 ## 325.0 ## 44 ## 93.6 ## 98 ## 26 ## 55.3 ## 59.5 ## 109.3	\$\begin{array}{cccccccccccccccccccccccccccccccccccc		333 634 102 418.4 350.0 78 354.0 30.8 45 278 1,227 42 384.3 253 1,096 97.858 396.520 220 87.0 220 87.0 220 48.2 39.9
New Listings		## Company of the com		## WN 38	## W\$ 43 79 75 473.5 360.0 6 328.6 12.8 5 178 40 404.7 47 153 19.569 57.179 416.4 93.6 98 26 55.3 59.5 109.3	\$\begin{array}{cccccccccccccccccccccccccccccccccccc		333 634 102 418.4 350.0 354.0 30.8 45 278 42 42 384.3 253 396.520 396.520 87.0 220 87.0 109 48.2 39.9 76.0
New Listings		ES 69 122 73 497.3 425.0 15 523.2 31.3 5 36 206 388.0 48 203 18.695 81.794 91.7 117 25 52.1 39.3 69.6	25 47 84 69 359.9 318.9 9 277.9 33.3 10 36 160 33 319.6 27 144 9.452 52.253 350.1 329.0 24 88.9 87 10 37.0 37.0 32.1 57.4	WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32 354.8 355 146 11.235 51.167 321.0 28 80.0 93 13 37.1 52.2 92.1	## W\$ 43 79 75 473.5 360.0 6 328.6 12.8 178 40.4 40.7 47 153 19.569 57.179 416.4 325.0 44 93.6 98 98 26 55.3 59.5 109.3	230 230 421 76 413.2 350.0 53 362.1 28.6 333 176 848 848 36 350.5 185 771 66.774 273.909 360.9 325.0 163 88.1 107 90 48.6 43.9 80.4		333 634 102 418.4 350.0 78 354.0 358 45 278 1,227 42 384.3 253 1,096 97.858 396.520 87.0 220 87.0 109 1122 48.2 38.9 76.0
New Listings		\$\begin{array}{cccccccccccccccccccccccccccccccccccc		WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32 354.8 354.8 355 11.235 51.167 321.0 28 80.0 93 13 37.1 52.2 92.1 1 0 33 31	## W\$ 43 79 75 473.5 360.0 6 328.6 12.8 178 40 404.7 47 453 19.569 57.179 416.4 325.0 44 93.6 98 55.3 59.5 109.3	\$\begin{array}{cccccccccccccccccccccccccccccccccccc		333 634 102 418.4 350.0 78 354.0 30.8 45 278 1,227 42 384.3 253 1,096 97.858 396.520 220 87.0 109 1122 48.2 39.9 76.0
New Listings		\$\begin{array}{cccccccccccccccccccccccccccccccccccc		WN 38 67 71 400.9 379.9 10 364.5 28.6 7 34 168 32 354.8 354.8 355 11.235 51.167 321.0 28 80.0 93 13 37.1 52.2 92.1 1 0 33 31	## W\$ 43 79 75 473.5 360.0 6 328.6 12.8 178 40 404.7 47 453 19.569 57.179 416.4 325.0 44 93.6 98 55.3 59.5 109.3	230 230 421 76 413.2 350.0 53 362.1 28.6 333 176 848 848 36 350.5 185 771 66.774 273.909 360.9 325.0 163 88.1 107 90 48.6 43.9 80.4		333 634 102 418.4 350.0 78 354.0 30.8 45 278 1,227 42 384.3 253 1,096 97.858 396.520 220 87.0 109 1122 48.2 39.9 76.0

