

REALTOR® REPORT

November/December, 2014

The Official Publication of Southland Regional Association of REALTORS®

High Sellers' Confidence + Lower Rates = Better Market

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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 mid-last 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

\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	SEP 2013	AUG 2014	SEP 2014	AUG 2013	SEP 2014	SEP 2014
Los Angeles - Riverside - Orange County	239.611	243.556	243.623	1.8	1.7	0.0

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**SOUTHLAND REGIONAL
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REALTOR® REPORT

The Official Publication of SRAR

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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



Realtor® Roger Hance
2014 SRAR President

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	Monthly Payment Including Taxes & Insurance	Minimum Qualifying 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

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.





Commercial Day is coming!
Commercial Day is coming!

*Tell everyone you know,
Commercial Day is coming
January 21, 2015!!!*

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.

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 mobile app – available for free download at the [Apple Store](#) and [Google Play](#). 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.

DOWNLOAD THE CRMLS APP



CRMLS Matrix
Username & Password
Required for Log-in



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

- Search capabilities that include:
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 - Zip
 - Address
 - MLS#
 - Status
 - Property Type
 - Property Sub Type
 - Price
 - Square Feet
 - Lot Size
 - Year Built
 - Bedrooms
 - Bathrooms
 - Price reduced in last 7 days
 - Open Houses
- Your saved searches
- Your full list of contacts
- Your custom property type carts
- Your portfolio of listings
- The C.A.R.E.T.S Agent Roster

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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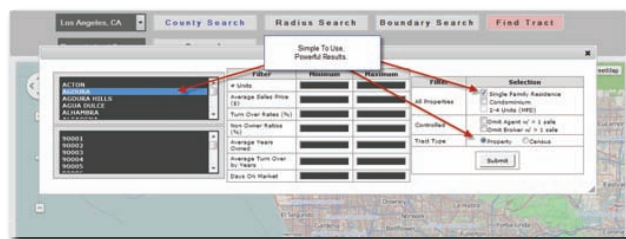

SOUTHLAND REGIONAL
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A Powerful Member Benefit!

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.



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.rebogateway.com 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.

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.
8. Click on the tract you want to see, and you will be provided with all of the data on the tract.
9. Enjoy!

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.

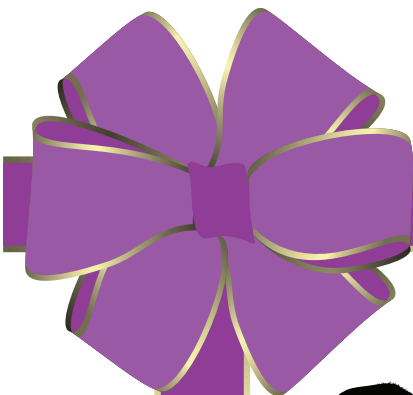
Census Tract – is a geographic region defined for the purpose of taking a census. All homes are parts of census tracts and are usually larger groups of homes, from 200 – 2000 homes.

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.

www.rebogateway.com + SRAR.rebogateway.com

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 sponsorship 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? ☐ YES ☐ NO

If yes, please provide the name: _____

To sponsor by credit card, complete the information below. Checks may be made to 'SRAR Foundation' and sent to Jason Arancibia at 7232 Balboa 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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The following Real Estate Brokers have applied for REALTOR® membership. If you have any objections to an applicant's admittance, the objection should be submitted in writing to the Membership Committee at once. In the event a qualified complainant is received, the complaint will be forwarded to the Chairman of the Membership Committee to ascertain that the complaint comes within the purview of the 7 point criteria established by the National Association of Realtors®. If it does not, the complainant is notified and the applicant is admitted to membership. If it does, the Membership Committee Chairman shall appoint a panel of 3 members from the committee to interview the applicant. The Panel shall make its recommendation to the Membership Committee, which shall then forward its recommendation to the Board of Directors. If the committee recommends disapproval of the application, the Board of Directors will review the recommendation and render a final decision.

