REALTOR® REPORT

The Official Publication of Southland Regional Association of REALTORS $^{\circledR}$

Who Needs .Com When You Can Have

The New Top-Level Domain for NAR Members Only!

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JULY HOME SALES HIGHEST IN 14 MONTHS

BY ROGER HANCE, PRESIDENT, AND DAVID WALKER SOUTHLAND REGIONAL ASSOCIATION OF REALTORS® With the selection of homes listed for sale steadily expanding, buyers during July closed escrow on the highest number of single-family home sales in 14 months, the Southland Regional Association of Realtors reported today.



Realtor® Roger Hance 2014 SRAR President

A total of 562 homes changed owners during July, up 7.3 percent over a year ago and 7.0 percent ahead of this June's tally.

The 197 condominiums that sold during July were down 19.3 percent compared to a year ago, but up 11.9 percent from

this June.

"The fact that single-family home sales have increased signals that we've transitioned into a normal market," said Roger Hance, president of the Southland Regional Association of Realtors. "Last year the market was busier, but that was driven by the presence of distressed properties, which have largely vanished, and all-cash buyers, who are few in number and highly selective now that prices are higher and the bargains are gone."

The median price of single-family homes came in at \$520,000, up a modest 3.0 percent, yet off by the same percentage from the June median, which was the highest since December 2007.

The condominium median price of \$309,000 was off 6.4 percent from July 2013 and 4.9 percent lower than the June 2014 median. Home and condominium median prices have increased 53.4 percent and 67.0 percent from their respective record lows for this cycle yet both are still well short—20.6 percent and 25.6 percent respectively—of their record highs.

Hance and Jim Link, the Association's chief executive officer, agreed that prices are

flattening and unlikely to soar near record heights anytime soon, which is another signal that the market is settling into a newfound stability.

"It's back to basics, in that negotiating is again standard. No more bidding wars with over list price offers," Link said.

"Sellers asking too much see little or no activity. Instead of multiple offers over list price, which were common a year ago, offers below asking price are spreading now, which keeps prices in check."

An expanding inventory gives buyers more choices and leverage in negotiations, yet the number of homes on the market remains well short of what the market needs.

A total of 1,874 active listings were reported at the end of July, up 27.5 percent from a year ago and the largest inventory since March 2012. At the current pace of sales that represents a 2.5-month supply compared to the 1.4-month inventory of July 2013. A 6-month supply is desired. Hance and Link also said that recent changes in how FICO credit scores are calculated may expand the pool of prospective buyers, especially if lenders, as expected, pull back from overly strict lending guidelines.

"We sure do not want another run up in prices or another market meltdown," Link said. "Hopefully, the new guidelines that are emerging will be reflective of a borrower's true ability to repay the loan, not some unattainable standard."

Distressed sales continued to fade away with foreclosure-related and short sales combined capturing 10.6 percent of total residential activity. There were 21 Real Estate Owned foreclosure sales and 59 short sales during July. For comparison, April 2013 saw 77 REOs and 146 short sales, capturing 29.6 percent of total sales.

Standard sales, involving traditional buyers and sellers, cornered 88.0 percent of July sales. In January 2013 standard sales made up 65.0 percent of total activity.

CONSUMER PRICE INDEXES JUNE 2014 PERCENT CHANGE INDEXES YEAR ENDING JUNE JUNE JUNE JUNE MAY MAY 2013 2014 2014 2013 2014 2014 Los Angeles -Riverside -239.223 243.362 243.528 1.7 1.8 0.1 **Orange County**



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The Official Publication of SRAR

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NAR ANNOUNCES LAUNCH OF .REALTOR TOP-LEVEL DOMAIN

MEDIA CONTACT: JANE DOLLINGER / 202-383-1042 / EMAIL

WASHINGTON (August 18, 2014) – The National Association of Realtors®' new .REALTOR top-level domain will be available October 23, 2014 to members of NAR and the Canadian Real Estate Association.

The Internet is undergoing vast changes with the creation of over 1,900 new top-level domains, and with nine out of 10 recent buyers beginning their home search online, it has become even more critical for Realtors® to create a branded space online.

The .REALTOR domain will help Realtors® stand apart from other real estate professionals, creating a more positive online experience for consumers who are searching for information on buying or selling property. Having a .REALTOR domain will inform consumers that they are working with a Realtor®, a trusted real estate professional who subscribes to NAR's strict Code of Ethics

"This is truly an exciting time for NAR members to be on the cutting edge of Internet technology," said NAR President Steve Brown, coowner of Irongate, Inc. Realtors® in Dayton, Ohio. "NAR is one of the first associations to be approved to offer a top-level domain for its membership, demonstrating our organization's commitment to its members and showcasing the value of the Realtor® brand. When consumers visit a .REALTOR website they will know that they have reached a source of comprehensive and accurate real estate information as well as someone with unparalleled insight into the local market."

CREA, the owner of the Realtor® mark in Canada, is NAR's exclusive marketing partner for the new .REALTOR domain in Canada. "We are excited to offer this new and unique branding opportunity to our members," said CREA President Beth Crosbie, sales associate at Coldwell Banker Pro Co. in St. John's, Newfoundland. "A .REALTOR domain communicates the positive attributes of trust, professionalism and community that consumers associate with the Realtor® name."

The top-level domain will be made available only to real estate professionals who are Realtors®, members of NAR or CREA. The domain will also be made available to state and local Realtor® associations, association multiple listing services, affiliated institutes, societies and councils and NAR strategic business partners.

NAR began the application process for the top-level domain seven years ago through the Internet Corporation for Assigned Names and Numbers, the organization that coordinates domains and Internet Protocol addresses around the world. Throughout the application, review and development process, NAR has worked closely with Second Generation subsidiary Real Estate Domains, LLC, an investment firm and registry operator for the top-level domain JOBS.

"We are so pleased to help our partner, NAR, build a new future on the Internet," said Tom Embrescia, chairman of Second Generation, Ltd. "Applying for a top-level-domain is extremely complex and intricate, but all that work has resulted in an amazing benefit for Realtors®."

NAR will provide the first 500,000 members who register for a .REALTOR domain with a free one-year license, and CREA will provide 10,000 free domains to members on a first-come, first-serve basis. For more information, visit www.about. REALTOR

The National Association of Realtors® "The Voice for Real Estate®," is America's largest trade association, representing 1 million members involved in all aspects of the residential and commercial real estate industries.

The Canadian Real Estate Association (CREA) is one of Canada's largest single-industry trade associations, representing more than 111,000 Realtors® working through some 90 real estate boards and associations.

Second Generation Ltd ("Second Gen"), headquartered in Cleveland, Ohio, is an Embrescia family investment firm that actively works with talented management teams to develop businesses that have potential for significant growth and long-term value. For over three decades, Second Gen and its affiliates have owned and operated FCC licensed radio and television properties super serving markets throughout the United States as well as investing in manufacturing, real estate and medical innovations. Among its diverse investments, Second Gen is the owner of the .JOBS top-level domain on the Internet sponsored by the Society for Human Resource Management.

A TALE OF TWO RECOVERIES

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

THE RULE OF THUMB USED TO BE THAT COMMERCIAL REAL ESTATE RECOVERED TWO YEARS AFTER THE BROADER ECONOMY STARTED IMPROVING. NOT THIS TIME.



"DR. LAWRENCE YUN, CHIEF ECONOMIST OF THE NATIONAL ASSOCIATION OF REALTORS" The recovery continues at a languid, inconsistent pace well below historical standards—with GDP under 3 percent for nine straight years. Yet within that

tepid improvement there have been some clear winners.

Surprisingly, "California is number ten on the list of fastest growing states. That's what the data says," said Dr. Lawrence Yun, the chief economist of the National Association of Realtors and the keynote speaker at Tuesday's Commercial Real Estate Forum presented by the Commercial Real Estate Division of the Southland Regional Association of Realtors. Jan Perry, general manager of L.A. Economic and Workforce Development Department, and Greg McWilliams, president of Newhall Land and Farming Co., were the two other panelists.

"But job creation," Yun continued, "has been principally in the Bay Area," driven by the "high skill set of the employees."

From 2010 to 2014, Northern California created enough jobs to fill four stadiums. Los Angeles, by comparison, is well along the recovery path, but it's a much slower slog.

Nationally, the economy has added 8 million jobs, enough to make up what was lost, but not enough to meet demand of new graduates. What's happening in commercial real estate is not all that different from the issues hampering a more robust recovery of the general economy. Northern Cal does fine; SoCal limps along. Big banks, awash in cash, fund mammoth commercial real estate purchase, but home builders cannot get construction loans. Small lenders and local credit units are frozen in place, like so many deer in headlights, fearful of a visit from a regulator, aware that only half of the Dodd-Frank regulations have been implemented. Huge corporations have stashes of cash, like so many "Breaking Bad" dealers, with easy access to inexpensive loans, while mom and

pop bakers can't get bucks for a new oven. Big commercial real estate brokers sell \$430 billion worth of properties priced over \$2.5 million, which investors from around the world covet; small commercial brokers can barely cobble a deal together for properties under \$2 million.