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR MAY

Their Armonic Interiors	CTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAI
Aerope Dargon Marent Aerope Control Ministers Aerope Control Ministers Aerope Control Ministers Aerope Control Ministers Aerope Control Aerop	New Listings	9	8	56							76	375
Average Led Prince Il Discounds 1575 6762 6791 7077 7078 7314 6605 525 525 508 5005	Total Active Listings	28	26	95								640
Michai In Price in Processors . \$25.8 6690 . \$699 . \$000 . \$500 . \$560 . \$100 . \$001.0 . \$501 . \$750 . \$1 1 4 entropy 5001 for the interest . \$1 1 1 1 7 2 . \$1 1 4 entropy 5001 for the interest . \$1 1 1 1 7 2 . \$1 1 4 entropy 5001 for the interest . \$1 1 1 1 7 2 . \$1 1 4 entropy 5001 for the interest . \$1 1 1 1 1 7 2 . \$1 1 4 entropy 5001 for the interest . \$1 1 1 1 1 1 1 2 . \$1 1 4 entropy 5001 for the interest . \$1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Average Days on Market	84	90	59	68	77	79	65	46			69
BOINS 7	Average List Price in Thousands	565.6	782.3	630.1	587.6	668.6	570.7	705.9	731.4	650.5		583.9
Average Bolf Price in Transams 4911 0 4912 4488 7 594 7 431 3 599.9 786.0 548 6 282.0 482				499.9								519.0
BOM bit SALES 100												
Figinations	Average BUM Price in Thousands	491.1	0	491.2	468./	549.7	431.3	599.9	/86.0	548.6	263.0	487.1
Property Propose Cylindro	BUM to sale katio	140.0		18.2	20.0	16./	31.0	20.0	23.1	24.3	25.0	24.4
Non-Enteron Operand	•		I	პ	I	U	2	U	4	12	8	20
Total YTD Econova Opened 54 22 209 116 . 75 216 43 240 975 256 1.2 (*** (*** Company Days m Marter) 52 0. 43 30 . 44 43 1 48 47 39 46 (*** Company Days m Marter) 52 0. 43 30 . 44 43 1 48 47 39 46 (*** Company Days m Marter) 52 0. 43 30 . 44 43 1 48 47 39 46 (*** Company Days marter) 52 0. 43 30 . 44 43 1 48 47 39 7702 708 8 546 8 311 3 46 (*** Company Days marter) 52 0. 43 30 . 44 44 31 48 47 47 39 48 6 30 31 3 46 (*** Company Days marter) 55 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1												
New Open Serons Annage Bys Price Serons Annage Serons Serons Annage Serons Annage Serons Serons Serons Annage Serons	New Escrows Opened	16	0	46	26	16	54	11	52	221	62	283
New Open Entowax Average List Prize	Total YTD Escrows Opened	54	22	209	116	75	216	43	240	975	256	1,231
SINGESTALES	New Open Escrows Average Days on Market	52	0	43	30	44	31	48	42	39	46	41
New Encouse Closed	New Upen Escrows Average List Price	434.3		494.0	431.3	311.4	499.9	1 20.2	1 00.0	340.0	301.0	493.1
Table YTD Extraor Clinical **Table	CLOSED SALES:											
\(\text{Valume of lews Sales Dollars in Millions \\ \text{2.106} \\ \text{3.940} \\ \text{2.7655} \\ \text{1.103} \\ \text{9.977} \\ \text{2.0654} \\ \text{3.345} \\ \text{3.345} \\ \text{3.345} \\ \text{3.345} \\ \text{3.357} \\ \text{5.325} \\ \text{3.755} \\ 3	New Escrows Closed	5	8	55	25	18	42	5	52	210		266
Volume of that YTD Sales in Millitions	Total YTD Escrows Closed	38	20	179	92	68	169	31	206	803	205	1,008
Accage Sele price in Thousands 4215 492 6 491 9 441 3 531 8 491 8 690 0 585 0 5119 3 322 41 400 485 0 270 0 460 0 495 0 472 0 460 0 560 5119 3 322 41 400 640 6350 6 270 0 485 0 270 0 460 0 596 0 481 0 550 0 270 0 485 0 270 0 460 0 596 0 485 0 270 0 270	Volume of New Sales Dollars in Millions	2.108	3.940	27.055	11.032	9.5/2	20.654	3.345	30.420	108.126	18.380	126.506
Modain Sale Prince in Thousands	Volume of total YTD Sales in Millions	14.9/1	9.468	85.003	41.9/6	32.805	82.904	20.883	117.327	405.337	65.235	4/0.5/3
Coop Sales	Average Sale price in Thousands	421.0	49Z.0	491.9	441.3 425.0	331.0 472.0	491.0 460.0	009.U			320.Z 220.0	4/0.0
Piezer of Coop Sales 1000	Median Sale Price in Thousands	520.0	400.0	495.0	420.U 10	41 Z.U 15	400.0	040.0		400.0	ZZU.U	0.00
Average Days on Market	Coop Sales	100 n	0 100 0	41 715	19 76 N	IJ			41 an 1	174 22 0	4∂ ΩN /I	۱۵ د دو
Sales àtal à Pince	Percent of Goop Sales	1.00.0	10U.U	14.J	1 O.U	0ა.პ იი	01.U nn	100.0 67	9U.4 n a	ປ2.ສີ	0U.4 110	
Procest of Sales at List Prices 179 308 6. 579 4. 455 4. 419 4. 429 13.9 44.8 4. 42.3 39.2 4. 67 18. 68.4 5. 58. 68. 68. 68. 68. 68. 68. 68. 68. 68. 6	AVERAGE DAYS ON MARKET	ს. პ	14ర గ	91	00							90
Sales to Listing Parienton Ratio. 17.9 30.8 57.9 45.5 41.9 42.9 13.9 44.8 42.3 332 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1					14	13 70.0	20	I	20	IZU	30	130
Final Safe to New Listing Pation	r trutiii ur odito di Lisi Filut	4U.U	U5 on n	DI.Ö 57 ∩	0.0C	1 Z.Z	9.1. 	ZU.U				0.8C
Foreignessy / Fict Foreign	Sales to Listing Inventory nation	17.9	30.8	57.9	43.3	41.9 70.0	42.9	13.9	44.8	42.3 70.0	39.Z	70.0
Foreitissing		0.00	100.0	90.2	02.3	/ 0.3	00.0	33.3	00./	10.2	13.1	10.9
Selier Concessions	CLOSED SALES TYPE											
Short Sale				3	1	1	0	0				
Sandrad												
SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR MAY SCUTOT EXT TOI T	Short Sale	0	1	3	2	0	2	0	2	10	11	21
SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR MAY CTIVE INVENTORY AC ADUL CC CA NE SAU SR VAL SCYTOT EXT TOI New Listings 0 0 25 0 17 18 5 45 110 15 17 101 New Listings 0 0 0 49 1 33 20 13 50 166 15 18 18 19 19 19 19 19 19	Standard	5	7	49	22	16	38	5	47	189	43	232
Average Days on Market. 0 0 0 76 33 53 47 73 55 61 59 Average List Price in Thousands 0 0 0 244 4 449.0 272 6 289 7 361 4 383.8 307 8 294 8 30 Median List Price in Thousands 0 0 0 244 9.0 239 9 300.0 349 9 362 5 300 0 300	SANTA CI	LARITA '	VALLE	/ CON	DOMIN	IIUM SA	LES S	ATIST	ICS FC	OR MAY		
Average List Price in Thousands	SANTA CI CTIVE INVENTORY New Listings	LARITA \	VALLEY ADUL	Y CON CC 25	DOMIN CA	IIUM SA <u>Ne</u>	LES S7 SAU 1818	SR 55	TICS FO	DR MAY SCVTOT	EXT	TOTA
Median List Price in Thousands 0 0 230.0 449.0 239.9 300.0 349.9 362.5 300.0 300.0 300 BOMS 0 0 0.0 10 0 4 5 1 7 27 1 Average BOM Price in Thousands 0 0 213.8 0 1919 305.9 349.9 289.0 252.1 3000 25 BOM To Sale Ratio 0 0 43.5 0 23.5 41.7 20.0 20.0 28.7 14.3 2 Expirations 0 0 2.7 0 19 20 6 38 110 8 1 75 26.0 18.1 10 8 1 10 8 1 10 8 4 8 75 23 166 45.7 47 5 8 8 10 8 4 8 33 10 44 36.6 48 33 8	SANTA CI CTIVE INVENTORY New Listings	LARITA '	VALLEY ADUL 00	Y CONI CC 2549	DOMIN CA	NE 1733	LES S7 SAU 18	SR 513.	VAL45	DR MAY SCVTOT 110166	EXT 1515	TOTA 125
BOMS .0 .0 .10 .0 .4 .5 .1 .7 .27 .1 Average BOM Price in Thousands .0 .0 .213.8 .0 .191.9 .305.9 .349.9 .289.0 .252.1 .300.0 .25 BOM Io Sale Ratio .0 .0 .43.5 .0 .23.5 .41.7 .20.0 .28.7 .14.3 .2 Expirations .0 .0 .2 .0 .1 .1 .0 .5 .1 Expirations .0 .0 .27 .0 .9 .0 .38 .110 .8 .1 .1 .0 .5 .1 .1 .0 .5 .1 .1 .0 .5 .1 .1 .0 .5 .1 .2 .0 .0 .0 .0 .0 .0 .0 .0 .0 .0 .0 .0 .0 .0 .0 .0 .0 .0 .0	SANTA CI CTIVE INVENTORY New Listings	AC	ADUL 000000	Y CONI CC 2549	CA	NE 17	SAU 182047	SR	VAL 45	DR MAY SCVTOT 110 166 61	EXT 15 15 59	TOTA 125
Average BOM Price in Thousands 0 0 0 213.8 0 191.9 305.9 349.9 289.0 252.1 300.0 25 BOM to Sale Ratio 0 0 0 43.5 0 23.5 41.7 20.0 20.0 28.7 14.3 2 Expirations 0 0 0 2 0 1 1 1 0 0 5 1 1 0 5 5 1 1 0 5 5 1 1 1 1	SANTA CI CTIVE INVENTORY New Listings	AC	ADUL 00000000.	25	CA 0	17	18	5	1CS FC VAL 45 50 55 383.8	SCVTOT 110	EXT 1515	TOTA 125
BOM to Sale Ratio	SANTA CI CTIVE INVENTORY New Listings	AC	VALLEY ADUL	Y CONI CC	CA 0133449.049.0	NE 17	SAU 18	SR 51373361.4349.9	45	SCVTOT 110	EXT 15	TOTA 12518161306.8
Expirations	SANTA CI CTIVE INVENTORY New Listings	AC	VALLEY ADUL	Y CONI CC25	CA	NE	SAU 18	SR	45	DR MAY SCVTOT 110 166 61 307.8 300.0 27	EXT15	TOTA 125 61 306.8 300.0
New Escrows Opened	SANTA CI CTIVE INVENTORY New Listings	AC	VALLEY ADUL	Y CONI CC	CA 0	NE	LES ST SAU 18	5	45	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1	EXT15	TOTA12561306.8300.028253.9
New Escrows Opened	SANTA CI CTIVE INVENTORY New Listings	ARITA \ AC \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	VALLEY ADUL	CON CC 25	DOMIN GA	NE	18	5	VAL 45	DR MAY SCVTOT 	EXT15	TOTA125181