RESPONSIBLE REALTOR® APPLICANTS

FIRST POSTING

Bowsky, Despina
Newpath Realty
23591 El Toro Road, Suite 104
Lake Forest, CA. 92630

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24591 Del Prado #100
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2318 26th St.
Santa Monica, CA. 90405

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Paladio Realty
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Van Nuys, CA. 91401

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6725 Sunset Blvd. #450
Los Angeles, CA. 90028

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21700 Oxnard Street, Suite 2030
Woodland Hills, CA. 91367

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Arian Abrishami
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Carlos Andrade
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7979 W. Sunset Blvd.
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Studio City, CA. 91604

Yahiayan, Margarit
West Coast Financial & Realty, Inc.
18111 W. Glenoaks Blvd., Ste. C
Glendale, CA. 91201

REALTOR® APPLICANTS

Abram, Karen Marjorie / 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
Chernyavsky, 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
Dannenfelter, Jonathan / C.A. Financial & Realty / Woodland Hills
Diaz, Dragana / Coldwell Banker Calabasas / Calabasas
Diaz, Ronald / On The House Homes & Loans / Chatsworth
Didio, Leand / 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
Giles, Sandy L. / Realty Executives / Newhall
Goldberg, Margarita / Freedom Financial Options / Stevenson Ranch
Hernandez, Michael Robert / Berkshire Hathaway HomeServices California Properties / Northridge
Ishkhanian, Sossi / Century 21 Valley Properties, Inc. / West Hills
Jennings, Andrea Dee / Ewing Sotheby's I.R. / Calabasas
Khachikian, Rita / Re/Max Grand / Tarzana
Kiani, Farhad / Keller Williams Realty North Valley / Porter Ranch
Kim, Anthony Chang / Century 21 All Moves / Granada Hills
Levine, Glenn / Keller Williams Realty Calabasas / Calabasas
Liu, Xiu Xia / Realty Executives / Newhall

Magana, Jeannette Mary / Berkshire Hathaway HomeServices California Properties / Encino
Mahler, Adam T. / Re/Max Estates / Sherman Oaks
Mallasch, Brian / Coldwell Banker Calabasas / Calabasas
Mansouri, Christopher B. / Coldwell Banker Quality Properties / Northridge
Moore, Joyce Ann / Coldwell Banker Quality Properties / Northridge
Moore-Elmaleh, Maria / Troop Real Estate, Inc. / Valencia
Muradyan, Mushegh / Real Estate eBroker Inc. / Oceanside
Nadon, Deborah Lynn / Keller Williams World Media Center / Burbank
Nazlouyan, Lilit / Keller Williams Realty-Los Feliz / Los Angeles
Noyola, Antonio / Carlos Andrade / North Hills
Oren-Benhamou, Momy / Coldwell Banker Calabasas / Calabasas
Owens, Krista Nicole / Century 21 All Moves / Granada Hills
Paul, Julie / Realty Executives / Newhall
Perez, Daniel J. / Coldwell Banker / Sherman Oaks
Rahimzadeh, Mehrdad Mathew / Keller Williams Realty Encino-Sherman Oaks / Encino
Raigoza, Elsa / Progressive Realtors / San Fernando
Rice, Erika / Rodeo Realty / Calabasas
Rico, Rosalinda Darlene / Brightstone Estate Properties / Winnetka
Rubin, Leslie / Berkshire Hathaway HomeServices California Properties / Sherman Oaks
Saidiner, Grant / Coldwell Banker Calabasas / Calabasas
Sanchez Garcia, Isela M. / The Real Estate Plaza / Granada Hills
Sarriedine, Caroline / Realty Executives / Newhall
Suarez, Bernard Jun / GPC Realty Group / Panorama City
Taff, Stanley Eric / Troop Real Estate, Inc. / Valencia
Taylor, Alison / Keller Williams VIP Properties / Valencia
Tijam, Jose / Coldwell Banker / Sherman Oaks
Ugalde, Eduardo / Ewing Sotheby's I. R. / Calabasas
Willis, Andre / Keller Williams Realty Calabasas / Calabasas
Yorn, Brian Adam / Coldwell Banker Residential Brokerage / Studio City
Zendejas, Sylvio / Gold Star Realty / Encino
Zislis, Anna / American Capital Realty / Sherman Oaks

