

REALTOR[®] REPORT

September/October, 2014

The Official Publication of Southland Regional Association of REALTORS[®]

Make Your Voice Heard!

Vote for Your 2015 SRAR Directors

pg. 4-5

**FHA to Stop Post-Payment
Interest Charges**

pg. 2

**C.A.R. Recognizes SRAR REALTOR Lois Gerace
as a "Champion of Home" for Exemplary Service**

pg. 3

IN MEMORIAM: Audrey Klapper

pg. 3

**SRAR's 2014 Multicultural Mixer
October 2, 2014**

pg. 6

**SRAR's Risk Management Committee
& Commercial Investment Division**

Team Up for Special Event

pg. 7

**Reserve a .REALTOR
Domain**

pg. 9

**All Are Invited to
SRAR's Legislative &
Community Reception
October 16, 2014
pg. 8**

FHA TO STOP POST-PAYMENT INTEREST CHARGES

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

PRODDED BY REALTORS AND FEDERAL REGULATORS,
THE FEDERAL HOUSING ADMINISTRATION RECENTLY
ANNOUNCED THAT BORROWERS WHO PREPAY THEIR
FHA-INSURED MORTGAGES WILL NOT HAVE TO MAKE
INTEREST PAYMENTS BEYOND THE DATE THEIR
MORTGAGE IS PAID IN FULL.



Realtor® Roger Hance
2014 SRAR President

Eliminating postpayment interest charges applies for FHA-insured mortgages closed on or after Jan. 21, 2015. The new rule explicitly prohibits lenders from charging borrowers interest on home loans that have been paid in full. What happens now is if escrow closes on the third of the month, for example, the borrowers pays interest on the full month. The post settlement interest, which is broadly defined as a “prepayment penalty” by the Consumer Financial Protection Bureau, for all FHA Single Family mortgage products and programs.

The National Association of Realtors had protested the FHA policy for more than a decade. They estimated that sellers were forced to pay \$690 million in extra interest charges, money which went to holders of mortgage-backed securities.

“Millions of Americans rely on FHA-insured loans to purchase their home,” said Steve Brown, NAR president, noting that FHA helps buyers with minimal downpayment cash and issues with their credit history. He said the move to eliminate the excess interest charges was “long overdue.”

Unfortunately, sellers and refinancers who currently have FHA loans that will close before Jan. 21 will still pay the extra interest. It’s not a huge amount on an individual basis, but closing escrow at the end of the month will eliminate or limit the extra interest charges.

In addition, FHA announced a new rule to ensure borrowers have early access to information when making decisions about their FHA mortgages.

Effective for FHA-insured Adjustable Rate Mortgages originated on or after Jan. 10, 2015, this rule makes two revisions to FHA’s ARM Program. It requires lenders:

- To provide borrowers of FHA-ins ARM with at least a 60-day, but no more than 120-day, advance notice of an adjustment to their monthly payment. FHA currently requires a 25-day advance notice.
- To base an interest rate adjustment that results in a corresponding change to the borrower’s monthly payment on the most recent index value available 45 days before the date of the rate adjustment, commonly referred to as a “look back period.”

FHA currently requires a 30-day look-back period. Go to the FHA website to read FHA’s rule on Adjustable Rate Mortgage Notification Requirements and Look-back Period for FHA-insured Single Family Mortgages. Together, these new rules are responsive to the regulations implementing the Truth-in-Lending Act, Regulation Z, as revised last year by the CFPB. These policies provide consistent protections for borrowers with FHA-insured mortgages, while ensuring borrowers have early access to information when making decisions about their FHA mortgages.

ADVERTISEMENT

METRO RETROFITTING™

**CERTIFIED RETROFITTING
COMPLIANCE SERVICES**
Since 1996

gometroretro.com



CONTACT US TODAY!

solutions@gometroretro.com

Telephone: 818-340-3060

Toll Free: 800-450-3660



**SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.**

REALTOR® REPORT

The Official Publication of SRAR

**President
Roger Hance**

**President-Elect
Gaye Rainey**

**Chief Executive Officer
Jim Link**

**Santa Clarita Valley Division
President
Nancy Starczyk**

Main office:

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

CONSUMER PRICE INDEXES

JULY 2014

\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	JULY 2013	JUNE 2014	JULY 2014	JUNE 2013	JULY 2014	JULY 2014
Los Angeles - Riverside - Orange County	238.920	243.528	243.727	1.9	2.0	0.1

C.A.R. RECOGNIZES REALTOR® LOIS GERACE AS A "CHAMPION OF HOME" FOR EXEMPLARY SERVICE

LOS ANGELES (Sept. XX) – The CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.) today honored REALTOR® Lois Gerace of RE/MAX Olson and Associates in Woodland Hills, Calif., as a "Champion of Home," a California REALTOR® who has changed her clients' lives for the better, raised the standards for others, and led by example. In its second year, the award honors REALTORS® who



have gone to great lengths on behalf of their clients and who practice business with the highest ethics and morals.

"Lois Gerace is a model REALTOR® who pushes herself and sets higher standards by showing extreme diligence and persistence in serving her clients to ensure their dreams of owning a home becomes reality," said C.A.R. President Kevin Brown. "She sets an example to others for her dedication and passion, and I'm proud to recognize her as a 2014 Champion of Home."

Lois Gerace is a 29-year seasoned professional who knows her industry well. According to her peers, she sets standards for other agents with her knowledge and expertise in the business. While she works tirelessly on behalf of her clients, she believes her ability to connect with her clients and gain their trust is the key to her success.

Lois looks out for her clients even after escrow has closed. When she heard one couple was experiencing financial hardship and on the brink of

losing their home of 35 years, Lois resurfaced and demanded to help. She found the couple an attorney, helped put their paperwork in order, and assisted them in attaining a loan modification—never charging for her services.

She sometimes works late into the night to get an escrow closed on time, such as the time when one client ran into challenges during the three-week 2013 government shutdown. Whether she's working to make sure a loan closes on time or using her design skills to help clients stage their homes or settle into their new residences, Lois always gives 110 percent. Some clients have even made her a part of their family.

Leading the way...® in California real estate for more than 100 years, the CALIFORNIA ASSOCIATION OF REALTORS® (www.car.org) is one of the largest state trade organizations in the United States, with more than 165,000 members dedicated to the advancement of professionalism in real estate. C.A.R. is headquartered in Los Angeles.

IN MEMORIAM

Audrey Klapper, a Realtor in Santa Clarita Valley for almost 30 years has passed away due to an illness.

She grew up in New York, she received her bachelor's degree from University of New York. Later, during the '70's she received her PhD from Brigham Young University. Audrey was an educator. Audrey was the 1st Principal of A.E. Wright middle school in Calabasas back in the late '60's or early '70's. She was the first female Superintendent of schools in Palo Alto and also in San Bernardino. Audrey was the first female Superintendent anywhere in CA.

Audrey taught Real Estate courses at College of the Canyons for 12 years. Her impact on her students, peers, friends and family cannot be overstated. She touched thousands of lives in her lifetime. To her students and peers she made them better students, teachers and realtors. To her family and friends she just made them better. She is missed so much already.

Funeral services will be private with the family. A service for her friends will be announced later.

For information on upcoming service please email jerryanderson5161@gmail.com.

VOTE!!! BOARD OF DIRECTORS ELECTION

Voting for the 2015 SRAR Board of Directors begins September 22nd and will remain open until NOON October 14, 2014.

Members will elect eight (8) directors from 10 candidates included on the ballot. Directors will be elected for a two-year term commencing January 1, 2015.

The primary method of voting is electronic. Members need only go to the association's website at www.srar.com, click on the election button and follow the instructions. Voting is fast, simple, secure and confidential.

All REALTOR® members in good standing are eligible to vote. Members who do not have internet access may request a written ballot by contacting Donna at (818) 947-2253. All members may vote only once; therefore, members who request a written ballot will be blocked from voting online.

Take an active role in the future of your association by exercising your right to vote for the individuals who will lead the association for the next two years.



