

REALTOR® REPORT

June/July, 2014

The Official Publication of Southland Regional Association of REALTORS®



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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.



Realtor® Roger Hance
2014 SRAR President

“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.



CONSUMER PRICE INDEXES

FEBRUARY 2014

\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
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SOUTHLAND REGIONAL
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REALTOR® REPORT

The Official Publication of SRAR

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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.

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 CLEWOW, 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 KRICKORIAN, 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.



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WHITENING®



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

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 REALTOR®. 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.



As part of a fundraiser for the California Association of REALTORS®' 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



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

all Agent Forum

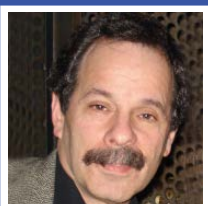


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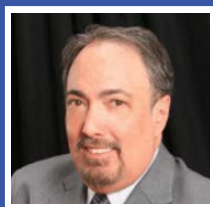
SRAR's Risk Management Team



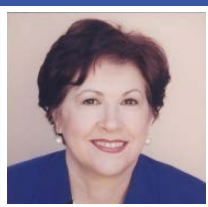
Kathy Mehringer



Jeff Kahn



Steve Spile



Olga Moretti

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 Regulations on Team Names

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

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Penich, Joseph
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Jeff Phillips
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Simi Valley, CA. 936063

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Nichol Risque
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Westlake Village, CA. 91362

Rubino, Gary O.
Ryan Cole Realty
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Riverside, CA. 92506

Sanchez, Armando Jerry
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Los Angeles, CA. 90045

Sinanian, Hilda
Capital Properties & Kings Realty
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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
Belachin, Vladimir Arbel / Homequest Real Estate / Chino Hills
Boswell, Ricki Ralene / Got Home Care Inc. / Glendale
Burns, Rebecca Griffith / Real Estate eBroker Inc. / Oceanside
Carrillo, Luisa D. / Park Regency Realty / Granada Hills
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
Cruhaugh, Robert / Royal REP / Woodland Hills
Cruz-Kyle, Lesley Renee / Berkshire Hathaway HomeServices California Properties / Calabasas
Dagkesen, Serdar / Keller Williams Realty / Northridge
Davis, Storey Helene / Keller Williams Realty / Huntington Beach
Del Vasto, Maria Alejandra / Hope Realty Services, Inc. / Panorama City
Diviriglio, Russell Anthony / Century 21 Valley Properties / West Hills
Englund, Kirsten April / Ewing Sothebys I.R. / Calabasas
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
Gonzalez, Israel / The Real Estate Plaza / Granada Hills
Gottwald, Laura Elizabeth / Rodeo Realty / Woodland Hills
Grazziani, Sandra Jannete / Keller Williams Realty / Westlake Village
Guzman, Leticia 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
Lidgi, Avi / Robinson Realty / 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 Pisth / Equity Funding Resources / Sherman Oaks
Marcus, 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
Newman, Dan 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
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, 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. / Canoga Park
Shafit, Barbara Joan / Wish Sotheby's International Realty / Sherman Oaks
Shrier, Aaron / Keller Williams Realty Calabasas / Calabasas
Silver, 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
Tamazyian, Liana / Titus Realty, Inc. / Panorama City
Tavassoli-Mojaveri, Faromarz / 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

RESIDENTIAL PROPERTIES LISTED

1,608

RESIDENTIAL PROP. ESCROW OPENED

1,184

RESIDENTIAL PROP. ESCROW CLOSED

1,083

MAY SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	149	196	176	229	258	1,008	600	1,608
TOTAL ACTIVE LISTINGS	235	339	292	358	457	1,681	1,226	2,907
AVERAGE DAYS ON MARKET	77	69	63	66	65	68	94	79
AVERAGE LIST PRICE IN THOUSANDS	358.7	835.5	841.4	625.6	1,305.6	853.0	508.4	707.7
MEDIAN LIST PRICE IN THOUSANDS	350.0	585.0	529.0	549.9	700.0	549.0	325.0	465.0
BOMS	33	43	30	32	28	166	110	276
AVERAGE BOM PRICE IN THOUSANDS	311.6	692.0	472.2	606.4	745.6	589.2	438.4	517.1
BOM TO SALE RATIO	29.5	28.9	28.8	20.5	15.1	23.5	29.3	25.5
EXPIRATIONS	16	21	28	15	21	101	80	181

PENDING SALES:

NEW ESCROWS OPENED	131	150	126	170	200	777	407	1,184
TOTAL YTD ESCROWS OPENED	561	683	547	705	820	3,316	1,909	5,225
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	33	35	37	36	41	37	52	42
NEW OPEN ESCROWS AVERAGE LIST PRICE	352.1	703.2	703.0	532.2	681.6	601.0	430.3	542.3

CLOSED SALES:

NEW ESCROWS CLOSED	112	149	104	156	186	707	376	1,083
TOTAL YTD ESCROWS CLOSED	478	629	489	594	688	2,878	1,653	4,531
VOLUME OF NEW SALE DOLLARS IN MILLIONS	38.836	107.974	65.449	82.514	131.546	426.319	155.967	582.286
VOLUME OF TOTAL YTD SALES IN MILLIONS	157.574	428.132	319.339	310.594	486.821	1,702.459	659.777	2,362.236
AVERAGE SALE PRICE IN THOUSANDS	346.8	724.7	629.3	528.9	707.2	603.0	414.8	537.7
MEDIAN SALE PRICE IN THOUSANDS	350.0	550.0	475.0	450.0	529.0	480.0	325.0	429.0
COOP SALES	85	117	90	120	163	575	289	864
PERCENT OF COOP SALES	75.9	78.5	86.5	76.9	87.6	81.3	76.9	87.6
AVERAGE DAYS ON MARKET	118	99	83	88	90	95	114	102
SALES AT LIST PRICE	76	77	56	72	96	377	202	579
PERCENT OF SALES AT LIST PRICE	67.9	51.7	53.8	46.2	51.6	53.3	53.7	53.5
SALES TO LISTING INVENTORY RATIO	47.7	44.0	35.6	43.6	40.7	30.7	30.7	30.7
FINAL SALE TO NEW LISTING RATIO	75.2	76.0	59.1	68.1	72.1	70.1	62.7	67.4

CLOSED SALES TYPE

FORECLOSURE/REO	4	5	1	4	6	20	21	41
SELLER CONCESSIONS	0	0	0	0	0	0	1	1
SHORT SALE	18	11	9	12	6	56	50	106
STANDARD	88	132	92	138	174	624	299	923
OTHER	2	0	2	2	0	6	10	16

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
SELLING PRICE RANGE:						
LESS THAN 100,000	104	50	12	9	17900	17.5
100,000 TO 109,999	155	5	2	2	16500	13.4
110,000 TO 119,999	59	19	3	3	12333	9.3
120,000 TO 139,999	49	52	19	7	3069	4.3
140,000 TO 159,999	43	70	22	9	5987	2.7
160,000 TO 179,999	32	72	29	9	1873	2.6
180,000 TO 199,999	45	99	27	15	9448	3.2
200,000 TO 249,999	56	193	70	32	2019	15.3
250,000 TO 299,999	60	222	81	36	818	2.4
300,000 TO 349,999	43	183	97	45	375328	8.0
350,000 TO 399,999	47	218	108	53	1957	0.5
400,000 TO 449,999	41	210	120	62	1640	0.6
450,000 TO 499,999	36	230	86	48	8223	1.4
500,000 TO 549,999	40	147	71	40	14375	2.3
550,000 TO 599,999	43	153	58	33	18356	2.6
600,000 TO 699,999	31	233	77	46	22899	2.9
700,000 TO 799,999	40	158	48	27	10691	1.1
800,000 TO 899,999	34	90	36	19	21658	2.1
900,000 TO 999,999	51	72	19	12	15435	0.7
1,000,000 TO 1,999,999	51	299	85	48	56707	3.0
MORE THAN 2,000,000	24	153	18	14	92115	2.9
TOTALS	44	2928	1088	569	45363	0.6

2014 RMLS TOTAL - \$ VOLUME

\$2,362,236,000

SALES 4,628

LISTINGS 7,447

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS® INC.