Then there are the usual tropes: the 1 percent compete for the largest yacht; the working poor can't pay rent on minimum wage, while the middle class wonder if the class even exists. It truly is a tale of two recoveries. If this recovery had followed previous patterns, Yun said, each of us might be \$4,700 richer, and that would have gone a long way toward pumping up the economy. That's the \$1.3 trillion difference between having a GDP consistently above 3 percent, as in past recoveries, and not the below 3 percent of the past nine years.

It's also why, Yun said, some parents believe their kids, who are drowning under student loans, will not have the same opportunities they had, even though household net worth is at an all-time high.

"The good news for commercial real estate," Yun said, "is that you're in the sixth and seventh year and prices are turning positive."

Big commercial real estate deals peaked in 2007 at \$571 billion, then plunged to 67 billion at the depth of the Great Recession. Last year it was at \$355 billion, and Yun projects it will rise to \$430 billion by 2016.

Even small commercial brokers said in a survey during the first quarter of this year that they were more optimistic. Sales volumes were up 11 percent, prices posted a positive number—albeit 1 percent is nothing to rave about—leasing was up 5 percent, and rental rates rose 2 percent. As vacancy rates continue to fall, rents and prices will rise.

Office vacancy rates have stayed high as employers cram more workers into smaller spaces, but Yun said, the trend that has 30 workers stuffed into space once reserved for one has hit its limits.

"Rather than giving a cubicle, even residential real estate firms are giving agents a \$100 computer bag that is their portable office for use in a common space. But soon they will need more space."

Higher density and micro-living spaces also may gain popularity in Los Angeles as rents continue to rise, with the average apartment rent around \$1,500, and the vacancy rate at 3 percent and dropping lower.

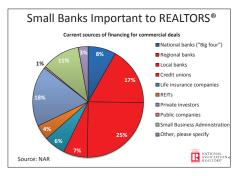
"Owners can charge higher rent because tenants have nowhere to go," Yun said, noting that California historically has had a housing shortage with nothing in sight to alleviate it.

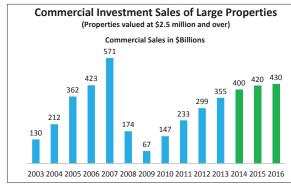
Yun said the future for commercial real estate is relatively bright, even with the persistent dichotomies—except for one black cloud on the horizon, the one over Washington, D.C.

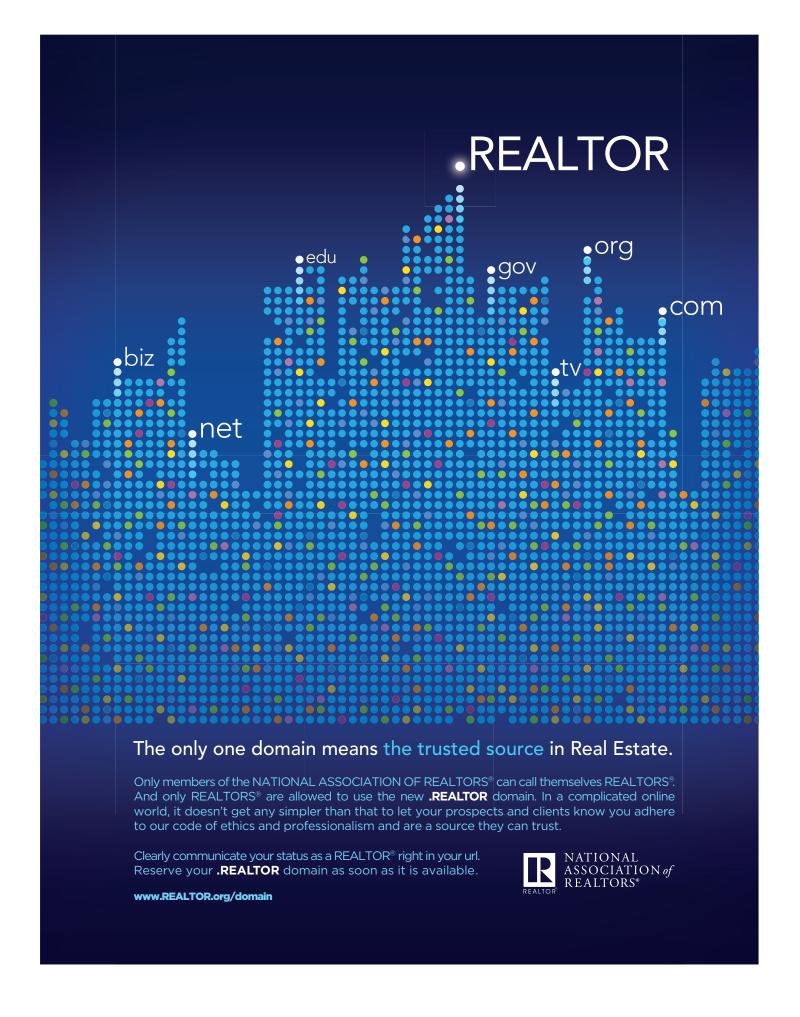
The linkage between commercial and residential real estate is more than jobs, which generates home sales. It's time, Yun said, for residential brokers to throw their political weight in with their far fewer commercial brethren in an effort to stave off potentially devastating legislative changes—such

as the proposed elimination of 1031 tax-deferred exchanges, and the need to preserve terrorism insurance for commercial structures.

"Realtors underestimate the power of their interest group," Yun said, insisting that has to change. Everyone has an interest they want preserved, he said, except the dead.









2014 Realtor of the Year

It's time for the coveted "REALTOR® of the Year" Award nominations. The Awards Committee needs your nomination for members who have made significant contributions to our Association through their years of volunteer service and commitment to the real estate industry.

Eligibility Requirements

2013 Ana Maria Colon

Email Address:__

2012 Olga Moretti

- 1. Active and in good standing for the past ten years or more. (San Fernando & Santa Clarita Valleys)
- 2. Reputation for ethical conduct with the public and fellow members.

2010 Bud Mauro

2009 Winnie Davis

- 3. Faithful adherence to SRAR policies and NAR Code of Ethics.
- 4. Service above and beyond the ordinary to the Association.
- 5. Service to the community that promotes the Association.

Past Recipients

2007 Jim Ezell

2006 Irene Reinsdorf 2003 Mary Funk

2004 Wendy Furth

	2011 Lynn Rinker	2008 Steve White	2005 Beth Peerce	2002 John Maquar
			,	14 to the SRAR AWARDS 786-4541, valerieb@srar.com
Name of	f Nominee:			
Compar	ny:			
Reason	for nomination:			

Submitted by:_____
Company:____
Telephone Number:____

You may submit any additional pertinent information with this form. THANK YOU

2014 SRAR Affiliate of the Year Nomination

You are invited to participate in identifying candidates for the coveted "AFFILIATE of the Year" Award. The Affiliate of the Year Award Committee would appreciate your recommendations for Affiliate members who have made significant contributions to our Association through their years of volunteer service and commitment to the real estate industry.

All nominations submitted will be reviewed by the AFFILIATE of the Year Award Committee and judged according to the following qualifications:

Eligible Candidates:

Active Affiliate members in good standing of the Southland Regional Association of REALTORS (San Fernando and Santa Clarita Valleys)

Oualifications:

- 1. Affiliate member in good standing.
- 2. Significant contribution to Association through committee service, for a minimum of at least 3 years, with special consideration for leadership positions held.
- 3. High business standards:
 - a. Demonstrates a high degree of cooperation with Association members.
 - b. Maintains high ethical standards.
- 4. Recipient may not be someone who has previously been selected within the past 5 years.

Please fill out and return the nomination form along with the resume and other pertinent materials on your nominee. RETURN TO SRAR BY September 3, 2014 to the AFFILIATE of the Year Award Committee, c/o Jason Arancibia at SRAR, 7232 Balboa Blvd., Van Nuys, CA 91406, Fax 818 786- 4541 or Email jasona@srar.com .

Past 5 recipients have been:

2009: Dennis Dishaw

2010: Steve Spile

2011: Steve Anderson

2012: Lela Leong

2013: April Kass

NOMINATION FORM

Name of AFFILIATE NOMINATED:	
Company:	
Address:	
The nominee's record of SRAR & CAR service will be on file at the association:	
Community Service:	
Honors & Awards:	
Reasons for nominating this candidate:	
Signature of Nominator:	
Company:	
Telephone Numbers:	

You can attach any other pertinent information



OF THE

YEAR







You may submit any additional pertinent information with this form

THANK YOU

Association Service Award

The Awards Committee asks for your nomination of members who have made significant contribution through their year of involvement.

Eligible Candidates

All active members in good standing for a minimum of five years are eligible for this award. (San Fernando and Santa Clarita Valleys)

Qualifications

- 1. Major Association involvement.
- 2. Reputation for ethical conduct with the public and fellow members.
- 3. Faithful adherence to SRAR policies and N.A.R. Code of Ethics.