GARY L. WASHBURN
SLATE CANDIDATE
YEARS OF SRAR MEMBERSHIP: 37

I have very much appreciated my service on the SRAR Board of Directors and have enjoyed working with both the other members and the leadership and wish to continue my involvement! I have utilized my experience as a legislative staffer while involved on the Government Affairs Committee where I served as Chair, Co-Chair and BOD liaison. I have also served

on LCRC, CREPAC and the MLS Rules Compliance Committee. My service has also involved the California Association of Realtors Board of Directors and service on the NAR Federal Issues and Taxation Committee. In 2012 I was honored to receive the SRAR Community Service Award for my involvement in a range of community activities from working with the LAPD Police Assistance League to New Horizons for the Developmentally Disabled -- providing dignity, employment and housing for the developmentally disabled. Also am Congressman McKeon's Federal Political Coordinator and represent Supervisor Michael Antonovich on the Emergency Medical Service Commission. I would be honored to receive your votes!



FRED SABINE
SLATE CANDIDATE
YEARS OF SRAR MEMBERSHIP: 26

Since you would like to know what I have done since 2010 here goes. In 2010 I was the President-elect, 2011 I was the President of S.R.A.R., 2012 I was on the Executive Committee and the BOD and chaired the Nominating Committee. In 2013 I was "termed out" for BOD and wanted to make room for new directors. The next two years I returned to committee work. This year I serve at the pleasure

of President Roger Hance on his wonderfully re-designed Governmental Affairs Committee and the Finance Committee. I am also a LCRC Trustee for SRAR. Since 2007 I have been a Director for the California Association of Realtors. I was recently appointed as an IMPACT Trustee for a 2 year term by CAR leadership. I look forward to the possibility and opportunity to work next year for President Gaye Rainey!



M. DEAN VINCENT
PETITION CANDIDATE
YEARS OF SRAR MEMBERSHIP: 8

I have served on the following committee's and councils with SRAR: SCV GA since 2010 SCV Council since 2011, MLS Assessment Panel since 2011, MLS Committee since 2012, MLS Committee Chair since 2014, SCV MLS Committee Since 2014. I attended for the first time legislative Day in Sacramento this year and was finally impressed for the first time that my vote counts. I have served on our SCV Division

Council and am actively working to become the President of that Division. I have been active with most of the BOD members over the past few years and want to help the membership of SRAR continue to be one of the strongest voices in our community, especially when it comes to how our business is concerned. I look forward to continuing on with the MLS Committee in the upcoming years to continue with keeping our data integrity to a high level to help all of our jobs in the field. I also am in the process and awaiting my test date for my brokers license, continuing and wanting to learn everyday. Thank you for your consideration.



PATRICIA BELTRAN
SLATE CANDIDATE
YEARS OF SRAR MEMBERSHIP: 13

Committee Service: Education Chair 2013, Grievance, MLS, and Governmental Affairs Committees, Volunteered for NHS Neighborhood Pride Day 2013 and 2014; Foreclosure Prevention Clinics (2009-2013); International Red Cross clothing donations, organized food drive donation events (2005-2013). Educational Background: Pierce College and Valley College; SFR and CNE Certified; Notary; Broker; Weekly

participation of the Real Estate Networking Meetings (2008+); NAHREP Member (2009+). I would be an asset to the Board of Directors because I am a firm believer of CONTINUING EDUCATION, self motivation, integrity and due diligence. With my participation on the BOD, I insure that our SRAR Members and real estate community are informed and up-to-date with pertinent issues affecting our real estate industry and communities. I have the passion, dedication, and motivation that is required. It would be my honor to serve and learn from the Board of Directors. "Goals Are Nothing Without Action".



NANCY TROXELL
SLATE CANDIDATE
YEARS OF SRAR MEMBERSHIP: 23

An Association is designed to build consensus and deliver value to its members. If elected, I am committed to working with other members and directors to develop programs, tools, resources and support to promote relevance, unity, and professionalism for our members. The use of Technology to promote document management, efficiency and mobility is one of my deepest passions. As a member of the Board

of Directors I would support initiatives to create programs that promote skill development in these areas.

For the past 15 years I have served on numerous committees and held many leadership positions at Southland Regional Association of Realtors, Southland Regional AOR -Santa Clarita Division, and California Association of Realtors. This is my 4th year serving on the Board of Directors. Being a generation X member I believe I can bring traditional values and new technology together for a new generation of association leadership.



RANA LINKA
SLATE CANDIDATE
YEARS OF SRAR MEMBERSHIP: 38

A Director's job is to fairly represent all members of SRAR. We are in a time of a rapidly changing Real Estate Industry and decisions need to be made on your behalf: Experience and Knowledge count! I have been an active Association member for 38 years, serving on almost every committee both as a member or a Liaison from Board of Directors, including the Executive Committee. I have taught at SRAR for

over 25 years, helping newer licensees begin their career with the ability to be successful early on. California Association of Realtors Director since 1976, serving on many committees as a Vice Chair and Chair. Currently, I teach State wide for C.A.R a number of classes I have written for them. The ongoing food and clothing collection at SRAR come from my head and heart! I am an active member of The American Cancer Society. Your Vote is appreciated!



GINA UZUNYAN
SLATE CANDIDATE

YEARS OF SRAR MEMBERSHIP: 26

2009-Present Board of Director, 2011-Present CAR Director. 2014 & 2008 Vice Chair of Governmental Affairs, Director Liaison for Grievance, Professional Standards, Housing and YREP Committees. Previously member of Grievance, Professional Standards, Commercial & Advertising Subcommittees. 2007 Graduate of SRAR's Leadership Academy. Recipient Outstanding Member Award for 2012 Governmental Affairs & 2007 Grievance Committee. Currently Member of Education, MLS & Ethics & Arbitration Committees. SRAR Key Contact for Councilman Krekorian and CAR's Key Contact for Assemblyman Nazarian. Broker/Owner of my own Real Estate firm; licensed since 1988 with experience in all aspects of Real Estate. I'm also a licensed mortgage broker, appraiser, Notary Public and CCIM Designee, specializing in residential, residential income, commercial & REO sales, leasing, escrows & financing. It will be an honor to continue serving as your Board of Director and I would greatly appreciate your vote. Thank you.



NANCY LULEJIAN STARCZYK
SLATE CANDIDATE

YEARS OF SRAR MEMBERSHIP: 24

For 24 years Nancy has been a REALTOR®, 22 of those serving on the SCV Council, 4 as SRAR Director. As Government Affairs chair 3 of the last 4 years, Nancy has brought legislative & community issues to the forefront. Currently she is SRAR Government Affairs Chair & President of SCV Division. Also in the last 4 years she has served on Budget & Finance, Education, Events, Nominating & the SRAR Foundation. Active in the Community she sits on the SCV Chamber Board & is a 14-year Charter Director on the SCV Youth Project Board. She has been awarded Service Award 2011, Member of the Year 2012 & President's Award 2013. Nancy is known for her great spirit of cooperation and intense focus on making members prosper. Using her connections and past experience contributing to our Association, she wishes to continue working for the benefit of all.



HOWARD M. KATCHEN
PETITION CANDIDATE

YEARS OF SRAR MEMBERSHIP: 12

"Life isn't measured by wealth or honor but, by service we have rendered".

Experience: Real estate third career, Fourth generation in the industry, Prior careers: International Banking, Finance, Treasury, Investments and Senior management positions.