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

	2009					2010					2011					2012					2013					2014				
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST	
JAN	2084	964	357.7	46.3		1,830	963	410	52.6		1,786	976	368.7	54.3		1,481	877	322.1	59.9		1,288	881	396.3	68.4		1,338	786	393.2	58.7	
FEB	1178	876	330.5	49.4		1,780	872	349.7	49		1,646	753	303.5	45.7		1,458	856	262.9	57.9		1,218	821	353.8	67.4		1,388	732	375.5	52.7	
MAR	2004	1,148	428.6	57.3		2,231	1,131	523.3	50.7		1,875	1,050	430.7	56		1,515	1,085	427.4	71.6		1,377	1,337	470.8	77.8		1,565	903	473.0	57.7	
APR	1956	1275	487.5	65.2		2,212	1,188	526.9	53.7		1,740	1,052	394.2	60.5		1,387	1,140	448.8	82.2		1,549	1,114	559.3	71.9		1,548	1,124	589.4	72.6	
MAY	1,865	1,300	530.1	69.7		1,936	1,235	523.7	63.8		1,732	1,023	422.3	59.1		1,429	1,280	497.9	89.6		1,506	1,265	630.6	84.0		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	63.6		1,367	1,216	484.0	89.0		1,551	1,133	573.4	73.0						
JUL	1,922	1,322	581.7	68.8		2,153	1,104	484.5	51.3		1,592	1,033	422.7	64.9		1,314	1,266	515	96.3		1,610	1,176	584.9	73.0						
AUG	1,820	1,259	553.7	69.2		1,993	1,029	443.8	51.6		1,707	1,145	452.6	67.1		1,308	1,273	508.3	97.3		1,581	1,196	623.6	75.6						
SEPT	1,731	1,205	543.1	69.6		1,726	1,034	430.4	59.9		1,512	1,048	430.4	69.3		1,276	1,058	419.7	82.9		1,399	1,072	543.8	74.9						
OCT	1,794	1,243	527.5	69.3		1,677	883	371.9	52.7		1,363	1,017	385.3	74.6		1,339	1,246	502.7	93.1		1,446	1,106	556.1	76.5						
NOV	1,505	1,095	452.1	72.8		1,431	864	356.8	60.4		1,273	985	382.2	77.4		1,087	1,114	452.9	102.5		1,064	985	486.7	92.6						
DEC	1,327	1,174	549.1	88.5		1,298	1,045	431.2	80.5		1,075	1,112	435.7	103.4		771	1,263	534.9	163.8		818	1,091	536	133.4						
TOTAL	21,114	14,271	5,953.6	66.6		22,318	12,617	5,415.2	55.6		19,053	12,308	4,867.4	66.3		15,732	13,674	5,366.5	87		16,407	13,177	6,315.3	80.71						
AVG. SALE PRICE			\$417,181					\$429,200					\$395,470					\$392,470					\$479,270							

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR MAY

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	116	127	129	191	215	778	497	1,275
Total Active Listings	166	217	208	291	378	1,260	1,013	2,273
Average Days on Market	70	67	61	65	63	65	81	72
Average List Price in Thousands	394.5	1,025.6	1,035.9	677.4	1,479.5	999.9	525.2	788.3
Median List Price in Thousands	380.0	750.0	649.0	599.0	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	32	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	77	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	727.2	589.1	805.6	688.8	405.5	583.6
Median Sale Price in Thousands	359.9	700.0	517.0	520.0	590.0	520.0	324.0	460.0
Coop Sales	62	73	66	92	119	412	232	644
Percent of Coop Sales	73.8	72.3	85.7	76.0	85.6	78.9	75.3	77.6
Average Days on Market	110	90	82	86	88	91	114	99
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 VALLEY CONDOMINIUM SALES STATISTICS FOR MAY

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	33	69	47	38	43	230	103	333
Total Active Listings	69	122	84	67	79	421	213	634
Average Days on Market	94	73	69	71	75	76	156	102
Average List Price in Thousands	272.5	497.3	359.9	400.9	473.5	413.2	428.6	418.4
Median List Price in Thousands	240.0	425.0	318.9	379.9	360.0	350.0	350.0	350.0
BOMS	13	15	9	10	6	53	25	78
Average BOM Price in Thousands	248.3	523.2	277.9	364.5	328.6	362.1	336.8	354.0
BOM to Sale Ratio	46.4	31.3	33.3	28.6	12.8	28.6	36.8	30.8
Expirations	6	5	10	7	5	33	12	45
PENDING SALES								
New Escrows Opened	31	36	36	34	39	176	102	278
Total YTD Escrows Opened	136	206	160	168	178	848	379	1,227
New Open Escrows Average Days on Market	39	35	33	32	40	36	54	42
New Open Escrows Average List Price	270.1	388.0	319.6	354.8	404.7	350.5	442.7	384.3
CLOSED SALES:								
New Escrows Closed	28	48	27	35	47	185	68	253
Total YTD Escrows Closed	125	203	144	146	153	771	325	1,096
Volume of New Sales Dollars in Millions	7.824	18.695	9.452	11.235	19.569	66.774	31.084	97.858
Volume of total YTD Sales in Millions	31.517	81.794	52.253	51.167	57.179	273.909	122.611	396.520
Average Sale price in Thousands	279.4	389.5	350.1	321.0	416.4	360.9	457.1	386.8
Median Sale Price in Thousands	265.0	370.0	329.0	315.0	325.0	325.0	358.0	327.0
Coop Sales	23	44	24	28	44	163	57	220
Percent of Coop Sales	82.1	91.7	88.9	80.0	93.6	88.1	83.8	87.0
Average Days on Market	141	117	87	93	98	107	116	109
Sales at List Price	16	25	10	13	26	90	32	122
Percent of Sales at List Price	57.1	52.1	37.0	37.1	55.3	48.6	47.1	48.2
Sales to Listing Inventory Ratio	40.6	39.3	32.1	52.2	59.5	43.9	31.9	39.9
Final Sale to New Listing Ratio	84.8	69.6	57.4	92.1	109.3	80.4	66.0	76.0
CLOSED SALES TYPE								
Foreclosure/REO	0	4	0	1	0	5	3	8
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	6	2	3	1	14	6	20
Standard	25	38	25	31	46	165	56	221
Other	1	0	0	0	0	1	4	5