Total YTD Escrows Opened	SANTA CI CTIVE 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	ARITA \ AC \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	VALLEY ADUL	CON CC 25	DOMIN GA	NE	18	5	VAL 45	DR MAY SCVTOT 	EXT15	TOTA125181
New Open Escrows Áverage Days on Market 0 0 0 .42 0 .93 40 44 .36 .48 .33 New Open Escrows Average List Price 0 0 .242.2 0 .221.5 .285.9 .420.1 .338.1 .289.4 .272.2 .28 **BUOSED SALES:** New Escrows Closed 0 0 .23 2 .77 12 5 .35 .94 .7 Total YTD Escrows Closed 0 0 .97 .5 .74 .56 .14 .138 .384 .38 Volume of New Sales Dollars in Millions. 000 000 .6058 .0680 .4099 .3.168 .1.902 .12.062 .27.969 .3.133 .31.1 **Volume of Total YTD Sales in Millions. 000 000 .24.010 .1.097 .17.854 .15.518 .4.710 .43.824 .107.013 .13.431 .120.4 **Average Sale price in Thousands. 0 0 .263.4 .340.0 .241.1 .264.0 .380.4 .344.6 .297.5 .447.6 .30 **Median Sale Price in Thousands. 0 0 .252.5 .200.0 .232.0 .280.0 .360.0 .347.0 .281.0 .395.0 .30 **Coop Sales 0 0 .17 0 .13 7 .5 .29 .75.5 .71.4 .7 **Average Days on Market 0 0 .89 .67 .97 .68 .79 .87 .86 .43 . **Sales at List Price. 0 0 .15 .1 .6 .8 .1 .22 .53 .5 . **Sales at List Price. 0 0 .652 .500.3 .53 .667 .20062.9 .56.4 .71.4 .5 **Sales to Using Inventory Ratio 0 0 .920 .0 .100.0 .66.7 .100.0 .77.8 .85.5 .46.7 .8 **SILOSED SALES TYPE** **Fore Closure / REO 0 0 .1 .0 .0 .4 .0 .0 .5 .0 . **Selier Concessions 0 0 0 .0 .1 .0 .0 .2 .0 .1 .4 .0 .0 .2 .1 .2 .1 .0 .2 .1 .2 .1 .0 .3 .4 .4 .4 .2 .0 .3 .3 .4 .3 .4 .4 .7	SANTA CI CTIVE 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	AC	VALLEY ADUL	Y CON CC 25	DOMIN GA 0	17	18	TATIST SR 5	45	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5	EXT 15	TOTA125181
New Open Escrows Average List Price O	SANTA CI CTIVE INVENTORY New Listings Total Active Listings	LARITA \ AC	VALLEY ADUL	Y CON CG 25	DOMIN GA	17	18	TATIST SR 5	7 VAL 45	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5	EXT 15	TOTA 125 181 61 306.8 300.0 28 253.9 27.7 6
New Escrows Closed	SANTA CI CTIVE 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. ENDING SALES New Escrows Opened Total YTD Escrows Opened	LARITA \ AC	VALLEY ADUL	Y CON CG 25	DOMIN GA	NE	18	TATIST SR 5	45	DR MAY SCVTOT 110	EXT 15	TOTA 125 181 61 306.8 300.0 28 253.9 27.7 6
New Escrows Closed 0 0 23 2 17 12 5 35 94 7 1 Total YTD Escrows Closed 0 0 97 5 74 .56 14 138 .384 .38 .4 Volume of New Sales Dollars in Millions .000 .000 .6058 .0680 .4099 .3188 .1902 .12.062 .27.969 .3133 .31.1 Volume of Total YTD Sales in Millions .000 .000 .24.010 .1097 .17.854 .15.118 .4710 .43.824 .107.013 .13.431 .120.4 Average Sale price in Thousands 0 .0 .263.4 .400.0 .241.1 .264.0 .380.4 .344.6 .297.5 .447.6 .30 Median Sale Price in Thousands 0 .0 .252.5 .200.0 .280.0 .360.0 .347.0 .281.0 .395.0 .30 Median Sale Price in Thousands 0 .0 .17 .0 .13 .7 .5 <	SANTA CI CTIVE 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 ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market	LARITA \ AC	VALLEY ADUL	Y CON CC 25	DOMIN GA	NE	LES S7 SAU 18	TATIST SR 5	**TICS FC***** **VAL****	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5 110 457 48	EXT 15 15 15 15 15 300.0 1 300.0 14.3 1 1 8 47 33	TOTA 125 181 61 306.€ 253.9 27.7 € 118 504
Total YTD Escrows Closed 0 0 97 5 74 56 14 138 384 38 4 Volume of New Sales Dollars in Millions 000 000 6.058 0.680 4.099 3.168 1.902 12.062 27.969 3.133 31.1 Volume of Total YTD Sales in Millions 000 000 24.01 1.097 17.854 15.518 4.710 43.824 107.013 13.431 120.4 Average Sale price in Thousands 0 0 263.4 340.0 241.1 264.0 380.4 344.6 297.5 447.6 30 Median Sale Price in Thousands 0 0 252.5 200.0 232.0 280.0 360.0 347.0 281.0 395.0 30 Coop Sales 0 0 0 17 0 13 7 5 29 71 5 Percent of Coop Sales 0 0 76.5 58.3 100.0 82.9 75.5 71.4 7	SANTA CI CTIVE INVENTORY New Listings	LARITA \ AC	VALLEY ADUL	Y CON CC 25	DOMIN GA	NE	LES S7 SAU 18	TATIST SR 5	**TICS FC***** **VAL****	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5 110 457 48	EXT 15 15 15 15 15 300.0 1 300.0 14.3 1 1 8 47 33	TOTA 125 181 61 306.€ 253.9 27.7 61 118 504
Volume of New Sales Dollars in Millions. 000 000. 6.058 0.680. 4.099 3.168. 1.902 12.062 27.969 3.133 31.1 Volume of Total YTD Sales in Millions. 000 000. 24.010 1.097. 17.854 15.518. 4.710. 43.824 107.013 13.431 120.4 Average Sale price in Thousands. 0 0. 263.4 340.0 241.1 264.0 380.4 344.6 297.5 447.6 .30 Median Sale Price in Thousands. 0 0. 252.5 200.0 232.0 280.0 360.0 347.0 281.0 .395.0 .30 Coop Sales 0 0. 17 0. 13 7 5 29 71 5 Percent of Coop Sales 0 0. 73.9 0. 76.5 58.3 100.0 82.9 75.5 .71.4 .7 Average Days on Market 0 0. 0. 99.0 76.5 58.3 100.0 82.9 75.5<	SANTA CI CTIVE INVENTORY New Listings	LARITA \	VALLEY ADUL 0 0 0 0 0 0 0 0	25	DOMIN GA 0	11UM SA NE 173353272.6239.94191.923.51 198993221.5221.5	18	TATIST SR 5	45	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5 110 457 48 289.4	EXT 15 15 59 2948 300.0 1 300.0 14.3 -1 8 47 33 272.2	TOTA 125 181 61 306.€ 253.9 27.7 61 118 504
Volume of Total YTD Sales in Millions 000 .000 .24.010 1.097 17.854 15.518 4.710 43.824 107.013 13.431 120.4 Average Sale price in Thousands 0 0 .263.4 .340.0 .241.1 .264.0 .380.4 .344.6 .297.5 .447.6 .30 Median Sale Price in Thousands 0 0 .252.5 .200.0 .232.0 .280.0 .360.0 .347.0 .281.0 .395.0 .30 Coop Sales 0 0 .17 0 .13 .7 .5 .29 .71 .5 Percent of Coop Sales 0 0 .73.9 0 .76.5 .58.3 .100.0 .82.9 .75.5 .71.4 .7 Average Days on Market 0 0 .89 .67 .97 .68 .79 .87 .86 .43 Sales at List Price 0 0 .15 .1 .6 .8 .1 .22 .53 .5	SANTA CI CTIVE INVENTORY New Listings	LARITA \	VALLEY ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	Y CON CC 25	DOMIN GA 0	11UM SA NE 17. 33. 53. 272.6. 239.9. 4. 191.9. 23.5. 1. 19. 89. 93. 221.5.	18	TATIST SR 5	45	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5 110 457 48 289.4	EXT 15 15 59 2948 300.0 14.3 1 8 47 33 272.2	TOTA 125 181 61 306.€ 253.9 27.7 61 118 504
Average Sale price in Thousands 0 0.263.4 340.0 .241.1 264.0 380.4 .344.6 .297.5 .447.6 .30 Median Sale Price in Thousands 0 0.252.5 .200.0 .232.0 .280.0 .360.0 .347.0 .281.0 .395.0 .30 Coop Sales 0 0.17 0.13 7.5 .29 .71 .5 Percent of Coop Sales 0 0.73.9 0.76.5 .58.3 .100.0 .82.9 .75.5 .71.4 .7 Average Days on Market 0 0 .89 .67 .97 .68 .79 .87 .86 .43 .33 Sales at List Price 0 0 .15 1 .6 .8 .1 .22 .53 .5 .5 Percent of Sales at List Price 0 0 .65.2 .50.0 .35.3 .66.7 .20.0 .62.9 .56.4 .71.4 .5 .5 Sales to Listing Inventory Ratio 0 0 .46.9	SANTA CI CTIVE INVENTORY New Listings	LARITA \	VALLEY ADUL 0	Y CON CG 25. 49. 76. 244.4. 230.0. 10. 213.8. 43.5. 2. 27. 100. 42. 242.2. 23. 97.	DOMIN GA 0	11UM SA NE 173353272.6239.94 191.923.51198993221.51774	18	TATIST SR 5	45	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5 110 457 48 289.4	EXT 15	TOTA 125 181 61 306.€ 253.9 27.7 61 118 504
Median Sale Price in Thousands 0 0.252.5 200.0 232.0 280.0 360.0 347.0 281.0 395.0 30 Coop Sales 0 0.17 0.13 7.5 29 71 5 Percent of Coop Sales 0 0.73.9 0.76.5 58.3 100.0 82.9 75.5 71.4 7 Average Days on Market 0 0.89 67 97 68 79 87 86 43 Sales at List Price 0 0.15 1 6 8 1 22 53 5 Percent of Sales at List Price 0 0.65.2 50.0 35.3 66.7 20.0 62.9 56.4 71.4 5 Sales to Listing Inventory Ratio 0 0.46.9 200.0 51.5 60.0 38.5 70.0 56.6 46.7 5 Final Sale to New Listing Ratio 0 0.92.0 0 100.0 66.7 100.0 77.8 85.5 46.7	SANTA CI CTIVE INVENTORY New Listings	LARITA \	VALLEY ADUL 0	Y CON CG 25	DOMIN GA	11UM SA NE 173353272.6239.944191.923.51 198993221.517744.099	18	TATIST SR 5	45	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5 110 457 48 289.4 94 384 27.969	EXT 15	TOTA 125 181 306.8 300.0 25 253.9 27.7 6 118 47 288.2