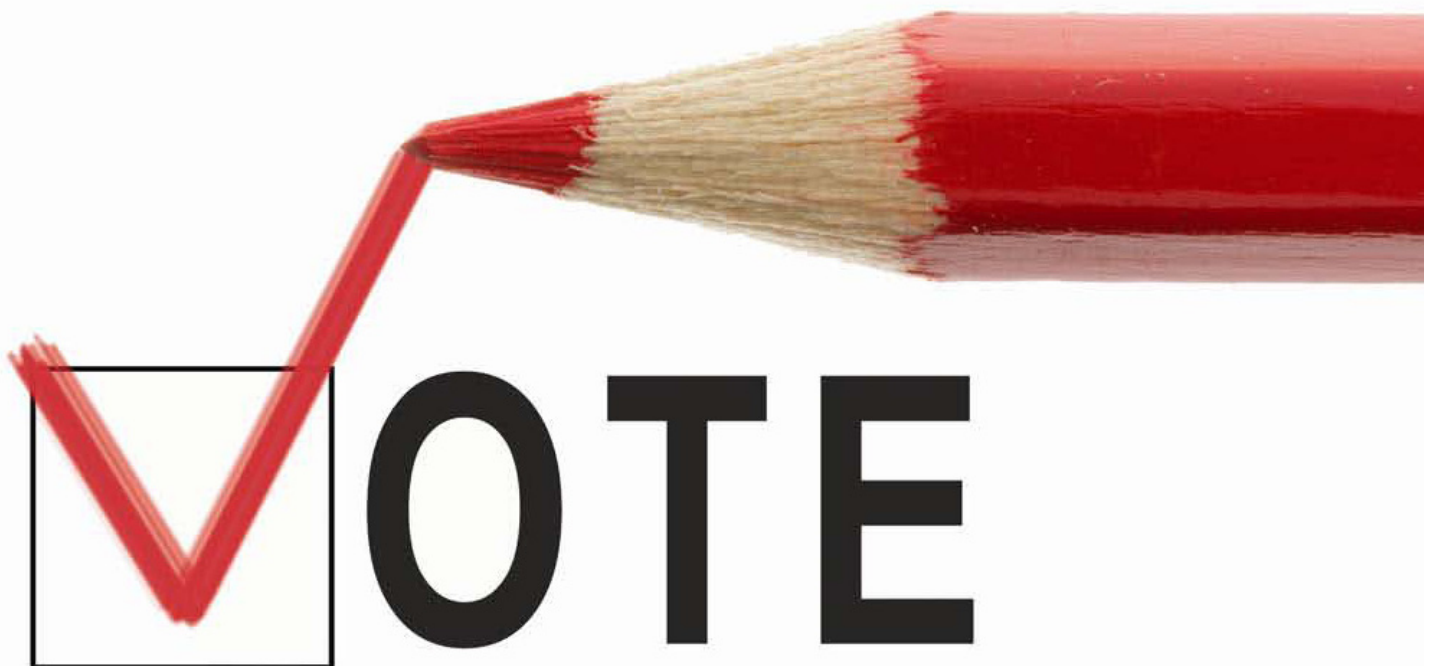
SRAR: Graduate Leadership Institute, New Technologies & Government Affairs Committees. Community: Sherman Oaks Neighborhood Council Treasurer, Finance Committee Chair, Executive Committee, Board Member. City of Los Angeles Budget Advocate. Education: Undergraduate University of Southern California: International Relations & Economics, Post Graduate London School of Economics, and London Business School: International Political Economy & International Business/Finance, respectively. Goals: To Involve members in supporting or opposing issues affecting the real estate industry and our communities, to involve a positive image of real estate professionals, to provide members desired professional and personal resources, benefits & services, to be responsive to member needs, to innovate and implement improvements to operations, systems. Your vote is greatly appreciated. Thank you.



ROBERT A. BANUELOS
SLATE CANDIDATE

YEARS OF SRAR MEMBERSHIP: 13

Served our community for over 30 years in a variety of different organizations, from church functions to organization of a Walk For Life American-Cancer Society. Monthly volunteer at the soup kitchen at the Armory in Sylmar. Recently Co-chaired MLS Committee, BOD for 2013 and 14, and present liaison for Events Committee. Previously Equal Opportunity Committee Chair and Vice Chair, Vice Chair Education Committee, served on Grievance, Board Member 2011. I have a very solid work ethic and highly value personal and professional relationships. I am very fair and strongly believe in cultural diversity within organized real estate. Please Vote for Me.





SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

Thursday,
October 2, 2014
5:30 - 7:30PM

SRAR Rear Lot
7232 Balboa Blvd.
Van Nuys, 91406

BRING NON-PERISHABLE
FOODS & CLOTHING FOR
OUR LOCAL SHELTERS



Featuring foods
from around the world,
dancing, prizes, *beer,
*wine, soda, multicultural
entertainment, and more!

Free Admission &
Open to the Public

Presented by



*SRAR's Commercial & Investment Division
and Risk Management Team present...*

Residential Real Estate (1-4) as an Investment

What you need to know to avoid any time bombs in the transaction

Tuesday, October 14, 2014

Agenda

MODERATOR ARNIE GARFINKEL

**SRAR Auditorium
7232 Balboa Blvd.
Van Nuys, CA 91406**

8:00 A.M. Registration/Refreshments/Networking

9:00 A.M. SESSION ONE

Agency - Heather Boren
1031 Exchange - Dino Champagne
Escrow - Eric Rustigian
Title - TBD
Inspection - John LaRocca

10:00 A.M. NETWORKING

10:30 A.M. SESSION TWO

Lending - Bill Dallas
Appraisal - John Shamoun
Environmental - Jenny Redlin
Legal - Eric Dean
Property Management - Bob Khalsa

11:30 A.M. NETWORKING

RSVP to:
cirisk@srar.com



**NATIONAL
ASSOCIATION of
REALTORS®**





SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

Legislative RECEPTION & Community

Join us for an enjoyable meet-and-greet
with legislative representatives and
community leaders.

**San Fernando & Santa Clarita Valleys,
Burbank, Glendale, & Calabasas**

\$15 in advance | \$25 at the door
Includes 2 drink tickets & hors d'oeuvres

Tickets: www.srar.com/tickets

More Info: Karen Marten, 818-947-2254 or KarenM@srar.com

Thursday,
October 16, 2014
4:00 - 7:00 pm

Odyssey

Restaurant • Lounge • Special Events

Garden Room
15600 Odyssey Dr.
Granada Hills, CA





.REALTOR

.edu

.gov

.org

.com

.biz

.tv

.net

The only one domain means the trusted source in Real Estate.

Only members of the NATIONAL ASSOCIATION OF REALTORS® can call themselves REALTORS®. And only REALTORS® are allowed to use the new **.REALTOR** domain. In a complicated online world, it doesn't get any simpler than that to let your prospects and clients know you adhere to our code of ethics and professionalism and are a source they can trust.

Clearly communicate your status as a REALTOR® right in your url. Reserve your **.REALTOR** domain as soon as it is available.

www.REALTOR.org/domain



NATIONAL
ASSOCIATION of
REALTORS®

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.

FIRST POSTING

Bellah, Anthony James
Anthony Bellah, Broker
23566 Lyons Ave. #209
Santa Clarita, CA. 91321

Berlin, Fred
M.F. Clean, Inc.
19327 Espinosa St.
Tarzana, CA. 91356

Cravello, Victor Allen
AKT American Capital Inc
2121 Rosecrans Ave. 6th Floor
El Segundo, CA. 90245

DeBruno, Christopher
United Real Estate & Auction Co.
18401 Burbank Blvd., Ste. 121
Tarzana, CA. 91356

Gross, Dale
Dale Gross
4726 Almidor St.
Woodland Hills, CA. 91364

Kechabashyan, Caroline
City Realtors
601 S. Glenoaks Blvd. Ste. 206
Burbank, CA. 91502

Lopez, Victor Manuel
Connect Real Estate & Mortgage Lending
10922 Encino Ave.
Granada Hills, CA. 91344

Manshoory, David
David Manshoory
2120 San Ysidro Dr.
Beverly Hills, CA. 90210

Midolo, Julio
Sky Homes and Estates
9040 Telegraph Rd. #204
Downey, CA. 90240

Milman, Ella
Ella Milman
23679 Calabasas Rd. #1005
Calabasas, CA. 91302

Naraghi, Hamid B.
Hamid Naraghi
16530 Ventura Blvd. #405
Encino, CA. 91436

Nomair, Ajmal
Ajmal Nomair
17103 W. Summer Maple Way
Canyon Country, CA. 91387

Pieroni, Kyle Lou
Old Oak Investments, Inc.
1690 Thousand Oaks Blvd.
Thousand Oaks, CA. 91361

Pincherli, Peter A.
Peter Pincherli
14001 Huston St.
Sherman Oaks, CA. 91423

Shamon, Sam S.
America Star Real Estate
19010 Ingomar St.
Reseda, CA. 91335

SECOND POSTING

Bell, David
David Bell-Broker
28005 Smyth Drive, Suite 198
Valencia, CA. 91355

Bell Jr., John Surry
Ala Carte Real Estate Solutions
21550 Oxnard Street, Suite 300
Woodland Hills, CA. 91367

Broussard, Anthony
Broussard Realty Inc.
22148 Ventura Blvd., Unit C
Woodland Hills, CA. 91364

