## REALTOR® REPORT

The Official Publication of Southland Regional Association of REALTORS $^{ ext{ iny B}}$ 



### WILL LOW LOAN RATES AMP UP HOME MARKET?

TYPICALLY, THIS IS A SLOW SEASON FOR HOME SALES, YET THE LOWEST INTEREST RATES ON HOME LOANS IN 18 MONTHS MAY WELL FUEL HIGHER THAN EXPECTED ACTIVITY AS 2014 WINDS DOWN.

October home sales statewide stayed flat, despite the low interest rates, while home resale prices increased at the slowest pace since 2012.

"As we move into the off-peak home buying season, prospective buyers who may have delayed their purchase earlier in the year should take advantage of the current favorable market conditions and resume their home search," said Chris Kutzkey, the 2015 president of the California Association of Realtors.

"With home prices stabilizing and interest rates dropping back down to levels not seen since midlast year, housing affordability should improve to benefit buyers," Kutzkey said.

California home sales in October were unchanged from September, but fell 1.9 percent from October 2013.

The median price of an existing, singlefamily detached California home decreased 2.3 percent from September's median price of \$461,370 to \$450,620 in October.

But that median was up 5.4 percent from the revised \$427,540 recorded in October 2013.

The statewide median home price has been higher on a year-over-year basis for more than two years. The median sales price is the point at which half of homes sold for more and half sold for less; it is influenced by the types of homes selling and a general change in values.

There were pockets of strong sales growth, especially in coastal regions.

"The Bay Area, for example, continued to exhibit strong price gains, decent sales growth, and extremely low housing inventory," said C.A.R. Vice President and Chief Economist Leslie Appleton-Young. "If current price and rate conditions persist, overall home sales should improve for the rest of the year."

### **Mortgage Applications on the Rise**

At a time of year that typically sees activity decrease, loan demand nationwide was on the rise last week, posting a strong rebound that was driven mostly by applications to purchase a home.

The surprising increase in demand, the Mortgage Bankers Association reported, came despite interest rates on home loans staying mostly flat. The 30-year, fixedrate mortgage interest rate declined slightly to 4.18 percent from 4.19 percent.

Total application volume, which reflects applications for home purchases and refinances, climbed nearly 5 percent week-to-week. Broken out, refinance applications rose 1 percent week-to-week, while applications for home purchases, viewed as a gauge of future home buying activity, surged 12 percent. It was the highest level for purchase applications since July, the MBA reported.

"The MBA and other data are showing strength in the market for new homes, likely reflecting the boost from continued job growth in recent months," said Michael Fratantoni, the MBA's chief economist.

Nevertheless, despite the rebound, purchase applications remain 6 percent below year-over-year levels.

### SETTLE REAL ESTATE DISPUTES QUICKLY

Parties to real estate transactions can settle disputes quickly and informally by using a unique, free Ombudsman service provided by the Southland Regional Association of Realtors.

Anyone in a real estate dispute with a member of the Association who has not yet or does not want to file an official complaint can take advantage of the program. An ombudsman will help resolve disputes in a timelier and less formal fashion, which benefits all parties.

For more information, contact Michelle Gerhard, SRAR's Professional Standards administrator, at

818-947-2226 or via email at michelleg@srar.com.

With the Ombudsman Program, individuals seeking assistance can expect to be contacted by their assigned ombudsman within two business days. The Ombudsman Program uses trained volunteers who work with the parties from start to the finish of a dispute.

### **CONSUMER PRICE INDEXES JULY 2014** PERCENT CHANGE **INDEXES** YEAR ENDING **AUG SEP AUG SEP** SEP SFP 2013 2014 2014 2013 2014 2014 Los Angeles -Riverside -239.611 243.556 243.623 1.8 1.7 0.0 **Orange County**



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## HOME SELLERS' CONFIDENCE HITS NEW HIGH

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

When it comes to housing, as Americans' personal finances improve, optimism about buying or selling a home follows not far behind



Indeed, a recent study by Fannie Mae found people so optimistic about the housing market and their personal fortunes that confidence in home selling hit a new

high.

The share of respondents who said they expected their personal financial situation to improve during the next 12 months climbed last month to 45 percent—seven points higher compared to one year ago.

Meanwhile, the share expecting their financial situation to worsen decreased to 10 percent.

Although consumer attitudes about the direction of the economy remained subdued, with only 40 percent of survey respondents saying the economy is on the right track, the October results marked a 13 percentage point improvement compared to the same time last year.

All that suggests consumers are growing more optimistic about the housing market in the face of broader improvement in the economy. And it comes just as price increases moderate, stalling further erosion of home affordability, along with continued low interest rates.

Indeed, the share of consumers who expect their personal finances to get better is near its highest level on record, while the naysayers, those expecting finances to tumble, reached a survey low.

As the pace of home resale price

C.A.R. Region	Housing Affordability Index	Median Home Price	Includ	hly Payment ling Taxes & surance	Minimum ifying Income
Calif. Single-family home	30	\$ 467,700	\$	2,370	\$ 94,960
Calif. Condo/Townhome	39	\$ 375,050	\$	1,900	\$ 76,150
Los Angeles Metro Area	32	\$ 423,660	\$	2,150	\$ 86,020
Inland Empire	47	\$ 275,700	\$	1,400	\$ 55,980
San Francisco Bay Area	21	\$ 744,350	\$	3.780	\$ 151,140
United States	57	\$ 217,300	\$	1,100	\$ 44,120
San Francisco Bay Area					
Alameda	19	\$ 710,220	\$	3,610	\$ 144,210
Contra-Costa (Central Cty.)	19	\$ 764,380	\$	3,880	\$ 155,200
Marin	15	\$ 1,040,490	\$	5,280	\$ 211,270
Napa	21	\$ 615,510	\$	3,120	\$ 124,980
San Francisco	15	\$ 929,790	\$	4,720	\$ 188,790
San Mateo	15	\$ 1,070,000	\$	5,430	\$ 217,260
Santa Clara	21	\$ 860,000	\$	4,370	\$ 174,620
Solano	49	\$ 331,060	\$	1,680	\$ 67,220
Sonoma	29	\$ 495,140	\$	2,510	\$ 100,540
Southern California					
Los Angeles	25	\$ 481,870	\$	2,450	\$ 97,840
Orange County	20	\$ 696,980	\$	3,540	\$ 141,520
Riverside County	41	\$ 318,440	\$	1,620	\$ 64,660
San Bernardino	57	\$ 213,540	\$	1,080	\$ 43,360
San Diego	25	\$ 517,810	\$	2,630	\$ 105,140
Ventura	27	\$ 592,570	\$	3,010	\$ 120,320
Central Coast					
Monterey	27	\$ 455,000	\$	2,310	\$ 92,390
San Luis Obispo	24	\$ 482,140	\$	2,450	\$ 97,900
Santa Barbara	14	\$ 755,750	\$	3,840	\$ 153,450
Santa Cruz	17	\$ 685,000	\$	3,480	\$ 139,090
Central Valley					
Fresno	53	\$ 204,410	\$	1,040	\$ 41,500
Kings County	64	\$ 179,670	\$	910	\$ 36,480
Madera	58	\$ 178,570	\$	910	\$ 36,260
Merced	55	\$ 172,430	\$	880	\$ 35,010
Placer County	44	\$ 384,730	\$	1,950	\$ 78,120
Sacramento	48	\$ 275,330	\$	1,400	\$ 55,900
Tulare	56	\$ 177,870	\$	900	\$ 36,120 ion of Realtors

Source: California Association of Realtors

increases slowed, the share of consumers who think it's a good time to sell a home reached another survey high

"The narrowing gap between home buying and home selling sentiment may foreshadow increased housing inventory levels and a better balance of housing supply and demand," said Doug Duncan, the chief economist at Fannie Mae.

With more people expecting interest rates to rise next year, look for all the forces currently in play to give home sales, locally and nationally, during the closing months of 2014 and well into 2015 a shot in the arm.

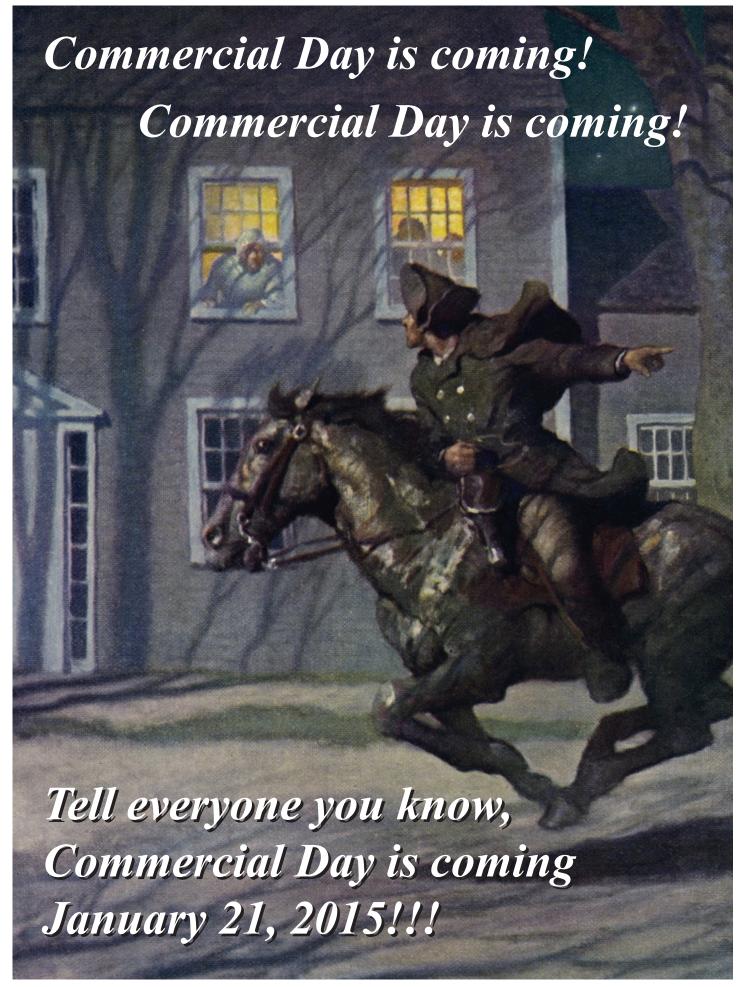
Rising resale prices put a damper on many people's ability to buy—with about

one in four Southern California residents able to afford a median-priced home—but those higher prices bringing out more sellers and boost inventory. Owners who said now is a good time to sell increased to 44 percent—a new all-time high for the survey.

With investors gone, distressed sales vanished, underwater owners dwindling, rates still low, inventory rising—looks like 2015 could be fun.



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# C.A.R.'S 2015 LEADERSHIP TEAM BEGINS TERM

LOS ANGELES (Nov. 11) - The CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.) announced today that its 2015 Leadership Team is now in place. Leading the team is C.A.R. President Chris Kutzkey, a second-generation REALTOR® and broker in Northern California. Serving with Kutzkey are President-elect Pat "Ziggy" Zicarelli, Treasurer Geoff McIntosh, and Chief Executive Officer Joel Singer. The 2015 officers begin their official term this week at the close of the NATIONAL ASSOCIATION OF REALTORS® (NAR) Conference and Expo in New Orleans.



Kutzkey previously served two years as C.A.R. treasurer and was chair of C.A.R.'s Strategic Planning and Finance Committee in 2012 and 2013. She currently serves on NAR's Strategic Thinking and Public Policy committees. She was the 2002 recipient of C.A.R.'s Outstanding Committee Chair Award and was honored several times as her local association's REALTOR® of the Year. Additionally, Kutzkey served two terms as president and two terms as treasurer of her local association of REALTORS®, and one term as a director for California Regional Multiple Listing Services, Inc., (CRMLS). Kutzkey holds numerous professional designations, including GRI and CRB and has won various industry

awards, including C.A.R. Director for Life. She most recently served as president-elect of C.A.R.



Pat "Ziggy" Zicarelli is a second-generation REALTOR® from Birmingham, Ala., and is the founder and CEO/Broker of Style Realty & Investments Company, Inc. in Tarzana, Calif. Active in organized real estate since 1976, he has served in leadership positions for his local, state, and national associations of REALTORS®, including president of his local association (SRAR), and brings more than 37 years of real estate experience to the position. Zicarelli has served on numerous committees, including C.A.R.'s Strategic Planning and Finance Committee in 2014 and 2003-2005 and Executive Committee in 2013 and 1999. Among the numerous committees he has chaired include C.A.R.'s Association

Presidents Committee in 2012, Legislative Committee in 2010, and Housing Affordability in 2008.



In his second year as Treasurer, Geoff McIntosh is broker and co-owner of Main Street REALTORS® in Long Beach, Calif. He oversees the activities of his 230-plus REALTORS® and also serves the real estate needs of his own clients. Active in organized real estate, McIntosh previously served as president of the Pacific West Association of REALTORS®, the Greater Long Beach Association of REALTORS®, and the Apartment Association, California Southern Cities. McIntosh is currently a member of the boards of directors of the NATIONAL ASSOCIATION OF REALTORS®, CALIFORNIA ASSOCIATION OF REALTORS®, and the Pacific West Association of REALTORS®. He previously served as an officer and member of the board of directors of the California Regional Multiple Listing Services, Inc. (CRMLS).



C.A.R. CEO Joel Singer has held the Association's top staff position since November 1989 after serving as C.A.R.'s chief economist and heading the Association's public affairs department. He was instrumental in developing Real Estate Business Services Inc. (REBS), C.A.R.'s for-profit subsidiary, and serves as its president. He also is president and chief executive officer of zipLogix®. Singer joined C.A.R. in 1978.

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.

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### Download the CRMLS App and Stay Connected with CRISNet

Now, enjoy the power of CRISNet in the palm of your hands with the new CRMLS iPhone and Android mobil app – available for free download at the <u>Apple Store</u> and <u>Google Play</u>. You can also find the mobile app by doing a search for the term "CRMLS" in both the Apple Store and Google Play or by scanning either of the QR Codes in the image below.

The CRMLS mobile app, designed for agents who are members of the CRISNet MLS, provides convenient access to the CRISNet MLS Matrix platform. Your CRISNet MLS Matrix username and password are required to log-in to the app.



Through the CRMLS mobile app you will have valuable access that you currently have in the CRISNet Matrix platform including:

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Additional features of the CRMLS app include:

- HomeSpotter™ Tool whether you are standing in front of a house or sitting in your office, simply point your phone in the direction you desire to find homes and instantly receive full listing details on your mobile device screen
- Draw Tool Looking for homes in a specific area? Simply draw a circle on the map to see properties in the selected area.

Download the CRMLS mobile app today and stay connected to CRISNet wherever you go!

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### Tract Utility & SRAR REALTORS® = Success!







### A Powerful Member Benefit!

ReboGateway's Tract Utility is provided to you as a Member Benefit by SRAR. It offers a data system for real estate brokers and agents looking to grow their business by acquiring more real estate listings. ReboGateway's Tract Utility tool provides turnover (sales) rates that can be associated with much higher level of home sales. Knowing where the housing tracts or census tracts are located that have higher levels of sales (turnover rate) occurring gives an agent a very real and very distinct edge. This turnover rate data allows you to focus your efforts on the housing or census tracts that are more likely to sell... saving you time and money in acquiring new listings.