Coop Sales 0 0.17 0.13 7 5 29 71 5 Percent of Coop Sales 0 0.73.9 0.76.5 58.3 100.0 82.9 75.5 71.4 7 Average Days on Market 0 0.89 67 97 68 79 87 86 43 Sales at List Price 0 0.15 1 6 8 1 22 53 5 Percent of Sales at List Price 0 0.65.2 50.0 35.3 66.7 20.0 62.9 56.4 71.4 5 Sales to Listing Inventory Ratio 0 0.46.9 200.0 51.5 60.0 38.5 70.0 56.6 46.7 5 Final Sale to New Listing Ratio 0 0.92.0 0.10.0 66.7 100.0 77.8 85.5 46.7 8 LOSED SALES TYPE Foreclosure / REO 0 0 0 0 0 0 0 0 0 </td <td>SANTA CI CTIVE INVENTORY New Listings</td> <td>LARITA \</td> <td>VALLEY ADUL </td> <td>Y CON CG 25</td> <td>DOMIN GA </td> <td>NE 173353272.6.239.944191.923.51198993221.517744.09917.854</td> <td>LES S7 SAU 18. 20. 47. 289.7. 300.0. 5. 305.9. 41.7. 1. 20. 25. 40. 285.9. 12. 56. 3.168. 15.518.</td> <td>TATIST SR 5</td> <td>1CS FC VAL 45 50 55 383.8 362.5 7 289.0 20.0 0 38 166 36 38.1 12.062 43.824</td> <td>DR MAY SCVTOT 110</td> <td>EXT 15</td> <td>TOTA 125 181 306.8 300.0 25 253.9 27.7 6 118 47 288.2</td>	SANTA CI CTIVE INVENTORY New Listings	LARITA \	VALLEY ADUL	Y CON CG 25	DOMIN GA	NE 173353272.6.239.944191.923.51198993221.517744.09917.854	LES S7 SAU 18. 20. 47. 289.7. 300.0. 5. 305.9. 41.7. 1. 20. 25. 40. 285.9. 12. 56. 3.168. 15.518.	TATIST SR 5	1CS FC VAL 45 50 55 383.8 362.5 7 289.0 20.0 0 38 166 36 38.1 12.062 43.824	DR MAY SCVTOT 110	EXT 15	TOTA 125 181 306.8 300.0 25 253.9 27.7 6 118 47 288.2
Percent of Coop Sales 0 0.73.9 0.76.5 58.3 100.0 82.9 75.5 71.4 7 Average Days on Market 0 0.89 67 97 68 79 87 86 43 Sales at List Price 0 0.15 1 6 8 1 22 53 5 Percent of Sales at List Price 0 0 65.2 50.0 35.3 66.7 20.0 62.9 56.4 71.4 5 Sales to Listing Inventory Ratio 0 0 46.9 200.0 51.5 60.0 38.5 70.0 56.6 46.7 5 Final Sale to New Listing Ratio 0 0 92.0 0 100.0 66.7 100.0 77.8 85.5 46.7 8 LOSED SALES TYPE Foreclosure / REO 0 0 1 0 0 4 0 0 5 0 Seller Concessions 0 0 0 0 0 </td <td>SANTA CI CTIVE INVENTORY New Listings</td> <td>ARITA AC</td> <td>VALLEY ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.</td> <td>CON CC 25. 49. 76. 244.4. 230.0. 10. 213.8. 43.5. 2. 27. 100. 42. 242.2. 23. 97. 6.058. 24.010. 263.4.</td> <td>DOMIN GA 0 11 33 449.0 449.0 0 0 0 0 0 0 0 0 1 1 1 1 1 1 1 1 1 1 1</td> <td>NE 17 33 53 272.6 239.9 4 191.9 23.5 11 19 19 93 221.5 17 74 4.099 17.854 241.1</td> <td>LES S7 SAU 18. 20. 47. 289.7. 300.0. 5. 305.9. 41.7. 75. 40. 285.9. 12. 56. 3.168. 15.518.</td> <td>TATIST SR 5</td> <td>1CS FC VAL 45 50 55 383.8 362.5 7 289.0 20.0 0 38 166 36 38.1 12.062 43.824 344.6</td> <td>DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5 110 457 48 289.4 94 334 27.969 107.013 297.5</td> <td>EXT 15</td> <td>TOTA 125 181 306.8 300.0 28 253.9 27.7 6 118 47 288.2</td>	SANTA CI CTIVE INVENTORY New Listings	ARITA AC	VALLEY ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	CON CC 25. 49. 76. 244.4. 230.0. 10. 213.8. 43.5. 2. 27. 100. 42. 242.2. 23. 97. 6.058. 24.010. 263.4.	DOMIN GA 0 11 33 449.0 449.0 0 0 0 0 0 0 0 0 1 1 1 1 1 1 1 1 1 1 1	NE 17 33 53 272.6 239.9 4 191.9 23.5 11 19 19 93 221.5 17 74 4.099 17.854 241.1	LES S7 SAU 18. 20. 47. 289.7. 300.0. 5. 305.9. 41.7. 75. 40. 285.9. 12. 56. 3.168. 15.518.	TATIST SR 5	1CS FC VAL 45 50 55 383.8 362.5 7 289.0 20.0 0 38 166 36 38.1 12.062 43.824 344.6	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5 110 457 48 289.4 94 334 27.969 107.013 297.5	EXT 15	TOTA 125 181 306.8 300.0 28 253.9 27.7 6 118 47 288.2
Average Days on Market 0 0 89 67 97 68 79 87 86 43 Sales at List Price 0 0 15 1 6 8 1 22 53 5 Percent of Sales at List Price 0 0 65.2 50.0 35.3 66.7 20.0 62.9 56.4 71.4 5 Sales to Listing Inventory Ratio 0 0 46.9 200.0 51.5 60.0 38.5 70.0 56.6 46.7 5 Final Sale to New Listing Ratio 0 0 92.0 0 100.0 66.7 100.0 77.8 85.5 46.7 8 ELOSED SALES TYPE Foreclosure / REO 0 0 1 0 0 4 0 0 5 0 Seller Concessions 0 0 0 0 0 0 1 0 0 1 0 0 1 0 0 0 1 0 0 0 1 0 0 0	SANTA CI CTIVE INVENTORY New Listings	LARITA \	VALLEY ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	Y CON CC 25. 49. 76. 244.4. 230.0. 10. 213.8. 43.5. 2. 27. 100. 42. 242.2. 23. 97. 6.058. 24.010. 263.4. 252.5.	DOMIN GA 0. 1. 33. 449.0. 0. 0. 0. 0. 0. 0. 0. 1. 33. 449.0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	NE 17 33 53 272.6 239.9 4 191.9 23.5 1 1 1 19 89 93 221.5 17 74 4.099 17.854 241.1 232.0	LES S7 SAU 18. 20. 47. 289.7. 300.05. 305.9. 41.71 20. 285.9 12 56 3.168 15.518. 264.0. 280.0.	SR 5 13 73 361.4 349.9 1 349.9 20.0 1 6 23 44 420.1 5 14 1,902 4,710 380.4 360.0	TICS FC VAL 45	DR MAY SCVTOT 110	EXT 15	TOTA 125 181 306.8 300.0 28 253.9 27.7 6 118 47 288.2
Sales at List Price 0 0 15 1 6 8 1 22 53 5 Percent of Sales at List Price 0 0 65.2 50.0 35.3 66.7 20.0 62.9 56.4 71.4 5 Sales to Listing Inventory Ratio 0 0 46.9 200.0 51.5 60.0 38.5 70.0 56.6 46.7 5 Final Sale to New Listing Ratio 0 0 92.0 0 100.0 66.7 100.0 77.8 85.5 46.7 8 SLOSED SALES TYPE Foreclosure / REO 0 0 1 0 0 4 0 0 5 0 Seller Concessions 0 0 0 0 0 0 0 1 0 0 1 0 0 0 1 0 0 1 0 0 0 1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	SANTA CI CTIVE INVENTORY New Listings Total Active Listings Average Days on Market 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 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	LARITA \	VALLEY ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	Y CON CCC 25. 49. 76. 244.4. 230.0. 10. 213.8. 43.5. 2. 27. 100. 42. 242.2. 23. 97. 6.058. 24.010. 263.4. 252.5. 17.	DOMIN GA	NE 17 33 53 272.6 239.9 4 191.9 23.5 1 1 19 89 93 221.5 17 74 4.099 17.854 241.1 232.0 13	LES S7 SAU 18. 20. 47. 289.7. 300.05. 305.9. 41.71 20. 285.9 12 56 3.168. 15.518. 264.0. 280.07	SR 5 13 73 361.4 349.9 1 349.9 20.0 1 6 23 44 420.1 5 14 1,902 4,710 380.4 360.0 5	TICS FC VAL 45 50 55 383.8 362.5 7 289.0 20.0 38 36 36 37 38 12.062 43.824 344.6 347.0 29	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5 110 457 48 289.4 94 384 27.969 107.013 297.5 281.0 71	EXT 15. 15. 59. 294.8. 300.0. 1. 300.0. 14.3. 14.3. 272.2. 7. 38. 31.33. 31.33. 13.431. 447.6. 395.0. 5	TOTA 125 181 306.8 300.0 28 253.9 27.7 66 118 402 422 31.101 120.444 307.9
Percent of Sales at List Price 0 0 65.2 50.0 35.3 66.7 20.0 62.9 56.4 71.4 5 Sales to Listing Inventory Ratio 0 0 46.9 200.0 51.5 60.0 38.5 70.0 56.6 46.7 5 Final Sale to New Listing Ratio 0 0 92.0 0 100.0 66.7 100.0 77.8 85.5 46.7 8 ELOSED SALES TYPE Foreclosure / REO 0 0 0 0 4 0 0 5 0 Seller Concessions 0 0 0 0 0 0 1 0 1 0 1 0 1 0 1 0 1 0 0 1 0 0 1 0 0 1 0 0 0 1 0 0 0 0 0 0 0 0 0 0 0 0	SANTA CI CTIVE 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 ENDING 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 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	LARITA \	VALLEY ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	Y CON CCC 25. 49. 76. 244.4. 230.0. 10. 213.8. 43.5. 2. 27. 100. 42. 242.2. 23. 97. 6.058. 24.010. 263.4. 252.5. 17. 73.9.	DOMIN GA 0. 1. 33. 449.0. 0. 0. 0. 0. 0. 0. 2. 5. 0.680. 1.097. 340.0. 200.0. 0. 0.	NE 17 33 53 272.6 239.9 4 191.9 23.5 1 1 19 89 93 221.5 17 74 4.099 17.854 241.1 232.0 13 76.5	LES S7 SAU 18. 20. 47. 289.7. 300.0. 5. 305.9. 41.7. 1. 20. 75. 40. 285.9. 12. 56. 3.168. 15.518. 264.0. 280.0. 7. 58.3.	TATIST SR .5	TICS FC VAL 45 50 55 383.8 362.5 7 289.0 20.0 38 166 36 38.1 35 138 12.062 43.824 43.824 344.6 347.0 29 82.9	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5 110 457 48 289.4 94 384 27.969 107.013 297.5 281.0 71 75.5	EXT 15	TOTA 125 181 306.8 300.0 28 253.9 27.7 66 118 402 422 31.101 120.444 307.9