De Martinis, Joseph Paul
Joseph De Martinis Real Estate Broker
12325 Tiana Street
Valley Village, CA. 91607

Fahimian, Nadia
Zara Equity Corp.
3454 Cloudcroft Dr.
Malibu, CA. 90265

Gatmaitan, Carlos
Platinum Group Realty, Inc.
18352 Kinzie St.
Northridge, CA. 91325

Karavas, John Daniel
Morgan Real Estate Group, Inc.
1308 S. Stanley Ave.
Los Angeles, CA. 90019

Kim, Jimmy
Homeside Funding
22125 Burbank Bl. Unit 4
Woodland Hills, CA. 91367

Langenbach, Matthew James
Matthew Langenbach
5422 Hermitage Ave. Apt. 206
Valley Village, CA. 91607

Leider, Aaron
AGL Brentwood, Inc.
11812 San Vicente Blvd. #100
Los Angeles, CA. 90049

Mafyan, Zhanna
Mafyan & Associates Inc.
2001 W. Magnolia Blvd. #B
Burbank, CA. 91506

Martinez Jr., Juan
Brookfield Partners, Inc.
18801 Ventura Blvd. #310
Tarzana, CA. 91356

Medina, Cecilia A.
Cecilia Medina
28511 Horseshoe Cir.
Santa Clarita, CA. 91390

Piotrowski, David
David Piotrowski, Broker
23504 Lyons Ave., Suite 402
Santa Clarita, CA. 91321

Potkin, Brian Edward
First Equity
14011 Ventura Blvd. #204E
Sherman Oaks, CA. 91423

Preston, Adam John
New Century Realty & Lending Inc.
4420 E. Mira Loma Ave. Ste. M
Anaheim, CA. 92807

Ray, Dennis C.
Contractors Funding Corporation
6320 Canoga Avenue, Suite 1500
Woodland Hills, CA. 91367

Saavedra, Luis Miguel
ADJ Realty
20341 Colina Drive
Santa Clarita, CA. 91351

Sabbah, Lionel
360 Realty
8383 Wilshire Blvd. #1030
Beverly Hills, CA. 90211

Siag, Danny
Danny Siag
14260 Ventura Blvd. #200
Sherman Oaks, CA. 91423

Tabak, Ami
Sandstone Realty, Inc.
28842 Conejo View Drive
Agoura Hills, CA. 91301

REALTOR® APPLICANTS

Alvarez, Serjio / Park Regency Realty / Granada Hills
Amzalag, Eric Eli / Pinnacle Estate Properties / Northridge
Anderson, Ryan Wade / Coldwell Banker / Malibu
Appleby, Lillian E. / Century 21 Valley Properties, Inc. / West Hills
Bakalinskaya, Kayta / 1st Point Realty / Sherman Oaks
Bamdad, Mohamad Ali / Coldwell Banker / Sherman Oaks
Barr, Lindsay Nicole / The Frances Group Corporation / Woodland Hills
Bausley Jr., Roger Judson / Calloway Real Estate Services Inc. / Woodland Hills
Bogran, Carlo X. / True West Realty, Inc. / Palmdale
Bowen Jr., Frank Browning / Keller Williams Realty Encino-Sherman Oaks / Encino
Brite, Llana Barcelon / Pinnacle Estate Properties / Northridge
Carpenter, Conner William / RE/MAX Olson & Associates, Inc. / Porter Ranch
Chavengoj, Rhonda / Park Regency Realty / Granada Hills
Cohen, Elliot Harvey / Jag Realty Services / Westlake Village
Colburn, Tyler / Mills Realty of California / Toluca Lake
Crane, Kevin Duane / Rodeo Realty / Woodland Hills
D'Ambrosio, Vito / White House Properties / Encino
Delgado, Silvio / Exclusive Estate Properties Inc. / Toluca Lake
Duran-Rodriguez, Sandra / Brightstone Estate Properties / Winnetka
Ejiofor, Steven Nnamdi / Keller Williams Realty Encino-Sherman Oaks / Encino
Emanuel, Michael / Estate Realty Group / Woodland Hills
Escobedo, Francisco / Park Regency Realty / Granada Hills
Fernandez, Jose Ysidro / Realty Executives United / Granada Hills
Fielder, Andrew James / CredNet Corporation / Los Angeles
Flores, Anna Isabel / Keller Williams North Valley / Porter Ranch
Flores, Oscar Alfredo / Keller Williams North Valley / Porter Ranch
Foulds, Stefanie / Realty Executives / Newhall
Fox, Melissa / Keller Williams VIP Properties / Valencia
Frankel, Kimberly Ann / Berkshire Hathaway HomeServices California Properties / Encino
Friel, Anne Marie / Dilbeck Realtors / Studio City
Gebr, Gloria Benicio / Century 21 All Moves / Granada Hills
Ghamsari, Ramin / Royal Rep Realty / Woodland Hills
Gilligan, Conor Thomas / SGD Enterprises / Van Nuys
Godinez, Jesse / San Fernando Realty, Inc. / San Fernando
Green, Tyler J. / Elite Residential Realty / Calabasas
Guliyev, Evelina / Rodeo Realty / Encino

Hasty, Kathryn L. / Keller Williams World Media Center / Burbank
Hernandez, Carla / Dilbeck Realtors / Studio City
Hernandez, Carolina / Keller Williams Realty North Valley / Porter Ranch
Hewavitharana, Pushpa Kumara / Keller Williams Realty / Northridge
Hwang, Diana Esther Gyong / Best Realty & Investment, Inc. / Granada Hills
Inks, Roman / Options 4 You Financial Services Inc. / Encino
Itskovich, Tibor / Rodeo Realty / Studio City
Jafari, Mojan / iRealty Group / Woodland Hills
Jew, Melody / Pinnacle Estate Properties / Northridge
Kaminski, Ricki / Pinnacle Estate Properties, Inc. / Encino
Kisini, Mutua Muasya / Rodeo Realty / Woodland Hills
Kuchikali, Xia Arash / Keller Williams Encino-Sherman Oaks / Encino
Lima, Zonia D. / BGA Properties / Palmdale
Lisenkov, Yury A. / Elite Realty Services Group / Tarzana
Lorka, Glenn Thomas / Contractors Funding Corp / Woodland Hills
Lovrich, Debbie / Keller Williams VIP Properties / Valencia
Lucas, Thomas Philip / Coldwell Banker Calabasas / Calabasas
Marshall, Elizabeth / Keller Williams Realty / Northridge
McGrady, Todd Mitchell / Rodeo Realty / Calabasas
McHatten, Cristina / Realty Executives / Newhall
McLane, Cori / Keller Williams Realty Acton / Acton
Melara, Yesenia M. / 1st Point Realty / Sherman Oaks
Mendenhall, Christopher John / Pacific Shores Real Estate, Inc. / Mission Viejo
Merado, Barbara Navarrete / Century 21 Valley Properties, Inc. / West Hills
Miller, Terrel Anne / Old Oak Investments Inc / Thousand Oaks
Miu, Erica P. / Real Estate eBroker Inc. / Oceanside
Moore, Charles Philip / Jennings Realty / Frazier Park
Mor, Yehoshua / Rodeo Realty / Studio City
Nabotolnnyi, Volta D. / Casablanca Realtors and Investments / Northridge
Nahari, Lara / Elite Residential Realty / Calabasas
Nalbantian, Jerome Ford / Royal Rep Realty / Woodland Hills
Ochoa Jr., Cesar A. / Pinnacle Estate Properties, Inc. / Calabasas
Pedraza, Richard James / Pedraza Properties / Arleta
Pettifer, Aaron William / Mountain Properties / Pine Mt. Club
Plutachak, Richard James / Westlake Realty Group / Westlake Village
Raesadeh, Pedram / Flat Fee, Inc. / Woodland Hills