### **Simple Instructions:**

- 1. Choose the county you wish to find turnover rates within.
- 2. Click on the pink button "Find Tract"
- 3. Select the city or zip code you want to find turnover rates in.
- 4. Select the property types you wish to evaluate (SFR's, Condo's, or MFR's.)
- 5. Select the grouping: Housing Tract or Census Tracts
- 6. Click Submit
- 7. The tracts will be returned from the highest turnover rate to the lowest turnover rate.
- Click on the tract you want to see, and you will be provided with all of the data on the tract.
- 9. Enjoy!

The Southland Regional Association of REALTORS® is the "Voice For Real Estate" in the San Fernando and Santa Clarita valleys. Our mission is to provide products and services to our members so that they may successfully pursue the real estate profession with fairness, competency and high ethical standards, and, through collective action, promote the preservation of real property rights.



### How to Gain Access to ReboGateway's Tract Utility:

- 1. SRAR Member's go to srar.rebogateway.com (do not put www. before srar.rebogateway.com).
- 2. Click on the red "Login" button
- 3. Above the box, click on: Current member of the SRAR? Click here to get your password.
- 4. Enter the email address you have on file with SRAR (they must match), click "Retrieve Login Information".
- 5. A password will be emailed to you.
- 6. Use the same email address and the emailed password to gain access to this powerful Tract Utility.

### **About Tracts:**

Housing Tract – not all homes are part of a housing tract, but most are. The tract number and lot number are recorded if the home is built within a housing tract. These are normally smaller groups of homes, from 20 – 200 homes within a tract.

Census Tract – is a geographic region defined for the purpose of taking a census. All homes are parts of census tracts and are usually larger groups of homes, from 200 – 2000 homes.

You have the choice within ReboGateway's Tract Utility to group homes by smaller Housing Tracts or by larger Census Tracts to view turnover rates.

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# Sponsor a Child in Need

### SRAR's Kids' Holiday Party



For just \$25, you could make a child's Holiday dreams come true!

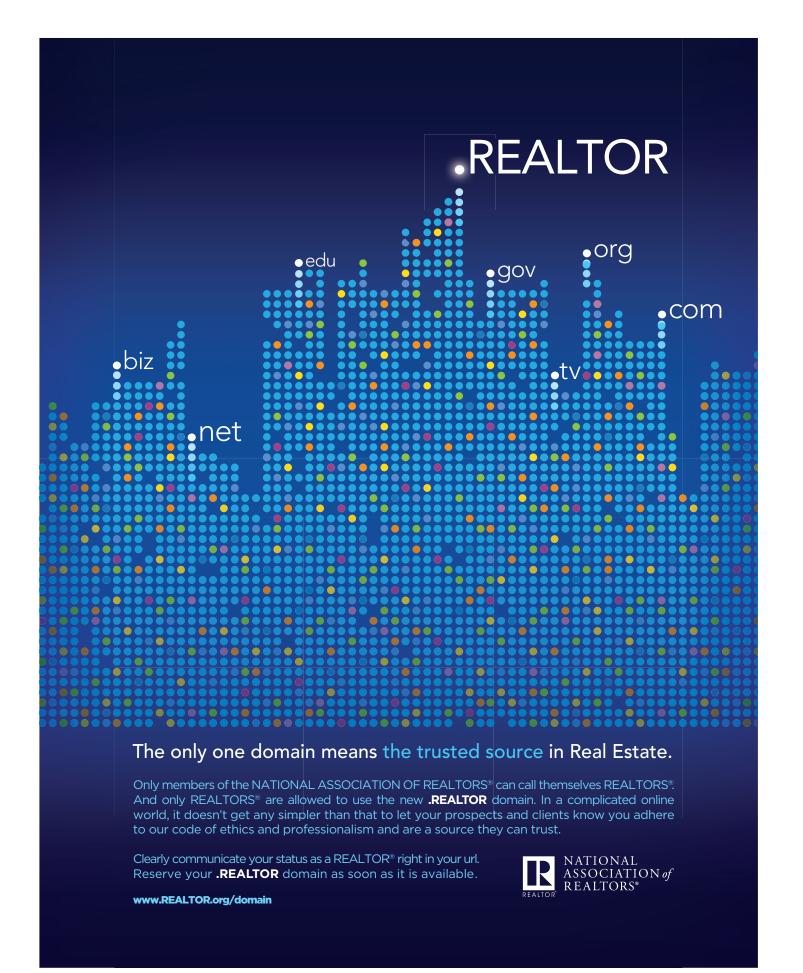
Each year, with support of the SRAR Charitable Foundation, SRAR selects children from a local school in a low-income area of the San Fernando Valley to give them a memorable and happy Holiday experience.

On Thursday, December 4th, up to 80 children will come to the SRAR office in Van Nuys where they will be treated to a delicious lunch, a visit from Santa Claus, and presented with gifts that they can share with their family.

You can help spread the Holiday cheer by sponsoring one of these children. Take a moment to sponsor a child today! Your sponorship is tax deductible. SRAR Charitable Foundation 501c3 #95-4323748

Name:	# of Children to Sponsor at \$25 each:
Tel #:	Email:
Do you prefer to sponsor a child anonymously?   YES	NO
Do you prefer to sponsor a child in someone else's name?  If yes, please provide the nar	
	ow. Checks may be made to 'SRAR Foundation' and sent to boa Blvd. Van Nuys, CA 91406.
CC#:	Expiration Date:
Name as it appears on card:	Total Amt to be Charged:
Signature to authorize charge:	

Completed forms with credit card information may be faxed to 818-786-4541. If sponsoring by check, please send form along with check by mail



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Chiavassa, Laura Anne Hal Wheatley Real Estate Services 28383 Stansfield Lane Santa Clarita, CA. 91350

Gaeta, Yolanda Yolanda Gaeta 13437 Victory Blvd. #11 Van Nuys, CA. 91401

Jesse, Kathi D. Re/Max Signature Services 24591 Del Prado #100 Dana Point, CA. 92629 Kinigstein, Brett A. State Street Realty 2318 26th St. Santa Monica, CA. 90405

Manasyan, Arman Paladio Realty 6308 Woodman Ave., Unit 202 Van Nuys, CA. 91401

Owen, Daryl Robert Nationwide Real Estate Services 6725 Sunset Blvd. #450 Los Angeles, CA. 90028

Young, Alan Richard Icon Realty Services, Inc. 21700 Oxnard Street, Suite 2030 Woodland Hills, CA. 91367

### SECOND POSTING

Abrishami, Arian Arian Abrishami 1262 Beryl St. #43 Redondo Beach, CA. 90277-4228

Andrade, Carlos Carlos Andrade 8810 Memory Park Ave. #202 North Hills, CA. 91343

Aprahamian, Norair PWR Properties 7979 W. Sunset Blvd. Los Angeles, CA. 90046

Bonyadi, Vazrik Hall & Chambers 2300 W. Magnolia Blvd. Burbank, CA. 91506

Chung, Paul Paul Chung 11812 Preston Trails Ave. Porter Ranch. CA. 91326

Dadourian, Alex A. Alex Dadourian 9249 Reseda Blvd. #101 Northridge, CA. 91324

Escobar, Ronald O. Century 21 Select 5651 W. Pico Blvd. #203 Los Angeles, CA. 90019 Flaig, Donald Primestar Properties 5707 Corsa Ave. Suite 104 Westlake Village, CA. 91362

Goldberg, Paul Freedom Financial Options 25008 Smokewood Way Stevenson Ranch, CA. 91381

Graham, Marcella Antonia Hansen Probate Property Specialists 433 N. Camden Dr., 6th Floor Beverly Hills, CA. 90210

> Guzman, Jesse Global Premier Properties, Inc. 15545 Devonshire St. #103 Mission Hills, CA. 91342

Hanes, Howard Bruce Hanes Investment Realty, Inc. 4500 E. Thousand Oaks Blvd. #103 Westlake Village, CA. 91362

Landon, Kathryn Marie Re/Max Estates 30495 Canwood St. #101 Agoura Hills, CA. 91301

Leakas, Sophia Koulakis Sophia Koulakis Leakas 15635 Cobalt St. Unit B Sylmar, CA. 91342 Moore, Tanya Elizabeth Tanya Moore 23914 Lakeside Rd. Valencia, CA. 91355

Norouzi, Arvin Sunrise Realty Group 9852 Lasaine Ave. Northridge, CA. 91325

Offshack, Wendy ARESI, Inc. 27943 Seco Cyn. Rd. #531 Santa Clarita, CA. 91350

Pinto, Maria J. Pinto Real Estate Services 17430 San Fernando Mission Blvd. Granada Hills, CA. 91344

Sullwold, Shaye L. Shaye Sullwold 8335 W. Sunset Los Angeles, CA. 90069

Tarlow, Linda Beth Linda Tarlow Real Estate 12400 Ventura Blvd., Suite 1275 Studio City, CA. 91604

Yahiayan, Margarit West Coast Financial & Realty, Inc. 1811 W. Glenoaks Blvd., Ste. C Glendale, CA. 91201

### **REALTOR® APPLICANTS**

Abram, Karen Mariorie / Keller Williams Realty Calabasas / Calabasas Alvandian, Daniel / Valley Park Realty / Porter Ranch Anosheh, Sarah Firouzabadi / Alternative Realty Group / Agoura Hills Arditty, Angela / Keller Williams VIP Properties / Valencia Armas, Marina / Century 21 All Moves / Granada Hills Arriaga, Carlos W. / GMAX Properties Inc. / Sylmar Ceron Gonzalez, Bryan James / Rodeo Realty, Inc. / Westlake Village Chang. Jason G. / Pinnacle Estate Properties / Encino Chernyaysky, Natalia / Pinnacle Estate Properties / Encino Colletta, Susan / Westridge Realty / Valencia Colon, Jose / West Coast Financial & Realty / Glendale Cook, Elizabeth E. / Global Premier Properties Inc. / Mission Hills Dannenfelser, Jonathan / C.A. Financial & Realty / Woodland Hills Diaz, Dragana / Coldwell Banker Calabasas / Calabasas Diaz. Ronald / On The House Homes & Loans / Chatsworth Didio, Leead / Coldwell Banker Calabasas / Calabasas Dominguez, Rodrigo Antonio / The Real Estate Plaza / Granada Hills Fish, Alexander Matthew / Realty Executives / Newhall Fitzpatrick, Debra Frances / Rodeo Realty / Sherman Oaks Freeman, David Alfred / Coldwell Banker Calabasas / Calabasas Georgieva, Ivelina / Keller Williams Realty Encino-Sherman Oaks / Encino