RESIDENTIAL PROPERTIES LISTED

1,524

RESIDENTIAL PROP. ESCROW OPENED

1,142

RESIDENTIAL PROP. ESCROW CLOSED

1,033

OCTOBER 2014 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	132	205	163	183	245	928	596	1,524
TOTAL ACTIVE LISTINGS	279	389	320	345	514	1,847	1,504	3,351
AVERAGE DAYS ON MARKET	82	75	70	78	73	70	75	84
AVERAGE LIST PRICE IN THOUSANDS	380.6	849.0	827.7	849.0	1,250.0	841.1	529.3	841.1
MEDIAN LIST PRICE IN THOUSANDS	374.9	599.0	510.0	530.0	699.9	529.0	315.0	450.0
BOMS	36	41	30	47	50	204	108	312
AVERAGE BOM PRICE IN THOUSANDS	348.8	631.4	622.8	532.8	792.5	597.0	441.3	543.1
BOM TO SALE RATIO	34.0	29.7	33.0	29.4	33.1	31.6	27.9	30.2
EXPIRATIONS	17	27	29	26	36	135	137	272

PENDING SALES:

NEW ESCROWS OPENED	116	161	122	167	176	742	400	1,142
TOTAL YTD ESCROWS OPENED	1,057	1,384	1,047	1,472	1,569	6,529	3,746	10,275
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	44	42	46	59	59	51	61	55
NEW OPEN ESCROWS AVERAGE LIST PRICE	336.4	756.0	640.5	551.9	769.3	628.6	398.2	547.9

CLOSED SALES:

NEW ESCROWS CLOSED	106	138	91	160	151	646	387	1,033
TOTAL YTD ESCROWS CLOSED	1,017	1,324	1,019	1,385	1,468	6,213	3,540	9,753
VOLUME OF NEW SALE DOLLARS IN MILLIONS	35.205	88.122	60.683	89.124	116.206	389.340	163.744	553.084
VOLUME OF TOTAL YTD SALES IN MILLIONS	338.835	908.553	669.645	736.476	1,033.180	3,686.689	1,449.937	5,136.626
AVERAGE SALE PRICE IN THOUSANDS	332.1	636.6	666.8	557.0	769.6	602.7	423.1	535.4
MEDIAN SALE PRICE IN THOUSANDS	340.0	511.0	447.5	497.5	564.0	467.0	305.0	427.5
COOP SALES	72	117	75	135	120	519	318	837
PERCENT OF COOP SALES	67.9	84.8	82.4	84.4	79.5	80.3	82.2	81.0
AVERAGE DAYS ON MARKET	116	99	92	106	94	101	117	107
SALES AT LIST PRICE	68	55	32	67	48	270	191	461
PERCENT OF SALES AT LIST PRICE	64.2	39.9	35.2	41.9	31.8	41.8	49.4	44.6
SALES TO LISTING INVENTORY RATIO	38.0	35.5	28.4	46.4	29.4	35.0	25.7	30.8
FINAL SALE TO NEW LISTING RATIO	80.3	67.3	55.8	87.4	61.6	69.6	64.9	67.8

CLOSED SALES TYPE

FORECLOSURE/REO	5	4	3	4	1	17	20	37
SELLER CONCESSIONS	0	0	0	0	0	0	3	3
SHORT SALE	16	6	3	10	6	41	35	76
STANDARD	84	127	85	146	143	585	323	908
OTHER	1	1	0	0	1	3	6	9

SELLING PRICE RANGE:

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	142	41	14	10	18385	9.1
100,000 TO 109,999	46	15	4	1	11000	22.2
110,000 TO 119,999	38	23	4	2	5963	4.2
120,000 TO 139,999	60	63	18	14	12294	6.8
140,000 TO 159,999	54	68	17	11	10569	4.9
160,000 TO 179,999	72	86	29	12	19695	7.3
180,000 TO 199,999	40	121	28	13	6870	3.0
200,000 TO 249,999	58	266	71	38	5567	1.8
250,000 TO 299,999	73	264	96	47	6432	1.2
300,000 TO 349,999	47	219	80	45	10697	2.3
350,000 TO 399,999	52	265	96	55	8487	1.5
400,000 TO 449,999	48	237	100	73	16109	3.4
450,000 TO 499,999	44	285	92	64	15346	2.6
500,000 TO 549,999	45	173	62	46	N/A	8.1
550,000 TO 599,999	61	150	45	29	27060	3.9
600,000 TO 699,999	56	239	82	57	14054	1.0
700,000 TO 799,999	39	155	59	37	26376	3.1
800,000 TO 899,999	82	109	38	27	15007	20.5
900,000 TO 999,999	48	94	17	13	51914	4.5
1,000,000 TO 1,999,999	44	319	66	41	38801	1.1
MORE THAN 2,000,000	80	159	15	15	601133	12.1
TOTALS	55	3351	1033	650	145599	2.2

LISTINGS

15,293

2014 RMLS TOTAL - \$ VOLUME

\$5,136,626,000

SALES

9,976

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS® INC.

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

	2009					2010					2011					2012					2013					2014				
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST	
JAN	2084	964	357.7	46.3		1,830	963	410	52.6		1,786	976	368.7	54.3		1,481	877	322.1	59.9		1,288	881	396.3	68.4		1,338	786	393.2	58.7	
FEB	1178	876	330.5	49.4		1,780	872	349.7	49		1,646	753	303.5	45.7		1,458	856	262.9	57.9		1,218	821	353.8	67.4		1,388	732	375.5	52.7	
MAR	2004	1,148	428.6	57.3		2,231	1,131	523.3	50.7		1,875	1,050	430.7	56		1,515	1,085	427.4	71.6		1,377	1,337	470.8	77.8		1,565	903	473.0	57.7	
APR	1956	1,275	487.5	65.2		2,212	1,188	526.9	53.7		1,740	1,052	394.2	60.5		1,387	1,140	448.8	82.2		1,549	1,114	559.3	71.9		1,548	1,124	589.4	72.6	
MAY	1,865	1,300	530.1	69.7		1,936	1,235	523.7	63.8		1,732	1,023	422.3	59.1		1,429	1,280	497.9	89.6		1,506	1,265	630.6	84.0		1,608	1,083	582.2	67.4	
JUNE	1,928	1,410	612	73.1		2,051	1,269	563	61.9		1,752	1,114	439.1	63.6		1,367	1,216	484.0	89.0		1,551	1,133	573.4	73.0		1,711	1,086	574.2	63.5	
JUL	1,922	1,322	581.7	68.8		2,153	1,104	484.5	51.3		1,592	1,033	422.7	64.9		1,314	1,266	515	96.3		1,610	1,176	584.9	73.0		1,673	1,165	600.3	69.6	
AUG	1,820	1,259	553.7	69.2		1,993	1,029	443.8	51.6		1,707	1,145	452.6	67.1		1,308	1,273	508.3	97.3		1,581	1,196	623.6	75.6		1,146	999	536.8	66.3	
SEPT	1,731	1,205	543.1	69.6		1,726	1,034	430.4	59.9		1,512	1,048	430.4	69.3		1,276	1,058	419.7	82.9		1,399	1,072	543.8	74.9		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	985	486.7	92.6						
DEC	1,327	1,174	549.1	88.5		1,298	1,045	431.2	80.5		1,075	1,112	435.7	103.4		771	1,263	534.9	163.8		818	1,091	536	133.4						
TOTAL	21,114	14,271	5,953.6	66.6		22,318	12,617	5,415.2	55.6		19,053	12,308	4,867.4	66.3		15,732	13,674	5,366.5	87		16,407	13,177	6,315.3	80.71						
AVG. SALE PRICE			\$417,181					\$429,200					\$395,470					\$392,470					\$479,270							