Ramirez, Adriana / Pinnacle Estate Properties, Inc. / Mission Hills
Ramirez, Edgardo / Zara Dullas Realty / Granada Hills
Randall, Matthew Loren / Leslie Randall & Assoc. / West Hills
Ravan, Ronie / David Manshoory / Beverly Hills
Ream-Phillips, Jennifer Faye / Keller Williams Realty / Northridge
Reeves, Victor / Pinnacle Estate Properties / Northridge
Regla, Andrea / Keller Williams Realty / Westlake Village
Rexroad, Julie Ann / Cabalt Realty Group / Santa Clarita
Rincon, Andrea Lee-Judith / Keller Williams VIP Properties / Valencia
Sadeghan, Malka / Century 21 Albert Foulad Realty / Encino
Shahriar, Meysam / Pinnacle Estate Properties / Northridge
Shemesh, Karen / Keller Williams Realty Calabasas / Calabasas
Sohi, Shahryar / Keller Williams Realty Studio City / Studio City
Soria, Isabel Aguilar / California Realty Pros / Tarzana
Spillane, Donald / Central Realty / Sherman Oaks
Steiner, Deborah Anne / Wish Sotheby's International Realty / Sherman Oaks
Stratton, Steven G. / Broker In Trust Real Estate-Sue Stratton / Granada Hills
Subarti, Andreas / Century 21 All Moves / Granada Hills
Tamayo, Ernesto / Berkshire Hathaway HomeServices California Properties / Sherman Oaks
Tapia, Jessie David / Century 21 Hilltop / Simi Valley
Terebesi, Ilona / Pinnacle Estate Properties / Northridge
Tomaneng Jr., Wilfred Rosario / Rukard Group, Inc. / Lake Balboa
Torrijos, Claudia Alejandra / J & V Real Estate Group Inc. / Chatsworth
Tuboly, Michael Steven / Realty Executives / San Fernando
Vargas, Juan Antonio / Sukasa Dreams & Trust Realty / Van Nuys
Vergara, Anayin / M2000 Group Inc. / Panorama City
Wardak, Laila / Pacific Inter Capital Investment Solutions, Inc. / Tarzana
White, Renee Roque / Keller Williams VIP Properties / Valencia
Wilcox, Linda Michele / Bankers Realty Exclusive, Inc. / Westlake Village
Williams, Yoshiko Monique / Calloway Real Estate Service Inc / Woodland Hills
Woodruff, David / Oak Summit Real Estate, Inc. / Westlake Village
Yawney, Stacey Marie / Rommy Shy / Los Angeles
Zapata, George / Century 21 All Moves / Granada Hills
Zavodivker, Zoya / Rodeo Realty / Calabasas

RESIDENTIAL PROPERTIES LISTED

1,506

RESIDENTIAL PROP. ESCROW OPENED

1,146

RESIDENTIAL PROP. ESCROW CLOSED

999

AUGUST 2014 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	131	204	149	191	242	589	1,506
TOTAL ACTIVE LISTINGS	267	410	336	390	507	1,507	3,417
AVERAGE DAYS ON MARKET	82	67	65	73	72	92	80
AVERAGE LIST PRICE IN THOUSANDS	366.5	859.8	821.1	1,236.1	1,236.1	838.1	703.4
MEDIAN LIST PRICE IN THOUSANDS	350.0	629.0	525.0	550.0	715.0	325.0	465.0
BOMS	33	42	29	36	49	116	305
AVERAGE BOM PRICE IN THOUSANDS	357.7	640.6	541.0	536.5	748.3	452.0	533.8
BOM TO SALE RATIO	31.1	27.6	23.5	23.5	29.3	34.6	30.5
EXPIRATIONS	15	22	31	33	32	81	214

PENDING SALES:

NEW ESCROWS OPENED	114	155	102	171	174	430	1,146
TOTAL YTD ESCROWS OPENED	857	1,118	841	1,186	1,289	3,034	8,325
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	45	33	45	47	47	54	47
NEW OPEN ESCROWS AVERAGE LIST PRICE	347.2	707.5	668.4	529.7	793.9	424.4	548.5

CLOSED SALES:

NEW ESCROWS CLOSED	104	135	105	153	167	335	999
TOTAL YTD ESCROWS CLOSED	805	1,050	827	1,070	1,189	2,755	7,696
VOLUME OF NEW SALE DOLLARS IN MILLIONS	33,944	94,619	76,531	82,890	112,516	400,501	536,822
VOLUME OF TOTAL YTD SALES IN MILLIONS	266,982	724,200	544,910	563,670	818,411	2,918,174	4,032,338
AVERAGE SALE PRICE IN THOUSANDS	326.4	700.9	728.9	541.8	673.8	603.2	537.4
MEDIAN SALE PRICE IN THOUSANDS	335.0	556.0	455.0	340.0	536.0	340.0	435.0
COOP SALES	74	110	88	127	126	276	801
PERCENT OF COOP SALES	71.2	81.5	83.8	83.0	75.4	82.4	80.2
AVERAGE DAYS ON MARKET	101	86	97	89	96	105	97
SALES AT LIST PRICE	60	68	38	69	71	188	474
PERCENT OF SALES AT LIST PRICE	57.7	50.4	36.2	45.1	42.5	50.1	47.4
SALES TO LISTING INVENTORY RATIO	39.0	31.3	32.9	34.8	29.2	34.8	29.2
FINAL SALE TO NEW LISTING RATIO	79.4	66.2	70.5	80.1	69.0	72.4	66.3

CLOSED SALES TYPE

FORECLOSURE/REO	6	4	2	6	3	21	31
SELLER CONCESSIONS	1	0	0	0	0	1	3
SHORT SALE	8	3	2	7	14	34	67
STANDARD	88	128	101	138	147	602	888
OTHER	1	0	0	2	3	6	10

SELLING PRICE RANGE:

SELLING PRICE RANGE	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	82	42	13	9	6336	11.2
100,000 TO 109,999	20	11	3	0	4900	5.0
110,000 TO 119,999	78	18	7	6	25550	17.0
120,000 TO 139,999	35	55	16	10	6265	3.7
140,000 TO 159,999	33	73	20	11	N/A	10.4
160,000 TO 179,999	63	86	24	11	3184	3.7
180,000 TO 199,999	33	116	26	11	91935	4.8
200,000 TO 249,999	41	249	65	33	6967	0.1
250,000 TO 299,999	52	264	65	40	7999	1.4
300,000 TO 349,999	48	230	75	39	2343	0.0
350,000 TO 399,999	41	259	102	57	5886	1.1
400,000 TO 449,999	42	232	112	70	14834	2.9
450,000 TO 499,999	38	270	83	49	13490	2.2
500,000 TO 549,999	27	163	71	38	810636	4.0
550,000 TO 599,999	45	163	63	38	18145	2.8
600,000 TO 699,999	47	253	68	46	19109	2.3
700,000 TO 799,999	40	194	46	27	8397	0.5
800,000 TO 899,999	43	109	26	19	32096	3.3
900,000 TO 999,999	65	97	19	13	136572	10.7
1,000,000 TO 1,999,999	51	358	80	54	91625	5.1
MORE THAN 2,000,000	40	175	15	10	55577	0.6
TOTALS	44	3417	999	591	97322	1.8

2014 RMLS TOTAL - \$ VOLUME

\$4,032,338,000

LISTINGS

12,337

SALES

7,878

*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	1,275	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		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	1,165	600.3	69.6	
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		1,146	999	536.8	66.3	
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 AUGUST 2014