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125   126	12	DESTRUCTION THOUSANDS.  JERAGE BOM PRICE IN THOUSANDS.  OM TO SALE RATIO.  NPINATIONS.  NDING SALES:  EW ESCROWS OPENED.	380.6	849.0	827.7	907.9	0.062,1	841.1	529.3	1.10/
1.00	100   100	JMS. JENSE BOM PRICE IN THOUSANDS. JENSE BOM PRICE IN THOUSANDS. APINATIONS. NDING SALES: EW ESCROWS OPENED	3/4.9		510.0	530.0	089.9	529.0	315.0	450.0
122   167   176   1742   1316   131	122   167   176   1742   1742   1742   1742   1742   1742   1742   1742   1742   1742   1742   1742   1742   1742   1742   1743   1743   1744   1742   1744   1742   1744   174	AFFAGE BOW PHICE IN I HOUSANDS.  APPRATIONS.  NDING SALES:  EW ESCROWS OPENED.	36	41	30	4 (	09	204	108	312
125	10   10   10   10   10   10   10   10	OM TO SALE RATIO KPIRATION	348.8	631.4	622.8	532.8	792.5	597.0	441.3	543.1
122   176   742   135   140	12	KPIRATIONS	34.0	29.7	33.0.	29.4	33.1	31.6	27.9	30.2
122   167   176   742   743   743   743   743   744   742   744	122   167   176   742   742   742   742   742   7693   6529   6229   6	NDING SALES: EW ESCROWS OPENED	17	27		26	36	135	137	272
122   1167   176   742   742   742   7492   7693   6529   6529   7693   7693   6529   6529   7693   7693   6529   6529   7695   7693   6529   6529   6529   7695   7695   7695   6623   6668   6627   6627   6638	1,122	EW ESCROWS OPENED.								
1,047	1,047		116	161		167	176	742	400	1,142
Marie   Mari	Marie   Mari	DIAL YID ESCROWS OPENED	1,057	1,384		1,472	1,569	6,529	3,746	10,275
91 100 100 100 100 100 100 100 100 100 1	Section	EW OPEN ESCROWS AVERAGE DAYS ON MARKET	44	42		59	59	51	61	55
91. 160 151 646  1.019 1.385 1,468 6213  606.68.	91. 160 151 646 6213  606.683 89.124 116.206 6213  606.684 736.476 103310 366.689  606.68 736.476 103310 366.689  606.68 736.476 736.476 602.7  75. 497.5 564.0 467.0  32. 419. 795 80.3  38. 4 4 779.5 80.3  38. 4 4 779.5 80.3  38. 4 4 779.5 80.3  38. 4 4 779.5 80.3  38. 4 4 779.5 80.3  38. 4 4 779.5 80.3  38. 4 4 779.5 80.3  38. 4 4 779.5 80.3  38. 4 4 779.5 80.3  38. 4 4 779.5 80.3  41 10 17  41 11 17  42 11 17  44 1 14 11  44 1 17  45 88.5  46 88  47 88  48 7. 4 4 4 11  49 80. 80. 80. 80. 80. 80. 80. 80. 80. 80.	EW OPEN ESCROWS AVERAGE LIST PRICE	336.4	756.0		551.9	769.3	628.6	398.2	547.9
1, 190   1, 150   646	## 1, 190   1, 190	OSED SALES:								
1,019, 1,385	1,146   6,133   6,213     1,019	EW ESCROWS CLOSED	106	138		160	151	646	387	1,033
606.863 88124 1.1016 389.340 606.86 8 736.476 1.033.180 3.666.699 602.7 7.064.75 5.064.0 602.7 7.066.89 602.7 7.066.89 602.7 7.066.89 602.7 7.066.89 602.7 7.066.89 602.7 7.066.89 602.7 7.066.89 602.7 7.066.89 602.7 7.067.8	Color   Colo	OTAL YTD ESCROWS CLOSED	1,017	1,324		1,385	1,468	6,213	3,540	9,753
669.645 758.476 1.033.180 3.166.689. 660.645 755.0 769.6 660.2 7 769.6 660.2 7 769.6 660.2 7 769.6 660.2 7 769.6 660.2 7 769.6 660.2 7 769.6 660.2 7 769.6 660.2 7 769.6 660.2 7 769.6 660.2 7 7 769.6 660.2 7 7 769.6 660.2 7 7 769.6 660.6 7 7 7 8 82.6 7 7 8 82.6 7 7 1 10.0 6 6.0 7 7 8 82.6 7 7 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Color of the col	OLUME OF NEW SALE DOLLARS IN MILLIONS	35.205	88.122		89.124	116.206	389.340	163.744	553.084
A	Color   Colo	OLUME OF TOTAL YTD SALES IN MILLIONS	338.835	908.553	99	736.476	1,033.180	3,686.689	1,449.937	5, 136.626
## 1975   564.0   447.5   467.0   467.	## 1975   564.0   447.5   467.0   477.0   477.	VEHAGE SALE PRICE IN I HOUSANDS	332.1	638.6		0.755	9.697	602.7	423.1	535.4
PRICE CHANGE - PRICE REDUCTION   PACTIVE   P	Name	EDIAN SALE PRICE IN THOUSANDS	340.0	511.0		497.5	564.0	467.0	305.0	427.5
## State	## State	OOP SALES	(2		, 5,	135	021	519	318	/83/
Section	Section	ERCENI OF COOP SALES	67.9	84.8	82.4	84.4		80.3	82.2	91.0
19   19   19   19   19   19   19   19	12   14   14   17   17   18   18   18   18   18   18	VERAGE DAYS ON MARKEI	116	99	92	106	94	101	117	107
35.2 41.9 331.8 41.8 41.8 41.8 41.8 41.8 41.8 41.8 4	35.2 41.9 331.8 41.8 41.8 41.8 41.8 41.8 41.8 41.8 4	ALES AT LIST PRICE		55		9	48	270	191	461
Section	Section	FECENI OF SALES AL LIST PRICE	64.2	39.9	S	41.9	31.8	41.8	49.4	44.6
Solution	Section	ALES IO LISTING INVENTORY RATIO	38.0	35.5	28.4	46.4	29.4	35.0	25.7	30.8
Section   Sect	3. 4. 4. 1 17. 17. 17. 18. 18. 18. 18. 19. 19. 19. 19. 19. 19. 19. 19. 19. 19	INAL SALE IO NEW LISTING RATIO	80.3	07.3	9.66	87.4	0.10	03.60	64.9	8.70
ACTIVE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  ACTIVE NO. LISTINGS TOTAL # SOLD	Section	COSED SALES ITPE	L	•	c		•	1	G	
PRICE CHANGE - PRICE REDUCTION  QCTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  4 4 7 7 7 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	## SECOND   10   6   141	מואסומים ווייייייייייייייייייייייייייייייייי	0 0	4 0		4 0	- 0		07	70
Me - PRICE CHANGE - PRICE REDUCTION   1   3   3   3   3   3   3   3   3   3	Material State   Mate	PELET CONCEDUIONO	0 9	0			0 6	0 7	O 10	3
IME - PRICE CHANGE - PRICE REDUCTION   1	IME - PRICE CHANGE - PRICE REDUCTION   1	ממאמואיד	0.0	:	86	4.46	7.00	4 th	000	0/
ME - PRICE CHANGE - PRICE REDUCTION   A	Me - PRICE CHANGE - PRICE REDUCTION   A	DAKONG COLONIA	-	:	60	04-				008
ME - PRICE CHANGE - PRICE REDUCTION   ACTIVE NO. LISTINGS	ME - PRICE CHANGE - PRICE REDUCTION   ACTIVE NO. LISTINGS   TOTAL # SOLD   REDUCED \$   A				O	0			0	8
14	41     14     10       15     4     4     1       23     4     4     2       68     17     11       68     17     11       68     17     11       68     29     12       121     28     45       264     96     45       27     38     45       285     92     64       285     92     64       286     92     64       173     82     64       160     38     27       160     38     27       161     319     66     41       17     13     15     15       18     17     13     15       18     17     13     15       18     10     10     31       10     319     66     41       11     103     650     16       11     103     10     10		SE AVG. SELL	G TIME	- PRICE CHANGE -   ACTIVE NO. LISTING		_  -		AVERAGE PRIC	CE REDUCTION
141   14   10   18385   1838	41     14     10     18385       23     4     4     1     10000       23     4     1     10000       68     18     14     12294       68     23     14     10569       68     29     12     10569       86     29     12     6870       26     29     45     6870       26     36     45     6870       26     38     45     6870       26     38     45     6870       265     38     487     6870       265     38     487     6870       265     38     487     6870       265     38     487     6870       27     10697     10697       28     29     27060       239     38     27     10607       150     38     27     10607       150     45     29     27     10607       150     38     27     10607       150     40     41     38801       160     38     27     10607       160     38     10     10       160     41     13     10   <	LLING PRICE RANGE:								
15	15     4     1     11000       23     4     2     5963       28     17     11     1224       86     29     12     19695       121     28     13     567       264     38     45     1067       27     38     45     1067       285     96     45     1067       285     96     45     1067       285     96     45     1067       285     96     45     1067       285     96     45     1067       173     62     46     1067       150     45     1067     1067       150     45     1067     1067       150     45     1067     1067       150     45     1067     1067       150     45     1067     1067       150     45     1067     1067       150     46     1067     1067       150     38     27     1067       150     38     27     1067       160     38     27     1067       160     41     3801     1067       160     41     38     1067	ESS THAN 100,000	142		41	14		101	8385	. 6
23	23     .4     .4     .2     .5963       68     .1	00,000 TO 109,999	46		15	4			1000	22.2
63 18 14 12294  68 17 17 11 10569  80 29 12  29 80 47  264 6432  221 80 80 45  225 96 47  237 1067  237 2676  246 1507  258 82 27  259 82 27  250 82 26  261 16109  272 16109  273 16109  274 67  275 16109  275 16109  276 16109  277 16109  278 16109  279 16109  270	68 18 18 17 12294  68 68 29 12 19669  8 8 69 67  2 8 9 8 69 67  2 8 9 8 69 67  2 19 8 8 69 67  2 28 9 8 69  2 29 8 88  2 29 8 29  2 20 8 29  2 20 8 29  2 20 8 29  2 20 8 29  2 20 8 29  2 20 8 29  2 20 8 29  2 20 8 29  2 20 8 29  2 20 8 29  2 20 8 29  2 20 8 29  2 20 8 29  2 20 8 29  3 3 8 8 29  3 4 6 1050  4 5 8 29  5 7 1050  6 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	10,000 TO 119,999	38		23	4		2	5963	4.2
17   10569   17   11   10569   18   18   18   18   18   18   18   1	68     17     11     10569       86     29     12     19695       121     19695     13     6870       264     96     47     6432       264     96     45     10697       265     96     45     10697       266     96     45     10697       27     100     73     65     846       285     92     46     10697       285     92     46     10697       173     65     46     10697       150     82     29     29     27060       150     82     57     14054       150     38     27     15014       16     94     17     13     51914       150     94     17     13     51914       150     94     15     66     41     38801       150     94     15     66     41     38801       150     15     16     60     145599       150     16     16     60     145599       150     16     16     14     50       150     16     16     60     145599       150 <t< th=""><td>20,000 TO 139,999</td><td></td><td></td><td>63</td><td>18</td><td></td><td>14</td><td>2294</td><td>8.9</td></t<>	20,000 TO 139,999			63	18		14	2294	8.9
86     29     12     19695       121     28     13     6870       26     66     77     6870       26     96     45     6870       219     80     45     556       221     80     45     10697       285     96     55     10697       285     96     55     10697       285     92     64     15346       173     62     64     15346       150     45     57     14054       150     38     27     14054       160     38     27     1507       160     38     27     1507       160     38     27     1507       160     38     27     1507       160     38     27     1507       160     38     27     1507       160     38     41     38901       160     41     145599       161     145599       162     145599	.86     29     12     19695       .121     28     13     6870       .26     71     38     556       .26     80     45     10697       .29     80     45     10697       .29     80     45     10697       .29     64     45     46       .23     82     24     1069       .23     82     24     15346       .23     82     27     14054       .23     82     27     14054       .23     82     27     15007       .10     38     27     15007       .10     38     27     15007       .10     38     27     15007       .10     38     27     15007       .10     38     27     15007       .10     38     27     15007       .10     38     15     14     38801       .11     13     15     660     145     38801       .11     103     650     145599     145599	40,000 TO 159,999	54		89	17		11	0569	4.9
266 77. 28. 13 6870. 28. 26. 26. 26. 26. 26. 26. 26. 26. 26. 26	121     28     13     6870       266     71     38     5567       264     96     47     6432       265     96     45     10697       265     96     45     10697       265     96     45     10697       265     96     45     10697       265     96     46     1546       287     96     46     1546       173     62     64     1546       189     82     46     1006       156     59     37     26376       169     38     27     15007       169     38     27     15007       169     15     66     41     38801       159     16     66     41     38801       169     16     66     41     38801       169     16     66     41     38801       160     16     66     145599     650     145599	80 000 TO 179 999	62		98	- 60		10	9695	2
264 96 47 6432 264 96 47 6432 219 80 45 10697 22 285 96 55 88487 237 100 73 62 46 115346 239 82 46 115346 239 82 27 14054 239 82 57 14054 239 82 27 1507 239 82 27 1507 239 82 27 1507 239 82 27 1507 239 82 27 1507 239 82 27 1507 239 82 27 1507 239 82 27 1507 239 82 27 1507 239 82 27 1507 239 82 27 1507 239 17 13 51914 2351 1033 650 145599	264     71     38     5567       264     96     47     6432       265     96     45     1067       261     96     45     1067       262     96     46     1067       285     92     64     16109       285     92     64     16109       285     92     46     N/A       173     62     29     27060       150     38     27     14054       165     37     26376       169     37     15014       169     41     38801       160     15     66     41       17     13     38801       160     15     601133       17     13     15599       160     145599       17     13     145599       18     15     145599       18     15     145599       18     15     145599	00,000 TO 100,000	7 6		121	27 00		4 4	6870	0
256 47 6432 267 80 47 6432 27 100 73 16109 285 92 64 15346 285 92 7060 287 62 64 15346 287 62 64 15346 288 22 7060 289 82 57 14054 289 82 57 1	264     96     47     6432       219     80     45     10697       285     80     45     10697       286     96     45     16087       285     92     64     15346       285     92     64     15346       285     92     64     15346       173     62     64     15346       150     82     27     14054       155     82     27     14054       169     38     27     15007       169     38     27     15007       160     38     15     15104       160     16     41     38801       160     16     66     145599       160     14     13     145599       160     14     14     145599       160     14     14     145599       160     16     16     16       160     16     16     16       160     16     16     16       160     16     16     16       160     16     16     16       160     16     16     16       160     16     16     16<	00,000 TO 240 000	0+ 1		121	74		2 0	DO/ U	7
204     90     47     6432       219     80     45     10697       265     96     45     8487       287     100     73     16108       285     92     64     16408       285     92     64     16408       150     64     16408       150     64     16408       150     64     16408       150     64     16408       150     82     27     27060       160     38     37     26376       17     17     13     51914       160     18     66     145599       17     15     66     145599       18     100     145599	204     90     47     6432       21     80     45     10697       285     96     45     8487       285     92     64     16106       285     92     64     16106       285     92     64     16106       285     92     64     16106       289     29     27060       150     82     57     24076       169     38     27     1507       169     38     17     13     51914       160     15     66     145599     145599       160     15     601133     145599       17     15     601133     145599       18     16     60     145599	00,000 IO 249,999	200		700			33	7900	
10697   1069	219     80     45     10697       285     96     55     8487       285     92     64     16108       285     92     64     16346       285     92     64     15346       173     62     46     N/A       150     45     29     27060       155     82     57     14054       165     82     57     1507       169     37     26376       16     41     38801       16     15     15104       16     16     14     38801       17     13     38801     15104       18     15     160133       18     15     145599       18     14     145599       18     14     14       18     15     16       10     14     14       10     145599     14       10     14     14       10     14     14       10     14     14       10     14     14       10     14     14       10     14     14       10     14     14       10     14 <td>50,000 TO 299,999</td> <td>73</td> <td></td> <td>264</td> <td>96</td> <td></td> <td>47</td> <td>6432</td> <td>1.5</td>	50,000 TO 299,999	73		264	96		47	6432	1.5
265     96     55     8487       237     100     73     16109       287     100     73     16109       28     62     64     183       29     64     1846       173     65     1406       29     27060     29       27060     29     27060       29     27060     2637       109     38     27     1507       11     15     15     15       159     66     41     38801       159     16     41     38801       159     16     66     145599       100     145599     145599	265     96     55     8487       287     100     73     16109       285     92     64     1536       285     92     64     1536       285     27     73     16109       173     62     46     1536       150     45     29     27060       155     59     37     26376       160     38     27     1507       150     15     15     601133       150     15     661133     145599       160     145599     145599     145599	.00,000 TO 349,999	47		219	80		451		2.3
237 16109 73 16109 73 16109 73 16109 73 73 73 73 73 73 73 73 73 73 73 73 73	237     100     73     16109       285     92     64     16109       285     92     64     16109       17     45     29     20       239     82     27     2006       169     38     27     14004       17     13     26376       169     38     27     15014       17     13     41     3801       15     66     14     51914       15     66     145599       14     103     650     145599       14     103     650     145599	50,000 TO 399,999	52		265	96		55	8487	3.1
285 92 64 15346 173 62 82 84 185 82 29 27060 28 82 27060 29 14 RMLS TOTAL - \$ VOLUME	285     92     64     15346       173     62     64     15346       173     62     46     N/A       150     46     10A       239     82     27     20A       155     59     27     15007       169     38     27     15007       17     13     51914       15     66     41     38801       15     66     41     38801       15     650     145599	00,000 TO 449,999	48		237	100		731	6109	3.2
173   62   46   N/A     150   45   29   27060     29   27060     29   27060     155   59   37     109   38   27     159   66   41     159   150     159   15     159   150     159   150     145599     27   150     145599     28   145599     3351   1033     355   100	173 62 46 N/A 150 45 29 27060 239 27060 239 27060 239 27 14054 24 14054 25 27 1507 26 38 27 26376 27 26376 28 37 26376 28 38 27 26376 27 2	50,000 TO 499,999	44		285	6		64	5346	~
150   45   29   27060    239   82   57   14054    155   59   37   26876    109   38   27   1507    13   28801    15   66   41   38801    15   1033    28   27   1507    15   66   145599    28   28   27   1507    15   17   15   17   18     16   17   18   18     28   136   1650    29   27060    1054   8   1057    20   145590    2	150 29 27060 239 82 27 14054 155 89 37 28376 169 88 27 1507 170 17 13 28301 1519 66 14 599 152 650 145599 153 650 145599 154 650 145599 155 650 145599 156 626,000	00 000 TO 549 999	45		173	62		46	N/A	í
155   239   82   57   14054   155   155   1565   1565   1565   1565   1567	239 82 57 14054 155 59 37 26376 169 38 27 15007 17 13 51914 18 3351 1033 650 145599  \$\frac{\\$5}{\\$5}\$,136,626,000	50 000 TO 500 000	. 5		150	45		20	7060	0 6
155 59 37 2637 109 38 27 15007 319 66 41 38801 3351 1033 650 145599	155 59 37 26376 109 38 27 15007 319 66 41 38801 15 3351 1033 650 145599 \$5,136,626,000	30,000 TO 800,000	- 6		000	Ca		77	7057	-
109 38 27 1507 1507 1507 1507 1507 1507 1507 150	109 38 27 1507 1507 1507 1507 1507 1507 1507 150	000,000 TO 300,000	000		4 F F	60		70	4004	- 0
13 194 17 17 13 1907. 159 660 41 38801 159 159 150 650 145599	94 17 13 1907 17 13 1907 17 13 1907 17 13 1907 17 13 1907 17 13 1907 17 13 1907 17 13 1907 17 13 1907 17 1907 17 1907 17 1907 1907 17	00,000 ID 100,000	000		0.00	0000		7000	0000	
17. 13. 14. 15. 16. 17. 17. 18. 18. 18. 18. 18. 18. 18. 18. 18. 18	3351	00,000 TO 899,999	20		901			77	7000	C.O.S
11	319 38801 15 8001133 650 145599 15 8551 36,626,000	00,000 TO 989, 989	40		94	/			1914	0.4
155 650 145599 145599 15 15 15 15 15 15 15 15 15 15 15 15 15	155	,000,000, U 3989,989	44		319	00		5	38801	
014 RMLS TOTAL - \$ VOLUME \$5.436.600	9351 145599 15599	10RE IHAN 2,000,000	80		159	15		1560	)1133	12.1
STATES TOTAL - S VOLUME SE 136 626 DOO	014 RMLS TOTAL - \$ VOLUME \$5,136,626,000	TALS	55		3351	1033	<b>9</b>	35014	15599	2.2
85 136 626 000	\$5,136,626,000	LISTINGS		014	RMLS TOTAL.	<b>S VOLUME</b>				SALES
		15,293			35,136,626	000				9/6'6

# COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO) **SAN FERNANDO VALLEY**

TOTAL MONTH BY MONTH

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS, INC.