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR OCTOBER 2014

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	93	134	107	151	193	678	498	1,176
Total Active Listings	214	247	214	270	423	1,368	1,278	2,646
Average Days on Market	87	74	70	77	72	75	88	82
Average List Price in Thousands	411.4	1,084.0	1,062.7	672.2	1,437.2	1,003.4	550.6	784.7
Median List Price in Thousands	394.9	799.0	699.0	580.0	799.0	639.0	299.9	489.9
BOMS	29	27	18	39	34	147	84	231
Average BOM Price in Thousands	380.3	766.9	843.5	589.1	1,027.6	713.1	455.7	619.5
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	761.1	807.0	609.5	872.0	682.8	425.4	580.5
Median Sale Price in Thousands	350.0	630.0	545.0	525.0	647.0	521.0	292.0	460.0
Coop Sales	58	80	53	105	98	394	266	660
Percent of Coop Sales	65.9	83.3	82.8	84.7	80.3	79.8	81.6	80.5
Average Days on Market	114	108	94	108	94	104	115	108
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/REO	4	3	3	4	1	15	17	32
Seller Concessions	0	0	0	0	0	0	3	3
Short Sale	14	5	3	8	5	35	29	64
Standard	69	88	58	112	115	442	271	713
Other	1	0	0	0	1	2	6	8

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2014

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	39	71	56	32	52	250	98	348
Total Active Listings	65	142	106	75	91	479	226	705
Average Days on Market	67	77	70	82	80	76	130	93
Average List Price in Thousands	279.3	440.3	353.4	376.2	379.7	377.7	408.4	387.5
Median List Price in Thousands	250.0	415.0	318.0	356.0	350.0	344.9	349.0	349.0
BOMS	7	14	12	8	16	57	24	81
Average BOM Price in Thousands	218.1	370.1	291.9	258.4	293.0	297.6	390.8	325.2
BOM to Sale Ratio	38.9	33.3	44.4	22.2	55.2	37.5	39.3	38.0
Expirations	8	4	7	4	5	28	22	50
PENDING SALES								
New Escrows Opened	35	48	40	34	41	198	67	265
Total YTD Escrows Opened	263	431	321	327	335	1,677	693	2,370
New Open Escrows Average Days on Market	51	46	49	54	50	50	88	59
New Open Escrows Average List Price	232.9	422.6	343.7	340.0	346.6	343.2	386.0	354.0
CLOSED SALES:								
New Escrows Closed	18	42	27	36	29	152	61	213
Total YTD Escrows Closed	255	420	303	326	320	1,624	693	2,317
Volume of New Sales Dollars in Millions	4.582	15.057	9.036	13.541	9.827	52.043	25.064	77.107
Volume of total YTD Sales in Millions	63.613	171.240	104.375	115.019	115.582	569.829	277.424	847.253
Average Sale price in Thousands	254.6	358.5	334.7	376.2	338.9	342.4	410.9	362.0
Median Sale Price in Thousands	245.0	320.0	320.0	365.0	270.0	317.0	385.0	320.0
Coop Sales	14	37	22	30	22	125	52	177
Percent of Coop Sales	77.8	88.1	81.5	83.3	75.9	82.2	85.2	83.1
Average Days on Market	122	79	86	102	91	93	129	103
Sales at List Price	11	15	8	14	8	56	22	78
Percent of Sales at List Price	61.1	35.7	29.6	38.9	27.6	36.8	36.1	36.6
Sales to Listing Inventory Ratio	27.7	29.6	25.5	48.0	31.9	31.7	27.0	30.2
Final Sale to New Listing Ratio	46.2	59.2	48.2	112.5	55.8	60.8	62.2	61.2
CLOSED SALES TYPE								
Foreclosure/REO	1	1	0	0	0	2	3	5
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	1	0	2	1	6	6	12
Standard	15	39	27	34	28	143	52	195
Other	0	1	0	0	0	1	0	1