Past Recipients

2013 Vic Viereck 2012 Gary Washburn 2011 Nancy Starczyk 2010 Brian Hatkoff 2009 Olga Moretti 2008 Rodney Gallman 2007 Sally Collom

Please fill out the nomination information below.
RETURN BY SEPTEMBER 3, 2014 to the SRAR AWARDS COMMITTEE Valerie Biletsky, 7232 Balboa Blvd., Van Nuys, CA 91406
Fax: 818-786-4541, valerieb@srar.com

Name of Nominee:
Company:
Reason for nomination:
Submitted by:
Company:
Telephone Number:
Email Address:



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Haller, Andrew B. / Pinnacle Estate Properties, Inc. / Encino Hangval, Aria / ZipRealty / Emeryville Hernandez, Erica Alexandra / Berkshire Hathaway HomeServices California Properties / Hill, Nena Albarico / HomeSmart NCG / Newhall Hockenbery, Adam / Keller Williams Realty / Northridge Howard, Jeuel / Keller Williams Realty Encino-Sherman Oaks / Encino Jahraus, Terry Roland / 2 % Listing Broker / Panorama City Johnson-Szyszkowski, Lindsey Ann / Realty Executives / Valencia Karavas, Dan / Morgan Real Estate Group, Inc. / Los Angeles Karchemsky, Andre / Sellstate Preferred Properties / Encino Kazemi, Maryam / Sunset Group Realty / Encino Koshevatsky, Lenny / Keller Williams Realty Calabasas / Calabasas Le, Alex / HNT Realty / Canoga Park Li, Sha / Realty Executives / Newhall Litinsky, Kevin / Boutique Realty / Tarzana Litt, Amanda / Rodeo Realty / Studio City
Loveless, James Manuel / Century 21 Albert Foulad Realty / Encino Luna, Elvia / Keller Williams Realty Calabasas / Calabasas Lynch, Murphy C. / Coldwell Banker Greater Valleys / Granada Hills Maalizadeh, Kourosh / Pinnacle Estate Properties / Encino Majarian, Mihran / The Virtual Realtors Group / Irvine Martin, Craig Michael / Century 21 All Moves / Granada Hills Marzban, Nazi / Crestico Realty / Woodland Hills Mayer-Bahr, John Robert Joseph / Lucy Nixon Realty / Santa Clarita McComb, Gregory Wayne / Coldwell Banker Calabasas / Calabasas McNeeley, Sarah Suzanne / Melonas & Associates Inc. / Westlake Village Mesica, Alana Jae / A-Team Realty, Inc. / Woodland Hills Messiha, Sameh Moris / Seven Stars Realty and Mortgage / Burbank Messinger, Corinne Hind Issa / Rodeo Realty / Sherman Oaks Moore, Chancellor Adam MacArthur / Coldwell Banker Residential Brokerage / Studio City Mouradiants, Arthur / Select Real Estate Services / Glendale Nazari, Reza / Crestico Realty / Woodland Hills Nogosek, Alexandra Mae / Realty Executives / Newhall Oganessian, Inga / Blackstone Estates, Inc. / Glendale Oh, David Kwang / Prellis Property Management / Granada Hills Olmos, Enriqueta / Century 21 All Moves / Granada Hills Orellana, Fidel A. / Champion Realty / San Fernando

Oren, Efraim / Smart Homes Sales, Inc. / Sherman Oaks Ovsepyan, Susanna / Thrive Homes and Estates / Calabasas Popielarski, Lorraine M. / Cobalt Realty Group / Santa Clarita Quinlan, Vera Anne / Newcastle Realty / Santa Clarita Ramin, Mitchell Louis / Exclusive Estate Properties Inc. / Toluca Lake Ramirez, Giselle / Rodeo Realty / Sherman Oaks Raykina, Natasha / Boutique Realty / Tarzana Rivera, Isidora / The Virtual Realtors Group / Irvine Rocco, Tori Brianne / Keller Williams VIP Properties / Valencia Ruiz Jr., Raymundo Martinez / Michael Green Realty & Inv. / Granada Hills Salazar, Gonzalo J. / The Real Estate Plaza / Granada Hills Senda, Olga / Park Regency Realty / Granada Hills Senkowski, Stanley R. / Century 21 Hilltop / Simi Valley Shapiro, Susan / Wish Sotheby's International Realty / Sherman Oaks Siegrist, Jessica Denise / JohnHart Real Estate / Sherman Oaks Sills, Bradley Andrew / Coldwell Banker / Sherman Oaks Silvestri, Westley Benjamin / HomeSmart NCG / Newhall Sinah, Bhupinder / East Lion Realty & Mortagae / Canoga Park Soudin, Dayana Cindy / Century 21 Adobe / Agoura Hills Soyangco, Robert R. / Gold Star Realty / Encino Sreden, Matthew Philip / Realty Executives / Valencia Tancredi, John / RE/MAX Olson & Associates / Woodland Hills Thrall, Diane Martinez / Keller Williams Encino-Sherman Oaks / Encino Tingling, Denise LaVerne / Rodeo Realty / Northridge Topshiy, Tony / Coldwell Banker Residential Brokerage / Sherman Oaks Toumani, Steve / Coldwell Banker Residential Brokerage / Studio City Tran, Quynh Mai / Century 21 All Moves / Granada Hills Troost, Susan Marla / Keller Williams Realty-Studio City / Studio City Van Dyk, Dana Lynn / Real Estate eBroker Inc. / Oceanside Vidal, Benjamin / The Real Estate Plaza / Granada Hills Waite, Caroline / Keller Williams Realty / Westlake Village Walker, Allen Wade / Rite Choice Realty / Van Nuys Wallace, Susan / Ready Properties / Calabasas Ward, Barbara Regina / Keller Williams Realty / Northridge Ward, Jonathan M. / Keller Williams Realty / Northridge Weber, Anthony Robert / Genesis Realty / Irvine Weiser, Jerry / Keller Williams Encino-Sherman Oaks / Encino Xiang, Wenbin / Realty Executives / Newhall Yanow, Dory / Keller Williams VIP Properties / Valencia Yapir, Jorshari Bahareh / Castlerock Realty & Investments / Granada Hills

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Grewal, Harmandeep / Wish Sotheby's International Realty / Sherman Oaks