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	102	140	103	157	195	697	496	1,193
Total Active Listings	188	285	228	306	426	1,433	1,264	2,697
Average Days on Market	80	68	64	73	71	71	83	77
Average List Price in Thousands	412.8	1,053.2	1,035.0	693.6	1,395.2	991.2	554.3	786.4
Median List Price in Thousands	385.0	799.0	699.0	599.0	799.0	650.0	319.0	519.0
BOMS	21	27	20	26	40	134	82	216
Average BOM Price in Thousands	421.7	788.3	627.9	610.0	856.5	692.7	505.0	621.4
BOM to Sale Ratio	27.6	31.4	28.6	21.3	32.3	28.0	30.5	28.9
Expirations	10	11	26	27	29	103	71	174
PENDING SALES								
New Escrows Opened	83	109	74	135	136	537	356	893
Total YTD Escrows Opened	655	770	590	914	1,008	3,937	2,461	6,398
New Open Escrows Average Days on Market	45	29	47	44	48	43	53	47
New Open Escrows Average List Price	387.5	837.6	786.8	585.5	911.4	716.3	426.3	600.7
CLOSED SALES:								
New Escrows Closed	76	86	70	122	124	478	269	747
Total YTD Escrows Closed	594	715	583	813	921	3,626	2,197	5,823
Volume of New Sales Dollars in Millions	27.255	74.008	64.660	72.611	97.710	336.244	109.152	445.397
Volume of total YTD Sales in Millions	214.281	585.820	460.697	473.227	721.343	2,455.369	892.273	3,347.642
Average Sale Price in Thousands	358.6	860.6	923.7	595.2	788.0	703.4	405.8	596.2
Median Sale Price in Thousands	360.0	675.0	585.0	527.5	607.0	543.0	327.0	477.0
Coop Sales	56	66	61	103	92	378	216	594
Percent of Coop Sales	73.7	76.7	87.1	84.4	74.2	79.1	80.3	79.5
Average Days on Market	90	92	103	88	96	93	107	98
Sales at List Price	48	42	26	53	51	220	142	362
Percent of Sales at List Price	63.2	48.8	37.1	43.4	41.1	46.0	52.8	48.5
Sales to Listing Inventory Ratio	40.4	30.2	30.7	39.9	29.1	33.4	21.3	27.7
Final Sale to New Listing Ratio	74.5	61.4	68.0	77.7	63.6	68.6	54.2	62.6
CLOSED SALES TYPE								
Foreclosure/REO	4	2	1	4	2	13	9	22
Seller Concessions	1	0	0	0	0	1	2	3
Short Sale	5	3	2	3	9	22	31	53
Standard	65	81	67	113	111	437	224	661
Other	1	0	0	2	2	5	3	8

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST 2014

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	29	64	46	34	47	220	93	313
Total Active Listings	79	125	108	84	81	477	243	720
Average Days on Market	86	64	67	72	84	73	134	94
Average List Price in Thousands	256.3	418.8	369.4	423.4	399.5	378.3	420.5	392.5
Median List Price in Thousands	239.0	399.0	309.0	394.9	360.0	349.0	350.0	349.0
BOMS	12	15	9	10	9	55	34	89
Average BOM Price in Thousands	245.6	374.8	347.9	345.6	267.5	319.3	324.2	321.2
BOM to Sale Ratio	42.9	30.6	25.7	32.3	20.9	29.6	51.5	35.3
Expirations	5	11	5	6	3	30	10	40
PENDING SALES								
New Escrows Opened	31	46	28	36	38	179	74	253
Total YTD Escrows Opened	202	348	251	272	281	1,354	573	1,927
New Open Escrows Average Days on Market	47	41	39	38	46	42	58	47
New Open Escrows Average List Price	239.3	399.4	355.4	320.5	373.4	343.4	415.3	364.4
CLOSED SALES:								
New Escrows Closed	28	49	35	31	43	186	66	252
Total YTD Escrows Closed	211	335	244	257	268	1,315	558	1,873
Volume of New Sales Dollars in Millions	6.690	20.611	11.871	10.279	14.807	64.257	27.169	91.426
Volume of total YTD Sales in Millions	52.701	138.380	84.212	90.444	97.068	462.805	221.891	684.695
Average Sale price in Thousands	238.9	420.6	339.2	331.6	344.3	345.5	411.7	362.8
Median Sale Price in Thousands	235.0	390.0	327.0	329.9	350.0	331.0	367.5	339.0
Coop Sales	18	44	27	24	34	147	60	207
Percent of Coop Sales	64.3	89.8	77.1	77.4	79.1	79.0	90.9	82.1
Average Days on Market	131	76	84	92	97	93	98	94
Sales at List Price	12	26	12	16	20	86	26	112
Percent of Sales at List Price	42.9	53.1	34.3	51.6	46.5	46.2	39.4	44.4
Sales to Listing Inventory Ratio	35.4	39.2	32.4	36.9	53.1	39.0	27.2	35.0
Final Sale to New Listing Ratio	96.6	76.6	76.1	91.2	91.5	84.5	71.0	80.5
CLOSED SALES TYPE								
Foreclosure/REO	2	2	1	2	1	8	1	9
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	3	0	0	4	5	12	2	14
Standard	23	47	34	25	36	165	62	227
Other	0	0	0	0	1	1	1	2

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR AUGUST 2014

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	12	12	49	21	27	63	8	53	245	73	318
Total Active Listings	38	27	109	49	50	115	20	121	529	164	693
Average Days on Market	77	103	78	91	62	73	87	71	77	74	76
Average List Price in Thousands	591.2	776.3	655.0	572.2	589.2	542.9	749.9	710.2	634.6	378.3	573.9
Median List Price in Thousands	530.0	725.0	500.0	515.0	510.0	500.0	739.0	599.9	549.9	279.9	499.0
BOMS	3	2	12	10	3	14	3	15	62	12	74
Average BOM Price in Thousands	354.6	482.5	456.7	412.5	498.0	451.7	580.0	556.7	476.5	332.0	453.1
BOM to Sale Ratio	50.0	40.0	24.5	58.8	20.0	28.0	16.7	27.8	29.0	25.5	28.4
Expirations	2	0	4	1	0	8	3	10	28	12	40

PENDING SALES

New Escrows Opened	13	6	43	28	19	44	14	59	226	63	289
Total YTD Escrows Opened	73	38	336	190	124	352	84	389	1,586	400	1,986
New Open Escrows Average Days on Market	44	53	49	54	25	46	55	51	48	66	52
New Open Escrows Average List Price	472.9	466.1	467.1	477.2	523.9	522.6	657.4	631.0	538.8	318.2	490.7

CLOSED SALES:

New Escrows Closed	6	5	49	17	15	50	18	54	214	47	261
Total YTD Escrows Closed	65	32	307	170	108	311	71	349	1,413	352	1,765
Volume of New Sales Dollars in Millions	2.693	3.210	21.046	7.569	7.992	25.100	12.356	36.817	116.783	12.402	129.185
Volume of total YTD Sales in Millions	26.623	15.486	143.439	80.015	52.710	153.121	48.589	210.571	730.556	113.325	843.881
Average Sale price in Thousands	448.8	642.0	429.5	445.2	532.8	502.0	686.5	681.8	545.7	263.9	495.0
Median Sale Price in Thousands	445.0	599.9	419.9	450.0	463.9	475.0	649.5	570.0	490.0	205.0	460.0
Coop Sales	4	4	41	15	9	36	15	45	169	36	205
Percent of Coop Sales	66.7	80.0	83.7	88.2	60.0	72.0	83.3	83.3	79.0	76.6	78.5
Average Days on Market	118	133	103	83	120	122	170	85	109	102	108
Sales at List Price	1	1	21	8	4	25	6	22	88	24	112
Percent of Sales at List Price	16.7	20.0	42.9	47.1	26.7	50.0	33.3	40.7	41.1	51.1	42.9
Sales to Listing Inventory Ratio	15.8	18.5	45.0	34.7	30.0	43.5	90.0	44.6	40.5	28.7	37.7
Final Sale to New Listing Ratio	50.0	41.7	100.0	81.0	55.6	79.4	225.0	101.9	87.3	64.4	82.1

CLOSED SALES TYPE

Foreclosure / REO	0	0	4	1	0	1	0	1	7	3	10
Seller Concessions	0	0	0	0	0	0	0	1	1	0	1
Short Sale	0	0	2	1	1	4	0	1	9	4	13
Standard	6	5	43	14	14	45	17	51	195	40	235
Other	0	0	0	1	0	0	1	0	2	0	2

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST 2014

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	22	2	14	24	5	47	114	9	123
Total Active Listings	0	0	45	2	27	33	13	70	190	22	212
Average Days on Market	0	0	85	47	56	42	61	64	64	60	63
Average List Price in Thousands	0.0	0.0	281.2	287.0	258.1	315.2	353.1	371.1	321.9	312.7	321.0
Median List Price in Thousands	0.0	0.0	240.0	215.0	245.0	340.0	345.0	363.0	315.0	310.0	315.0
BOMS	0	0	6	0	4	2	0	7	19	1	20
Average BOM Price in Thousands	0.0	0.0	193.2	0.0	219.7	319.0	0.0	351.4	270.4	242.9	269.0
BOM to Sale Ratio	0.0	0.0	22.2	0.0	23.5	20.0	0.0	24.1	20.4	12.5	19.8
Expirations	0	0	1	1	0	4	0	5	11	0	11