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR OCTOBER 2014

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	16	9	48	21	15	59	11	49	228	63	291
Total Active Listings	48	33	101	45	43	98	23	91	482	173	655
Average Days on Market	80	91	80	93	82	60	80	71	77	78	77
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
Median List Price in Thousands	549.9	769.9	519.0	510.6	545.0	525.0	715.0	595.0	555.0	299.9	519.0
BOMS	3	2	11	4	4	11	3	9	47	12	59
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
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
Expirations	0	1	7	1	3	5	0	8	25	11	36

PENDING SALES

New Escrows Opened	9	5	42	28	20	57	10	65	236	54	290
Total YTD Escrows Opened	85	45	402	235	155	455	96	499	1,972	495	2,467
New Open Escrows Average Days on Market	31	71	53	67	63	47	40	52	53	49	52
New Open Escrows Average List Price	444.5	464.5	475.1	443.7	482.3	519.9	705.1	602.5	526.2	457.8	513.5

CLOSED SALES:

New Escrows Closed	12	3	32	23	14	58	5	44	191	53	244
Total YTD Escrows Closed	84	38	376	221	135	403	88	445	1,790	458	2,248
Volume of New Sales Dollars in Millions	4.852	1.315	14.190	10.523	6.528	28.362	3.114	26.644	95.528	20.395	115.923
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
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
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
Coop Sales	9	2	27	19	10	48	5	41	161	47	208
Percent of Coop Sales	75.0	66.7	84.4	82.6	71.4	82.8	100.0	93.2	84.3	88.7	85.2
Average Days on Market	120	140	138	89	84	108	95	119	112	92	108
Sales at List Price	8	1	12	11	5	29	3	17	86	28	114
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
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
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	83.8

CLOSED SALES TYPE

Foreclosure / REO	0	0	2	0	0	0	0	0	2	8	10
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	1	0	4	1	1	2	1	2	12	5	17
Standard	10	3	25	22	13	56	4	42	175	39	214
Other	1	0	1	0	0	0	0	0	2	1	3

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2014

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	11	0	14	17	1	25	68	7	75
Total Active Listings	0	0	25	0	17	26	3	63	134	17	151
Average Days on Market	0	0	98	0	62	69	109	71	75	94	77
Average List Price in Thousands	0.0	0.0	311.8	0.0	263.3	346.9	351.2	375.4	343.2	296.0	337.9
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	13	3	16
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	237.8
BOM to Sale Ratio	0.0	0.0	27.6	0.0	11.8	5.3	0.0	5.4	12.5	37.5	14.3
Expirations	0	0	3	0	3	0	0	6	12	0	12

PENDING SALES

New Escrows Opened	0	0	17	0	15	18	7	31	88	7	95
Total YTD Escrows Opened	0	0	220	10	165	140	46	320	901	74	975
New Open Escrows Average Days on Market	0	0	69	0	46	41	74	50	53	87	56
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

CLOSED SALES:

New Escrows Closed	0	0	29	0	17	19	2	37	104	8	112
Total YTD Escrows Closed	0	0	219	10	157	134	39	303	862	72	934
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	33.760
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	272.994
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	301.4
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	89
Percent of Coop Sales	0.0	0.0	72.4	0.0	94.1	89.5	50.0	73.0	78.8	87.5	79.5
Average Days on Market	0	0	87	0	85	79	141	68	79	102	81
Sales at List Price	0	0	17	0	6	8	0	20	51	3	54
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	48.2
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	74.2
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

CLOSED SALES TYPE

Foreclosure / REO	0	0	1	0	0	0	0	1	2	1	3
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	3
Standard	0	0	25	0	17	19	2	35	98	6	104
Other	0	0	1	0	0	0	0	1	2	0	2