·		2009	60			2010	0			2011	-			2012	2			2013	3			2014	4	
	TIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ 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	926	368.7	54.3	1,481	877	322.1	59.9	1,288	881	396.3	68.4	1,338	786	393.2	58.7
FEB	1178	876	330.5	49.4	1,780	872	349.7	49	1,646	753	303.5	45.7	1,458	856	262.9	57.9	1,218	821	353.8	67.4	1,388	732	375.5	52.7
MAR	2004	1,148	428.6	57.3	2,231	1,131	523.3	20.7	1,875	1,050	430.7	56	1,515	1085	427.4	71.6	1,377	1,337	470.8	77.8	1,565	903	473.0	57.7
APR	1956	1275	487.5	65.2	2,212	1,188	526.9	53.7	1,740	1052	394.2	60.5	1,387	1,140	448.8	82.2	1,549	1,114	559.3	71.9	1,548	1,124	589.4	72.6
MAY	1,865	1,300	530.1	2.69	1,936	1,235	523.7	63.8	1,732	1,023	422.3	59.1	1,429	1,280	497.9	9.68	1,506	1,265	9:089	84.0	1,608	1,083	582.2	67.4
JUNE	1,928	1,410	612	73.1	2,051	1,269	563	61.9	1,752	1,114	439.1	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	8.89	2,153	1,104	484.5	51.3	1,592	1,033	422.7	64.9	1,314	1,266	515	96.3	1,610	1,176	584.9	73.0	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	1,146	666	536.8	6.99
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	1,432	1,065	536.8	74.4
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	1,524	1,033	553	67.8
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	982	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 1	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			\$429,200	,200		•	\$395,470	470			\$392,470	470		₩	\$479,270	270		-	-		

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### SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR OCTOBER 2014

SANT LINANDO VALLET								
ACTIVE INVENTORY	<u>EN</u>	ES	CS	WN	WS	SFV TOTAL		<u>TOTAL</u>
New Listings	93							1,176
Total Active Listings	214	247	214	2 <u>70</u>	423	1,3 <u>68</u>	1,278	2,646
Average List Price in Thousands	87	/4	/0	//	/2	/5	88	82
Average List Price in Thousands	411.4	1,084.0 700.0	1,002.7	0/ 2.2 500 0	1,437.2	1,003.4 639.0	0.UCC	/ 84./ 490.0
BOMS	394.9	1 99.0 27	18	300.0 30		147	299.9 84	931
Average BOM Price in Thousands						713.1		
BOM to Sale Ratio	33.0	28.1	28.1	31.5	27.9	29.8	25.8	28.2
Expirations	9	23	22	22	31	107	115	222
PENDING SALES								
New Escrows Opened	81	113	82	133	135	544	333	877
Total YTD Escrows Opened	794	953	726	1.145	1.234	4.852	3.053	7.905
New Open Escrows Average Days on Market	42	41	44	61	61	51	56	53
New Open Escrows Average List Price	381.0	897.7	785.2	606.1	897.7	732.5	400.7	606.5
CLOSED SALES:								
New Escrows Closed	88	96	64	124	122	494	326	820
Total YTD Escrows Closed	762	904	716	1,059	1,148	4,589	2,847	7,436
Volume of New Sales Dollars in Millions	30.623	73.065	51.646	75.583	106.379	337.297	138.680	475.976
Volume of total YTD Sales in Millions	275.222	737.314	565.270	621.456	917.598	3,116.860	1,172.513	4,289.373
Average Sale price in Thousands	348.0	/bl.l	807.0	609.5	8/2.0	682.8	425.4	580.
Median Sale Price in Thousands	330.0	03U.U on	343.0		047.0	521.0 394	292.0	400.1
Coop Sales						79.8		
Percent of Coop Sales	114	108	94		94	19.6 104	115	101
Sales at List Price	57	40	24	53	40	214	169	383
Percent of Sales at List Price.	64.8	41.7	37.5	42.7	32.8	43.3	51.8	46.7
Sales to Listing Inventory Ratio	41.1	38.9	29.9	45.9	28.8	36.1	25.5	31.0
Final Sale to New Listing Ratio	94.6	71.6	59.8	82.1	63.2	72.9	65.5	69.7
CLOSED SALES TYPE								
Foreclosure/RE0	4	3	3	4	1	15	17	32
Seller Concessions	0	0	0	0	0	0	3	
Short Sale	14	5	3		5	35	29	64
Standard	69	88	58	112	115়	442	271	713
Other	1	0	0	0	1	2	ნ	8
CAN FEDNIANDO VALLEY								
			CALEC	CTATICT	TOC FOI		ED OO4	А
SAN FERNANDO VALLEY								
ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY New Listings	<b>EN</b>	<b>ES</b> 71	<b>CS</b> 56	<b>WN</b> 32	<b>WS</b> 52	<b>SFV TOTAL</b> 250	<b>EXT</b> 98	<b>TOTAL</b>
ACTIVE INVENTORY  New Listings  Total Active Listings	<b>EN</b> 3965	<b>ES</b> 71 142	<b>CS</b> 56 106	<b>WN</b> 32 75	<b>WS</b> 52 91	<b>SFV TOTAL</b> 250479	<b>EXT</b> 98	<b>TOTAL</b> 348 705
ACTIVE INVENTORY  New Listings  Total Active Listings  Average Days on Market	<b>EN</b>	<b>ES</b> 71 142 77	56 106 70	<b>WN</b> 32 75 82	<b>WS</b> 52 91 .80	250	98 226 130	<b>TOTAL</b> 348705
ACTIVE INVENTORY  New Listings		7114277440.3	56 106 70 353.4	<b>WN</b> 32758282876.2	<b>WS</b> 52918080	<b>SFV TOTAL</b> 25047976377.7	98 226 130 408.4	<b>TOTAL</b> 34870593387.5
ACTIVE INVENTORY  New Listings  Total Active Listings  Average Days on Market		FS7114277440.3415.0415.0	56	<b>WN</b> 327582376.2356.0		25076	. <b>EXT</b> 98	<b>TOTAL</b> 34870593387.5
ACTIVE INVENTORY  New Listings				WN 32 75 82 376.2 356.0 8 258.4	WS	250 	. EXT	TOTAL 348 705 93 387.5 349.0 81 325.2
ACTIVE INVENTORY  New Listings	EN 39	ES71	56 106 70 353.4 318.0 12 291.9 44.4	WN	WS	250 	98	TOTAL
ACTIVE INVENTORY  New Listings	EN 39	ES71	56 106 70 353.4 318.0 12 291.9 44.4	WN	WS	250 	98	TOTAL
ACTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES	EN 39	ES		WN	ws	250 		TOTAL
ACTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened	EN 39	ES		WN	ws	250 		TOTAL 348 705 93 387.5 349.0 81 325.2 38.0 50
ACTIVE INVENTORY  New Listings Total Active Listings	EN 39	ES		WN	ws	250		TOTAL 348 705 93 387.5 349.0 81 325.2 38.0 50 265
ACTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market		ES		WN	ws  52  91  80  379.7  350.0  16  293.0  55.2  5  41  335  50	250		TOTAL 348 705 93 387.5 349.0 81 325.2 38.0 50 265 2,370 59
ACTIVE INVENTORY  New Listings Total Active Listings		ES		WN	ws  52  91  80  379.7  350.0  16  293.0  55.2  5  41  335  50	250		TOTAL 348 705 93 387.5 349.0 81 325.2 38.0 50 265 2,370 59
ACTIVE INVENTORY  New Listings Total Active Listings		ES		WN	## WS    52	250 250 479 76 377.7 344.9 57 297.6 37.5 28 198 1,677 50 343.2		TOTAL 348 3705 93 387.5 349.0 81 325.2 38.0 50 265 2,370 59
ACTIVE INVENTORY  New Listings Total Active Listings Average Days on Market  Average List Price in Thousands Median List Price in Thousands BOMS  Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES  New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed	EN 39	ES		WN	## WS    52	250 250 479 76 377.7 344.9 57 297.6 37.5 28 198 1,677 50 343.2		TOTAL 348 705 93 387.5 349.0 81 325.2 38.0 50 265 2,370 59
ACTIVE INVENTORY  New Listings Total Active Listings		ES		WN  32  75  82  376.2  356.0  8  258.4  22.2  4  34  347  340.0  36  326	WS	250 250 479 76 377.7 344.9 57 297.6 37.5 28 198 1,677 50 343.2		TOTAL  348  705  93  387.5  349.0  81  325.2  38.0  50  265  2,370  354.0  213  2,317
ACTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions		## Property of the content of the co		WN  32  75  82  376.2  356.0  8  258.4  22.2  4  34  327  54  340.0  36  326  13.541	WS	250 250 479 76 377.7 344.9 57 297.6 37.5 28 198 1,677 50 343.2 152 1,624 52.043		TOTAL  348  705  93  387.5  349.0  81  325.2  38.0  50  265  2,370  354.0  213  2,317
ACTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions		## Property of the content of the co		WN  32  75  82  376.2  356.0  8  258.4  22.2  4  34  327  54  340.0  36  326  13.541  115.019	## WS    52	250 250 479 76 377.7 344.9 57 297.6 37.5 28 198 1,677 50 343.2 152 1,624 52,043 569,829		TOTAL  348  705  93  387.5  349.0  81  325.2  38.0  50  265  2,370  354.0  213  2,317
ACTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands		ES		WN	## S	250		TOTAL  348  705  93  387.5  349.0  81  325.2  38.0  50  265  2,370  354.0  213  2,317  77.107  847.253  362.0
ACTIVE INVENTORY New Listings		ES		WN	## S  ## S	\$\begin{array}{cccccccccccccccccccccccccccccccccccc		TOTAL  348  705  93  387.5  349.0  81  325.2  38.0  50  265  2,370  354.0  213  2,317  77.107  847.253  362.0
ACTIVE INVENTORY New Listings		ES		WN  32  75  82  376.2  356.0  8  258.4  22.2  4  34  327  54  340.0  36  315.541  115.019  376.2  365.0  30	## S  ## S	\$\begin{array}{cccccccccccccccccccccccccccccccccccc		TOTAL  348  705  93  387.5  349.0  81  325.2  38.0  50  265  2,370  354.0  213  2,317  77.107  847.253  362.0  320.0
ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales		## Company of the com		WN  32  75  82  376.2  356.0  8  258.4  22.2  4  34  327  54  340.0  36  326  376.2  340.0  36  376.2  376.2  38  38  39  30  30  30  30  30  30  30  30  30	## S  ## S	250 479 76 377.7 344.9 57 297.6 37.5 28 198 1,677 50 343.2 152 1,624 52.043 569.829 342.4 317.0 125 82.2		TOTAL  348  705  93  387.5  349.0  81  325.2  38.0  50  265  2,370  59  354.0  213  2,317  77.107  847.253  362.0  177  831.1  103
ACTIVE INVENTORY New Listings Total Active Listings		## Company of the com		WN  32  75  82  376.2  356.0  8  258.4  22.2  4  34  327  54  340.0  36  376.2  376.2  38  39  31  31  31  31  31  31  31  31  31	## S  ## S	250 479 76 377.7 344.9 57 297.6 37.5 28 198 1,677 50 343.2 152 1,624 52.043 569.829 342.4 317.0 125 82.2 93		TOTAL  348  705  93  387.5  349.0  81  325.2  38.0  50  265  2,370  59  354.0  213  2,317  77.107  847.253  362.0  177  831.1  103
New Listings		## Property of the content of the co		WN  32  75  82  376.2  356.0  8  258.4  22.2  4  34  327  54  340.0  36  326  13.541  115.019  376.2  365.0  30  83.3  102  14  38.9	## S  ## S	250		TOTAL  348  705  93  387.5  349.0  81  325.2  38.0  50  265  2,370  59  354.0  213  2,317  77.107  847.253  320.0  177  831.1  103  78  366.6
New Listings Total Active Listings		## PS		WN  32  376.2  376.2  356.0  8  258.4  22.2  4  340.0  36  326  13.541  115.019  376.2  365.0  383.3  102  14  38.9  48.0	## S  ## S	250		TOTAL  348  705  93  387.5  349.0  81  325.2  38.0  50  265  2,370  59  354.0  213  2,317  77.107  847.253  320.0  177  831.1  103  78  366.6  30.2
New Listings		## PS		WN  32  376.2  376.2  356.0  8  258.4  22.2  4  340.0  36  326  13.541  115.019  376.2  365.0  383.3  102  14  38.9  48.0	## S  ## S	250		TOTAL  348  705  93  387.5  349.0  81  325.2  38.0  50  265  2,370  59  354.0  213  2,317  77.107  847.253  320.0  177  831.1  103  78  366.6
New Listings		## Property of the content of the co		## WN    32   75   82   376.2   356.0   8   258.4   22.2   4   4   340.0   36   326   376.2   365.0   365.0   365.0   365.0   365.0   365.0   383.3   102   14   38.9   48.0   112.5   12.5	## S  ## S	250 479 76 377.7 344.9 57 297.6 37.5 28 198 1,677 50 343.2 152 1,624 52.043 569.829 342.4 317.0 125 82.2 93 36.8 31.7 60.8		TOTAL  348  705  93  387.5  349.0  81  325.2  38.0  50  265  2,370  59  354.0  213  2,317  77.107  847.253  320.0  177  831.1  103  78  366.6  30.2
New Listings		## Company of the image is a second of the ima		## WN    32   75   82   376.2   356.0   8   258.4   22.2   4   4   327   54   340.0   366.0   326   13.541   115.019   376.2   365.0   30.0   30.0   30.0   30.0   102   48.0   112.5   0   0   0	## S  ## S	250 479 76 377.7 344.9 57 297.6 37.5 28 198 1,677 50 343.2 152 1,624 52.043 569.829 342.4 317.0 125 82.2 93 36.8 31.7 60.8		TOTAL  348  705  93  387.5  349.0  81  325.2  38.0  50  265  2,370  59  354.0  213  2,317  77.107  847.253  320.0  320.0  177  83.1  103  78  36.6  30.2  61.2
New Listings Total Active Listings		## Property of the content of the co		## WN    32   75   82   376.2   356.0   8   8   258.4   22.2   4   4   340.0   36   326   3541   115.019   376.2   365.0   30.3   36.0   38.3   102   38.9   48.0   112.5   0   0   0   0	## S  ## S	250 250 479 76 377.7 344.9 57 297.6 37.5 28 198 1,677 50 343.2 152 1,624 52.043 569.829 342.4 317.0 125 82.2 93 36.8 31.7 60.8		TOTAL  348  705  93  387.5  349.0  81  325.2  38.0  50  265  2,370  59  354.0  213  2,317  77.107  847.253  362.0  320.0  177  83.1  103  78  36.6  30.2  61.2
New Listings Total Active Listings		## Less   ## Les		WN           32           75           82           376.2           356.0           8           258.4           22.2           4           340           340.0           36           376.2           365.0           30           83.3           102           48.0           112.5           0           0           2	## S  ## S	250 479 76 377.7 344.9 57 297.6 37.5 28 198 1,677 50 343.2 152 1,624 52.043 569.829 342.4 317.0 125 82.2 93 36.8 31.7 60.8		TOTAL  348  705  93  387.5  349.0  81  325.2  38.0  50  265  2,370  354.0  213  2,317  77.107  847.253  362.0  320.0  177  83.1  103  36.6  30.2  61.2
New Listings Total Active Listings		## Less   ## Les		WN           32           75           82           376.2           356.0           8           258.4           22.2           54           340.0           36           376.2           365.0           365.0           38.3           102           48.0           112.5	## S  ## S	\$\text{SFV TOTAL}\$  250  479  76  377.7  344.9  57  297.6  37.5  28  198  1,677  50  343.2  152  1,624  52.043  569.829  342.4  317.0  125  82.2  93  56  36.8  31.7  60.8		TOTAL

### SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR OCTOBER 2014

Het billings	ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTA
Average Description (Indicated	New Listings	16	9	48	21	15	59					291
Averagic laif fries in Promotence  59.8   564   565   575   596   506   500	Total Active Listings	48	33	101	45	43	98					655
Maria full Pick in Plantaments	Average Days on Market	80	91	80	93	82	60	80	71	77	78	77
SPUIS   3	Average List Price in Thousands	559.8	954.2	653.1	575.2	604.5	552.4	690.9	711.8	645.2	371.4	572.9
Average Biol Price in Trousands  936.3 499.4 586.4 4889. 9107. \$30.6 1786 6195 5382 388 8.7 40 10 10 10 10 10 10 10 10 10 10 10 10 10												519.0
SOUTO SA PERFORM   250	BOMS	3	2	11	4	4	11	3	9	47	12	59
Expirations	Average BOM Price in Thousands	358.3	429.4	526.4	488.9	510.7	530.6	719.6	619.5	538.2	336.8	497.2
EMDING SALES	BOM to Sale Ratio	25.0	66.7	34.4	17.4	28.6	19.0	60.0	20.5	24.6	22.6	24.2
New Entropro Cipromer  9	Expirations	0	1	7	1	3	5	0	8	25	11	36
New Entropro Cipromer  9	PENDING SALES											
Teal MTD Exposes Opened   85	New Ferrows Opened	a	5	12	28	20	57	10	65	236	5/	200
New Open Ecrows Average Days on Minter   31   71   53   67   63   47   40   52   53   49   58	Total VTD Economy Opened	95		42 // 102	20	155		16	//00	1 072	//05	2 /67
New Corpos Extrama Purming List Printe	Now Open Economic Average Dave on Market	21	71			63	400		50 50	1,572	430 //Q	
LOSED SALES	Now Open Escrows Average Days on Market	//// 5	161.5		1/12 7	/R2 2		705.1	602.5	526.2		512 5
New Enteriors Closed			404.J	41 J.1	440.7	402.0	013.3	100.1			401.0	
Tight 17th Echronos Diosed   84   58   376   221   135   403   88   445   1,790   459   224   224   225   225   235   225   235   225   235   225   235   225   235   225   235   225   235   225   235   225   235   225   235   225   235   225   235   235   225   225   235   225   225   235   225   225   235   225   225   235   225	CLOSED SALES:											
Volume of New Sales Colles in Millinies	New Escrows Closed	12	3	32		14	58	5				244
Volume folds   TD Sales in Millimites	Total YTD Escrows Closed	84	38	376	221	135	403	88	445	1,790	458	2,248
Average Sele price in Thousands	Volume of New Sales Dollars in Millions	4.852	1.315	14.190	10.523	6.528	28.362	3.114	26.644			
Modain Sale Price in Thousands. 400 0 389 9 475.0 480 0 487 0 540 0 547 0 232 5 439 Carcon Sales 9 2 77 19 10 48 5 44 151 447 20 Percent of Clarg Sales 9 2 77 19 10 48 5 44 151 447 20 Sales and Sales 9 2 77 19 10 48 5 44 151 447 20 Sales and Sales 9 2 77 19 10 48 5 44 100 9 32 843 887 85 25 25 25 25 25 25 25 25 25 25 25 25 25	Volume of total YTD Sales in Millions	34.673	17.918	175.414	103.741	65.076	199.029	60.060	267.520	923.431	.149.576	1073.007
Modain Sale Price in Thousands. 400 0 389 9 475.0 480 0 487 0 540 0 547 0 232 5 439 Carcon Sales 9 2 77 19 10 48 5 44 151 447 20 Percent of Clarg Sales 9 2 77 19 10 48 5 44 151 447 20 Sales and Sales 9 2 77 19 10 48 5 44 151 447 20 Sales and Sales 9 2 77 19 10 48 5 44 100 9 32 843 887 85 25 25 25 25 25 25 25 25 25 25 25 25 25	Average Sale price in Thousands	404.3	438.3	443.4	457.5	466.3	489.0	622.8	605.5	500.1	384.8	475.1
Corp Sales 9 9	Median Sale Price in Thousands	400.0	400.0	389.9	475.0	450.0	439.0	647.0	540.0	457.0	232.5	439.9
Princent of Cong Sales	Coop Sales	9	2	27	19	10	48	5	41	161		208
Average Days on Market. 120 140 138 89 84 108 95 119 112 92 10 Sales at List Prince. 8 1 12 11 5 2 29 3 17 86 28 111 Princer tot Sales at List Prince. 667 33 3 57 5 47 8 557 500 600 38 6 45 0 52 8 46 58 111 11 5 2 2 5 59 2 17 4 84 3 96 30 6 37 7 First Sales to Listing fraction 75 10 33 3 56 7 109 5 93 3 98 3 45 5 89 8 83 8 84 1 83 1 LOSSED SALES TYPE  FORCISSOR FIFO  O O O 2 0 0 0 0 0 0 2 8 11 5 5 11 5 11 5 1 5 1 5 1 5 1 5 1 5	Percent of Coon Sales	75.0	66.7	84.4	82.6	71.4	82.8	100.0	93.2	84.3	88.7	85.2
Sales at Lis Price	Average Days on Market	120	140	138	89	84	108	95	119	112	92	108
Purcent of Sales at List Prince   667   333   375   478   557   550   600   336   450   528   465   538   465	Sales at List Price	8	1	12	11	5	29	3	17	86	28	114
Sales to Esting Inventory Ratio. 2.5 0 9 1 31.7 51.1 32.6 592 21.7 48.4 39.6 30.6 37. Tends late to New Stating Patriol. 75.0 83.3 66.7 109.5 99.3 98.3 45.5 99.8 83.8 84.1 83.8 LOSED SALES TYPE  Fronchistery IFEO	Percent of Sales at List Price	66.7	33.3	37.5	47.8	35.7	50.0	60.0	38.6	45.0	52.8	46.7
Final Sale to New Listing Patilo	Sales to Listing Inventory Ratio	25.0	9.1	31.7	51.1	32 6	59.2	21 7	48.4	39.6	30.6	37 3
Company   Fig.   Company   Comp	Final Sale to New Listing Ratio	75.0	33.3	66.7	109.5	93.3	98.3	45.5	89 8	83.8	84 1	
FreeEloster / FRED	ů											
Seller Concessions												
Short Sale	Foreclosure / REO	0	0	2	0	0	0	0	0	2	8	10
Santard   10   3   25   22   13   56   4   42   175   39   21   1   1   1   0   0   0   0   0   0												
SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2014   CTIVE INVENTORY   AC   ADUL   CC   CA   NE   SAU   SR   VAL   SCYTOT   EXT   TOTA   TOTA   TOTA   SAVER	Short Sale	1	0	4	1	1	2	1	2	12	5	17
SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2014   CTIVE INVENTORY   AC   ADUL   CC   CA   NE   SAU   SR   VAL   SCYTOT   EXT   TOTA   New Listings   0   0   11   0   14   17   1   25   68   7   7   7   10   10   10   10   14   17   1   25   68   7   7   7   10   10   10   10   14   17   1   25   68   7   7   7   10   10   10   10   10	Standard	10	3	25	22	13	56	4	42	175	39	214
New Listings												
New Listings	SANTA CLARITA	Δ VΔΙΙΕ	Y CON	<b>IDOMI</b>	NIUM S	SALES S	STATIST	TICS F	OR OC	TOBER	2014	
New Listings												
Total ArDie Listings 0 0 0 25 0 17 26 3 63 134 17 15 49 7 Average List Price in Thousands 0 0 0 98 0 62 69 109 71 75 94 77 Average List Price in Thousands 0 0 0 0.8 18 0 0 62 69 109 71 75 94 77 Average List Price in Thousands 0 0 0 0 0.250 0 0 0 244 9 344 9 355 0 363 0 330 0 335 0 335 0 335 0 330 0 335 0												TOTA
Average Days on Market 0 0 0 98 0 62 69 109 71 75 94 7 Average List Price in Thousands 0.0 0.0 118 0.0 263 3.346 9.3512 375.4 3432 2960 3375. Median List Price in Thousands 0.0 0.0 0.0 244 9.344 9.3550. 363.0 330.0 335.0 330.0 BOMS 0.0 0.0 240 7 0.0 1922 3399 0.0 335.5 2552 1625 257. BOM To Sale Ratio 0.0 0.0 240 7 0.0 1922 3399 0.0 335.5 2552 1625 257. BOM To Sale Ratio 0.0 0.0 240 7 0.0 118 5.3 0.0 5.4 12.5 37.5 144. Expirations 0.0 0.0 240 7 0.0 1922 3399 0.0 335.5 2552 1625 257. BOM To Sale Ratio 0.0 0.0 27.6 0.0 118 5.3 0.0 5.4 12.5 37.5 144. Expirations 0.0 0.0 1.7 0.0 15 18 7 31 88 7 9.9 1014 710 Escrows Opened 0.0 0.17 0.0 15 18 7 31 88 7 9.9 1014 710 Escrows Opened 0.0 0.0 220 10 165 140 46 320 901 74 97. New Open Escrows Average List Price 0.0 0.0 0.0 238.5 0.0 237.7 284.9 347.7 354.6 297.4 390.5 348.7 150 New Open Escrows Average List Price 0.0 0.0 0.0 238.5 0.0 237.7 284.9 347.7 354.6 297.4 390.5 304. ** **LOSED SALES**  LOSED SALES**  New Escrows Closed 0.0 0.2 29 0.17 19 2 37 104 8 11 1014 710 Escrows Closed 1.0 0.0 0.0 29 0.17 19 2 37 104 8 11 1014 710 Escrows Closed 0.0 0.0 219 10 157 134 39 303 862 72 39. Volume of tolar IVD Sales in Millions 0.0 0.0 0.0 54 31 2.578 37.67 38.76 37. 38.76 38.8 348.9 300.7 311.3 33.6 4 3.6 4 3.0 4	ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	
Average List Price in Thousands	CTIVE INVENTORY New Listings	<u>AC</u>	<b>ADUL</b>	<b>CC</b>	<b>CA</b>	<b>NE</b>	<b>SAU</b>	<b>SR</b>	<b>VAL</b> 25	SCVTOT 68	<b>EXT</b>	75
Median List Price in Thousands         0.0         0.0         250.0         0.0         244.9         344.9         355.0         363.0         330.0         335.0         330.0           BOMS         0         0         8         0         2         1         0         2         1.3         3         1.1           Average BOM Price in Thousands         0.0         0.0         240.7         0.0         1192.2         339.9         0.0         333.5         255.2         162.5         237.5           BOM To Sale Ratio         0.0         0.0         27.6         0.0         11.8         5.3         0.0         5.4         12.5         .37.5         14.4           Expirations         0         0         3         0         0         6         12.0         1.1           ENDING SALES         80         5.0         0         15.5         18         7         31         88         7         99.           Total YID Escrows Opened         0         0         0         220         10         165.5         140         46         320         901         74         97.           New Deen Escrows Average Days on Market         0         0	CTIVE INVENTORY  New Listings	<b>AC</b> 0 0	<b>ADUL</b> 00.	<b>CC</b> 11 25	<b>CA</b> 00	<b>NE</b> 14 17	<b>SAU</b> 17 26	<b>SR</b> 13	<b>VAL</b> 25 63	<b>SCVTOT</b> 68134	<b>EXT</b> 7 17	75 151
BOMS	CTIVE INVENTORY New Listings	<b>AC</b> 0 0	<b>ADUL</b> 00000.	112598	<b>CA</b> 00000000	NE141762	<b>SAU</b> 172669	<b>SR</b> 133109	<b>VAL</b> 25 63 71	6813475	<b>EXT</b> 7 17 94	75 151
Average BOM Price in Thousands 0.0 0.0 .240.7 0.0 .192.2 339.9 0.0 .333.5 .255.2 162.5 .237.1 BOM to Sale Ratio 0.0 0.0 0.0 .276 0.0 .118.8 5.3 0.0 5.4 12.5 .37.5 114.5 Expirations 0.0 0.3 0.3 0.0 0.6 12 0.0 115 Expirations 0.0 0.0 3.0 0.0 6 12 0.0 115 EXPIDING SALES  New Escrows Opened 0.0 0.17 0.15 18.7 31 88 7.99	CTIVE INVENTORY  New Listings	AC000	ADUL 0000000	112598311.8	0000000			SR 1	VAL 25 63 71 375.4	68	<b>EXT</b> 71794296.0	75 15177 337.9
BOM To Sale Ratio	New Listings	AC			CA 0			SR 1			7 17 94 296.0 335.0	75 151 337.9 330.0
Expirations   Descriptions   Descr	New Listings Total Active Listings	AC			CA 0	NE 14		\$\begin{array}{cccccccccccccccccccccccccccccccccccc			7 17 94 296.0 335.0	75 151 337.9 330.0
New Escrows Opened	CTIVE INVENTORY  New Listings Total Active Listings  Average Days on Market  Average List Price in Thousands  BOMS  Average BOM Price in Thousands	AC	0	98311.8250.08240.7	CA 0	NE 14	\$\frac{17}{26}\$ \$\frac{26}{69}\$ \$\frac{346.9}{344.9}\$ \$\frac{1}{339.9}\$	\$R 1			7	75 151 337.9 330.0
New Escrows Opened	CTIVE INVENTORY  New Listings	AC	ADUL 0. 0. 0. 0. 0. 0. 0.0. 0.0. 0.0. 0.0.	25. 98. 311.8. 250.0. 8. 240.7. 27.6.	CA 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	NE 14	\$\begin{align*} \begin{align*} 17 & 26 & 69 & 346.9 & 344.9 & 1 & 339.9 & 5.3 & 5.3 & \end{align*}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL 256371375.4363.022333.55.4		7	75 151 337.9 330.0
New Escrows Opened	CTIVE INVENTORY  New Listings Total Active Listings  Average Days on Market  Average List Price in Thousands  Median List Price in Thousands  BOMS  Average BOM Price in Thousands  BOM to Sale Ratio	AC	ADUL 0. 0. 0. 0. 0. 0. 0.0. 0.0. 0.0. 0.0.	25. 98. 311.8. 250.0. 8. 240.7. 27.6.	CA 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	NE 14	\$\begin{align*} \begin{align*} 17 & 26 & 69 & 346.9 & 344.9 & 1 & 339.9 & 5.3 & 5.3 & \end{align*}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL 256371375.4363.022333.55.4		7	75 77 337.9 330.0
Total YTD Escrows Opened         0         0         220         10         165         140         46         320         901         74         97*           New Open Escrows Average Days on Market         0         0         69         0         46         41         74         50         53         87         55           New Open Escrows Average List Price         0.0         0.0         238.5         0.0         237.7         284.9         347.7         354.6         297.4         390.5         304.3           LOSED SALES:         New Escrows Closed         0         0         29         0         17         19         2         37         104         8         111         Total YTD Escrows Closed         0         0         219         10         157         134         39         303         862         72         93           Volume of New Sales Dollars in Millions.         0.000         0.000         75,39         0.000         4,349         5,710         0.762         12 909         31 269         2,491         33,761           Volume of Total YTD Sales in Millions.         0.000         0.00         75,39         0.000         4,349         5,710         0.762         12 909 <td>CTIVE INVENTORY  New Listings</td> <td>AC</td> <td>ADUL 0. 0. 0. 0. 0. 0. 0.0. 0.0. 0.0. 0.0.</td> <td>25. 98. 311.8. 250.0. 8. 240.7. 27.6.</td> <td>CA 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.</td> <td>NE 14</td> <td>\$\begin{align*} \begin{align*} 17 &amp; 26 &amp; 69 &amp; 346.9 &amp; 344.9 &amp; 1 &amp; 339.9 &amp; 5.3 &amp; 5.3 &amp; \end{align*}</td> <td>\$\begin{array}{cccccccccccccccccccccccccccccccccccc</td> <td>VAL 256371375.4363.022333.55.4</td> <td></td> <td>7</td> <td>7! 75 337.! 330.!</td>	CTIVE INVENTORY  New Listings	AC	ADUL 0. 0. 0. 0. 0. 0. 0.0. 0.0. 0.0. 0.0.	25. 98. 311.8. 250.0. 8. 240.7. 27.6.	CA 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	NE 14	\$\begin{align*} \begin{align*} 17 & 26 & 69 & 346.9 & 344.9 & 1 & 339.9 & 5.3 & 5.3 & \end{align*}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL 256371375.4363.022333.55.4		7	7! 75 337.! 330.!
New Open Escrows Áverage Days on Market	CTIVE INVENTORY  New Listings	AC	ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	25. 98. 311.8. 250.0. 8. 240.7. 27.6. 3.	CA 0	NE 14 17 62 2633 2449 2 1922 111.8 3	\$\begin{array}{c} 17 \\ 26 \\ 69 \\ 346.9 \\ 344.9 \\ 11 \\ 339.9 \\ 5.3 \\ 0 \end{array}\$	SR 1 3 109 351.2 355.0 0 0.0 0.0 0.0	VAL  25  63  71  375.4  363.0  2  333.5  5.4  6		EXT  7  17  94  296.0  335.0  3  162.5  37.5  0	75 77 337.9 330.0
New Open Escrows Average List Price   0.0   0.0   238.5   0.0   237.7   284.9   347.7   354.6   297.4   390.5   304.	CTIVE INVENTORY  New Listings	AC	ADUL 0. 0. 0. 0. 0. 0.0. 0.0. 0.0. 0.0. 0.	25	CA 0	NE 14 17 62 263.3 244.9 2 192.2 111.8 3.	\$\begin{array}{c} \text{SAU} \\ \text{17} \\ \text{26} \\ \text{69} \\ \text{346.9} \\ \text{344.9} \\ \text{1} \\ \text{339.9} \\ \text{5.3} \\ \text{0} \\ \text{18} \end{array}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  25  63  71  375.4  363.0  2  333.5  5.4  6		296.0	75 77 337.1 330.1
New Escrows Closed	CTIVE INVENTORY  New Listings	AC	ADUL 0	25	CA 0	NE	\$\begin{array}{c} \text{SAU} \\ \text{17} \\ \text{26} \\ \text{69} \\ \text{346.9} \\ \text{344.9} \\ \text{1} \\ \text{339.9} \\ \text{5.3} \\ \text{0} \\ \text{18} \\ \text{140} \end{array}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  25  63  71  375.4  363.0  2  333.5  5.4  6  31  320		EXT 7	77- 15 7 337 330.1 10 237.4 14.1 19.9 97.97
New Escrows Closed         0         0         29         0         17         19         2         37         104         8         11           Total YTD Escrows Closed         .0         .0         .219         .10         .157         .134         .39         .303         .862         .72         .93           Volume of New Sales Dollars in Millions         .0.000         .0.000         .0.000         .5710         .0.762         .12.909         .31.269         .2.491         .33.76           Volume of Total YTD Sales in Millions         .0.000         .0.000         .0.00         .5710         .0.762         .12.909         .31.269         .2.491         .33.76           Volume of Total YTD Sales in Millions         .0.00         .0.00         .255.8         .37.627         .38.76         13.712         .101.334         .248.338         .24656         .272.99           Average Sale price in Thousands         .0.0         .0.0         .255.8         .300.5         .380.8         .348.9         .300.7         .311.3         .301.           Median Sale Price in Thousands         .0.0         .0.0         .245.0         .317.9         .325.0         .355.0         .289.0         .324.5         .289.0         .325.0	CTIVE INVENTORY  New Listings	AC	ADUL 0	25	CA 0	NE 14 17 62 263.3 244.9 2 192.2 11.8 3.3 15 46	\$\begin{array}{c} \text{SAU} \\ \text{17} \\ \text{26} \\ \text{69} \\ \text{346.9} \\ \text{344.9} \\ \text{5.3} \\ \text{5.3} \\ \text{0.0} \\ \text{18} \\ \text{140} \\ \text{41} \\ \text{41} \end{array}	SR 1	VAL  25	\$CVTOT	EXT 7	77
New Escrows Closed         0         0         29         0         17         19         2         37         104         8         11           Total YTD Escrows Closed         .0         .0         .219         .10         .157         .134         .39         .303         .862         .72         .93           Volume of New Sales Dollars in Millions         .0.000         .0.000         .0.000         .5710         .0.762         .12.909         .31.269         .2.491         .33.76           Volume of Total YTD Sales in Millions         .0.000         .0.000         .0.00         .5710         .0.762         .12.909         .31.269         .2.491         .33.76           Volume of Total YTD Sales in Millions         .0.00         .0.00         .255.8         .37.627         .38.76         13.712         .101.334         .248.338         .24656         .272.99           Average Sale price in Thousands         .0.0         .0.0         .255.8         .300.5         .380.8         .348.9         .300.7         .311.3         .301.           Median Sale Price in Thousands         .0.0         .0.0         .245.0         .317.9         .325.0         .355.0         .289.0         .324.5         .289.0         .325.0	CTIVE INVENTORY  New Listings	AC	ADUL 0	25	CA 0	NE 14 17 62 263.3 244.9 2 192.2 11.8 3.3 15 46	\$\begin{array}{c} \text{SAU} \\ \text{17} \\ \text{26} \\ \text{69} \\ \text{346.9} \\ \text{344.9} \\ \text{5.3} \\ \text{5.3} \\ \text{0.0} \\ \text{18} \\ \text{140} \\ \text{41} \\ \text{41} \end{array}	SR 1	VAL  25	\$CVTOT	EXT 7	77
Total YTD Escrows Closed         0         0.157         134         39         303         862         72         93           Volume of New Sales Dollars in Millions         0.000         0.000         0.000         7.539         0.000         4.349         5.710         0.762         12.909         31.269         2.491         33.76           Volume of Total YTD Sales in Millions         0.000         0.000         54.311         2.578         37.627         38.776         13.712         101.334         248.338         24.656         272.99           Average Sale price in Thousands         0.0         0.0         260.0         0.0         255.8         300.5         380.8         348.9         300.7         311.3         301.           Median Sale Price in Thousands         0.0         0.0         249.0         0.0         245.0         317.9         325.0         355.0         289.0         324.5         289.0           Coop Sales         0         0         21         0         16         17         1         27         82         7         88           Percent of Coop Sales         0         0         0         72.4         0.0         94.1         89.5         50.0         73.0	CTIVE INVENTORY  New Listings	AC	ADUL 0	25	CA 0	NE 14 17 62 263.3 244.9 2 192.2 11.8 3.3 15 46	\$\begin{array}{c} \text{SAU} \\ \text{17} \\ \text{26} \\ \text{69} \\ \text{346.9} \\ \text{344.9} \\ \text{5.3} \\ \text{5.3} \\ \text{0.0} \\ \text{18} \\ \text{140} \\ \text{41} \\ \text{41} \end{array}	SR 1	VAL  25	\$CVTOT	EXT 7	7. 15 7 337. 330. 11 237. 14. 15 9. 97.
Volume of New Sales Dollars in Millions.         0.000         0.000         7.539         0.000         4.349         5.710         0.762         12.909         .31.269         2.491         .33.76           Volume of Total YTD Sales in Millions.         0.000         0.000         54.311         2.578         37.627         38.776         13.712         101.334         248.338         24.656         .272.99           Average Sale price in Thousands.         0.0         0.0         260.0         0.0         255.8         300.5         380.8         348.9         300.7         311.3         301.           Median Sale Price in Thousands.         0.0         0.0         249.0         0.0         245.0         317.9         325.0         355.0         289.0         324.5         289.0           Coop Sales         0         0         21         0         16         17         1         27         82         7         8           Percent of Coop Sales         0.0         0         72.4         0.0         941         89.5         50.0         73.0         78.8         87.5         79.           Average Days on Market         0         0         0         85         79         141         68	CTIVE INVENTORY  New Listings		ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	25	CA 0	NE	\$\begin{array}{c} \$SAU \\ & 17 \\ & 26 \\ & 69 \\ & 346.9 \\ & 344.9 \\ & 1 \\ & 339.9 \\ & 5.3 \\ & 0 \\ & 140 \\ & 41 \\ & 284.9 \end{array}	SR  1 3 109 351.2 355.0 0 0.0 0.0 7 46 74 347.7	VAL  25  63  71  375.4  363.0  2  333.5  5.4  6  31  320  50  354.6		EXT 7	7. 15 7 337. 330. 11 237. 14. 15 9. 97.
Volume of Total YTD Sales in Millions         0.000         0.000         54.311         2.578         37.627         38.776         13.712         101.334         248.338         24.656         272.99           Average Sale price in Thousands         0.0         0.0         260.0         0.0         255.8         300.5         380.8         348.9         300.7         311.3         301.           Median Sale Price in Thousands         0.0         0.0         249.0         0.0         245.0         317.9         325.0         355.0         289.0         324.5         289.0           Coop Sales         0         0         21         0         16         17         1         27         82         7         8           Percent of Coop Sales         0.0         0.0         72.4         0.0         94.1         89.5         50.0         73.0         78.8         87.5         79.           Average Days on Market         0         0         0         87         0         85         79         141         68         79         102         8           Sales at List Price         0         0         0         17         0         6         8         0         20	CTIVE INVENTORY  New Listings		ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	25	CA 0	NE	\$\begin{array}{c} SAU & 17 \\ 26 \\ 69 & 346.9 & 344.9 \\ 1 \\ 339.9 \\ 5.3 \\ 0 & 140 \\ 41 \\ 284.9 & 19 \end{array}	SR  1 3 109 351.2 355.0 0 0.0 0.0 7 46 74 347.7	VAL  25  63  71  375.4  363.0  2  333.5  5.4  6  31  320  50  354.6	\$CVTOT	### EXT    7	7. 15. 7. 337. 330. 11. 237. 14. 1. 9. 97. 51. 304.