PENDING SALES

New Escrows Opened	0	0	34	2	11	16	1	41	105	5	110
Total YTD Escrows Opened	0	0	181	9	134	113	36	256	729	64	793
New Open Escrows Average Days on Market	0	0	56	12	66	30	48	47	49	17	47
New Open Escrows Average List Price	0.0	0.0	257.2	212.5	221.1	326.4	500.0	339.7	297.6	343.2	299.7

CLOSED SALES:

New Escrows Closed	0	0	27	3	17	10	7	29	93	8	101
Total YTD Escrows Closed	0	0	162	7	131	103	33	232	668	62	730
Volume of New Sales Dollars in Millions	0.000	0.000	6.598	0.983	4.651	2.747	2.338	10.425	27.740	3.034	30.774
Volume of Total YTD Sales in Millions	0.000	0.000	39.737	1.6000	31.305	29.461	11.179	77.717	191.000	21.775	212.775
Average Sale price in Thousands	0.0	0.0	244.4	327.5	273.6	274.7	334.0	359.5	298.3	379.3	304.7
Median Sale Price in Thousands	0.0	0.0	235.0	220.0	250.0	275.0	330.0	355.0	285.0	335.0	289.4
Coop Sales	0	0	25	2	15	8	6	25	81	6	87
Percent of Coop Sales	0.0	0.0	92.6	66.7	88.2	80.0	85.7	86.2	87.1	75.0	86.1
Average Days on Market	0	0	78	71	141	70	81	81	90	87	89
Sales at List Price	0	0	15	2	8	4	2	14	45	2	47
Percent of Sales at List Price	0.0	0.0	55.6	66.7	47.1	40.0	28.6	48.3	48.4	25.0	46.5
Sales to Listing Inventory Ratio	0.0	0.0	60.0	150.0	63.0	30.3	53.8	41.4	48.9	36.4	47.6
Final Sale to New Listing Ratio	0.0	0.0	122.7	150.0	121.4	41.7	140.0	61.7	81.6	88.9	82.1

CLOSED SALES TYPE

Foreclosure / REO	0	0	6	0	1	0	1	1	9	0	9
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	2	0	0	1	3	1	4
Standard	0	0	21	3	14	10	6	27	81	7	88
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED
441

AUGUST 2014 SCV RESIDENTIAL MLS SUMMARY
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP ESCROW OPENED
399

RESIDENTIAL PROP ESCROW CLOSED
362

ACTIVE INVENTORY:

NEW LISTINGS	12	12	71	23	41	87	13	100	359	82	441	TOTAL
TOTAL ACTIVE LISTINGS	38	27	154	51	77	148	33	191	719	186	905	
AVERAGE DAYS ON MARKET	77	103	80	89	60	66	77	69	73	73	73	
AVERAGE LIST PRICE IN THOUSANDS	591.2	776.3	545.8	561.0	473.1	492.2	593.6	586.0	552.0	370.5	514.7	
MEDIAN LIST PRICE IN THOUSANDS	530.0	725.0	430.0	499.0	459.0	459.0	575.0	499.9	480.0	279.9	447.0	
BOMS	3	2	18	10	7	16	3	22	81	13	94	
AVERAGE BOM PRICE IN THOUSANDS	354.6	482.5	368.8	412.5	339.0	435.3	580.0	491.4	428.2	325.2	413.9	
BOM TO SALE RATIO	50.0	40.0	23.7	50.0	21.9	26.7	12.0	26.4	26.4	23.6	26.0	
EXPIRATIONS	2	0	5	2	0	12	3	15	39	12	51	

PENDING SALES:

NEW ESCROWS OPENED	13	6	77	30	30	60	15	100	331	88	399	
TOTAL YTD ESCROWS OPENED	73	38	517	199	258	485	120	645	2,315	484	2,779	
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	44	53	52	44	40	42	55	50	48	62	50	
NEW OPEN ESCROWS AVERAGE LIST PRICE	472.9	466.1	374.4	459.6	412.9	470.3	646.9	511.6	462.3	320.0	438.1	

CLOSED SALES:

NEW ESCROWS CLOSED	6	5	76	20	32	60	25	83	307	55	362	
TOTAL YTD ESCROWS CLOSED	65	32	469	177	239	414	104	581	2,081	414	2,495	
VOLUME OF NEW SALE DOLLARS IN MILLIONS	2,693	3,210	27,644	8,551	12,643	27,846	14,694	47,242	144,523	15,436	159,960	
VOLUME OF TOTAL YTD SALES IN MILLIONS	26,623	15,486	183,177	81,615	84,016	182,583	59,768	288,288	921,556	135,100	1,056,656	
AVERAGE SALE PRICE IN THOUSANDS	448.8	642.0	363.7	427.6	395.1	484.1	587.8	569.2	470.8	280.7	441.9	
MEDIAN SALE PRICE IN THOUSANDS	445.0	599.9	370.0	433.0	350.0	437.0	595.0	498.0	435.0	229.0	415.0	
COOP SALES	4	4	66	17	24	44	21	70	250	42	292	
PERCENT OF COOP SALES	66.7	80.0	86.8	85.0	75.0	73.3	84.0	84.3	81.4	76.4	80.7	
AVERAGE DAYS ON MARKET	118	133	131	81	131	113	145	84	103	99	103	
SALES AT LIST PRICE	1	1	36	10	12	29	8	36	133	26	159	
PERCENT OF SALES AT LIST PRICE	16.7	20.0	47.4	50.0	37.5	48.3	32.0	43.4	43.3	47.3	43.9	
SALES TO LISTING INVENTORY RATIO	15.8	18.5	49.4	39.2	41.6	40.5	75.8	43.5	42.7	29.6	40.0	
FINAL SALE TO NEW LISTING RATIO	50.0	41.7	107.0	87.0	78.0	69.0	192.3	83.0	85.5	67.1	82.1	

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	10	1	1	1	1	2	16	3	19	
SELLER CONCESSIONS	0	0	0	0	0	0	0	1	1	0	1	
SHORT SALE	0	0	2	3	2	4	0	2	2	17	17	
STANDARD	6	5	64	17	28	55	23	78	276	47	323	
NOT SPECIFIED	0	0	0	1	0	0	1	0	2	0	2	

SELLING PRICE RANGE:

AVG. SELL TIME	SELLING TIME - PRICE CHANGE	PRICE REDUCTION	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	50	12	4	4	5853	8.1
100,000 TO 109,999	0	1	0	0	N/A	0.0
110,000 TO 119,999	74	5	2	2	34500	22.6
120,000 TO 139,999	80	7	7	4	9828	56.6
140,000 TO 159,999	69	3	3	3	8297	5.1
160,000 TO 179,999	72	19	6	5	12775	6.8
180,000 TO 199,999	44	17	11	5	3864	1.9
200,000 TO 249,999	34	60	38	22	4403	3.8
250,000 TO 299,999	77	61	21	11	4354	1.3
300,000 TO 349,999	43	66	29	20	13924	3.7
350,000 TO 399,999	55	87	37	17	6289	1.5
400,000 TO 449,999	37	100	45	29	7416	1.3
450,000 TO 499,999	37	82	37	26	19455	3.8
500,000 TO 549,999	40	52	18	13	9197	1.6
550,000 TO 599,999	46	54	28	19	19155	3.2
600,000 TO 699,999	37	80	29	21	17528	2.5
700,000 TO 799,999	35	51	11	9	15275	2.0
800,000 TO 899,999	12	29	2	1	4500	0.5
900,000 TO 999,999	45	35	6	5	23433	2.2
1,000,000 TO 1,999,999	60	35	6	4	107500	8.7
MORE THAN 2,000,000	85	9	2	2	N/A	51.5
TOTALS	45	854	342	222	108353	2.0

2014 RMLS TOTAL - \$ VOLUME

\$1,056,656,000

SALES
2,528

LISTINGS
3,717

*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]

REALTOR® RESOURCE CENTER

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

MAINTENANCE & REPAIRS

GARY SCHIFF PLUMBING
Owner operated, Roto Rooter, Main Line Drain Cleaning.
Fast Reliable, inexpensive plumbing repairs. Water
heaters, garbage disposals, faucets, pressure regulators
and more. St Lic #683205.....(818) 700-1079
Exp. #1 (1-15)

VACANT HOME CLEANING SPECIALIST
APPLE CLEANING/PAINT. FORECLOSURES, HAULING.
(661)298-2084JOHN/JUNECARPETSHAMPOO(818)929-9242
Exp. #1 (1-15)

PROFESSIONAL SERVICES

PERMIT PLAN PERMIT PLAN
LEGALIZE ROOM ADDITION. BUILDING CODE
VIOLATION ALEX .. (818) 497-3799
Exp. #12 (12-2014)

MOLD INSPECTIONS
ESCROW MOLD SCREENING / INVESTIGATIONS Starting
at \$175.00 including letter report. Sampling & lab fees additional charge
CERTIFIED ENVIRONMENTAL PROFESSIONALS
Professional Property Inspections L.L.C. / Environmental Services
CIEC, CMRS, WRT ASB-BI/MP 818-707-7725
Exp. #1 (1-2015)

SWIMMING POOL INSPECTIONS
BY LICENSED C-53 POOL CONTRACTOR (#610398)
INCLUDES WRITTEN REPORT
THE POOLWORKS 805-577-6822
Exp. #1 (2015)

ADVERTISING



As a REALTOR®, you belong to the
most knowledgeable and trustworthy
group of professionals the industry
has to offer. But how do you let clients
know that?

