



REALTOR® REPORT

January/February, 2015

The Official Publication of Southland Regional Association of REALTORS®

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CONGRESS PASSES RISK INSURANCE

BY GAYE RAINEY, PRESIDENT, AND DAVID WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®
Real estate professionals and property owners nationwide praised a recent congressional decision to prioritize and reauthorize the federal terrorism risk insurance program and quickly pass the Terrorism Risk Insurance Act, which reauthorizes the program for six years.



Realtor® Gaye Rainey
2015 President, SRAR

As the act expired at the end of 2014, Realtors urged swift congressional action to renew the program and return certainty to the commercial real estate market.

Large commercial projects found they could not get financing without the measure, which provides a crucial framework for economic recovery and rebuilding in the wake of a catastrophic terrorist attack.

"It allows the U.S. to maintain a stable terrorism insurance market so employers can invest in properties, create jobs and insure against losses due to a terrorist attack," said Chris Polychron, president of the National Association of Realtors.

Without TRIA, many property owners with existing commercial mortgage balances that require terrorism insurance would be in

**It provides
a crucial
framework for
economic
recovery and
rebuilding**

technical default of their mortgage terms.

The bill provides commercial property owners with sustained and affordable access to terrorism insurance, which is required by commercial mortgage-backed securities.

In its first act of business in the 114th Congress, on Jan. 7 the

House passed H.R. 26, the Terrorism Risk Insurance Program Reauthorization Act of 2015, by a vote of 416-5; the following day, the Senate passed it by a vote of 93-4. The measure was sent to the White House and recently signed into law by President Obama.

CONSUMER PRICE INDEXES						
NOVEMBER 2014						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	NOV 2013	OCT 2014	NOV 2014	OCT 2013	NOV 2014	NOV 2014
Los Angeles - Riverside - Orange County	238.677	243.341	241.753	1.4	1.3	-0.7

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SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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GOODBYE CARETS COMMERCIAL

On February 2nd the CARETS Commercial system will no longer exist. As a result, on the afternoon of January 30th, access to the CARETS Commercial system will be shut off, and a few days following, on February 3rd, the Commercial Add/Edit function will be available in CRISNet and you will have immediate access to edit your current Active Commercial listings as well as Add new Commercial listings. The Commercial property types include Commercial, Commercial Lease, and Business Opportunity listings.

The Temporary impact of this change will also result in the loss of access to commercial data for CLAW, iTECH, and CDAR. Our MLS vendor is in contract with all of these organizations and will be importing their commercial data from their native MLS systems as soon as possible. Access to CRMLS commercial data will remain unaffected.

CRISNET MLS is hard at work for you. If you have a question, comment or suggestion send it to us through the Suggestions/Feedback tab on srar.com or via:

<http://www.srar.com/include/suggestion-box?s=mls>

Khalsa Sworn in as 2015 Santa Clarita President

Realtor Bob Khalsa, center bottom photo, recently was sworn in as the 2015 president of the Santa Clarita Valley Division of the Southland Regional Association of Realtors.

Khalsa, a former fighter and commercial airlines pilot and educator, also served as the division's 2013 president.

Here's the leadership for 2015 of the Santa Clarita Division of the Southland Regional Association of Realtors: Bob Khalsa, 2015 president; Dean Vincent, president-elect; Debbie Hawkins, secretary/treasurer; Nancy Starczyk, government affairs chair and past president; and Diana Arias, Mark Jenkins, Marty Kovacs, Sarah Darabi, Phyllis Grekin, Bob Kellar, Jennifer Getz, Nicole Stinson, nominating chair, Errol Valadares, Betty Wright and Shelley Valencia, who are affiliate co-chairs.