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161 162 1636 164 165	NEW LISTINGS. TOTAL ACTIVE LISTINGS. AVERAGE DAYS ON MARKET	Z E	ES	CS	NM	MS	SFV TOT	EXT	TOTAL
198	AVERAGE DAYS ON MARKET	134	251	161	239	245	1,030	643	1,673
1984 619.0 1240.3 688.4 5840 585.0 710.0 688.4 5840 585.0 710.0 688.8 5840 582.0 710.0 688.8 5840 582.0 710.0 710.0 710.0 5840 582.0 710.0 710.0 710.0 5840 582.0 710.0 710.0 710.0 5840 582.0 710.0 710.0 710.0 5840 582.0 710.0 710.0 5840 582.0 710.0 710.0 5840 584.0 710.0 710.0 5840 584.0 710.0 710.0 5840 584.0 710.0 710.0 5840 710.0 710.0 710.0 5840 710.0 710.0 710.0 5840 710.0 710.0 710.0 5840 710.0 710.0 5840 710.0 710.0 5840 710.0 710.0 5840 710.0 710.0 5840 710.0 710.0 5840 710.0 710.0 5840 710.0 710.0 5840 710.0 710.0 5840 710.0 710.0 5840 710.0 710.0 5840 710.0 710.0 5840 710.0 710.0 5840 710.0 710.0 5840 710.0 5840 710.0 5840 710.0 5840 710.0 5840 710.0 5840 710.0 5840 710.0 5840 710.0 5840 710.0 5840 710.0 5840 710.0 5840 710.0 5840 710.0 5840 710.0 6840 710.0 6840 710.0 6840 710.0 6840 710.0 6840 710.0 6840 710.0 6840 710.0 6840 710.0 6840 710.0 6840 710.0 710.0 710.	SCINASI ICIT IN ECIDE TO ACTIVA	77	60	60	989	89	65	83	6,5,5,5,5,5,5,5,5,5,5,5,5,5,5,5,5,5,5,5
Section	WATER TO THE PROPERTY OF THE P	364.5	858.4	.849.4	619.0	1,240.3	838.4	537.3	707.8
128	MEDIAN LIST PRICE IN THOUSANDS	359.0	624.5	548.0	550.0	710.0	549.9	339.0	469.9
122 134 1719 172	BOMS.	37	34	30	25	34	160	107	267
123 195 173 785 785 785 786 742 786 742 786 742 786 742 786 742 786 742 786 742 786 742 786 742 786 742 786 742 786 742 787 788 742 787 742 787 788 742 787 743	AVERAGE BOM PRICE IN LINCOSANDS	28.0	22.7	25.2	13.4	19.8	21.1	26.4	6.076
192	EXPIRATIONS	11	23.	26	23	39	122	104	
123 173 178	PENDING SALES:								
119	NEW ESCROWS OPENED	119	175	123	195	173	785	407	1,192
119	NEW ODEN ESCROWS AVERAGE DAYS ON MARKET		983	7.00	1,037	1,130	4,082	2,044	47
119	NEW OPEN ESCROWS AVERAGE LIST PRICE	348.1	732.9		536.1	677.6	599.9	431.2	542.3
119 1186 1172 759 759 759 759 720 72	CLOSED SALES:								
74.726. 726. 4.296. 777.726. 726. 4.296. 777.726. 726. 4.296. 777.477 449.641 777.477 449.338. 472.967 642. 644.2 647.7 2.534.631 652. 644.2 647.7 2.534.631 658. 83. 465.0 647.7 2.534.631 658. 83. 465.0 647.7 2.534.631 658. 83. 465.0 647.7 2.534.631 658. 83. 465.0 647.7 2.534.631 658. 83. 465.0 647.7 2.534.631 658. 83. 470.0 5.24 77.8 77.8 77.8 77.8 77.8 77.8 77.8 77.	NEW ESCROWS CLOSED	132	150		186	172	759	406	1,165
A control of the co	TOTAL YTD ESCROWS CLOSED.	705	917	7	923	1,025	4,296	2,420	6,716
## 15	VOLUME OF TOTAL VID SALES IN MILLIONS	44.419	620 220		101.212	707 471	7 534 631	161.041	600.379
465.0 465.0 528.0 455.0 589.0 455.0 899.0 894.0	AVERAGE SALE PRICE IN THOUSANDS	336 5	721.5	Ì	544 2	647.7	578 8	396.7	515.3
## 140	MEDIAN SALE PRICE IN THOUSANDS	342.0	530.0		465.0	528.0	455.0	305.0	427.0
## 18.5 ## 18.4 ## 18.8 ## 19.8 ### 19.8 ### 19.8 ### 19.8 ### 19.8 ### 19.8 ### 19.8 ### 19.8 ### 19.8 ### 19.8 ### 19.8 ###	COOP SALES	91	116		155	140	299	319	918
State	PERCENT OF COOP SALES	68.9	77.3		83.3	81.4	78.9	78.6	78.8
6. 1.3 53.2 47.1 51.8 37.2 34.5 3.2 47.7 51.8 37.2 34.5 3.2 47.7 51.8 37.2 37.7 33.9 37.2 34.5 3.2 47.7 51.8 37.7 33.9 32.9 47.7 51.8 34.5 3.8 3.2 51.1 59 668. 39 688. 39 688	AVERAGE DATO ON MARKET	70	100		90	81	303	018	611
## 17.0	PERCENT OF SALES AT LIST PRICE	59.8	48.7		53.2	47.1	51.8	53.7	52.4
## Solution	SALES TO LISTING INVENTORY RATIO	50.0	38.0		47.0	34.5	40.5	28.3	35.2
## STATE CHANGE - PRICE REDUCTION PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ## A1 ## A1 ## A2 ## A2 ## A2 ## A2 ## A3 ## A2 ## A3 ## A4 ##	FINAL SALE TO NEW LISTING RATIO	98.5	59.8		77.8	70.2	73.7	63.1	9.69
PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. LISTINGS TOTAL # SOLD R	CLOSED SALES I TPE FORECLOSLIBE/BEO	σ	c	Œ	•	cr	21	06	41
PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. LISTINGS TOTAL - \$ VOLUME (648	SELLER CONCESSIONS	0	0	0	_	0	_	က	4
PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 41	SHORT SALE.	17	12		14	7	59	49	108
PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 41 41 41 41 41 41 41 41 41 41 41 41 41	STANDARD	105	134	-	169	159		330	866
ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 41	OTHER	1	2	3.	1	3	10	8	18
41 4656 8 24 8 2500 18 2500 64 31 18 33500 64 22 64 31 17 1683 64 31 17 1683 64 32 17 17 102 52 258 102 26 1271 11 11 28 102 29 45 203 102 203 102 203 102 204 45 204 127 208 40 209 100 200 127 17 44 200 11831 17 44 17 44 17 44 17 44 104 32 104 32 104 32 104 32 106 63 107 44 108 42 109 45 109 45 104	CELLING DDICE DANGE.	S AVG. SEL	ELLING TIME L TIME	- PRICE CHANGE - ACTIVE NO. LISTING		, LD	so	\$ AVERAGE PRI	CE REDUCTION %
8 9 1 33500 24 18 9913 7	LESS THAN 100 000	16		41	15		12	4656	2.1
18 9913 57 57 57 57 57 57 57 22 64 31 104 17 104 17 104 17 104 17 228 36 228 36 228 36 228 36 228 36 228 36 241 128 242 2863 244 128 244 128 244 128 244 128 254 45 254 2863 276 37 172 64 276 42 276 44 173 64 4 41 276 44 173 64 4 41 28 26 4 41 28 26 4 44 4 44 4 44 4 44 339 73 176 16 4 44	100,000 TO 109,999	27		8	2 0		1	33500	24.2
57 7533 64 35 76 7633 7 2039 104 17 104 17 104 17 105 17 20 17 228 85 230 3084 228 85 230 102 241 128 254 88 254 88 154 77 154 1183 172 64 154 73 154 73 154 73 154 77 154 1183 172 11 254 9387 172 14 172 14 172 14 173 14 174 14 175 16 176 16 176 16 176 16 176 16 176 16 176 16 176 16 176 16 177 18 178 243969 <td< td=""><td>110,000 TO 119,999</td><td>.33</td><td></td><td>18</td><td>6</td><td></td><td>8</td><td>9913.</td><td>7.8</td></td<>	110,000 TO 119,999	.33		18	6		8	9913.	7.8
64 31 17 11683 0 76 31 17 11683 0 228 85 39 30894 2 228 85 39 30894 2 228 85 39 32 11 230 102 50 127 11 220 102 25 2863 11 240 109 45 2863 11 254 104 42 9387 11 276 77 44 14 14 276 77 45 14282 10 104 32 18 14762 1 104 32 18 14762 1 104 32 16 45 44 104 16 45 44 1 104 28 64 41 14762 1 176 16 45 43690 4 176 16 43600 4 176 16 634 9811 2 176 16 634 9811 2 18 64 9811 2	120,000 TO 139,999			57	22		13.	7533	2.9
104 17 17 17 17 18 18 18 18	140,000 IO 159,999	. co		064	37		1/	. 11683	L.0
258 86 39 30894 17 258 96 50 1271 11 238 102 50 1271 11 241 102 50 1271 11 248 102 45 2863 9 241 128 64 7938 1 254 88 47 7650 1 172 68 47 7650 1 173 77 43 14282 1 174 44 14282 1 173 174 44 14282 1 174 32 18 14762 3 18 28 19 49800 4 33 73 18 14762 3 176 16 18 49800 4 33 73 16 634 9811 2 3329 1169 634 9811 2 3329 1169 634 9811 2 40 634 9811 2 53,511,819,000 634 9811 2	160,000 IO 1/9,999	. 52		104	35		. 14	5703	
258 96 50 1271 11 230 102 52 85 1 286 109 45 2863 9 241 109 45 2863 9 241 128 44 7650 1 154 73 42 2887 1 172 68 47 7650 1 173 64 47 7650 1 174 64 47 42 337 10 173 64 41 28220 3 174 8 26 44 41 175 64 41 28220 3 174 8 26 14 41 176 16 44 44 28220 176 16 44 44 44 176 16 67365 3 176 176 634 9811 2 18 176 634 9811 2 18 176 634 9811 2 18 176 634 9811 2 18 176 9811 2 2	200,000 TO 249 999	တ္က		228	855		39	30894	5.7
230 102 52 85 1 268 45 2863 9 241 109 45 2863 9 241 128 42 387 1 154 88 47 7650 1 172 68 47 7650 1 173 68 42 9387 1 173 68 44 28220 3 104 32 18 14762 1 176 16 13 24369 9 3329 1169 634 9811 2 88 634 9811 2 8329 1169 634 9811 2 833,511,819,000 634 9811 6,879	250,000 TO 299,999	54		258	96		50	1271	11.1
268 109 45 2863 9 241 128 45 2863 9 154 89 47 7650 1 154 89 47 7650 1 172 68 42 3387 1 173 68 42 3387 1 173 68 47 14282 1 173 64 41 28220 3 104 26 44 4 44960 339 73 60 67365 4 3329 116 13 24369 9 8329 116 634 9811 2 833,511,819,000 634 9811 6,879	300,000 TO 349,999	49		230	102		52	85	1.3
254	350,000 TO 399,999	34.		268	109		45	2863	9.6
154 73 42 9387 11831 1172 68 37 11831 11832 1183	400,000 IO 449,989	32		241	128		77	7650	Σ. L
172 68 37 11831 1 1 1 1 1 1 1 1 1	500,000 TO 549,999	- ල ල		154	73		42	9387	1.5
276 77 45 14282 10 173 64 41 28220 3 104 32 18 14762 4 18 26 19 49800 4 176 16 18 24369 3 176 16 18 92 176 16 18 92 176 16 18 92 176 18 91 83 17 18 19 6,879	550,000 TO 599,999	37		172	68		37	. 11831	1.7
173	600,000 TO 699,999	53		276	77		45	. 14282	10.3
839 26 67865 3 839 73 839 73 800 834 8800 892 893 893 893 893 893 893 893 893 893 893	700,000 TO 799,999			173	64		41	. 28220	3.1
3329 73 50 634 634 84869 827 878 878 878 878 878 878 878 878 878	900,000 TO 999,999	45		88	26		0 0	49800	5.4
1359 149,000 SALES SALES SALES SALES SALES SALES SALES SALES	1,000,000 TO 1,999,999	.40		339	73		50	. 67365	3.9
S329 S41	MORE THAN 2,000,000			176	16		13	243969	92.2
2014 RMLS TOTAL · \$ VOLUME \$3,511,819,000	TOTALS	43		3329	1169		334	9811	N
000,818,116,54	FISTINGS		2014	TOTAL .	4				SALES
	10,831			ז,מן	000,				6/2/0

COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)

TOTAL MONTH BY MONTH

	4 L	Ş
	REGIONAL	ORS, II
2	REC	ASSOCIATION OF REALTORS, INC.
	DZ	NOF
	HLA	IATIO
	SOUTHLAND	ASSOC

•		2009	60			2010	0			2011	_			2012	2			2013	က			2014	4	
	LIST	SALES	\$ VOL MIL.	% SALES TO 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	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	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	1,711	1,086	574.2	63.5
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	1,673	1165	6.009	9.69
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	19,053	12,308	4867.4	66.3	15,732	13,674	5366.5	87	16,407	13,177 (6	6,315.3	80.71				
AVG. SALE PRICE		\$417,181	,181			\$429	\$429,200			\$395,470	,470			\$392,470	470		()	\$479,270	270		-		-	

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JULY

SANT LINANDO VA								
ACTIVE INVENTORY	<u>EN</u>	ES	CS	WN	WS	SFV TOTA		TOTAL
New Listings						748		1,289
Total Active Listings Average Days on Market	183	200 50	220 60	31U	417 . 65	1,402 65	1,204 76	2,600 70
Average List Price in Thousands	410.5	1 076 1	1 041 7	675.6	1 395 2	990.0	554 1	788 6
Median List Price in Thousands	394.9	799.0	679.0	599.9 .	799.0 .	649.0	325.0	515.0
BOMS	19	22	21	19 .	24 .	105	92	197
Average BOM Price in Thousands	384.3	814.0	632.9	592.9 .	1,622.4 .	844.8	412.2	642.8
BOM to Sale Ratio	19.6	21.6	24.1	13.6 .	17.6 .	18.7	28.3	22.2
Expirations	7	11	19	20 .	32 .	89	87	176
PENDING SALES								
New Escrows Opened	94	117	79	146 .	130 .	566	329	895
	584	677	536	792 .	883 .	3,472	2,131	5,60
New Open Escrows Average Days on Market	46	44	50	37 .	51 .	45	46	4
New Open Escrows Average List Price	3/5.0	887.8	816.9			696.5	431.3	599.
CLOSED SALES:								
New Escrows Closed				140 .	136 .	562	325	88
Total YTD Escrows Closed	521	631	51/	697 .	800 .	3,166	1,923	5,08
Volume of New Sales Dollars in Millions	35.230	8b./b5	bl.91/	85.485 .	100.397 .	369.793	123.156	492.94
Volume of total YTD Sales in Millions	262.2	512.551 950 6	390.047 711 7	409.477	023.21U . 720 2	2,133.806 658.0	/01.124 270 n	2,914.93
Average Sale price in Thousands	360 n	630.0 635 N		610.0 . 515 N	7 30.2 . 585 N	520.0	376.9 285 N	
Coop Sales						443		
Percent of Coop Sales	71.1	74.5	80.5	82.9 .	82.4 .	78.8	77.2	78.
Average Days on Market	115	80	96	91 .	99 .	96	114	10
Sales at List Price	58	46	46	73	65 .	288	180	46
Percent of Sales at List Price	59.8	45.1	52.9	52.1 .	47.8 .	51.2	55.4	52.
Sales to Listing Inventory Ratio	53.0	38.3	38.5	45.2	32.6 .	40.1	27.0	34.
Final Sale to New Listing Ratio	105.4	60.0	80.6	78.7 .	68.0 .	75.1	60.1	68.
CLOSED SALES TYPE								
Foreclosure/REO	5	2	3	0 .	3 .	13	19	3
Seller Concessions	0	0	0	0	0 .	0	3	
Short Sale	13	6	8	11 .	6 .	44	36	80
Standard	/8	94	/3	128 .	124 .	497 8	262	
Other								
SAN FERNANDO VA	ALLEV CO	MOUN	NII IM SA	NI EQ QT	ATISTIC	S FOR I	IIIV	
O/ II T E I II V II T E V	ALLE I OC		IAIOINI OF	ALLO OI	AIIOIIC		ULI	
ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTA	L EXT	TOTAL
ACTIVE INVENTORY New Listings	EN	ES 81	CS 53	WN 61	WS 45	SFV TOTA 282	L EXT	384
ACTIVE INVENTORY New Listings Total Active Listings	EN 42 81	ES 81 129	CS 53 94	WN 61 86	WS 45 .82	SFV TOTA 282 472	L EXT 102 231	384 703
ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market	EN 42 81 76	ES 81 129 62	CS 53 94 59	WN 61 .86 .47	WS 45 .82 .84	SFV TOTA 28247265	102 231 122	384 703
ACTIVE INVENTORY New Listings	EN		53 94 59 386.9	WN	WS 458284452.6	282 472 65 388.0	102231122449.8	384 703 84 408.3
ACTIVE INVENTORY New Listings	EN		53 94 59 386.9 317.5	WN 618647415.1380.0			102	384 703 84 408.3
ACTIVE INVENTORY New Listings		81	53 94 59 386.9 317.5	WN618647415.1380.06		\$FV TOTA 282 472 65 388.0 345.0 55	L EXT	384 703 84 408.3
ACTIVE INVENTORY New Listings	EN 42	81	53 94 386.9 317.5 9 303.0	WN		SFV TOTA 282	L EXT	
ACTIVE INVENTORY New Listings	EN 42 81 76 260.7 245.0 18 255.1 51.4	81	53 94 59 386.9 317.5 9 303.0 28.1	WN	WS458284452.6359.910451.727.8	\$\int \text{SFV TOTA}\$ \tag{82}\$ \tag{65}\$ \tag{388.0}\$ \tag{345.0}\$ \tag{55}\$ \tag{332.6}\$ \tag{27.9}	L EXT	
ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations	EN 42 81 76 260.7 245.0 18 255.1 51.4	81	53 94 59 386.9 317.5 9 303.0 28.1	WN	WS458284452.6359.910451.727.8	\$\int \text{SFV TOTA}\$ \tag{82}\$ \tag{65}\$ \tag{388.0}\$ \tag{345.0}\$ \tag{55}\$ \tag{332.6}\$ \tag{27.9}	L EXT	
ACTIVE INVENTORY New Listings	EN 42 81 76 260.7 245.0 18 255.1 51.4 4	81		WN		SFV TOTA 282 472 65 388.0 345.0 55 332.6 27.9 33	102 231 122 449.8 375.0 15 493.8 18.5	
ACTIVE INVENTORY New Listings	EN 42	81		WN		SFV TOTA 282 472 65 388.0 345.0 55 332.6 27.9 33 219	L EXT	384 703 84 408.3 349.5 70 367.2 25.2 50
ACTIVE INVENTORY New Listings	EN 42 81 76 260.7 245.0 18 255.1 51.4 4 25 182	81	53 94 59 386.9 317.5 9 303.0 28.1 7	WN	## WS	SFV TOTA 282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210	L EXT	384 703 84 408.3 349.5 70 367.2 25.2 50
New Listings	EN 42	81	53	WN	#\$	SFV TOTA 282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48	L EXT	384 703 84 408.3 349.5 70 25.2 50 297
New Listings	EN 42	81	53	WN	#\$	SFV TOTA 282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210	L EXT	384 703 84 408.3 349.5 70 367.2 25.2 50
New Listings	EN 42 81 76 260.7 245.0 18 255.1 51.4 4 25 182 61 246.7	81 81 62 409.6 400.0 12 391.3 25.0 12 58 306 49 420.4	53 94 59 386.9 317.5 9 303.0 28.1 7 44 230 43 338.9	WN 61 86 47 415.1 380.0 6 293.7 13.0 3 49 245 50 340.1	#\$	\$\text{SFV TOTA}\$ 282 472 65 388.0 345.0 55 27.9 33 219 1,210 48 350.0	102 231 122 449.8 375.0 15 493.8 18.5 17 78 513 62 430.7	384 703 84 408.3 349.5 25.2 50 297 1,723 371.2
New Listings	EN 42 81 76 260.7 245.0 18 255.1 51.4 4 25 182 61 246.7	81 81 62 409.6 400.0 12 391.3 25.0 12 58 306 49 420.4	53 94 59 386.9 317.5 9 303.0 28.1 7 44 230 43 338.9	WN 61 86 47 415.1 380.0 6 293.7 13.0 3 49 245 50 340.1	#\$	\$\text{SFV TOTA}\$ 282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48 350.0	102 231 122 449.8 375.0 15 493.8 18.5 17 78 513 62 430.7	384 703 84 408.3 349.5 25.2 50 297 1,723 371.2
New Listings	EN 42 81 76 260.7 245.0 18 255.1 51.4 4 25 182 61 246.7	81 129 62 409.6 400.0 12 391.3 25.0 12 58 306 49 420.4		WN 61 86 47 415.1 380.0 6 293.7 13.0 3 49 245 50 340.1 46 226	#\$	SFV TOTA 282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48 350.0	L EXT	384 703 84 408.3 349.5 25.2 50 297 1,723 371.2
New Listings	EN 42 81 76 260.7 245.0 18 255.1 51.4 4 25 182 61 246.7 35 184 9.189	81 129 62 409.6 400.0 12 391.3 25.0 12 58 306 49 420.4		WN 61 86 47 415.1 380.0 6 293.7 13.0 3 49 245 50 340.1 46 226	#\$	282 282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48 350.0	L EXT 102 231 122 449.8 375.0 15 493.8 18.5 17 78 513 62 430.7 81 497 37.885	384 703 84 408.3 349.5 25.2 55 371.2 371.2 278 1,627 107.428
New Listings	EN 42 81 76 260.7 245.0 18 255.1 51.4 4 25 182 61 246.7 35 184 9.189 46.290 262.5	81 129 62 409.6 400.0 12 391.3 25.0 12 58 306 49 420.4 48 286 21.454 117.770 446.9		WN	#\$	282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48 350.0 197 1,130 69.544 400.825 353.0	L EXT	
New Listings		81 129 62 409.6 400.0 12 391.3 25.0 12 58 306 49 420.4 48 286 21.454 117.770 446.9 365.0		WN	#\$	282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48 350.0 197 1,130 69.544 400.825 353.0 309.0	102 231 122 449.8 375.0 15 493.8 18.5 17 78 513 62 430.7 81 497 37.885 196.065 467.7 362.0	384 703 84 408.3 349.5 77 367.2 25.2 50 297 371.2 278 1,627 107.426 596.889 386.4