Tell them. Show them.
Wear your REALTOR® pin
with pride.

Only REALTORS® are members of the National Association of REALTORS®



PROFESSIONAL SERVICES

Jimmy's Hauling
Yard, Garage, Trashout
Small Demo, Cleanup & Hauling
CA Lic. No. 764219
818-535-8489
Exp. #10 (9-14)

NEED PHOTOS? PHOTOS FOR NEW LISTINGS IS \$120. PORTRAIT IS \$80.
WILL BE READY FOLLOWING DAY
EMAIL: benclee194@hotmail.com
Exp. #10 (10-17-14)

**CONSTRUCTION COMPANY SEEKING
RESIDENTIAL & COMMERCIAL PROJECTS TO BUILD
OR REHAB, WE ARE YOUR PRINCIPAL
LEVITZ BUILDING COMPANY
818 - 426 - 3252**
Exp. #12 (12-14)

LICENSED LAND SURVEYOR
LOT LINES, LOT LINE ADJUSTMENT,
ARCHITECTURAL SURVEY,
CERT OF COMPLIANCE, FEMA ELEV CERT.
DAN MAY.....661-776-5554
Exp. #1 (1-1-15)

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

FOR RENT OR LEASE

CENTURY 21 OFFICE LEASING DESK SPACE! SHARED
OFFICE WITH CHOICE OF INDIVIDUAL & MULTIPLE
DESKS PERFECT FOR SIMILAR BUSINESSES
CALL TODAY 818-225-1750
OR EMAIL
ALINECOSGROVE@GMAIL.COM
Exp. #11 (11-14)

TERMITE INSPECTION

Termite Inspection Retrofitting Inspection

Termite Inspection

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

Retrofitting Inspection

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

EZ Pest Control, INC.

EZ Home Improvement, INC.

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



Get two inspections for one call

REAL ESTATE

Park Regency Welcomes

**Maria
Arias**



CalBRE license
01312696

**Mauricio
Castro**



CalBRE license
01464370

**Olga Barrientos-
Senda**



CalBRE license
01317973



WWW.PARKREGENCY.COM/AGENTCENTER

f FACEBOOK.COM/PARKREGENCY

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



REALTOR® RESOURCE CENTER

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

CONSTRUCTION



STYL'N CONSTRUCTION, INC.

R.E.O. / Foreclosures
Email: Styl'n@earthlink.net

Hey Brokers - We Do It All!

- Trash-Outs
- Initial Yard Clean-Up
- Initial Cleaning
- Emergency Preservation
- Pool Clean-Ups
- Monthly Services
- Lead Bids
- Retrofitting Bids
- FHA - HUD Lender Requirements
- Interior Paint
- Carpet - Vinyl - tile
- Exterior Paint

No One Has Our Experience Or Billing Terms!

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

Office: (818) 407-1327

Fax: (818) 407-1462

Licensed • Bonded & Insured • Lic. #806623

LEGAL

THE LAW FIRM OF KATZ & BLOCK DENNIS P. BLOCK & ASSOCIATES The Number One Law Firm Specializing in TENANT EVICTIONS UNLAWFUL DETAINER



ENCINO
(818) 986-3147



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

FULL COLLECTION SERVICES
FREE FORMS AND
TELEPHONE CONSULTATIONS

Open Monday through Saturday
Call after hours for our informational hotline
including free forms

OTHER AREA OFFICES:
LOS ANGELES 323-938-2868
VALLEY VILLAGE 818-432-1980

TOLL FREE
800-77EVICT

www.evict123.com

REAL ESTATE

\$39 per month
100%
COMMISSION



GOLD STAR REALTY

We Offer:

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

(818) 757-4567

20 YEARS IN BUSINESS

17815 Ventura Blvd., Suite 205, Encino

TERMITE INSPECTION & FUMIGATION

**NORDHAGEN AND
DAUGHTERS**
EXTERMINATING
COMPANY INC.

TERMITE INSPECTIONS & FUMIGATIONS

SRAR 2002 "AFFILIATE OF THE YEAR"

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

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

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

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

REALTOR® RESOURCE CENTER

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

MARKETING

GET *more* LEADS

THE PREMIERE ONLINE MARKETING SOLUTION
FOR REAL ESTATE AGENTS & BROKERS

GET MORE
START YOUR FREE
30-DAY TRIAL
TODAY



CALL TOLL-FREE **888-277-9779** VISIT **Point2.com**

Point2

HOME MORTGAGE

**WELLS
FARGO**

**HOME
MORTGAGE**

Ready to buy a home?

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

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

Call your local Wells Fargo Home Mortgage office today!

San Fernando Branch, 818-838-2146

Encino on the Boulevard, 818-808-1038

Woodland Hills, 866-983-6777

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

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



PRINTING

**Southland Regional
Association of Realtors® Inc.**

(818) 947-2246

PRINT SHOP & GRAPHIC DESIGN SERVICES

Make Us Your Choice For All Your Printing Needs!

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



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

Fast Turn Around! Competitive Pricing!



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

**7232 Balboa Blvd.
Van Nuys CA 91406**

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

AREA MEETING ANNOUNCEMENTS

EAST NORTH **Thursdays**

Chairperson: Doc Holladay
Phone: (818) 987-9500
Co-Chair: Rudy Leon
Phone: (818) 642-7839
Location: Lulu's Restaurant - 16900 Roscoe Blvd., Van Nuys
Time: 8:45am

OUTWEST **Fridays**

Chairperson: Larry Gutierrez
Phone: (818) 416-7077
Co-Chair: Steve Peterson
Phone: (818) 914-2536
Education Chairman: Ron Henderson
Phone: (818) 999-2945
Location: Weiler's Deli
22323 Sherman Way
Canoga Park, CA 91303
Time: 8:30 A.M. - 9:30 A.M.

Affiliate Networking, MLS Pitches, Caravan,
Guest Speakers

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

Chairperson: Brian Hatkoff, CCIM
Phone: (818) 701-7789
Web: www.commercialdataexchange.com
Time: 8:30 A.M.
Location: SRAR Auditorium
7232 Balboa Blvd., Van Nuys

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

Chairperson: Havery Osherenko
Phone: 818-522-7592 - harveyok2@yahoo.com
Location: SRAR Auditorium, 7232 Balboa Blvd.,
Van Nuys, CA 91406
Time: 9:00 a.m.

R.E. NETWORK **Fridays (expt. holidays)**

Contact For Information: Bud Mauro
Phone: (818) 349-9997
Location: El Cariso Golf Club Restaurant, "The 19th Hole". 13100 Eldridge Ave., Sylmar CA. Exit 210 Frwy at Hubbard, N. to Eldridge, E. to Golf Club Entrance. [TG-482 D 3]
Time: 8:30 – 9:30 A.M. - EVERY FRIDAY

SCV CARAVAN **2nd & 4th Fridays**

Chairperson: Dean Vincent
818-802-8856 or MDeanVincent@RealtyExecutives.com
Location: SRAR SCV Division
20655 Soledad Canyon Rd #33, Canyon Country 91351
Dates: 2nd and 4th Fridays of the month
Time: 8:30am
Upcoming Meetings:

September	12	September	26
October	10	October	24