Top photo: Santa Clarita Councilmen Bob Kellar, left, and Dante Acosta, join State Assemblyman Scott Wilk in presenting Nancy Starczyk a Certificates of Commendation for her work in 2014 as president of the Santa Clarita Division of SRAR. Bottom photo, left to right: Pat "Ziggy" Zicarelli, California Association of Realtors 2015 President-elect; Jim Link, Executive Officer for Southland Regional Association of Realtors; Cynthia Moller, Installation Chair; Bob Khalsa, 2015 SCV President; Nancy Starczyk, 2014 SCV President; Roger Hance 2014 President of Southland Regional Association of Realtors; and Dean Vincent, 2015 SCV President-Elect.

NAR COMMERCIAL NEWS

ADVOCACY

SENATE PASSES MORTGAGE DEBT TAX BILL

The bill includes a one-year extension of several expired tax provisions that benefit REALTORS® and their clients, including tax relief for mortgage debt forgiveness.

Link: <http://www.realtor.org/articles/senate-passes-mortgage-debt-tax-bill>

SMALL, EXTERIOR HOME IMPROVEMENTS OFFER THE BEST VALUE INVESTMENTS IN 2015, SAY REALTORS®

WASHINGTON (January 12, 2015) – Homeowners often consider various remodeling and replacement projects as a way to add value to their homes. Some projects add more value and better recoup their costs than others, according to Realtors® who rated small and exterior projects as the most valuable home improvement projects in the 2015 Remodeling Cost vs. Value Report. Compiled annually in collaboration with Hanley Wood's Remodeling Magazine, the report compares changes in home improvement project costs with Realtors®' perceptions of what those projects contribute to a home's price at resale.

“It can be a daunting task to even decide on what home improvement projects to undertake, let alone to physically tackle and complete them,” said National Association of Realtors® President Chris Polychron, executive broker with 1st Choice Realty in Hot Springs, Ark. “Realtors® know what buyers are looking for during their search, and curb appeal is and always will be important. That explains why Realtors® once again rated exterior projects as some of the most attractive and valuable for homeowners.”

[HouseLogic.com](#), NAR's consumer website, highlights the results of the report in its "[Best Bets for Adding Value to your Home in 2015](#)" slideshow. The site also provides information and advice on numerous home improvement projects, including [bathroom remodeling ideas](#) that will add style and value to a home.

Just as they did last year, Realtors® identified a steel entry door replacement as the project expected to return the most money, with an estimated 101.8 percent of costs recouped upon resale (compared to an estimated 96.6 percent recoup last year). The steel entry door replacement is consistently the least expensive project in the annual Cost vs. Value Report, costing little more than \$1,200 on average and was the only project on this year's list to recoup more than 100 percent of its cost at resale on a national level.

Realtors® also identified several other projects that would make the biggest financial payoff upon resale, most on the exterior of the home. Rounding out the top 10 projects in terms of cost recouped include a manufactured stone veneer (newly included in this year's report) at 92.2 percent, a garage door replacement—midrange project (88.5 percent), a siding replacement

with fiber cement (84.3 percent), a garage door replacement—upscale project (82.5 percent), vinyl siding replacement (80.7 percent), a wood deck addition (80.5 percent), a minor kitchen remodel (79.3 percent), wood window replacement (78.8 percent), and foam-backed vinyl siding replacement (77.6 percent).

Realtors® provided their insights into local markets and buyer home preferences within those markets for the report. Since 2003, replacement projects resulted in a higher financial return than remodeling projects. However, the gap between replacement and remodeling projects became bigger this year as both categories declined in value.



Realtors® reported a 2015 average return for replacement projects at 73.2 (slightly below the 2014 number of 73.7 percent), while remodeling projects fell to 60.8 percent in 2015 (down from 65.1 percent last year). This results in an overall cost-value ratio of 62.2 percent, a drop from 66.1 percent last year. The biggest contributing factor to the slip is the consistent rise in costs for these projects, with home values rising at a slower pace.

The 2015 Remodeling Cost vs. Value Report, now in its 17th consecutive year, compares construction costs with resale values for 36 midrange and upscale remodeling projects comprising additions, remodels and replacements in 102 markets across the country. Data are grouped in nine U.S. regions, following the divisions established by the U.S. Census Bureau.