New Listings	25			WN	#\$	282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48 350.0 197 1,130 69.544 400.825 353.0 309.0	102 231 122 449.8 375.0 15 493.8 18.5 17 78 513 62 430.7 81 497 37.885 196.065 467.7 362.0 68	384 703 84 408.3 349.5 77 367.2 25.2 50 297 371.2 278 1,627 107.426 596.889 386.4
New Listings	## PR			WN	#\$	282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48 350.0 197 1,130 69.544 400.825 353.0 309.0 156 79.2	L EXT 102 231 122 449.8 375.0 15 493.8 18.5 17 78 513 62 430.7 81 497 37.885 196.065 467.7 362.0 68 84.0	384 703 84 408.3 349.5 70 367.2 25.2 50 297 1,723 371.2 278 107.425 596.886 386.4 319.0 80.6
New Listings	EN 42 81 76 260.7 245.0 18 255.1 51.4 4 25 182 61 246.7 35 184 9.189 46.290 262.5 268.0 22 62.9 146	## 129 ## 129 ## 140.0 ## 120.0		WN 61 86 47 415.1 380.0 6 293.7 13.0 34 49 245 50 340.1 46 226 15.728 80.164 341.9 311.0 39 84.8	#\$	282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48 350.0 197 1,130 69.544 400.825 353.0 309.0 156 79.2	102 231 122 449.8 375.0 15 493.8 18.5 17 	384 703 84 408.3 349.5 25.2 50 297 1,723 371.2 278 107.429 107.429 386.4 319.0 224 80.6
New Listings	## PR	## 129 ## 129 ## 129 ## 140.0 ## 120.0 ##		WN 61 86 47 415.1 380.0 6 293.7 13.0 34 49 245 50 340.1 46 226 15.728 80.164 311.0 39 84.8 104 26	#\$	282 282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48 350.0 197 1,130 69.544 400.825 353.0 309.0 156 79.2 116	102 231 122 449.8 375.0 15 493.8 18.5 17 78 513 62 430.7 81 497 37.885 196.065 467.7 362.0 68 84.0 117	384 703 84 408.3 349.5 25.2 50 297 1,723 371.2 278 107.429 107.429 386.4 319.0 224 80.6
New Listings	## A2 ## 81 ## 76 ## 260.7 ## 245.0 ## 18 ## 255.1 ## 51.4 ## 4 ## 25 ## 182 ## 61 ## 246.7 ## 35 ## 184 ## 9.189 ## 46.290 ## 262.5 ## 26			WN 61 86 47 415.1 380.0 6 293.7 13.0 340.1 46 226 15.728 80.164 341.9 311.0 39 84.8 104 26 56.5	#\$	282 282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48 350.0 197 1,130 69.544 400.825 353.0 309.0 156 79.2 116 105 53.3	102 231 122 449.8 375.0 15 493.8 18.5 17 78 513 62 430.7 81 497 37.885 196.065 467.7 362.0 68 84.0 117 38	384 703 84 408.3 349.5 25.2 50 297 1,723 371.2 278 107.429 107.429 386.4 319.0 224 80.6
New Listings	## A2 ## 81 ## 76 ## 260.7 ## 245.0 ## 18 ## 255.1 ## 51.4 ## 4 ## 25 ## 182 ## 61 ## 246.7 ## 35 ## 184 ## 9.189 ## 46.290 ## 262.5 ## 26			## WN 61	#\$	282 282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48 350.0 197 1,130 69.544 400.825 353.0 309.0 156 79.2 116 105 53.3 41.7	L EXT 102 231 122 449.8 375.0 15 493.8 18.5 17 78 513 62 430.7 81 497 37.885 196.065 467.7 362.0 68 84.0 117 38 46.9 35.1	384 703 84 408.3 349.5 70 367.2 25.2 50 297 1,723 371.2 278 107.425 386.4 319.0 224 80.6 114 51.4 39.5
New Listings	## A2 ## 81 ## 76 ## 260.7 ## 245.0 ## 18 ## 255.1 ## 51.4 ## 4 ## 25 ## 182 ## 61 ## 246.7 ## 35 ## 184 ## 9.189 ## 46.290 ## 262.5 ## 26			## WN 61	#\$	282 282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48 350.0 197 1,130 69.544 400.825 353.0 309.0 156 79.2 116 105 53.3	L EXT 102 231 122 449.8 375.0 15 493.8 18.5 17 78 513 62 430.7 81 497 37.885 196.065 467.7 362.0 68 84.0 117 38 46.9 35.1	384 703 84 408.3 349.5 70 367.2 25.2 50 297 1,723 371.2 278 107.425 386.4 319.0 224 80.6 114 51.4 39.5
New Listings	## A2 ## 81 ## 76 ## 260.7 ## 245.0 ## 18 ## 255.1 ## 51.4 ## 4 ## 25 ## 182 ## 61 ## 246.7 ## 35 ## 184 ## 9.189 ## 46.290 ## 262.5 ## 262.5 ## 22 ## 62.9 ## 146 ## 21 ## 60.0 ## 43.2 ## 83.3	**ES*** **81*** **129*** 62*** 409.6*** 400.0*** 12*** 391.3*** 25.0*** 12*** **58*** 306*** 49*** 420.4*** **48*** 286*** 21.454** 117.770** 446.9** 40*** 446.9** 47.454** 117.770** 46.9** 47.454** 117.770** 47.46.9** 48.46.9** 117.770** 49.46.9** 117.770** 118.365.0** 119.365.		WN 61 86 47 415.1 380.0 6 293.7 13.0 340.1 46 226 15.728 80.164 341.9 311.0 39 84.8 104 26 56.5 53.5 75.4	#\$	282 282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48 350.0 197 1,130 69.544 400.825 353.0 309.0 156 79.2 116 105 53.3 41.7 69.9	102 231 122 449.8 375.0 15 493.8 18.5 17 78 513 62 430.7 81 497 37.885 196.065 467.7 362.0 68 84.0 117 38 46.9 35.1	384 703 84 408.3 349.5 70 367.2 25.2 50 297 1,723 371.2 278 107.429 596.889 319.0 224 80.6 1143 51.4 39.5
New Listings	## A2 ## 81 ## 76 ## 260.7 ## 245.0 ## 18 ## 255.1 ## 51.4 ## 4 ## 25 ## 182 ## 61 ## 246.7 ## 35 ## 184 ## 9.189 ## 262.5 ## 268.0 ## 262.5 ## 268.0 ## 21 ## 6.00 ## 43.2 ## 33.3	## 129 ## 129 ## 129 ## 140.0 ## 120 ## 1		WN 61 86 47 415.1 380.0 6 293.7 13.0 34 49 245 50 340.1 46 226 15.728 80.164 311.0 39 84.8 104 26 55.5 75.4	#\$	282 282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48 350.0 197 1,130 69.544 400.825 353.0 309.0 156 79.2 116 105 53.3 41.7 69.9	102 231 122 449.8 375.0 15 493.8 18.5 17 78 513 62 430.7 81 497 37.885 196.065 467.7 362.0 68 84.0 117 38 46.9 35.1	384 703 84 408.3 349.5 25.2 50 297 1,723 371.2 278 107.425 107.425 386.4 319.0 224 80.6 116 143 39.5
New Listings	## A2 ## 81 ## 76 ## 260.7 ## 245.0 ## 18 ## 255.1 ## 51.4 ## 4 ## 25 ## 182 ## 61 ## 246.7 ## 35 ## 184 ## 9.189 ## 46.290 ## 262.5 ## 262.5 ## 262.5 ## 262.5 ## 262.5 ## 262.5 ## 262.5 ## 262.5 ## 3.3 ## 3.3 ## 4 ## 0.0	**ES*** **81*** **129*** 62*** 409.6*** 400.0*** 12*** 391.3*** 25.0*** 12*** **58*** 306*** 49*** 420.4*** **48*** 286*** 21.454** 117.770** 446.9*** 40*** 446.9** 470.4** **446.9** 48*** 365.0** 40*** 40*** 413.3** 56.3** 37.2** 59.3** 0 0 0		WN 61 86 47 415.1 380.0 6 293.7 13.0 340.1 49 2245 50 340.1 46 226 15.728 80.164 311.0 39 84.8 104 26 56.5 53.5 75.4	#\$	282 282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48 350.0 197 1,130 69.544 400.825 353.0 309.0 156 79.2 116 105 53.3 41.7 69.9	102 231 122 449.8 375.0 15 493.8 18.5 17 78 513 62 430.7 81 497 37.885 196.065 467.7 362.0 68 84.0 117 38 46.9 35.1 79.4	384 703 84 408.3 349.5 70 367.2 25.2 50 297 1,723 371.2 278 107.429 596.889 386.4 319.0 224 80.6 1143 51.4 39.5
New Listings	## 42 ## 81 ## 76 ## 260.7 ## 245.0 ## 18 ## 255.1 ## 51.4 ## 4 ## 255 ## 182 ## 61 ## 246.7 ## 355 ## 184 ## 9.189 ## 46.290 ## 262.5 ## 268.0 ## 22 ## 62.9 ## 146 ## 60.0 ## 43.2 ## 83.3	81 129 62 409.6 400.0 12 391.3 25.0 12 58 306 49 420.4 48 286 21.454 117.770 446.9 365.0 40 83.3 143 27 56.3 37.2 59.3		WN 61 86 47 415.1 380.0 6 293.7 13.0 34 49 245 50 340.1 46 426 15.728 80.164 311.0 39 84.8 104 26 55.5 75.4	#\$	282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48 350.0 197 1,130 69.544 400.825 353.0 309.0 156 79.2 116 105 53.3 41.7 69.9	102 231 122 449.8 375.0 15 493.8 18.5 17 78 513 62 430.7 81 497 37.885 196.065 467.7 362.0 68 84.0 117 38 46.9 35.1 79.4	384 703 84 408.3 349.5 70 367.2 25.2 50 297 1,723 371.2 278 1,627 107.429 596.889 386.4 319.0 224 80.6 116 1143 39.5 72.4
New Listings	## 42 ## 81 ## 76 ## 260.7 ## 245.0 ## 18 ## 255.1 ## 51.4 ## 4 ## 25 ## 61 ## 246.7 ## 35 ## 184 ## 9.189 ## 46.290 ## 262.5 ## 268.0 ## 22 ## 62.9 ## 146 ## 60.0 ## 43.2 ## 83.3 ## 4 ## 0 ## 44 ## 27	## 129 ## 129 ## 129 ## 140.0 ## 120 ## 1		WN 61 86 47 415.1 380.0 6 293.7 13.0 34 49 245 50 340.1 46 426 15.728 80.164 341.9 311.0 39 84.8 104 26 55.5 75.4	#\$	282 282 472 65 388.0 345.0 55 332.6 27.9 33 219 1,210 48 350.0 197 1,130 69.544 400.825 353.0 309.0 156 79.2 116 105 53.3 41.7 69.9	102 231 122 449.8 375.0 15 493.8 18.5 17 78 513 62 430.7 81 497 37.885 196.065 467.7 362.0 68 84.0 117 38 46.9 35.1 79.4	384