Sales to Listing Inventory Ratio 0 0 46.9 200.0 51.5 60.0 38.5 70.0 56.6 46.7 5 Final Sale to New Listing Ratio 0 0 92.0 0 100.0 66.7 100.0 77.8 85.5 46.7 8 LOSED SALES TYPE Foreclosure / REO 0 0 1 0 0 5 0 Seller Concessions 0 0 0 0 0 1 0 1 0 1 0 Short Sale 0 0 1 0 0 2 0 1 4 0 Standard 0 0 21 2 17 6 4 34 84 7	SANTA CI CTIVE INVENTORY New Listings Total Active Listings	LARITA \	VALLEY ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	Y CON CC 25.	DOMIN GA 0. 1. 33. 449.0. 449.0. 0. 0. 0. 0. 20. 20. 200.0. 0. 0. 67.	NE 17 33 53 272.6 239.9 4 191.9 23.5 1 1 19 89 93 221.5 17 74 4.099 17.854 241.1 232.0 13 76.5 97	LES S7 SAU 18. 20. 47. 289.7. 300.0. 5. 305.9. 41.7. 1. 20. 75. 40. 285.9. 12. 56. 3.168. 15.518. 264.0. 280.0. 7. 58.3. 68.	TATIST SR .5	TICS FC VAL 45 50 55 383.8 362.5 7 289.0 20.0 38 166 36 38.1 35 138 12.062 43.824 344.6 347.0 29 82.9 87	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5 110 457 48 289.4 94 384 27.969 107.013 297.5 281.0 71 75.5 86	EXT 15 15 59 294.8 300.0 1 300.0 14.3 47 38 47 38 313.431 447.6 350 55 71.4 43	TOTA 125 181 306.8 300.0 28 253.9 27.7 66 118 504 47 288.2 101 120.444 307.9 302.0 766 75.2 83
Final Sale to New Listing Ratio 0 0 92.0 0 100.0 66.7 100.0 77.8 85.5 46.7 8 LOSED SALES TYPE Foreclosure / REO 0 0 1 0 0 5 0 Seller Concessions 0 0 0 0 0 1 0 1 0 1 0 Short Sale 0 0 1 0 0 2 0 1 4 0 Standard 0 0 2 17 6 4 34 84 7	SANTA CI CTIVE INVENTORY New Listings Total Active Listings	LARITA ' AG	VALLEY ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	25	DOMIN GA 0. 1. 33. 449.0. 449.0. 0. 0. 0. 0. 2. 5. 0.680. 1.097. 340.0. 200.0. 0. 67.	NE 17 33 53 272.6 239.9 4 191.9 23.5 1 19 89 93 221.5 17 74 4.099 17.854 241.1 232.0 13 76.5 97 6	LES S7 SAU 18. 20. 47. 289.7. 300.0. 5. 305.9. 41.7. 1. 20. 75. 40. 285.9. 12. 56. 3.168. 15.518. 264.0. 280.0. 7 58.3. 68. 8.	TATIST SR 5	TCS FC VAL 45 50 55 383.8 362.5 7 289.0 20.0 0 38 166 36 38.1 38.1 12.062 43.824 344.6 347.0 29 82.9 87 22.	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5 110 457 48 289.4 94 384 27.969 107.013 297.5 281.0 71 75.5 86 53	EXT 15 15 59 294.8 300.0 1 300.0 14.3 47 38 47 38 313.431 447.6 395.0 5 71.4 43 5 5	TOTA 125 181 306.8 300.0 28 253.9 27.7 66 118 504 47 288.2 101 120.444 307.9 302.0 766 75.2 83
LOSED SALES TYPE	SANTA CI CTIVE INVENTORY New Listings Total Active Listings	LARITA ' AG	VALLEY ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	Y CON CC 25.	DOMIN GA 0. 1. 33. 449.0. 449.0. 0. 0. 0. 0. 0. 2. 5. 0.680. 1.097. 340.0. 200.0. 0. 67. 1. 50.0.	11UM SA NE 17. 33. 53. 272.6. 239.9. 4. 191.9. 23.5. 1. 19. 89. 93. 221.5. 17. 74. 4.099. 17.854. 241.1. 232.0. 13. 76.5. 97. 6. 35.3.	182047300.05305.941.71207540285.912563.16815.518264.0280.077536868866.7	TATIST SR 5	45	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5 110 457 48 289.4 94 384 27.969 107.013 297.5 281.0 75.5 86 53 56.4	EXT 15 15 59 2948 300.0 11 300.0 14.3 1 8 47 33 272.2 7 38 3.133 13.431 447.6 395.0 5 71.4 43 5 71.4	125 181 181 182 183 184 185 185 185 185 185 185 185 185 185 185
Foreclosure / REO 0 0 1 0 0 4 0 0 5 0 Seller Concessions 0 0 0 0 0 1 0 1 0 1 0 Short Sale 0 0 1 0 0 2 0 1 4 0 Standard 0 0 21 2 17 6 4 34 84 7	SANTA CI CTIVE INVENTORY New Listings Total Active Listings	LARITA ' AG	VALLEY ADUL 0 0 0 0 0 0 0 0	25	DOMIN GA 0	11UM SA NE 173353272.6239.944191.923.51 198993221.517744.09917.854241.1232.0232.031376.5976635.351.5	18	TATIST SR 5	45	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5 110 457 48 289.4 94 384 27.969 107.013 297.5 281.0 75.5 86 53 56.4	EXT 15	TOTA 125 181 306.8 300.0 28 253.9 27.7 6 118 118 301.0 47 288.2 31.101 120.444 307.9 302.0 75.2 55.8
Seller Concessions 0 0 0 0 0 1 0 1 0 Short Sale 0 0 1 0 0 2 0 1 4 0 Standard 0 0 21 2 17 6 4 34 84 7	SANTA CI CTIVE INVENTORY New Listings Total Active Listings	LARITA ' AG	VALLEY ADUL 0 0 0 0 0 0 0 0	25	DOMIN GA 0	11UM SA NE 173353272.6239.94191.923.51 198993221.517744.09917.854241.1232.0232.01376.5976635.351.5	18	TATIST SR 5	45	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5 110 457 48 289.4 94 384 27.969 107.013 297.5 281.0 75.5 86 53 56.4	EXT 15	TOTA 125 181 306.8 300.0 28 253.9 27.7 66 118 118 302.0 302.0 75.2 83 558 57.4
Short Sale 0 0 1 0 0 2 0 1 4 0 Standard 0 0 21 2 17 6 4 34 84 7	SANTA CI CTIVE 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 SLOSED 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 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 LOSED SALES TYPE Foreclosure / REO	LARITA AG	VALLEY ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	Y CON CC 25.	DOMIN GA 0. 1. 33. 449.0. 449.0. 0. 0. 0. 0. 0. 2. 5. 0.680. 1.097. 340.0. 200.0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	11UM SA NE 17. 33. 53. 272.6. 239.9. 4. 191.9. 23.5. 1. 19. 89. 93. 221.5. 17. 74. 4.099. 17.854. 241.1. 232.0. 13. 76.5. 97. 6. 35.3. 51.5. 100.0.	LES S7 SAU 18. 20. 47. 289.7. 300.0. 5. 305.9. 41.7. 1. 20. 75. 40. 285.9. 12. 56. 3.168. 15.518. 264.0. 280.0. 7. 58.3. 68. 8. 8. 66.7. 60.0. 66.7.	TATIST SR 5	## ASS ASS	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5 110 457 48 289.4 94 384 27,969 107,013 297.5 281.0 75.5 86 53 56.4 56.6 85.5	EXT 15	TOTA 125 181 61 306.8 300.0 28 253.9 27.7 66 118 308.8 253.9 27.7 504 47 288.2 31.101 120.444 307.9 302.0 75.2 83 558 557.4
	SANTA CI CTIVE 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 SLOSED 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 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 LOSED SALES TYPE Foreclosure / REO	LARITA AG	VALLEY ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	Y CON CC 25.	DOMIN GA 0. 1. 33. 449.0. 449.0. 0. 0. 0. 0. 0. 2. 5. 0.680. 1.097. 340.0. 200.0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	NE 17 33 53 272.6 239.9 4 191.9 23.5 1 19 89 93 221.5 17 74 4.099 17.854 241.1 232.0 13 76.5 97 6 6 35.3 51.5 100.0	LES S7 SAU 18. 20. 47. 289.7. 300.0. 5. 305.9. 41.7. 1. 20. 75. 40. 285.9. 12. 56. 3.168. 15.518. 264.0. 280.0. 7. 58.3. 68. 8. 66.7. 60.0. 66.7.	TATIST SR 5. 13. 73. 361.4 349.9 1. 349.9 20.0 1. 6. 23. 44 420.1 5. 14. 1.902 4.710 380.4 380.4 380.4 380.4 380.4 380.0 5. 100.0 79 11 20.0 38.5 100.0	TCS FC VAL 45 50 55 383.8 362.5 7 289.0 20.0 0 38 166 36 38.1 35 138 12.062 43.824 344.6 347.0 29 82.9 87 22. 62.9 77.8	DR MAY SCVTOT 110 166 61 307.8 300.0 27 252.1 28.7 5 110 457 48 289.4 94 384 27.969 107.013 297.5 281.0 71 75.5 86 53 56.4 56.6 85.5	EXT 15 15 59 294.8 300.0 11 300.0 14.3 14.3 33 272.2 7 38 3.13.431 .447.6 .5 71.4 46.7 46.7 .0 0	TOTA 125 181 61 306.8 300.0 28 253.9 27.7 66 118 504 47 288.2 31.101 120.444 307.9 302.0 75.2 83 588 57.4 55.8
Uther .0	SANTA CI CCTIVE 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 SLOSED 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 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 SLOSED SALES TYPE Foreclosure / REO Seller Concessions Short Sale.	LARITA AG	VALLEY ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	Y CON GC 25	DOMIN GA 0. 1. 33. 449.0. 449.0. 0. 0. 0. 0. 0. 2. 5. 0.680. 1.097. 340.0. 200.0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	NE 17 33 53 272.6 239.9 4 191.9 23.5 1 19 89 93 221.5 17 74 4.099 17.854 241.1 232.0 13 76.5 97 6 6 35.3 51.5 100.0 0 0	18. 20. 47. 300.0 5. 305.9 41.7 1 20. 285.9 12. 56. 3.168. 15.518. 264.0. 280.0 7. 58.3 68. 8 66.7 66.7 66.7 4 20 2	TATIST SR 5	## ASS ##	DR MAY	EXT 15	TOTAI 125 181 61 306.8 300.0 28 253.9 27.7 66 118 504 47 288.2 31.101 120.444 307.9 302.0 75.2 35.88 57.4 55.8 80.8
	SANTA CI CTIVE 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 BLOSED 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. Median Sale Price in Thousands Sales at List Price Sales at List Price Sales at List Price Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio SIOSED SALES TYPE Foreclosure / REO Seller Concessions Short Sale Standard	LARITA AG	VALLEY ADUL 0 0 0 0 0 0 0 0	25	DOMIN GA 0	11UM SA NE 17. 33. 53. 272.6. 239.9. 4. 191.9. 23.5. 1. 19. 89. 93. 221.5. 17. 74. 4.099. 17.854. 241.1. 232.0. 232.0. 35.3. 51.5. 100.0. 0. 0. 0. 0. 0. 0. 17.	18	TATIST SR 5	## ASS ##	DR MAY	EXT 15	TOTAI 125 181 61 306.8 300.0 28 253.9 27.7 6 118 504 47 288.2 31.101 120.444 307.9 302.0 75.2 55.8 55.8 80.8