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR MAY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	9	8	56	40	23	70	15	78	299	76	375
Total Active Listings	28	26	95	55	43	98	36	116	497	143	640
Average Days on Market	84	90	59	68	77	79	65	46	66	80	69
Average List Price in Thousands	565.6	782.3	630.1	587.6	668.6	570.7	705.9	731.4	650.5	352.6	583.9
Median List Price in Thousands	535.0	669.0	499.9	500.0	550.0	545.0	700.0	600.0	560.0	258.0	519.0
BOMS	7	0	10	5	3	13	1	12	51	14	65
Average BOM Price in Thousands	491.1	0	491.2	468.7	549.7	431.3	599.9	786.0	548.6	263.0	487.1
BOM to Sale Ratio	140.0	0	18.2	20.0	16.7	31.0	20.0	23.1	24.3	25.0	24.4
Expirations	1	1	3	1	0	2	0	4	12	8	20

PENDING SALES

New Escrows Opened	16	0	46	26	16	54	11	52	221	62	283
Total YTD Escrows Opened	54	22	209	116	75	216	43	240	975	256	1,231
New Open Escrows Average Days on Market	52	0	43	30	44	31	48	42	39	46	41
New Open Escrows Average List Price	434.3	0	494.8	431.3	511.4	499.9	720.2	708.0	546.8	301.8	493.1

CLOSED SALES:

New Escrows Closed	5	8	55	25	18	42	5	52	210	56	266
Total YTD Escrows Closed	38	20	179	92	68	169	31	206	803	205	1,008
Volume of New Sales Dollars in Millions	2.108	3.940	27.055	11.032	9.572	20.654	3.345	30.420	108.126	18.380	126.506
Volume of total YTD Sales in Millions	14.971	9.468	85.003	41.976	32.805	82.904	20.883	117.327	405.337	65.235	470.573
Average Sale price in Thousands	421.5	492.6	491.9	441.3	531.8	491.8	669.0	585.0	514.9	328.2	475.6
Median Sale Price in Thousands	325.0	400.0	495.0	425.0	472.0	460.0	640.0	550.0	485.0	220.0	465.0
Coop Sales	5	8	41	19	15	34	5	47	174	45	219
Percent of Coop Sales	100.0	100.0	74.5	76.0	83.3	81.0	100.0	90.4	82.9	80.4	82.3
Average Days on Market	128	143	97	86	92	90	67	84	93	110	96
Sales at List Price	2	2	34	14	13	26	1	28	120	36	156
Percent of Sales at List Price	40.0	25.0	61.8	56.0	72.2	61.9	20.0	53.8	57.1	64.3	58.6
Sales to Listing Inventory Ratio	17.9	30.8	57.9	45.5	41.9	42.9	13.9	44.8	42.3	39.2	41.6
Final Sale to New Listing Ratio	55.6	100.0	98.2	62.5	78.3	60.0	33.3	66.7	70.2	73.7	70.9

CLOSED SALES TYPE

Foreclosure / REO	0	0	3	1	1	0	0	3	8	2	10
Seller Concessions	0	0	0	0	0	1	0	0	1	0	1
Short Sale	0	1	3	2	0	2	0	2	10	11	21
Standard	5	7	49	22	16	38	5	47	189	43	232
Other	0	0	0	0	1	1	0	0	2	0	2