OCTOBER 2014 SCV RESIDENTIAL MLS SUMMARY											
MONTHLY RESIDENTIAL SALES STATISTICS											
<div> <div>RESIDENTIAL PROPERTIES LISTED 366</div> <div>RESIDENTIAL PROP. ESCROW OPENED 385</div> <div>RESIDENTIAL PROP. ESCROW CLOSED 356</div> </div>											
ACTIVE INVENTORY:											
	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	16	9	59	21	29	76	12	74	296	70	366
TOTAL ACTIVE LISTINGS	48	33	126	45	60	124	26	154	616	190	806
AVERAGE DAYS ON MARKET	80	91	83	93	77	62	84	71	76	80	77
AVERAGE LIST PRICE IN THOUSANDS	559.8	554.2	585.4	575.2	507.8	509.3	651.7	574.2	579.5	364.6	525.9
MEDIAN LIST PRICE IN THOUSANDS	549.9	769.9	499.0	510.6	499.0	499.5	669.0	499.0	519.0	299.9	475.0
BOMS	3	2	19	4	6	12	3	11	60	15	75
AVERAGE BOM PRICE IN THOUSANDS	358.3	429.4	406.1	488.9	404.6	514.7	719.6	567.5	476.8	301.9	441.9
BOM TO SALE RATIO	25.0	66.7	31.1	17.4	19.4	15.6	42.9	13.6	20.3	24.6	21.1
EXPIRATIONS	0	1	10	1	6	5	0	14	37	11	48
PENDING SALES:											
NEW ESCROWS OPENED	9	5	59	28	35	75	17	96	324	61	385
TOTAL YTD ESCROWS OPENED	85	45	622	245	320	595	142	819	2,873	569	3,442
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	31	71	58	67	56	46	54	52	53	53	53
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:											
NEW ESCROWS CLOSED	12	3	61	23	31	77	7	81	295	61	356
TOTAL YTD ESCROWS CLOSED	84	38	595	231	292	537	127	748	2,682	530	3,182
VOLUME OF NEW SALE DOLLARS IN MILLIONS	4.852	1.315	21.729	10.523	10.878	34.072	3.875	39.553	126.796	22.886	149.683
VOLUME OF TOTAL YTD SALES IN MILLIONS	34.673	17.918	229.725	106.319	102.703	237.805	73.772	368.854	1,171.769	174.232	1,346.001
AVERAGE SALE PRICE IN THOUSANDS	404.3	438.3	356.2	457.5	350.9	442.5	553.6	488.3	429.8	375.2	420.5
MEDIAN SALE PRICE IN THOUSANDS	400.0	400.0	330.0	475.0	325.0	420.0	484.9	450.0	416.0	235.0	390.0
COOP SALES	9	2	48	19	26	65	6	68	243	54	297
PERCENT OF COOP SALES	75.0	66.7	78.7	82.6	83.9	84.4	85.7	84.0	82.4	88.5	83.4
AVERAGE DAYS ON MARKET	120	140	114	120	85	101	108	95	101	93	99
SALES AT LIST PRICE	8	1	29	11	11	37	3	37	137	31	168
PERCENT OF SALES AT LIST PRICE	66.7	33.3	47.5	47.8	35.5	48.1	42.9	45.7	46.4	50.8	47.2
SALES TO LISTING INVENTORY RATIO	25.0	9.1	48.4	51.1	51.7	62.1	26.9	52.6	47.9	32.1	44.2
FINAL SALE TO NEW LISTING RATIO	75.0	33.3	103.4	109.5	106.9	101.3	58.3	109.5	99.7	87.1	97.3
CLOSED SALES TYPE											
FORECLOSURE/REO	0	0	3	0	0	0	0	1	4	9	13
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	1	0	6	1	1	2	1	2	14	6	20
STANDARD	10	3	50	22	30	75	6	77	273	45	318
OTHER	1	0	2	0	0	0	0	1	4	1	5
SELLING TIME - PRICE CHANGE - PRICE REDUCTION											
	AVG. SELL TIME	PRICE CHANGE - PRICE REDUCTION		TOTAL # SOLD		REDUCED \$		\$ AVERAGE PRICE REDUCTION %			
		ACTIVE NO. LISTINGS									
SELLING PRICE RANGE:											
LESS THAN 100,000	39	8	3	0	0	1	400	0.1			
100,000 TO 109,999	0	1	0	0	0	0	N/A	0.0			
110,000 TO 119,999	0	5	0	0	0	0	N/A	0.0			
120,000 TO 139,999	60	9	2	2	2	2	7545	5.3			
140,000 TO 159,999	47	12	10	10	6	6	19486	9.2			
160,000 TO 179,999	24	8	4	4	0	0	7703	4.9			
180,000 TO 199,999	47	14	15	15	10	10	10553	5.1			
200,000 TO 249,999	47	52	36	36	21	21	7938	3.2			
250,000 TO 299,999	43	45	33	33	22	22	13170	3.8			
300,000 TO 349,999	35	54	33	33	17	17	15449	3.8			
350,000 TO 399,999	41	69	39	39	27	27	12331	2.8			
400,000 TO 449,999	39	77	52	52	34	34	6794	17.3			
450,000 TO 499,999	54	76	33	33	24	24	15330	3.0			
500,000 TO 549,999	49	70	18	18	12	12	20913	3.6			
550,000 TO 599,999	61	60	19	19	16	16	15469	2.6			
600,000 TO 699,999	51	69	16	16	10	10	13218	1.9			
700,000 TO 799,999	75	59	7	7	6	6	31675	3.7			
800,000 TO 899,999	74	19	6	6	6	6	30950	3.6			
900,000 TO 999,999	49	14	1	1	1	1	39900	4.1			
1,000,000 TO 1,999,999	80	32	5	5	5	5	74080	5.6			
MORE THAN 2,000,000	60	8	1	1	1	1	650000	10.9			
TOTALS	46	761	333	333	221	221	14285	0.1			
LISTINGS											
<div> <div>2014 RMLS TOTAL - \$ VOLUME</div> <div>\$1,346,001,000</div> </div>										<div> <div>SALES</div> <div>3,225</div> </div>	