Average Sale price in Thousands         0.0         0.0         260.0         0.0         255.8         300.5         380.8         348.9         300.7         311.3         301.           Median Sale Price in Thousands         0.0         0.0         249.0         0.0         245.0         317.9         325.0         355.0         289.0         324.5         289.0           Coop Sales         0         0         21         0         16         17         1         27         82         7         8           Percent of Coop Sales         0.0         0.0         72.4         0.0         94.1         89.5         50.0         73.0         78.8         87.5         79.           Average Days on Market         0         0         87         0         85         79         141         68         79         102         8           Sales at List Price         0         0         17         0         6         8         0         20         51         3         5           Sales at List Price         0.0         0         58.6         0.0         35.3         42.1         0.0         54.1         49.0         37.5         48.           Sa	CTIVE INVENTORY  New Listings		ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	25	CA	NE	\$\begin{array}{c} \$SAU \\ 17 \\ 26 \\ 69 \\ 346.9 \\ 344.9 \\ 10 \\ 339.9 \\ 5.3 \\ 0. \\ 140 \\ 41 \\ 284.9 \\ \\ 19 \\ 134 \\ \\ 134 \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  25  63  71  375.4  363.0  2  333.5  5.4  6  31  320  50  354.6  37  303	88	EXT  7  94  296.0  335.0  3  162.5  37.5  0  7  74  87  390.5	7. 15. 7. 337. 330. 11. 237. 14. 1. 9. 97. 51. 304.
Median Sale Price in Thousands         0.0         0.0         249.0         0.0         245.0         317.9         325.0         355.0         289.0         324.5         289.0           Coop Sales         0         0         21         0         16         17         1         27         82         7         8           Percent of Coop Sales         0.0         0.0         72.4         0.0         94.1         89.5         50.0         73.0         78.8         87.5         79           Average Days on Market         0         0         87         0         85         79         141         68         79         102         8           Sales at List Price         0         0         17         0         6         8         0         20         51         3         5           Percent of Sales at List Price         0.0         0         0         35.3         42.1         0.0         54.1         49.0         37.5         48           Sales to Listing Inventory Ratio         0.0         0         0         100.0         73.1         66.7         58.7         77.6         47.1         74           Final Sale to New Listing Ratio         0	CTIVE INVENTORY  New Listings Total Active Listings		ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	25	CA	NE	\$\begin{array}{c} SAU & 17 \\ 26 \\ 69 \\ 346.9 & 344.9 \\ 11 \\ 339.9 \\ 0.0 & 18 \\ 41 \\ 284.9 & 19 \\ 134 \\ 5.710 & 134 \\ 5.710 & 170 \end{array}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  25  63  71  375.4  363.0  2  333.5  5.4  6  31  320  354.6  37  303  12,909	88	EXT  7  94  296 0  335 0  35 0  7  162 5  37 5  0  7  74  87  390 5  8  8  72  2491	7. 15 7 337. 330. 330. 11 237. 14. 11 99. 304.
Coop Sales         0         0         21         0         16         17         1         27         82         7         88           Percent of Coop Sales         0.0         0.0         72.4         0.0         94.1         89.5         50.0         73.0         78.8         87.5         79.           Average Days on Market         0         0         87         0         85         79         141         68         79         102         8           Sales at List Price         0         0         17         0         6         8         0         20         51         3         5           Percent of Sales at List Price         0.0         0.0         58.6         0.0         35.3         42.1         0.0         54.1         49.0         37.5         48.           Sales to Listing Inventory Ratio         0.0         0.0         116.0         0.0         100.0         73.1         66.7         58.7         77.6         47.1         74.           Final Sale to New Listing Ratio         0.0         0.0         121.4         111.8         200.0         148.0         152.9         114.3         149.0           LOSED SALES TYPE	CTIVE INVENTORY  New Listings		ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	25	CA 0 0 0 0 0 0 0 0.	NE	\$AU  17. 26. 69. 346.9. 344.9. 1. 339.9. 5.3. 0.  18. 140. 41. 284.9. 19. 134. 5.710. 38.776.	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  25  63  71  375.4  363.0  2  333.5  5.4  6  31  320  354.6  37  303  12.909  101.334	88	EXT  7  17  94  296.0  335.0  35.0  162.5  37.5  0  7  74  87  390.5  8  72  24.656	7: 15: 7: 337.4 339.1 11: 237.3 330.1 11: 237.3 330.1 11: 237.3 330.1 11: 237.3 304.3 304.3 304.3 304.3 304.3 305.
Percent of Coop Sales         0.0         0.0         72.4         0.0         94.1         89.5         50.0         73.0         78.8         87.5         79.           Average Days on Market         0         0         87         0         85         79         141         68         79         102         8           Sales at List Price         0         0         17         0         6         8         0         20         51         3         5           Percent of Sales at List Price         0.0         0.0         58.6         0.0         35.3         42.1         0.0         54.1         49.0         37.5         48           Sales to Listing Inventory Ratio         0.0         0.0         116.0         0.0         100.0         73.1         66.7         58.7         77.6         47.1         74           Final Sale to New Listing Ratio         0.0         0.0         263.6         0.0         121.4         111.8         200.0         148.0         152.9         114.3         149           LOSED SALES TYPE           Foreclosure / REO         0         0         0         0         0         0         0         0         0	CTIVE INVENTORY  New Listings		ADUL	25	CA	NE	\$\begin{align*} \begin{align*} \text{17} & 26 & \\ \text{69} & 346.9 & \\ \text{344.9} & \\ \text{1} & 339.9 & \\ \text{5.3} & \\ \text{140} & 41 & \\ \text{284.9} & \\ \text{134} & \\ \text{5.710} & \\ \text{38.776} & \\ \text{300.5} & \\ \text{300.5}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  25  63  71  375.4  363.0  2  333.5  5.4  6  31  320  354.6  37  303  12.909  101.334  348.9	\$CVTOT	### EXT    17	77- 155- 77- 337- 330. 330. 11- 237. 14. 11: 99- 50- 304.
Average Days on Market       0       0       87       0       85       79       141       68       79       102       8         Sales at List Price       0       0       17       0       6       8       0       20       51       3       5         Percent of Sales at List Price       0.0       0.0       58.6       0.0       35.3       42.1       0.0       54.1       49.0       37.5       48         Sales to Listing Inventory Ratio       0.0       0.0       116.0       0.0       100.0       73.1       66.7       58.7       77.6       47.1       74         Final Sale to New Listing Ratio       0.0       0.0       121.4       111.8       200.0       148.0       152.9       114.3       149         LOSED SALES TYPE         Foreclosure / REO       0       0       0       0       0       0       1       2       1         Seller Concessions       0	CTIVE INVENTORY  New Listings		ADUL	25. 98. 311.8. 250.0. 8. 240.7. 27.6. 3. 3 17. 220. 69. 238.5. 29. 219. 7.539. 54.311. 260.0. 249.0.	CA	NE	\$\begin{array}{c} \text{SAU} \\ \text{17} \\ \text{26} \\ \text{69} \\ \text{346.9} \\ \text{344.9} \\ \text{1} \\ \text{339.9} \\ \text{5.3} \\ \text{0} \\ \text{41} \\ \text{41} \\ \text{284.9} \\ \text{134} \\ \text{5.710} \\ \text{38.776} \\ \text{300.5} \\ \text{317.9} \\ \text{317.9} \end{array}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  25  63  71  375.4  363.0  2  333.5  5.4  6  31  320  50  354.6  37  303  12.909  101.334  348.9  355.0	862 31.269 289.0	### Company of the co	77- 155- 77- 337- 330. 330. 11- 237. 14. 11: 99- 50- 304.
Sales at List Price       0       0       17       0       6       8       0       20       51       3       50         Percent of Sales at List Price       0.0       0.0       58.6       0.0       35.3       42.1       0.0       54.1       49.0       37.5       48.3         Sales to Listing Inventory Ratio       0.0       0.0       116.0       0.0       100.0       73.1       66.7       58.7       77.6       47.1       74.5         Final Sale to New Listing Ratio       0.0       0.0       263.6       0.0       121.4       111.8       200.0       148.0       152.9       114.3       149.3         LOSED SALES TYPE         Foreclosure / REO       0       0       1       0       0       0       1       12       1       1         Seller Concessions       0       <	CTIVE INVENTORY  New Listings		ADUL	25. 98. 311.8. 250.0. 8. 240.7. 27.6. 3. 3. 17. 220. 69. 238.5. 29. 219. 7.539. 54.311. 260.0. 249.0. 21	CA	NE	\$\begin{array}{c} \$SAU \\ 17 \\ 26 \\ 69 \\ 346.9 \\ 344.9 \\ 1 \\ 339.9 \\ 5.3 \\ 140 \\ 41 \\ 284.9 \\ 134 \\ 5.710 \\ 38.776 \\ 300.5 \\ 317.9 \\ 17 \\ \end{array}\$	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  25  63  71  375.4  363.0  2  333.5  5.4  6  31  320  354.6  37  39  303  12.909  101.334  348.9  355.0  27	\$\begin{array}{c} & & & & & & & & & & & & & & & & & & &		77. 155 7 337. 339. 330. 11 14. 15 99. 975 50 304. 111 933 33.760 272.99 301.
Percent of Sales at List Price.       0.0       0.0       58.6       0.0       35.3       42.1       0.0       54.1       49.0       37.5       48.3         Sales to Listing Inventory Ratio.       0.0       0.0       116.0       0.0       100.0       73.1       66.7       58.7       77.6       47.1       74.7         Final Sale to New Listing Ratio.       0.0       0.0       263.6       0.0       121.4       111.8       200.0       148.0       152.9       114.3       149.3         LOSED SALES TYPE         Foreclosure / REO       0       0       1       0       0       0       1       2       1       1       2 <td>CTIVE INVENTORY  New Listings</td> <td></td> <td>ADUL </td> <td>25</td> <td>CA </td> <td>NE </td> <td>\$\begin{array}{c} \$SAU \\ 17 \\ 26 \\ 69 \\ 346.9 \\ 344.9 \\ 1 \\ 339.9 \\ 5.3 \\ 140 \\ 41 \\ 284.9 \\ 134 \\ 5.710 \\ 38.776 \\ 300.5 \\ 317.9 \\ 17 \\ 89.5 \end{array}</td> <td>\$\begin{array}{cccccccccccccccccccccccccccccccccccc</td> <td>VAL  25  63  71  375.4  363.0  2  333.5  5.4  6  31  320  354.6  37  303  12.909  101.334  348.9  355.0  27  73.0</td> <td>\$CVTOT </td> <td>### Company of the co</td> <td>77. 155 7 337. 339. 330. 11 14. 15 99. 975 50 304. 111 933 33.760 272.99 301.</td>	CTIVE INVENTORY  New Listings		ADUL	25	CA	NE	\$\begin{array}{c} \$SAU \\ 17 \\ 26 \\ 69 \\ 346.9 \\ 344.9 \\ 1 \\ 339.9 \\ 5.3 \\ 140 \\ 41 \\ 284.9 \\ 134 \\ 5.710 \\ 38.776 \\ 300.5 \\ 317.9 \\ 17 \\ 89.5 \end{array}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  25  63  71  375.4  363.0  2  333.5  5.4  6  31  320  354.6  37  303  12.909  101.334  348.9  355.0  27  73.0	\$CVTOT	### Company of the co	77. 155 7 337. 339. 330. 11 14. 15 99. 975 50 304. 111 933 33.760 272.99 301.
Sales to Listing Inventory Ratio       0.0       0.0       116.0       0.0       100.0       73.1       66.7       58.7       .77.6       .47.1       .74.5         Final Sale to New Listing Ratio       0.0       0.0       263.6       0.0       121.4       .111.8       .200.0       .148.0       .152.9       .114.3       .149.3         LOSED SALES TYPE         Foreclosure / REO       0       0       1       0       0       0       1       2       1       .2       1       .2       1       .2       .1	CTIVE INVENTORY  New Listings		ADUL	25	CA	NE  14  17  62  263.3  244.9  2  192.2  11.8  3  15  165  46  237.7  17  157  4.349  37.627  255.8  245.0  94.1  85	\$\begin{array}{c} \$SAU \\ 17 \\ 26 \\ 69 \\ 346.9 \\ 344.9 \\ 5.3 \\ 0 \\ 140 \\ 41 \\ 284.9 \\ 134 \\ 5.710 \\ 38.776 \\ 300.5 \\ 317.9 \\ 17 \\ 89.5 \\ 79 \\ 79 \end{array}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  25  63  71  375.4  363.0  2  333.5  5.4  6  31  320  50  354.6  37  303  12.909  348.9  348.9  355.0  27  73.0  68		7	7: 15: 7: 337.4 330.1 14. 12: 9: 97: 56: 304.: 11: 93.3 33.76( 301. 272.99( 289. 88.
Final Sale to New Listing Ratio       0.0       0.0       263.6       0.0       121.4       111.8       200.0       148.0       152.9       114.3       149.3         LOSED SALES TYPE       Foreclosure / REO       0       0       1       0       0       0       1       2       2       1       2       2       1 <t< td=""><td>CTIVE INVENTORY  New Listings</td><td></td><td>ADUL  0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0</td><td>25</td><td>CA </td><td>NE  14  17  62  263.3  244.9  2  192.2  11.8  3  15  165  46  237.7  17  157  4.349  37.627  255.8  245.0  94.1  85  6</td><td>\$\begin{array}{c} \$SAU \\ 17 \\ 26 \\ 69 \\ 346.9 \\ 344.9 \\ 1 \\ 339.9 \\ 5.3 \\ 0 \\ 140 \\ 41 \\ 284.9 \\ 134 \\ 5.710 \\ 38.776 \\ 300.5 \\ 317.9 \\ 17 \\ 89.5 \\ 79 \\ 8</td><td>\$\begin{array}{cccccccccccccccccccccccccccccccccccc</td><td>VAL  25  63  71  375.4  363.0  2  333.5  5.4  6  31  320  50  354.6  37  303  12.909  101.334  348.9  355.0  27  73.0  68  20</td><td>\$\begin{array}{c} &amp; &amp;</td><td>7</td><td>7: 15: 7: 337.4 330.1 14. 12: 9: 97: 56: 304.: 11: 93.3 33.76( 301. 272.99( 289. 88.</td></t<>	CTIVE INVENTORY  New Listings		ADUL  0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	25	CA	NE  14  17  62  263.3  244.9  2  192.2  11.8  3  15  165  46  237.7  17  157  4.349  37.627  255.8  245.0  94.1  85  6	\$\begin{array}{c} \$SAU \\ 17 \\ 26 \\ 69 \\ 346.9 \\ 344.9 \\ 1 \\ 339.9 \\ 5.3 \\ 0 \\ 140 \\ 41 \\ 284.9 \\ 134 \\ 5.710 \\ 38.776 \\ 300.5 \\ 317.9 \\ 17 \\ 89.5 \\ 79 \\ 8	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  25  63  71  375.4  363.0  2  333.5  5.4  6  31  320  50  354.6  37  303  12.909  101.334  348.9  355.0  27  73.0  68  20	\$\begin{array}{c} & & & & & & & & & & & & & & & & & & &	7	7: 15: 7: 337.4 330.1 14. 12: 9: 97: 56: 304.: 11: 93.3 33.76( 301. 272.99( 289. 88.
LOSED SALES TYPE           Foreclosure / REO         0         0         1         0         0         0         1         2         1         5         5         5         5         1         2         1 <td>CTIVE INVENTORY  New Listings</td> <td></td> <td>ADUL  0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0</td> <td>25</td> <td>CA </td> <td>NE </td> <td>\$AU  17. 26. 69. 346.9. 344.9. 1. 339.9. 5.3. 0.  18. 140. 41. 284.9. 19. 134. 5.710. 38.776. 300.5. 317.9. 317.9. 42.1.</td> <td>\$\begin{array}{cccccccccccccccccccccccccccccccccccc</td> <td>25 63 71 375.4 363.0 2 333.5 5.4 6 31 320 50 354.6 37 303 12.909 101.334 348.9 355.0 27 73.0 68 20 20 54.1</td> <td>868</td> <td>### Company of the co</td> <td>75 15 77 337.9 330.0 14.3 14.3 12.3 97.5 55.3 304.3 304.3 304.3 304.3 304.3 304.3 304.3 304.3 305.3 307.9 30</td>	CTIVE INVENTORY  New Listings		ADUL  0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	25	CA	NE	\$AU  17. 26. 69. 346.9. 344.9. 1. 339.9. 5.3. 0.  18. 140. 41. 284.9. 19. 134. 5.710. 38.776. 300.5. 317.9. 317.9. 42.1.	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	25 63 71 375.4 363.0 2 333.5 5.4 6 31 320 50 354.6 37 303 12.909 101.334 348.9 355.0 27 73.0 68 20 20 54.1	868	### Company of the co	75 15 77 337.9 330.0 14.3 14.3 12.3 97.5 55.3 304.3 304.3 304.3 304.3 304.3 304.3 304.3 304.3 305.3 307.9 30
Foreclosure / REO     0     0     1     0     0     0     0     1     2     1       Seller Concessions     0     0     0     0     0     0     0     0     0     0       Short Sale     0     0     2     0     0     0     0     0     2     1       Standard     0     0     25     0     17     19     2     35     98     6     10	CTIVE INVENTORY  New Listings		ADUL  0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	25. 98. 311.8. 250.0. 240.7. 27.6. 3. 220. 69. 238.5. 29. 219. 7.539. 54.311. 260.0. 249.0. 21. 21. 72.4. 87. 17. 58.6. 116.0. 116.0.	CA	NE  14  17  62  263.3  244.9  2  192.2  11.8  3  15  165  46  237.7  17  157  4.349  37.627  255.8  245.0  245.0  36.1  85.6  6.3  35.3  100.0	\$AU  17. 26. 69. 346.9. 344.9. 1. 339.9. 5.3. 0.  18. 140. 41. 284.9. 19. 134. 5.710. 38.776. 300.5. 317.9. 317.9. 89.5. 89.5.	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	25 63 71 375.4 363.0 2 333.5 5.4 6 31 320 50 354.6 37 303 12.909 101.334 348.9 355.0 73.0 68 20 54.1	862 31.269 248.338 30.7 289.0 289.0 51 49.0 77.6	## Company of the com	7: 15: 337.4 339.1 11: 399.1 304.3 3
Foreclosure / REO     0     0     1     0     0     0     0     1     2     1       Seller Concessions     0     0     0     0     0     0     0     0     0     0     0       Short Sale     0     0     2     0     0     0     0     0     2     1       Standard     0     0     25     0     17     19     2     35     98     6     10	New Listings		ADUL  0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	25. 98. 311.8. 250.0. 240.7. 27.6. 3. 220. 69. 238.5. 29. 219. 7.539. 54.311. 260.0. 249.0. 21. 21. 72.4. 87. 17. 58.6. 116.0. 116.0.	CA	NE  14  17  62  263.3  244.9  2  192.2  11.8  3  15  165  46  237.7  17  157  4.349  37.627  255.8  245.0  245.0  36.1  85.6  6.3  35.3  100.0	\$AU  17. 26. 69. 346.9. 344.9. 1. 339.9. 5.3. 0.  18. 140. 41. 284.9. 19. 134. 5.710. 38.776. 300.5. 317.9. 317.9. 89.5. 89.5.	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	25 63 71 375.4 363.0 2 333.5 5.4 6 31 320 50 354.6 37 303 12.909 101.334 348.9 355.0 73.0 68 20 54.1	862 31.269 248.338 30.7 289.0 289.0 51 49.0 77.6	## Company of the com	7: 15: 337.4 339.1 11: 399.1 304.3 3
Seller Concessions     0     0     0     0     0     0     0     0     0       Short Sale     0     0     2     0     0     0     0     0     2     1       Standard     0     0     25     0     17     19     2     35     98     6     10	CTIVE INVENTORY  New Listings		ADUL  0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	25. 98. 311.8. 250.0. 240.7. 27.6. 3. 220. 69. 238.5. 29. 219. 7.539. 54.311. 260.0. 249.0. 21. 21. 72.4. 87. 17. 58.6. 116.0. 116.0.	CA	NE  14  17  62  263.3  244.9  2  192.2  11.8  3  15  165  46  237.7  17  157  4.349  37.627  255.8  245.0  245.0  36.1  85.6  6.3  35.3  100.0	\$AU  17. 26. 69. 346.9. 344.9. 1. 339.9. 5.3. 0.  18. 140. 41. 284.9. 19. 134. 5.710. 38.776. 300.5. 317.9. 317.9. 89.5. 89.5.	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	25 63 71 375.4 363.0 2 333.5 5.4 6 31 320 50 354.6 37 303 12.909 101.334 348.9 355.0 73.0 68 20 54.1	88	## Company of the com	75 15 77 337.9 330.0 237.8 14.3 12 99.7 50 304.3 112 99.7 50 304.3 31.6 272.99- 289.0 289.0 48.0 59.0 49.
Short Sale         0         0         2         0         0         0         0         0         2         1           Standard         0         0         25         0         17         19         2         35         98         6         10	CTIVE INVENTORY  New Listings		ADUL	25	CA	NE  14  17  62  263.3  244.9  2  192.2  11.8  3  15  165  46  237.7  17  157  4.349  37.627  255.8  245.0  16  94.1  85  6  35.3  100.0  121.4	\$AU  17. 26. 69. 346.9. 344.9. 1. 339.9. 5.3. 0.  18. 140. 41. 284.9.  19. 134. 5.710. 38.776. 300.5. 317.9. 17. 89.5. 79. 88. 42.1. 73.1. 111.8.	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  25 63 71 375.4 363.0 2 333.5 5.4 6 31 320 50 354.6 37 303 12.909 101.334 348.9 355.0 27 73.0 68 20 54.1 58.7		## Company of the com	75 151 77 337.9 330.0 14.3 14.3 12 95 304.3 304.3 304.3 304.3 304.3 307.8 309.
Standard	CTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  LOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions. Volume of Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of REO		ADUL	25	CA	NE  14  17  62  263.3  244.9  2  192.2  11.8  3  15  165  46  237.7  17  157  4.349  37.627  255.8  245.0  16  94.1  85  6  35.3  100.0  121.4	\$AU  17. 26. 69. 346.9. 344.9. 1. 339.9. 5.3. 0.  18. 140. 41. 284.9.  19. 134. 5.710. 38.776. 300.5. 317.9. 17. 89.5. 79. 88. 42.1. 73.1. 111.8.	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  25  63  71  375.4  363.0  2  333.5  5.4  6  31  320  50  354.6  37  303  12.909  101.334  348.9  355.0  27  73.0  68  20  54.1  58.7  148.0		### Company of the co	75 151 77 337.9 330.0 14.3 14.3 12 95 304.3 304.3 304.3 304.3 304.3 307.8 309.
	CTIVE INVENTORY  New Listings Total Active Listings  Average Days on Market  Average List Price in Thousands  Median List Price in Thousands  Median List Price in Thousands  Moment of Sale Ratio  Expirations  ENDING SALES  New Escrows Opened  Total YTD Escrows Opened  New Open Escrows Average Days on Market  New Open Escrows Average List Price  LOSED SALES:  New Escrows Closed  Total YTD Escrows Closed  Volume of New Sales Dollars in Millions  Volume of Total YTD Sales in Millions  Average Sale price in Thousands  Median Sale Price in Thousands  Median Sale Price in Thousands  Coop Sales  Percent of Coop Sales  Average Days on Market  Sales at List Price  Percent of Sales at List Price  Sales to Listing Inventory Ratio  Final Sale to New Listing Ratio  LOSED SALES TYPE  Foreclosure / REO  Seller Concessions		ADUL	25	CA	NE  14  17  62  263.3  244.9  2  192.2  11.8  3  15  165  46  237.7  17  157  4.349  37.627  255.8  245.0  16  94.1  85  6  35.3  100.0  121.4	\$AU  17. 26. 69. 346.9. 344.9. 1. 339.9. 5.3. 0.  18. 140. 41. 284.9.  19. 134. 5.710. 38.776. 300.5. 317.9. 317.9. 42.1. 73.1. 111.8. 0. 0.	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	25 63 71 375.4 363.0 2 333.5 5.4 6 31 320 50 354.6 37 303 12.909 101.334 348.9 355.0 27 73.0 68 20 54.1 58.7 148.0	\$CVTOT	### Company of the co	755 151 151 177 337.9 330.0 16 237.8 14.3 12 95 975 56 304.3 31.4 289.0 289.0 38.5 48.2 48.2 149.3
Utiner	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price BLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio  BLOSED SALES TYPE Foreclosure / REO Seller Concessions Short Sale.		ADUL  0. 0	25	CA  O O O O O O O O O O O O O O O O O O	NE  14  17  62  263.3  244.9  2  192.2  11.8  3  15  165  46  237.7  17  157  4.349  37.627  255.8  245.0  16  94.1  85  6  35.3  100.0  121.4	\$AU  17. 26. 69. 346.9. 344.9. 1. 339.9. 5.3. 0.  18. 140. 41. 284.9. 19. 134. 5.710. 38.776. 300.5. 317.9. 317.9. 42.1. 73.1. 111.8. 0. 0. 0.	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	25 63 71 375.4 363.0 2 333.5 5.4 6 31 320 50 354.6 37 303 12.909 101.334 348.9 355.0 27 73.0 68 20 54.1 58.7 148.0	\$CVTOT	### Company of the co	755 151 777 337.9 330.0 16 237.8 14.3 12 95 975 56 304.3 31.4 289.0 272.994 289.0 89 79.55 98.1 149.3
	New Listings		ADUL  0. 0	25. 29. 219. 7.539. 54.311. 260.0. 249.0. 211. 211. 25. 38. 31. 3. 31. 31. 31. 31. 31. 31. 31. 31.	CA  O O O O O O O O O O O O O O O O O O	NE  14  17  62  263.3  244.9  2  192.2  11.8  3  15  165  46  237.7  17  157  4.349  37.627  255.8  245.0  16  94.1  94.1  94.1  0.0  0.0  0.0  0.0  17	\$AU  17. 26. 69. 346.9. 344.9. 1. 339.9. 5.3. 0.  18. 140. 41. 284.9. 19. 134. 5.710. 38.776. 300.5. 317.9. 79. 89.5. 42.1 73.1. 111.8. 0. 0. 0. 0. 19.	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	25 63 71 375.4 363.0 2 333.5 5.4 6 31 320 50 354.6 37 303 12.909 101.334 348.9 355.0 73.0 68 20 54.1 148.0 1 0 0 0 355	\$CVTOT  68	### Company of the co	151 