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JULY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings								73		75	365
Total Active Listings	42	22	103	54	4/	103	28	139	538	1/0	/08
Average Days on Market Average List Price in Thousands	b8 572 1	110	69 653 5	8U 5643	b2 624 5	/b 578.8	50 733 6	b3 726.5	/U 652.1	12 252 1	/ I
Median List Price in Thousands	572.1	739.5	524 9	304.3 499.0	024.3 525 0	57 0.0 547 0	733.0 729 N	590.0	559 N	275.0	515.0
BOMS	2	0	9	3	2	5	3	13	37		
Average BOM Price in Thousands	454.5	0.0	469.7	464.9	502.4	577.0	686.1	802.6	619.3	339.0	
BOM to Sale Ratio	20.0	0.0	20.0	8.8	14.3	11.1ृ	23.1	28.3	17.5		18.0
Expirations	1	3	4	2	2	4	2	5	23	7	30
PENDING SALES	0		F.4	0.0	00	50	45	F0	0.40	00	000
New Escrows Opened	9	4	51 202	23 167	2U	59 217	15 79	59 ၁၁೧	240 1.400	60	1 747
New Open Escrows Average Days on Market	02 //0	54 51	303 35	107 22	100 58	317 42		41			48
New Open Escrows Average List Price	422.5	525.0	450.0	479.9	565.0	494.6	722.3	597.7	526.9		
CLOSED SALES:											
New Escrows Closed	10	5	45	34	14	45	13	46	212	54	266
Total YTD Escrows Closed	60	27	259		93	261	53	295	1,201	308	1,509
Volume of New Sales Dollars in Millions											
Volume of total YTD Sales in Millions	24.195	12.276	122.675	72.466	44.718	128.022	36.233	173.749	614.333	101.453	715.787
Average Sale price in Thousands	405.8	385.8	459.5	480.8	4/4./	498./	660./	586.3	507.8	327.2	4/1.1
Coop Sales	415.U 0	300.U	439.U 27	400.U 20	442.9 11	43U.3 38	03U.U 0	330.0 27	403.3 17 <i>1</i>	259.9	43U.3 21 <i>I</i> /
Percent of Coop Sales	90.0	80.0	82.2	85.3	78.6	84.4	69.2	80.4	82.1		
Average Days on Market	137	114	86	105	86	88	88	83	92	102	94
Sales at List Price	6	2	26	12	9	24	7	22	108	30	138
Percent of Sales at List Price			57.8	35.3	64.3	53.3	53.8	47.8	50.9		51.9
Sales to Listing Inventory Ratio Final Sale to New Listing Ratio	23.8	22.7	43./ 76.2	63.0	29.8	43.7 70.3	46.4	33.1	39.4 73.1		37.6
ů	32.0	1 1.4	10.5	113.3	00.0	10.3	92.9	03.0	1 3.1	1 Z.U	12.9
CLOSED SALES TYPE											
Foreclosure / REO	0	0	4	2	1	2	0	0		3 0	
Short Sale	0 2								12		
Standard											
Other											3
CANTA CI	ADITA V	/ALLEV	CONI		II INA CAI	EC CT	ATICT	ICC FC	D IIIIV		
SANTA CL	_ANTIA V AC	ADUL	CONL	CA		SAU	SR	VAL	SCVTOT	EXT	TOTAL
ACTIVE INVENTABY	AG	AUUL	UU	UA	NE	SAU	ən	VAL	acviui		
ACTIVE INVENTORY				0							
New Listings	0	0	33	3	14	21	7	50	128	7	135
New Listings Total Active Listings	0	0	33	4	14	21 27	7 10	50	128	7 20	135
New Listings	0 0	0 0 0		4 44 303.5	14 20 59 246.0	21 27 39 317.8	7 10 61 382.5		128	7 20 55	135
New Listings	000000	0 0 0 0.0		4		21 27 39 317.8 341.9	7 10 61 382.5 369.0		128 188 57 310.8 310.0		135 208 57 311.0
New Listings	0000000	00000	33		142059246.0229.04	21 27 39 317.8 341.9	7 10 61 382.5 369.0			7 20 55 313.8 340.0	135 208 57 311.0 310.0
New Listings		0 0 0 00 00 00	33 			21 27 39 317.8 341.9 0	7 10 382.5 369.0 1	50			
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			33						128 188 57 310.8 310.0 19 271.4		
New Listings			33								
New Listings	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	33		14	21			128 188 57 310.8 310.0 19 271.4 19.6		
New Listings	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	33		14	21	7	50	128 188 57 310.8 310.0 19 271.4 19.6 16		135 208 311.0 310.0 21
New Listings	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	33		14	21	7	50	128 188 57 310.8 310.0 19 271.4 19.6 16 106 637 42	7 20 55 313.8 340.0 2 282.5 20.0 2.2 9 58 56	
New Listings	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	33		14	21	7	50	128 188 57 310.8 310.0 19 271.4 19.6 16 106 637 42	7 20 55 313.8 340.0 2 282.5 20.0 2.2 9 58 56	
New Listings	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	33		14	21	7	50	128 188 57 310.8 310.0 19 271.4 19.6 16 106 637 42	7 20 55 313.8 340.0 2 282.5 20.0 2.2 9 58 56	
New Listings	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	33	4	14	21	7	50	128 188 57 310.8 310.0 19 271.4 19.6 16 106 637 42 292.9	7 20 55 313.8 340.0 2 282.5 20.0 2 9 58 56 286.9	
New Listings	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	33	4	14	21	7	50	128 188 57 310.8 310.0 19 271.4 19.6 16 106 637 42 292.9	7 20 55 313.8 340.0 2 282.5 20.0 2.2 9 58 56	
New Listings	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	33	4	14	21	7	50	128 188 57 310.8 310.0 19 271.4 19.6 16 106 637 42 292.9 97 575 28.107	7 20 55 313.8 340.0 2 282.5 20.0 2 2 9 58 56 286.9 10 53	
New Listings	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	33 61 68 255.1 247.0 8 237.7 32.0 4 31 148 57 229.3 25 135 6.381 33.140	4 44 303.5 215.0 0.0 0.0 0.0 3.3 7.28 334.7 0.0 4 0.000 0.617	14	21	7 10 61 382.5 369.0 16.7 1 7 36 23 331.1 6. 26 1.997 8.841	50	128 188 57 310.8 310.0 19 271.4 19.6 16 106 637 42 292.9 97 575 28.107 163.260	7 20 55 313.8 340.0 2 282.5 20.0 2 2 58 56 286.9 10 53 3.689 18.521	
New Listings	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	33. 61. 68. 255.1. 247.0. 8. 237.7. 32.0. 4. 31. 148. 57. 229.3. 25. 135. 6.381. 33.140. 255.2	4 44 303.5 215.0 0.0 0.0 0.0 0.0 3.3 7.28 334.7 0.0 4 0.000 0.617 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	14. 20. 59. 246.0. 229.0. 4. 227.5. 17.4. 1. 19. 126. 49. 247.8. 23. 114. 5.166. 26.654. 224.6.	21	7	50	128 188 188 57 310.8 310.0 19 271.4 19.6 16 106 637 42 292.9 97 575 28.107 163.260 289.8	7 20 55 313.8 340.0 2 2.82.5 20.0 2 2 2 2 2 2 2 2 2 2 3	
New Listings	0	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	33. 61. 68. 255.1. 247.0. 8. 237.7. 32.0. 4. 4. 31. 348. 57. 229.3. 25. 135. 6.381. 33.140. 255.2. 230.0.	4 44 303.5 215.0 0.0 0.0 0.0 33 334.7 28 334.7 0.0 0.00 0.00 0.00 0.00 0.00 0.00 0.	14. 20. 59. 246.0. 229.0. 4. 227.5. 17.4. 19. 126. 49. 247.8. 23. 114. 5.166. 26.654. 224.6. 210.0.	21	7	50 66 66 54 368.5 350.0 6 6 335.8 21.4 6 34 221 35 370.5 28 203 360.4 347.0	128 188 188 57 310.8 310.0 19 271.4 19.6 16 16 292.9 97 575 28.107 163.260 289.8 285.0	7 20 55 313.8 340.0 2 282.5 20.0 2 58 56 286.9 10 53 368.9 280.0 280.0 280.0 280.0	135 208 57 311.0 310.0 21 272.5 19.6 18 115 292.4 107 628 31.796 181.781 297.2 285.0
New Listings	0	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	33. 61. 68. 255.1. 247.0. 8. 237.7. 32.0. 4. 31. 148. 57. 229.3. 25. 135. 6.381. 33.140. 255.2. 230.0. 18.	4 44 303.5 215.0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	14. 20. 59. 246.0. 229.0. 4. 227.5. 17.4. 1. 19. 126. 49. 247.8. 23. 114. 5.166. 26.654. 224.6. 210.0. 20.	21	7 10 61 382.5 369.0 16.7 7 36 23 331.1 66 26 1.997 8.841 332.8 325.0 4	50 66 66 54 368.5 350.0 6 6 335.8 21.4 6 34 221 35 370.5 28 203 360.4 347.0 23	128 188 188 57 310.8 310.0 19 271.4 19.6 16 106 637 42 292.9 97 575 28.107 163.260 289.8 285.0 77	7 20 55 313.8 340.0 2 282.5 20.0 2 58 56 286.9 10 18.521 368.9 280.0 7	135 208 57 311.0 310.0 21 272.5 19.6 18 115 695 43 292.4 107 6286 311.796 311.781 297.2 285.0 84
New Listings	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	33. 61. 68. 255.1. 247.0. 8. 237.7. 32.0. 4. 31. 148. 57. 229.3. 25. 135. 6.381. 33.140. 255.2. 230.0. 18. 72.0. 114.	4	14	21	7 10 61 382.5 369.0 1 330.0 16.7 36 23 331.1 66 26 1.997 8.841 332.8 325.0 4 66.7 83	50 66 54 368.5 350.0 6 335.8 21.4 6 34 221 35 370.5 28 203 10.092 67.293 360.4 347.0 221 23 35.370.5	128 188 188 57 310.8 310.0 19 271.4 19.6 637 42 292.9 97 575 28.107 163.260 289.8 285.0 77 79.4	7 20 55 313.8 340.0 2 282.5 20.0 58 56 286.9 10 53 3.689 18.521 368.9 280.0 7 7.0.0	135 208 57 311.0 310.0 21 272.5 19.6 18 43 292.4 107 628 31.796 181.781 297.2 285.0 84 78.5
New Listings	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	33 61 68 255.1 247.0 8 237.7 32.0 4 31 148 57 229.3 25 135 6.381 33.140 255.2 230.0 18 72.0 114 16	4	14	21	7 10 61 382.5 369.0 1 330.0 16.7 36 23 331.1 66 26 1.997 8.841 332.8 325.0 4 66.7 83 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	50 66 66 54 368.5 350.0 6 6 335.8 21.4 6 221 35 370.5 28 203 10.092 67.293 360.4 347.0 23 82.1 79 15	128 188 188 57 310.8 310.0 19 271.4 19.6 16 106 637 42 292.9 97 575 28.107 163.260 289.8 285.0 77 79.4 91	7 20 55 313.8 340.0 2 282.5 20.0 58 56 286.9 10 368.9 280.0 280.0 7 7 70.0 129 7	135 208 57 311.0 310.0 21 272.5 19.6 18 43 292.4 107 6286 31.796 181.781 297.2 285.0 84 78.5
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COMPARABLE SALES ANALYSIS 2008 - 2014 SANTA CLARITA VALLEY