“This report is a fantastic resource for homeowners looking to add value to their house without breaking the bank, but every community is different,” Polychron

said. “The best way to really know what investments would work for you and your home is to talk to a Realtor®. As shown in this report, Realtors® know their market and the local inventory, what buyers are looking for in a home, the overall economic climate and neighborhood conditions.”

As in previous years, the Pacific region experienced the best overall cost-value ratio of 74 percent. The region, which encompasses California, Oregon, Washington, Alaska and Hawaii, typically sees higher cost-value ratios on account of higher resale values. That region also holds the only market—San Francisco—that experienced a combined cost-value ratio of over 100 percent for all 36 projects.

To read the full project descriptions and access national and regional project data, visit www.costvsvalue.com. “Cost vs. Value” is a registered trademark of Hanley Wood, LLC. Founded in 1976, Hanley Wood, LLC, is the premier media and information company serving the housing, commercial design and construction industries. Through its operating platforms, the company produces award-winning magazines and websites, marquee trade shows and events, market intelligence data, and custom marketing solutions. The company is also North America’s leading publisher of home plans.

HouseLogic is a free source of information and tools from the National Association of Realtors® that helps homeowners make smart decisions and take responsible actions to maintain, protect and enhance the value of their home. HouseLogic helps homeowners plan and organize their home projects and provides timely articles; home improvement advice and how-tos; and information about taxes, home finances and insurance.

This article was provided by the National Association of REALTORS® Media
Contact: Maggie Kasperski / 202-383-1290
/ mkasperski@realtors.org

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



SRAR 2015 Education Committee Presents:

Contracts

Taught by Jeff Kahn
(Featuring the New Residential Purchase Agreement)

Wednesday February 25th, 2015

1:00pm to 5:00pm

SRAR Auditorium

7232 Balboa Blvd.

Van Nuys, Ca. 91406



\$25.00 For SRAR Members

\$35.00 For Non-Members

Seating is Extremely Limited!! You must register in advance.

Don't miss this opportunity to get a line by line review of the new Residential Purchase Agreement !

To pay by check make payable to SRAR and mail to SRAR 7232 Balboa Blvd. Van Nuys, Ca. 91406 (ATT'N Educ. Dept.). Or fax this form with credit card information and signature to (818) 786-4541 , or email it to vincec@srar.com

Class Room Style seating is extremely limited. If registering late, please call first to check availability. Call Vince at (818) 947-2268 to check for availability.

NAME _____ MEMBER # _____

ADDRESS _____ CITY _____ ZIP _____

PHONE # (____) _____

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Month Year

AMOUNT \$ _____ SIGNATURE _____

REFUND POLICY:

24-hours notice prior to course date. No refunds honored on or after course date. A \$10.00 administration fee will be charged on all cancellations. SRAR reserves the right to cancel / reschedule any course. If SRAR cancellation occurs, a full refund will be issued. (February 25th 2015Contracts)

Tract Utility & SRAR REALTORS® = Success!

ReboGateway
bridging your real estate resources

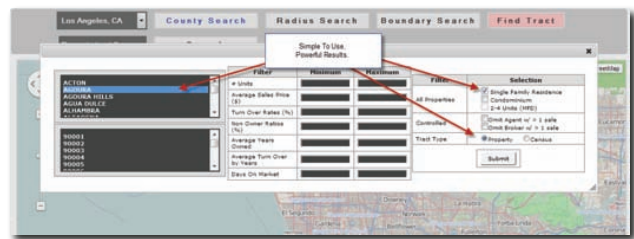



SOUTHLAND REGIONAL
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A Powerful Member Benefit!

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

SRAR Charity Golf Tournament Announced for April, 2015 - Sponsors Needed

SRAR President Gaye Rainey announced that the SRAR Charity Golf Tournament will return in 2015 - only this time the tournament will be a Spring event. Traditionally, this highly-anticipated event has been held in late summer. The new date should make for much more pleasant weather.