March Marc	TIVE INVENTORY: THE INVENTORY: THE ACTIVE LISTINGS. THE ACTIVE	April 1974 Apr	200 84 98 9 9 95 95 95 95 95 95 95 95 95 95 95 95	CA 40. 56. 56. 57. 58. 50.0.0 50.0.0 50.0.0 70. 11.712 70. 43.0.3 43.8 425.0 70.4 85.6 67. 67. 70. 70. 85. 85. 85. 86. 86. 86. 86. 86. 86. 86. 86		SAU 88 88 74 74 499.0 499.0 499.0 499.0 291 291 291 291 291 74 44.2 23.82 23.82 23.82 24.2 44.1 75.9 435.0 435.0 63.0	SB		」	98.5.0.2.889	TOTAL 500 821 822 822.8 522.8 459.9 93 416.9
State	INVERTINGENTY TAL ACTIVE LISTINGS. TERAGE DAYS ON MARKET FERAGE LIST PRICE IN THOUSANDS. TERAGE BOW PRICE IN THOUSANDS. TERAGE BOW PRICE IN THOUSANDS. TERAGE BOW PRICE IN THOUSANDS. TOWN TO SALE RATIO. TOWN TO SALE RATIO. TOWN OPEN ESCROWS OPENED. TOWN OPEN ESCROWS OPENED. TOWN OPEN ESCROWS AVERAGE LIST PRICE. TOWN OPEN ESCROWS AVERAGE LIST PRICE. TOWN OPEN ESCROWS CLOSED. TOWN OPEN	28 28 28 35 69 20 31 31 31 31 31 31 31 31 31 31 31 31 31			76 496.7 440.0 440.0 345.3 20.0 164 164 164 1142 1142 1142 1142 1142 11	29. 228. 22. 23. 84. 22. 23. 82. 22. 23. 82. 22. 23. 82. 22. 23. 82. 22. 23. 82. 24. 24. 83. 63. 63. 64. 45. 84. 85. 63. 64. 45. 84. 85. 64. 45. 84. 85. 64. 45. 84. 85. 64. 45. 84. 85. 64. 45. 84. 85. 64. 45. 86. 64. 64. 64. 64. 64. 64. 64. 64. 64. 6	614.5 614.5 649.9 2.474.9 20.0 66 66 66 66 67 614.3 614.3 614.3 614.3 614.3 616.0 61			91 158 78 347.2 258.0 265.5	52 52 45 41
144 56 76 118 49 166 498.9 496.7 5220 498.7 5220 614.5 526.7 440.0 498.7 5220 526.8 486.7 5220 526.8 486.7 5220 526.8 486.7 5220 526.8 486.7 5220 526.8 486.7 5220 526.8 486.7 5220 526.8 470 622 526.8 486.7 486.7 526.8 470 486.7 526.8 470 486.7 526.8 470	TAL ACTIVE LISTINGS. FERAGE DAYS ON MARKET FERAGE LIST PRICE IN THOUSANDS. MS. MS. MS. MIST PRICE IN THOUSANDS. MS. MS. MARKET MARKE	28			76 496.7 440.0 345.3 345.3 20.0 164 164 113.671 35 13.671 35.0.659 380.0 380.0 380.0 380.0 380.0 380.0 380.0 380.0 380.0 380.0 380.0	74. 523.0. 74. 523.0. 18. 396.5. 33.3. 34. 742.1. 298.422. 282. 284.22. 98.422. 98.422. 441.2. 441.2. 441.2. 435.0. 435.0. 45.8.	61459 649.9 20.0 1 1 1 614.3 66.6 66.6 66.6 67.2 7.2 5.2 61.0 10.0 10.0 10.0 10.0 10.0 10.0 10.0			158 78 347.2 258.0 258.0 15 265.5 23.8	Ω 4 4
1985 1987 1987 1988	FERAGE DAYS ON MARKET FERAGE LIST PRICE IN THOUSANDS FOR TO SALE MATION FINE SALE PRICE IN THOUSANDS FOR TO SALE RATIO FOR TO SALE RATIO FOR TO SALE SALES FOR SCROWS OPENED FOR SCROWS OPENED FOR OPE	84			4967 440.0 7 345.3 345.3 20.0 20.0 164 164 13.67 35.0 35.0 39.0 385.0 38	74. 5523.0 499.0 499.0 3.3 3.3 3.3 3.3 3.4 442.1 525. 223.822 98.422 98.422 441.2 44	6145 649.9 20.0 20.0 17.0 66.6 66.6 66.7 614.3 7.2 5.2 61.0 60.0 60.0 60.0 60.0 60.0 60.0 60.0			78 347.2 258.0 15 265.5 23.8	72 4 4
Mar. Price	FIGHAGE LIST PRICE IN THOUSANDS EDIAN LIST PRICE IN THOUSANDS EDIAN LIST PRICE IN THOUSANDS SALE MATO SALE RATIO INTO SALE RATIO ADING SALE RATIO ADING SALES: WE SCROWS OPENED DITAL YTD ESCROWS OPENED SALE SCROWS AVERAGE LIST PRICE WO PEN ESCROWS AVERAGE LIST PRICE SALE SCROWS CLOSED DILUME OF NEW SALE DOLLARS IN MILLIONS 21 DILUME OF TOTAL YTD SALES IN MILLIONS 14: DILUME OF TOTAL YTD SALES IN MILLIONS 14: THOUSANDS 42 74 75 76 77 77 77 77 77 77 77 77	55.6 782.3 50.7 609.0 11.7 60.0 10.0 0 11.7 60.0 12.2 0 13.2 20 14.3 2.94 14.3 2.94 14.3 2.94 14.3 2.94 14.3 2.94 16.0 0 25.0 17.0 0.0 0.0			496.7 440.0 345.3 20.0 1 1.6 1.6 1.6 1.6 1.6 1.6 1.6 1.6 1.6 1	5523.0 499.0 18.33.3 33.3 33.3 33.3 33.3 242.1 22.5 23.822 98.422	614.5 649.9 649.9 614.3			347.2 258.0 15 265.5 23.8	55 4 45 41
1982 200	JUME OF NEW SALE BY THOUSANDS. JUNA JUNA JUNE JUNE JORY JORY	55.0			3440.0 345.7 345.7 36.0 354.0 354.0 354.0 36.0 390.6 380.6 380.0 390.6 380.0 30.0 3	225	649.9 474.9 20.0 1 17 66 66 614.3 10 10 10 10 10 10 10 10 10 10	, , , , , , , , , , , , , , , , , , ,	7000	258.0 15 265.5 23.8	4 14
256. 468.7 345.3 366.5 38.3 477.5 602.9 25.6 39.3 3.0 47.5 602.9 25.6 468.7 36.5 18.5 20.0 33.3 3.0 6.0 2.9 1.0 2.0 1.0 3.3 3.0 4.4 4.2 2.0 1.0 3.0 4.4 4.4 2.1 3.0 4.0 4.0 1.0 3.0 4.0 4.0 1.0 3.0 4.0 4.0 1.0 3.0 4.0 4.0 1.0 3.0 4.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1	MERAGE BOM PRICE IN THOUSANDS. JOHN TO SALE RATIO. MINOS SALE RATIO. WORDING SALES: WESCROWS OPENED. WO OPEN ESCROWS AVERAGE LIST PRICE. WO OPEN ESCROWS AVERAGE LIST PRICE. WO OPEN ESCROWS AVERAGE LIST PRICE. JOHN OF TOTAL YID ESCROWS CLOSED. JOHN OF TOTAL YID SALES IN MILLIONS. 21 JOHN OF TOTAL YID SALES IN MILLIONS. 14 JOHN OF TOTAL YID SANDS. 4 7 7 7 7 7 7 7 7 7 7 7 7	11.1			345.3 20.0 35.0 354.0 354.0 354.0 356.0 390.6 380.0 380.0 380.0 381.0 38	296. 5 33.5 33.5 33.5 291 291 222 222 2282 23.822 24.12 44.12 44.12 44.12 435.0 75.9 63.0	474.5 20.0 1 17 66 614.3 10 10 10 10 10 10 10 10 10 10	9 (200	265.5 23.8 .9	4.
22.5. 10.1 1.1 1.1 1.1 1.1 1.1 1.1 1.1 1.1 1	MINDING SALE RATIO MINDING SALE RATIO MINDING SALE RATIO MINDING SALES: MESCROWS OPENED WESCROWS OPENED WO OPEN ESCROWS AVERAGE DAYS ON MARKET WO OPEN ESCROWS AVERAGE LIST PRICE OSED SALES: WESCROWS CLOSED JUME OF NEW SALE DOLLARS IN MILLIONS DILUME OF NEW SALES IN MILLIONS 145 PRICE IN THOUSANDS	10			345.3 20.0 20.0 35 164 174 354.0 365.0 390.6 385.0 380.0 385.0 385.0 385.0 385.0 385.0 385.0 387.	29.33.33.33.34.29.39.39.39.39.39.39.39.39.39.39.39.39.39	20.0 17 17 614.3 614.3 10 10 10 10 10 10 10 10 10 10	0	140.0	23.8	4
7.5. 26. 35. 7.4. 17 80. 20. 30. 30. 30. 30. 30. 30. 30. 30. 30. 3	VERNATIONS ADING SALE FAILO ADING SALE FAILO ADING SALE FAILO ADING SALE S: ADING SALES: DIAL YTD ESCROWS OPENED ASED SALES: AS	16 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0				23.3. 74. 291. 291. 34. 442.1. 52. 23.822. 98.422.	17. 17. 16. 14. 10. 10. 10. 10. 10. 10. 10. 10. 10. 10	,	446.0	73.6 9	7
73. 26	ADING SALES: WESCROWS OPENED TO SECROWS OPENED TO SECROWS AVERAGE LIST PRICE WO OPEN ESCROWS AVERAGE LIST PRICE WO SEN ESCROWS AVERAGE LIST PRICE OSED SALES: OSED SALES: TO SECROWS CLOSED DUME OF NEW SALE DOLLARS IN MILLIONS TO SECROWS CLOSED DUME OF TOTAL YTD SALES IN MILLIONS TO SECROWS CLOSED TO SECR	. 16)		35 164 164 164 354.0 354.0 35 13.67 50.659 380.6 380.0 80.0 80.0 94 19 46.1	74	17 66 66 614.3 10 10 10 10 10 10 10 10 10 10 10 10 10	7		6	
73 26 35 74 17 90 309 120 164 291 66 406 406 4014 4313 354.0 144.1 442.1 446.1 46 4014 4313 354.0 171 34 46 33.1 1717 35 25 54 42.1 614.3 5518 33.113 117.1 13.671 228 45 42.3 42.4 42.4 42.4 10.0 87.7 43.0 10.0 10.0 10.0 10.0 10.0 10.0 10.0 1	WESCROWS OPENED JTAL YTD ESCROWS OPENED TOTAL YTD ESCROWS OPENED TOTAL YTD ESCROWS AVERAGE DAYS ON MARKET TOTAL YTD ESCROWS AVERAGE LIST PRICE TOTAL YTD ESCROWS CLOSED TOTAL YTD ESCROWS CLOSED TOTAL YTD ESCROWS AVELS IN MILLIONS TOTAL YTD ESCROWS AVELS IN MILLIO	16	10 %			74	66 66 6143 6143 10 7 7 8 7 8 7 8 7 8 7 8 7 8 9 10 0 0 10 0 10 0 10 0 10 10 10 10 10 10	-			07
190 190	TYTAL YTD ESCROWS OPENED WO OPEN ESCROWS AVERAGE DAYS ON MARKET WO OPEN ESCROWS AVERAGE LIST PRICE OSED SALES: WE SCROWS CLOSED TAL YTD ESCROWS CLOSED DIUME OF NEW SALE DOLLARS IN MILLIONS DIUME OF TOTAL YTD SALES IN MILLIONS 14.50 FRAGE SALE PRICE IN THOUSANDS	. 10	10 %		164 71 354.0 354.0 356.659 380.6 385.0 385.0 80.0 94 11 11 11 11 12 14 14 14 14 14 14 14 14	291	6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	S	Č	1	5