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR MAY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	25	0	17	18	5	45	110	15	125
Total Active Listings	0	0	49	1	33	20	13	50	166	15	181
Average Days on Market	0	0	76	33	53	47	73	55	61	59	61
Average List Price in Thousands	0	0	244.4	449.0	272.6	289.7	361.4	383.8	307.8	294.8	306.8
Median List Price in Thousands	0	0	230.0	449.0	239.9	300.0	349.9	362.5	300.0	300.0	300.0
BOMS	0	0	10	0	4	5	1	7	27	1	28
Average BOM Price in Thousands	0	0	213.8	0	191.9	305.9	349.9	289.0	252.1	300.0	253.9
BOM to Sale Ratio	0	0	43.5	0	23.5	41.7	20.0	20.0	28.7	14.3	27.7
Expirations	0	0	2	0	1	1	1	0	5	1	6

PENDING SALES

New Escrows Opened	0	0	27	0	19	20	6	38	110	8	118
Total YTD Escrows Opened	0	0	100	4	89	75	23	166	457	47	504
New Open Escrows Average Days on Market	0	0	42	0	93	40	44	36	48	33	47
New Open Escrows Average List Price	0	0	242.2	0	221.5	285.9	420.1	338.1	289.4	272.2	288.2

CLOSED SALES:

New Escrows Closed	0	0	23	2	17	12	5	35	94	7	101
Total YTD Escrows Closed	0	0	97	5	74	56	14	138	384	38	422
Volume of New Sales Dollars in Millions	0.000	0.000	6.058	0.680	4.099	3.168	1.902	12.062	27.969	3.133	31.101
Volume of Total YTD Sales in Millions	0.000	0.000	24.010	1.097	17.854	15.518	4.710	43.824	107.013	13.431	120.444
Average Sale price in Thousands	0	0	263.4	340.0	241.1	264.0	380.4	344.6	297.5	447.6	307.9
Median Sale Price in Thousands	0	0	252.5	200.0	232.0	280.0	360.0	347.0	281.0	395.0	302.0
Coop Sales	0	0	17	0	13	7	5	29	71	5	76
Percent of Coop Sales	0	0	73.9	0	76.5	58.3	100.0	82.9	75.5	71.4	75.2
Average Days on Market	0	0	89	67	97	68	79	87	86	43	83
Sales at List Price	0	0	15	1	6	8	1	22	53	5	58
Percent of Sales at List Price	0	0	65.2	50.0	35.3	66.7	20.0	62.9	56.4	71.4	57.4
Sales to Listing Inventory Ratio	0	0	46.9	200.0	51.5	60.0	38.5	70.0	56.6	46.7	55.8
Final Sale to New Listing Ratio	0	0	92.0	0	100.0	66.7	100.0	77.8	85.5	46.7	80.8

CLOSED SALES TYPE

Foreclosure / REO	0	0	1	0	0	4	0	0	5	0	5
Seller Concessions	0	0	0	0	0	0	1	0	1	0	1
Short Sale	0	0	1	0	0	2	0	1	4	0	4
Standard	0	0	21	2	17	6	4	34	84	7	91
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED

500

MAY SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP ESCROW OPENED

401

RESIDENTIAL PROP ESCROW CLOSED

367

ACTIVE INVENTORY:

NEW LISTINGS	9	8	81	40	40	88	20	123	409	91	500
TOTAL ACTIVE LISTINGS	28	144	56	76	76	118	49	166	663	158	821
AVERAGE DAYS ON MARKET	84	90	64	67	67	74	67	49	65	78	67
AVERAGE LIST PRICE IN THOUSANDS	565.6	782.3	498.9	585.1	496.7	523.0	614.5	626.7	564.7	347.2	522.8
MEDIAN LIST PRICE IN THOUSANDS	535.0	669.0	408.7	500.0	440.0	499.0	649.9	544.9	499.0	258.0	459.9
BOMS	7	0	20	5	7	18	2	19	78	15	93
AVERAGE BOM PRICE IN THOUSANDS	491.1	0	352.5	468.7	345.3	396.5	474.9	602.9	446.0	265.5	416.9
BOM TO SALE RATIO	140.0	0	25.6	18.5	20.0	33.3	20.0	21.8	25.7	25.3	26
EXPIRATIONS	1	1	5	1	1	3	1	4	17	9	26

PENDING SALES:

NEW ESCROWS OPENED	16	0	73	26	35	74	17	90	331	70	401
TOTAL YTD ESCROWS OPENED	54	22	309	120	164	291	66	406	1,432	303	1,735
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	52	0	43	30	71	34	46	43	42	44	43
NEW OPEN ESCROWS AVERAGE LIST PRICE	434.3	0	401.4	431.3	354.0	442.1	614.3	551.8	461.2	298.4	432.8

CLOSED SALES:

NEW ESCROWS CLOSED	5	8	78	27	35	54	10	87	304	83	367
TOTAL YTD ESCROWS CLOSED	38	20	276	97	142	225	45	344	1,187	243	1,430
VOLUME OF NEW SALE DOLLARS IN MILLIONS	2,108	3,940	33,113	11,712	13,671	23,822	5,247	42,482	136,095	21,513	157,607
VOLUME OF TOTAL YTD SALES IN MILLIONS	14,971	9,468	109,012	43,073	50,659	98,422	25,593	161,151	512,350	78,666	591,016
AVERAGE SALE PRICE IN THOUSANDS	421.5	492.8	424.5	433.8	390.6	441.2	524.7	488.3	447.7	341.5	429.4
MEDIAN SALE PRICE IN THOUSANDS	325.0	400.0	390.0	425.0	385.0	435.0	460.0	460.0	430.0	235.0	405.0
COOP SALES	5	8	58	19	28	41	10	76	245	50	295
PERCENT OF COOP SALES	100.0	100.0	74.4	70.4	80.0	75.9	100.0	87.4	80.6	79.4	80.4
AVERAGE DAYS ON MARKET	128	143	95	128	85	85	73	85	91	102	93
SALES AT LIST PRICE	2	2	49	15	19	34	2	50	173	41	214
PERCENT OF SALES AT LIST PRICE	40.0	25.0	62.8	55.6	54.3	63.0	20.0	57.5	56.9	65.1	58.3
SALES TO LISTING INVENTORY RATIO	17.9	30.8	54.2	48.2	46.1	52.4	20.4	52.4	45.9	39.9	44.7
FINAL SALE TO NEW LISTING RATIO	55.6	100.0	96.3	67.5	87.5	61.4	50.0	70.7	74.3	69.2	73.4

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	4	1	1	4	0	3	13	2	15
SELLER CONCESSIONS	0	0	0	0	0	1	1	0	2	0	2
SHORT SALE	0	1	4	0	2	4	4	3	14	11	25
STANDARD	5	7	70	24	33	44	9	81	273	50	323
NOT SPECIFIED	0	0	0	0	1	1	0	0	2	0	2

SELLING PRICE RANGE:

LESS THAN 100,000	151	15	5	2	2920	6.8
100,000 TO 109,999	0	3	0	0	N/A	0.0
110,000 TO 119,999	14	3	1	0	5500	5.0
120,000 TO 139,999	39	11	6	1	40	0.1
140,000 TO 159,999	26	11	9	3	6283	3.8
160,000 TO 179,999	21	16	4	3	6600	3.6
180,000 TO 199,999	30	16	11	6	6008	2.9
200,000 TO 249,999	46	75	31	10	4978	1.7
250,000 TO 299,999	57	41	23	16	6405	1.3
300,000 TO 349,999	35	65	30	14	3450	0.9
350,000 TO 399,999	47	56	43	22	8390	1.6
400,000 TO 449,999	44	64	34	15	10929	2.3
450,000 TO 499,999	28	69	33	11	3334	0.4
500,000 TO 549,999	35	53	30	13	6204	4.5
550,000 TO 599,999	28	42	28	18	16669	2.5
600,000 TO 699,999	29	91	23	16	12649	1.9
700,000 TO 799,999	39	50	16	9	34165	4.0
800,000 TO 899,999	41	26	6	4	60850	6.6
900,000 TO 999,999	25	11	3	3	41333	4.1
1,000,000 TO 1,999,999	97	40	4	4	75000	5.9
MORE THAN 2,000,000	0	7	0	0	N/A	0.0
TOTALS	40	765	340	170	10083	1.2

2014 RMLS TOTAL - \$ VOLUME

\$591,016,000

LISTINGS

2,283

SALES

1,449

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



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

[illegible]

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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 Auditorium
7232 Balboa Blvd., Van Nuys

BUSINESS OPPORTUNITY 4th Tues of mo.

Chairperson: Havery Osherenko

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

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

Time: 9:00 a.m.

R.E. NETWORK Fridays (expt. holidays)

Contact For Information: Bud Mauro

Phone: (818) 349-9997

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

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

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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