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	MC	MONTHLY RE	SIDENTIAL S	ESIDENTIAL SALES STATISTICS	STICS				385	כי	356
ACTIVE INVENTORY	AC	ADUL	၁၁	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	ТОТА
	16.	6	29	21	29	76	12	74	296	70	
TOTAL ACTIVE LISTINGS	48	33	126	45	60	124	26	154	616	190	806
AVERAGE LIST PRICE IN THOUSANDS.	559.8	954.2	585.4	575.2	507.8	509.3	651.7	574.2	579.5	364.6	528.9
'N LIST PRICE IN THOUSANDS	549.8	769.9	499.0	510.6	459.0		0.699	499.0	519.0	299.9	475.0
BOMS	e ::	2	19	4	9	12		11.	90	15	
AVERAGE BOIM PRICE IN THOUSANDS	358.3	429.4	406.1	488.9	404.6		79.6	567.5 13.6	4/6.8	301.9	9.144
EXPIRATIONS	0	1	10	+	9	5.	0	14	37	11	48
PENDING SALES:	C	ı	C	Ċ	L	ļ	1	C	Ö	3	
NEW ESCHOWS OPENED	ව ය ස	5 AR	59	28	35	/5	. / [	96	324	61	385
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	31	71	58	67	56	46.	54		53	53	53,442
NEW OPEN ESCROWS AVERAGE LIST PRICE	444.5	464.5	406.9	443.7	377.5	.463.5.	. 557.9	522.4	464.1	450.1	461.9
CLOSED SALES:		(		1	į			i		į	
NEW ESCROWS CLOSED	12			23	31	77	7	81	295	61	356
VOLTIME OF NEW SALE DOLL ARS IN MILLIONS	04 A 852	1.315	24 729	10 523	10 878	34 079	3 875	30 553	126 796	22 886	149 683
VOLUME OF TOTAL YTD SALES IN MILLIONS.	34.673	17.918	: "	106.319	102.703	237.805.	73.772	368.854	1171.769	174.232	1346.00
AVERAGE SALE PRICE IN THOUSANDS.	404.3	438.3		457.5	350.9	442.5.	553.6	488.3	429.8	375.2	420.
MEDIAN SALE PRICE IN THOUSANDS	400.0	400.0	33	475.0	325.0	420.0	484.9	450.0	416.0	235.0	390.
COOP SALES	0 12	2.5		19	26		9 10		243	54	
PERCENI OF COOP SALES	(5.0	66.7		82.6	83.9	84.4	7.02	84.0	82.4	88.2	
AVERAGE DAYS ON MARKET		140	29	11				37	137	31	198
PERCENT OF SALES AT LIST PRICE	66.7	33.3	4	47.8	35.5	48.1	42.9	45.7	46.4	50.8	`
SALES TO LISTING INVENTORY RATIO.	25.0	9.1		51.1	51.7	62.1	26.9	52.6	47.9	32.1	4
FINAL SALE TO NEW LISTING RATIO	75.0	33.3		109.5	106.9	101.3	58.3	109.5	99.7	87.1	
CLOSED SALES TYPE FORECLOSURE/RED  O 0 0	0	0	ю	0	0	0	0	•	4	o	
SELLER CONCESSIONS	0	0		0	0	0	0	О	0	0	
SHORT SALE		0	9			2	Ţ	2	14	9	
STANDARD	10	3	20	22	30	75	9	77	273	45	318
OTHER	1	0	2	0	0	0	0	1	4	t	
SELLING BOLCE DANGE. AVG. SELL TIME	AVG. S	SELLING SELL TIME	IME	PRICE CHANGE - PI ACTIVE NO. LISTINGS	RICE	REDUCTION TOTAL # SOLD		REDUCED \$	\$ AVERAGE PRICE REDUCTION	RICE REDU	JCTION
JELLING PRICE RANGE:		39		œ		e		,	400		
100,000 TO 109,999		0		, –		О		0	A/Z		
110,000 TO 119,999		0		5		0		0	N/A		
120,000 TO 139,999		09		6		2		2	7545		
140,000 TO 159,999		47		12		10			19488		
160,000 TO 179,999		24		ω ;		4.		0	7703		
180,000 TO 199,999		47		74		15		70	10553		
200,000 TO 249,999		74,		3Z 45		33		21	13170		
300,000 TO 349 999		35		54		33		17	15449		
350,000 TO 399,999		41		69		39		27	12331		
400,000 TO 449,999		39		77		52		34	6794		
450,000 TO 499,999		54		76		33		24	15330		
500,000 TO 549,999		49		70		18		12	20913		
550,000 TO 599,999		61		60		19		16	15469		
600,000 IO 699,999 200,000 TO 300,000		51		000		10		10	13218		
/00,000 IO /99,999						,		 Q	310/5		
900,000 TO 888,888		49		0 4		 		) <del>-</del>	39900		
1,000,000 TO 1,999,999		80		32		5.		5	74080		
MORE THAN 2,000,00060		09		80		1		1	650000		
TOTALS	46	46		761		333		221	14285		
LISTINGS			<b>2014 RMLS</b>	LS TOTAL	Ι.	JME				SAI	ES
4.537			<del>1</del>	1.346.001	9					3.225	25
				)	)						