4014 44313 354.0 442.1 614.3 5518 400 400 4014 44313 354.0 442.1 614.3 5518 8 4014 442.1 442.1 614.3 5518 8 4014 442.1 442.1 614.3 5518 8 4014 442.1 442.1 4614.3 5518 8 402 524 45 344 442.1 42.482 524 45 344 442.1 42.482 524 45 344 442.1 42.482 524 45 344 52.823 614151 614.2 524 524.1 42.482 614151 614.2 524 524.1 42.482 614151 614.2 524 614.1 61	DIALLY TO ESCROWS OF ENERGY WO OPEN ESCROWS AVERAGE LIST PRICE	. 24	7 0 3		71 354.0 354.0 35.0 13.671 13.671 13.671 20.659 390.6 385.0 88.0 80.0 80.0 19.0 44.1		614.3 (614.3 (614.3 (614.3 (614.7 (61			0/	,
10	EW OPEN ESCROWS AVERAGE LIST PRICE	722	, , , , , , , , , , , , , , , , , , ,		354.0 35 142 13.67 50.659 380.6 380.0 80.0 80.0 94 19 46.1	442.1. 225. 23.822. 98.422. 94.12. 44.12. 75.9. 85. 85. 84. 85.	614.3 10 10 10 10 10 10 10 10 10 10 10 10 10			303	1,735
78 27 35 54 10 87 2010	OSED SALES: SWESCROWS CLOSED THE ESCROWS CLO	5. 8. 20 108. 3.940 108. 3.940 115. 9468 115. 492.6 55.0 100.0 128. 143 128. 143 120. 25.0 170. 25.0			35 14.2 13.671 50.659 390.6 380.0 80.0 94 11.19 11.19 11.19		10 10 10 25,593 25,593 460,0 100,0 100,0 73 20,0 50,0		96	44	4 00
276 27 35 25 44 344 344 344 344 344 344 344 344 344	SOUR SYLESS. TO SEE SOURCE CLOSED TO STAND SOURCE SOURCE TO STAND SOURCE SOURCE TO STAND SOURCE TO STAN		0 1			225	5.247 5.247 5.247 5.247 5.040 6.00 100 100 100 100 100 100 200 5.00			230.4	
33.113	TYL YTD ESCROWS CLOSED SUME OF NEW SALE DOLLARS IN MILLIONS. 14: OLUME OF TOTAL YTD SALES IN MILLIONS. 14: FRAGE SALE PRICE IN THOUSANDS. 42:	.38	% 6 ``		142 13.671 13.672 390.6 385.0 385.0 80.0 80.0 194 19 74.3	225 23,825 98,422 441,2 435,0 75,9 85, 85, 85, 84, 85, 86, 86, 81, 81, 81, 82, 83, 84, 84, 84, 84, 84, 84, 84, 84, 84, 84	5.247 25.593 25.593 26.47 100.00 100.00 73		000	ç	
11 12 13 14 15 15 15 15 15 15 15	TALL TID ESCHOWS CLOSED DUME OF NEW SALE DOLLARS IN MILLIONS	108 3940 971 9 468 115 9 4926 550 1000 100 1000 128 143 120 250 170 250 170 30.8	0 %		13.671 50.659 380.6 385.0 385.0 80.0 94 54.3 46.1	23 822 98 422 941.2 441.2 45.0 75.9 85. 34 63.0 61.4	5.24.7 25.593 524.7 60.0 100.0 73 20.4 20.0		304	03	30/
33.13.13.17.2. 5.15.05	CLOME OF NEW SALE DOLLARS IN WILLIONS	108	8 6 11		13.50/1 50.659 390.6 385.0 385.0 90.0 94.3 54.3 87.5 87.5	23.822 98.422 441.2 435.0 75.9 85. 85. 63.0 63.0	25.247 25.593 224.7 100.00 100.00 73 20.00 50.00	*		245	1,430
1972 433.8 50.0559 594.72 25.543 161.151 173.8	JEUME OF LOTAL YTD SALES IN MILLIONS	9/1 9468 9/15 9492.6 5/15 9492.6 5/15 9492.6 10.0 100.0 10.0 100.0 10.0 100.0 10.0 100.0 10.0 100.0 10.0 100.0 10.0 100.0			50.659 390.6 385.0 28 80.0 94 19 54.3	98.422 441.2 45.0 45.0 75.9 85. 85. 34. 63.0 45.8	25.593 224.7 460.0 10.0 10.0 73 20.0 20.0			21.513	709.761
Main of the color of the colo	PERAGE SALE PRICE IN THOUSANDS	71.5			385.0 385.0 80.0 94 19 54.3	441.2 435.0 41 75.9 85. 34 63.0 45.8 61.4	20.4 / 20			78.666	591.016
350.0 42.0 42.0 40.0 40.0 40.0 40.0 40.0 4		5.0			28 80.0 80.0 94 19 54.3	455.0 75.9 .85 .34 .63.0 .63.0	20.0 100.0 73 73 20.0 20.0			341.5	429.
744 704 800 759 1000 874 885 895 894 885 895 895 895 895 895 895 895 895 895	EDIAN SALE PRICE IN THOUSANDS	000 1000 128 143 2 2 2 10.0 25.0 7.9 30.8		70.4 85 15 55.6 87.5	80.0 80.0 94 19 54.3 87.5	75.9 .85 .34 .63.0 .45.8	20.0		7	235.0	405.
15		2		85 15 55.6 67.5	94. 19. 54.3 46.1	.85 .34 .63.0 .45.8	20.0 20.0 20.0 20.0			70.4	708
## 15		2		15. 55.6 48.2	19 54.3 46.1	.34 63.0. 45.8 61.4	20.02			100	3
Section Sect	/ERAGE DAYS ON MARKEL	7.9 30.8 55.6 100.0		55.6 48.2 67.5	54.3 46.1 87.5	.63.0. 45.8. .61.4.	20.0			12	. 5
Mar.	ALEV AL LIST PRICE	7.930.8 55.6100.0		48.2 67.5	46.1 87.5	45.861.4	20.4			1 10	4.7
1	FROENT OF VALES AT LIST PRICE	55.6100.0		46.Z.	40.1 87.5	61.4	50.4				
## 1	ALES TO LISTING INVENTORY RATIO	0.001		2 2	c x	01.4			45.9	39.9	4. 5
Material Color	NAL SALE IO NEW LISTING HATTO				2				/4.3		
Mark	DRECLOSURE/REO	00		1	1	4	0	3.	13	2	15
ME - PRICE CHANGE - PRICE REDUCTION 1	ELLER CONCESSIONS	0		0	0	+	T		2	0	
ME - PRICE CHANGE - PRICE REDUCTION	HORT SALE	0			0	4	0		14	11	25
ME - PRICE CHANGE - PRICE REDUCTION	ANDARD	0	,			‡-				00	
ME - PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 15	JT SPECIFIED	0		Ο			0			0	
ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 15	,	SELLIN	- WE	CE CHANGE - PI	SICE !	JCTION					
15 15 15 15 15 15 15 15	LING PRICE RANGE:	VG. SELL TIMI		VE NO. LISTINGS		AL # SOLL		REDUCED \$	\$ AVERAGE P	RICE REDUC	5
3	ESS THAN 100,000	151		15		5.		2	2920		
11 1 1 1 1 1 1 1 1	00.000 TO 109.999	0		3		0		0	₹Z		
11 6 6 6 6 6 6 6 6 6	10 000 TO 119 999	14		m		-		0	5500		
11 9 3 6283 6283 6600 6	20,000 TO 139 999	39		+		Ç		, -	40		
16	40 000 TO 150 000	26		-		σ		ď	6283		
16 16 17 17 17 16 16 16	50,000 TO 100,000	2.0		9		4		e e	9999		
75 31 10 4978 41 23 16 6405 66 43 14 3450 66 43 34 15 10929 64 34 15 10929 65 33 11 334 66 42 28 18 1669 67 6 6 4 60850 68 6 6 4 60850 7 0 0 0 7 0 0 0 8591.016.000 170 10083	00,000 I O I / 8,888			 		++) (8008		
1	50,000 TO 188,888			75		5		0 0			
56 30 56 30 56 34 56 34 66 34 66 33 70 10 80 30 10 10 10 10 11 33 12 30 14 10 15 10 16 12 17 10 18 16 19 34 11 3 11 3 11 3 11 3 11 3 11 3 12 0 11 3 12 0 12 0 11 0 12 0 14 0 15 0 16 0 170 0 170 0 11 0 12 0 14 0 15 0 16 0 170 0 18 0 19 0 10 0	00,000 TO 249,999	40							4970		
56 43 22 8390 64 34 15 10929 65 34 15 10929 66 34 11 23 66 34 12 10929 67 23 11 1569 68 16 9 34165 7 0 0 0 17 170 170 10083 18 1669 16 9 19 1669 16 9 10 133 133 10 170 170 10083 10 170 10083 10 12	50,000 TO 299,999	/C							0403		
64 34 45 25 36 10929 66 33 11 334 10929 56 33 30 11 1669 76 16 12649 12669 10 23 16 12649 11 23 3 34165 11 3 41333 12 0 0 0 14 3 0 0 14 10083 170 10083 15 16 16 16 16 170 170 10083 16 170 170 110 17 16 16 16	00,000 TO 349,999	35		60		30		4	3450		
64 34 15 10229 65 33 11 3334 85 30 13 6204 42 28 18 16669 91 26 6 4 60850 26 6 4 60850 4 4 4 75000 91 340 170 10083 92 340 170 10083 93 4 4 4 8591.016.000 4 4	50,000 10 389,898	4/				43			8390		
534 55 33 6204 7 7 55 11 7 14 85 14 15 16 17 11 11 12 14 15 16 16 16 16 16 16 16 16 16 17 17 170 11 11 12 13 <	00,000 TO 449,999	44		64		34		dc	10929		
53	50,000 TO 499,999			69		.33			3334		
16669 16669 17 17 18 17 19 19 19 19 19 19 19 19 19 19 19 19 19	00,000 TO 549,999	35		53		30		13	6204		
91 12649 12649 12649 12649 12649 12649 12649 12649 12649 12649 12649 1264 12649 1264	50,000 TO 599,999	28		42		28		18	16669		
50 16 00 34165 00 00 00 00 00 00 00 00 00 00 00 00 00	00,000 TO 699,999	29		91		23		16	12649		
26 60850 4 60850 11 3 3 40333 11 11 11 11 11 11 11 11 11 11 11 11	00,000 TO 799,999	39		50		16		6	34165		
11	00,000 TO 899,999	41		26		6		4	60850		
1.4 RMLS TOTAL - \$ VOLUME	00,000 TO 999, 999	25		11		3		3	41333		
014 RMLS TOTAL - \$ VOLUME SAI	000,000 TO 1,999,999	97		40		4		4	75000		
10083 10083 10084 10083 10094 10083 10094 10083 10094	IORE THAN 2,000,000	0		7		0		0	∀ /Z		
314 RMLS TOTAL · \$ VOLUME SAI \$591.016.000	TALS	40		765		340		170	10083		
\$591.016.000	LETINGE		7 7 6	O TATAL	WII 10% 4						U
	2 202			5						1 × ×	
	4,403		7	5						•	