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



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

[illegible]

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AREA MEETING ANNOUNCEMENTS

EAST NORTH

Thursdays

Chairperson: Doc Holladay
Phone: (818) 987-9500

Co-Chair: Rudy Leon
Phone: (818) 642-7839

Location: Lulu's Restaurant - 16900 Roscoe Blvd., Van Nuys

Time: 8:45am

OUTWEST

Fridays

Chairperson: Larry Gutierrez
Phone: (818) 416-7077

Co-Chair: Steve Peterson
Phone: (818) 914-2536

Education Chairman: Ron Henderson
Phone: (818) 999-2945

Location: 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. INVEST. PROP.

3rd Tues of mo.

Chairperson: Brian Hatkoff, CCIM

Phone: (818) 701-7789

Web: www.commercialdataexchange.com

Time: 8:30 A.M.

Location: SRAR Auditorium
7232 Balboa Blvd., Van Nuys

BUSINESS OPPORTUNITY

4th Tues of mo.

Chairperson: Havery Osherenko

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

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

Time: 9:00 a.m.

R.E. NETWORK

Fridays (expt. holidays)

Contact For Information: Bud Mauro

Phone: (818) 349-9997

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

Time: 8:30 – 9:30 A.M. - EVERY FRIDAY

SCV CARAVAN

2nd & 4th Fridays

Chairperson: Dean Vincent

818-802-8856 or MDeanVincent@RealtyExecutives.com

Location: SRAR SCV Division

20655 Soledad Canyon Rd #33, Canyon Country 91351

Dates: 2nd and 4th Fridays of the month

Time: 8:30am

Upcoming Meetings:

September	12	September	26
October	10	October	24