# **SANTA CLARITA VALLEY**

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

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS', INC.

	SALES TO TIST	6.09	51.3	53.2	76.2	73.4	8.69	74.6	82.1	75.1	97.3				
		96.2 6	88.2 5	103.2 5		7 97.79	153.2 6								
2014	WIL.	96	88	103	155.5	15.	153	157.1	159.9	145.9	149.6				
	SALES	238	214	261	369	367	344	373	362	341	356				
	LIST	391	417	491	484	200	493	200	441	454	396				
	SALES TO LIST	6.69	6.89	90.1	87.3	86.7	73.5	82.6	83.7	90.8	81.7	1.66	109.2	84.5	
13	% NOL WILL	84.2	89.7	132	139.1	140.1	142.7	163.7	147.4	129.1	131.9	131.9	165.2	1597	850
2013	SALES	248	255	345	364	373	346	404	375	332	335	323	407	4107	\$388,850
	LIST	355	370	383	417	430	471	489	448	412	410	324	214	4723	
	% SALES TO LIST	58.7	61.5	75.7	85.2	84.2	104.6	101	96.2	107.3	109.5	105.3	179.8	66	
2	\$ VOL	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	
-	\$ VOL MIL.	75.2	74.2	104	106	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	588	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	70.7	75.2	60.3	
0	\$ VOL MIL.	82.7	89.4	123.4	118.1	135.9	123.4	115.8	111.3	106.4	93.1	97.3	102.6	1299.4	\$353,482
2010	SALES	231	241	354	328	368	357	302	312	297	279	299	308	3,676	\$353
	LIST	476	489	592	253	465	155	564	250	540	525	423	407	6,135	
	% SALES TO 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	NOV	DEC	TOTAL	AVG. SALE PRICE

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# Did You Know? Commercial Day is coming January 21, 2015

### **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

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.** 3<sup>rd</sup> Tues of mo.

Chairperson: Brian Hatkoff, CCIM Phone: (818) 701-7789

Web: www.commercialdataexchange.com

Time: 8:30 A.M.

Fridays

Location: SRAR Auditorlum 7232 Balboa Blvd., Van Nuys

### **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]

**SCV CARAVAN** 

Time: 8:30 – 9:30 A.M. - EVERY FRIDAY

### **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.

### Chairperson: Dean Vincent

818-802-8856 or MDeanVincent@RealtyExecutives.com

2nd & 4th Fridays

Location: SRAR SCV Division

20655 Soledad Canyon Rd #33, Canyon Country 91351

Dates: 2<sup>nd</sup> and 4<sup>th</sup> Fridays of the month

Time: 8:30am

**Upcoming Meetings:** 

September 12 September 26 October 10 October 24