SANTA CLARITA VALLEY

COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO) TOTAL MONTH BY MONTH

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS', INC.

	SALES TO TO LIST	6.09	51.3	53.2	76.2	73.4									
2014	\$ VOL MIL.	96.2	88.2	103.2	155.5	157.6									
20	SALES	238	214	261	369	367									
	LIST	391	417	491	484	200									
	SALES TO TO LIST	6.69	689	90.1	87.3	86.7	73.5	82.6	83.7	9.08	81.7	7.66	109.2	84.5	
13	\$ VOL MIL.	84.2	89.7	132	139.1	140.1	142.7	163.7	147.4	129.1	131.9	131.9	165.2	1597	850
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	
	% 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	
	% SALES TO LIST	46.4	42.3	53	53.2	61.7	68.7	71.1	76.3	9:99	70.5	96.2	135.2	<i>L</i> 9	
Ξ	\$ VOL MIL.	75.2	74.2	104	901	115.8	128	115.7	130	103.4	106.5	104.8	122.9	1286.5	\$315,090
2011	SALES	241	222	310	329	363	397	364	406	336	346	354	415	4,083	\$315
	LIST	519	525	585	819	288	578	512	532	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	60.3	
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	898	357	302	312	297	279	299	308	9/9′8	\$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	67.7	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	NON	DEC	TOTAL	AVG. SALE PRICE

REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for Realtors®® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

MAINTENANCE & REPAIRS

GARY SCHIFF PLUMBING

Owner operated, Roto Rooter, Main Line Drain Cleaning. Fast Reliable, inexpensive plumbing repairs. Water heaters, garbage disposals, faucets, pressure regulators and more. St Lic #683205.......(818) 700-1079

VACANT HOME CLEANING SPECIALIST

APPLE CLEANING/PAINT. FORECLOSURES, HAULING. (661)298-2084JOHN/JUNECARPETSHAMPOO(818)929-9242

PROFESSIONAL SERVICES

PERMIT PLAN PERMIT PLAN

LEGALIZE ROOM ADDITION. BUILDING CODE VIOLATION ALEX(818) 497-3799

MOLD INSPECTIONS

ESCROW MOLD SCREENING / INVESTIGATIONS Starting at \$175.00 including letter report. Sampling & lab fees additional charge CERTIFIED ENVIRONMENTAL PROFESSIONALS Professional Property Inspections L.L.C. / Environmental Services CIEC, CMRS, WRT ASB-BI/MP 818-707-7725

SWIMMING POOL INSPECTIONS

BY LICENSED C-53 POOL CONTRACTOR (#610398)
INCLUDES WRITTEN REPORT
THE POOLWORKS 805-577-6822

Exp. #1 (2015)

ADVERTISING



PROFESSIONAL SERVICES

Jimmy's Hauling

Yard, Garage, Trashout Small Demo, Cleanup & Hauling CA Lic. No. 764219 818-535-8489

Exp. #10 (9-14)

NEED PHOTOS? PHOTOS FOR NEW LISTINGS IS \$120. PORTRAIT IS \$80. WILL BE READY FOLLOWING DAY

EMAIL: benclee194@hotmail.com

Fxp #10 (10-17-14)

ADVERTISERS: DON'T BE LEFT OUT!

It's Your Responsibility as an Advertiser to Keep Track of Your Ad's Expiration Date. Send in Your Renewal One Week Prior to Expiration Date to Guarantee Continued Exposure and Results From Your Realtor® Report Classified Ads.

Exp. #1 (1-1-15

INVESTOR SEEKING ONGOING RELATIONSHIP WITH REALTORS THAT HAVE FSBO, POCKET LISTINGS, FIXERS ETC. YOU WILL REPRESENT ME AND WORK WITH ME AFTER FIX-UP. MIKE LEVITZ 818-426-3252 LEAVE PHONE # & MESSAGE EXO. #1 (1-15)

ADVERTISERS: DON'T BE LEFT OUT!

It's Your Responsibility as an Advertiser to Keep Track of Your Ad's Expiration Date. Send in Your Renewal One Week Prior to Expiration Date to Guarantee Continued Exposure and Results From Your RealTor® Report Classified Ads.

TERMITE INSPECTION

Termite Inspection Retrofitting Inspection

Termite Inspection

- Fast report (fax or e-mail)
- Bill to escrow
- Free inspection if competitive bid
- All works fully guaranteed
- We will beat or meet other bid

Retrofitting Inspection

- · Gas shut-off valve
- Water conservation
 - -Ultra low flow toilet
 - -Shower head
 - -Certificate of compliance
- Smoke detector
- Window safety glazing
- Carbon Monoxide Detector

EZ Pest Control, INC.

EZ Home Improvement, INC.

Call: (818) 886-7378 (310) 328-7378



Get two inspections for one call

REAL ESTATE

We Have Made Your Marketing Fast And Easy!

Can your company say the same?



- Just Listeds
 - within 15 minutes
- Open House invitations

within 15 minutes

- Custom color flyers
 - within 15 minutes
- Complete CMA packages
 - usually in 1 hour or less
- No set-up or design fees and little or no cost to the agent!



WWW.PARKREGENCY.COM/AGENTCENTER

FACEBOOK.COM/PARKREGENCY

818-363-6116 \ 10146 BALBOA BLVD., GRANADA HILLS, CA 91344 BRE #01231306



www.srar.com Realtor® Report June/July 2014 17

REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for Realtors®® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

CONSTRUCTION



STYL'N CONSTRUCTION, INC.

R.E.O. / Foreclosures Email: Styln@earthlink.net

Hey Brokers - We Do It All!

- Trash-Outs
- Initial Yard Clean-Up
- Initial Cleaning
- Emergency Preservation
- Pool Clean-Ups
- Monthly Services

- Lead Bids
- Retrofitting Bids
- FHA HUD Lender Requirements
- Interior Paint
- Carpet Vinyl tile
- Exterior Paint

No One Has Our Experience Or Billing Terms!

STYL'N CONSTRUCTION INC. 9939 Canoga Avenue Unit "J" Chatsworth, CA 91311 www.stylnconstruction.com

Office: (818) 407-1327 Fax: (818) 407-1462

Licensed • Bonded & Insured • Lic. #806623

REAL ESTATE

\$39 per month
100%
COMMISSION



GOLD STAR REALTY

We Offer:

Full Time Experienced Broker Equipped Offices & Conference Rooms Most Southland MLS Services Friendly and Helpful staff

(818) 757-4567

20 YEARS IN BUSINESS

17815 Ventura Blvd., Suite 205, Encino

LEGAL

THE LAW FIRM OF KATZ & BLOCK

DENNIS P. BLOCK & ASSOCIATES

The Number One Law Firm Specializing in

TENANT EVICTIONS

UNLAWFUL DETAINER



ENCINO (818) 986-3147



- · Guaranteed rapids filings
- No office visit required
- Free telephone consultations
- More experience than any other law firm
- Lockout Management service available

FULL COLLECTION SERVICES FREE FORMS AND TELEPHONE CONSULTATIONS

Open Monday through Saturday

Call after hours for our informational hotline including free forms

OTHER AREA OFFICES:
S ANGELES VALLEY VILLAGE

LOS ANGELES 323-938-2868

818-432-1980

TOLL FREE 800-77EVICT

www.evict123.com

TERMITE INSPECTION & FUMIGATION

NORDHAGEN AND DAUGHTERS

EXTERMINATING COMPANY INC.

SRAR 2002 " AFFILIATE OF THE YEAR"

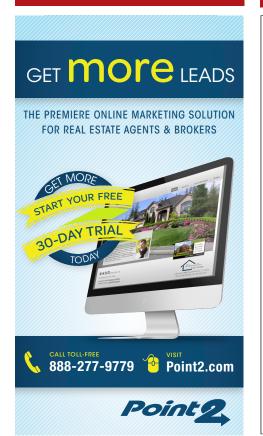
YOU'VE TRIED THE REST...
YOU DEMAND THE BEST...
PUT US TO THE TEST !!!

- ◆ We do our OWN fumigations (No Sub-Contractor)
- ◆ Salaried inspectors (NO COMMISSIONS)
- FREE inspection if competitive bid
- Computer generated, emailed reports
- Recommended repairs performed by our company
- ◆ Licensed, insured and bonded

800-933-7378 800-649-1922 FAX 818-886-3454 661-255-1902 FAX 661-254-2133

> Affiliate member SRAR Affiliate member REOMAC Member PCOC (Pest Control Operators of California) CA Reg. #PR 2861

MARKETING



HOME MORTGAGE



Ready to buy a home?

House-hunt with confidence using a **PriorityBuyer**® preapproval

If you're planning to take advantage of today's historically low interest rates and attractive home prices, start with a *Priority*Buyer® preapproval from Wells Fargo Home Mortgage. We'll help you pinpoint your price range before you begin your search.1 This shows sellers and real estate agents that you are credit-checked and ready to buy and allows you to house-hunt with confidence.

Call your local Wells Fargo Home Mortgage office today!

San Fernando Branch, 818-838-2146 Encino on the Boulevard, 818-808-1038 Woodland Hills, 866-983-6777

> 1. A *Priority*Buyer® preapproval is based on our preliminary review of credit information only and is not a commitment to lend. We will be able to offer a loan commitment upon verification of application information, satisfying all underwriting requirements and conditions, and providing an acceptable property, appraisal, and title report. Not available on nonconforming products or for certain FHA transactions.



Wells Fargo Home Mortgage is a division of Wells Fargo Bank, N.A. © 2012 Wells Fargo Bank, N.A. All rights reserved. NMLSR ID 399801. ENDER AS952112 5/12-8/12

PRINTING

Southland Regional Association of Realtors® Inc.

(818) 947-2246

PRINT SHOP & GRAPHIC DESIGN SERVICES

Make Us Your Choice For All Your Printing Needs!



Our in-house graphic design team is standing by, so call today!

- ANNOUNCEMENTS
- BROCHURES
- BUSINESS CARDS
- NCR FORMS
- DOOR HANGERS
- ENVELOPES
- FLYERS
- POST CARDS
- LABELS
- LETTERHEAD
- COLOR COPIES

Fast Turn Around! Competitive Pricing!

www.srar.com Realtor® Report June/July 2014 19



7232 Balboa Blvd. Van Nuys CA 91406

Regular mail not fast enough?
Read REALTOR® Report on-line at www.srar.com

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

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 Auditorlum 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:
June 27 July 11
July 25 August 8