(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)

TOTAL MONTH BY MONTH

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS', INC.

	SALES TO LIST	6.09	51.3	53.2	76.2	73.4	8.69	74.6							
2014	WOL MIL.	96.2	88.2	103.2	155.5	157.6	153.2	157.1							
2	SALES	238	214	261	369	367	344	373							
	LIST	391	417	491	484	200	493	200							
	% SALES 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	* NOL	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	66.5	70.5	96.2	135.2	<i>L</i> 9	
1	* NOL WIL	75.2	74.2	104	901	115.8	128	115.7	130	103.4	106.5	104.8	122.9	1286.5	060
2011	SALES	241	222	310	329	363	397	364	406	336	346	354	415	4,083	\$315,090
	LIST	519	525	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	26.7	55	53.1	7.07	75.2	60.3	
0	* NOL WILL	82.7	89.4	123.4	118.1	135.9	123.4	115.8	111.3	106.4	93.1	97.3	102.6	1299.4	\$353,482
2010	SALES	231	241	354	328	368	357	302	312	297	279	299	308	3,676	\$353
	LIST	476	489	592	553	465	551	564	250	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	
6	\$ 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	909	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

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Exp. #10 (10-17-14)

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Exp. #8 (8-1-14)

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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 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:

October 24 November 14

December 5