The SRAR Charity Golf Tournament is one of the most popular events for the Association and is the largest fundraiser for the SRAR Charitable Foundation - a 501c3 non-profit organization. The event includes a terrific day of golf, as well as a delicious dinner and amazing raffle prizes.

The upcoming tournament is slated for Monday, April 13, 2015 and will be held at the Wood Ranch Golf Club in Simi Valley. More details regarding timing, pricing, etc. will be forthcoming.

In the meantime, there are several sponsorship opportunities for the tournament, ranging from a title sponsor to raffle sponsors. All sponsorships for the SRAR Charity Golf Tournament are 100% tax-deductible. If you are interested in sponsoring the Charity Golf Tournament, contact Karen Marten at 818-947-2254 or via email at Karen-M@srar.com.

SAVE THE DATE
SRAR's Charity Golf Tournament
Monday, April 13, 2015
More details to come!



Player spots and pricing will be announced in the coming weeks. There will be individual spots available, as well as foursomes. Watch for more information in the SRAR email blasts, as well as www.srar.com.

The SRAR Charitable Foundation is a separate organization from the Association and is run by its own Board of Directors. The Foundation was established in 1990 and is dedicated to improving the social and economic well-being of our communities.



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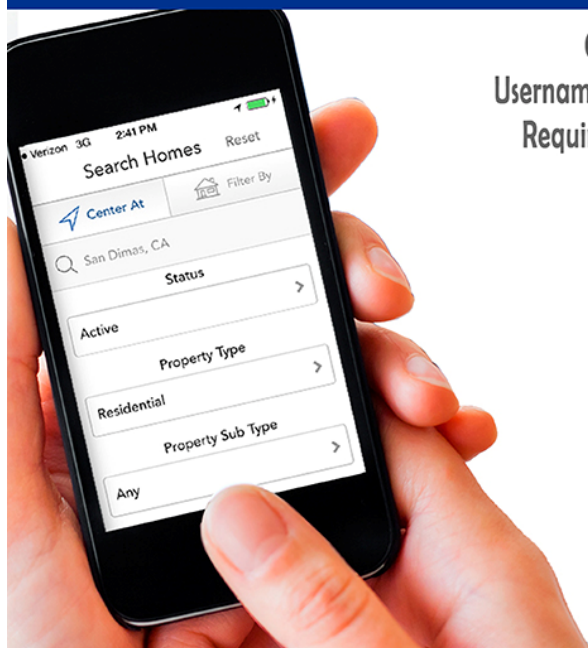
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Download the CRMLS App and Stay Connected with CRISNet

Now, enjoy the power of CRISNet in the palm of your hands with the new CRMLS iPhone and Android 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!

www.srar.com Tech Support SRAR-SFV 818 947 2202 SRAR-SCV 661 295 7117 techsupport@srar.com

RESPONSIBLE REALTOR® APPLICANTS

FIRST POSTING

Arash, Ardalan
Ardalan Realty
20016 Ventura Blvd.
Woodland Hills, CA. 91364

Cabrera, Jino Espina
American Universal Real Estate
15303 Ventura Blvd. 9th Floor
Sherman Oaks, CA. 91403

Gold, Gabriel
Index Real Estate Investments
14541 Delano St.
Van Nuys, CA. 91411

Khanjian, Gary
Gary K. & Associates
1917 N. Hobart Blvd.
Los Angeles, CA. 90027

Lepp, Ronald Jay
Tu Casa Real Estate Inc.
11350 E. Ave. R4
Little Rock, CA. 93543

Lisenkov, Diana
Diana Lisenkov Brokerage, Inc.
11714 Huston St.
Valley Village, CA. 91607

McMahon, Hugh
McMahon Real Estate
2508 La France Dr.
Bakersfield, CA. 93304

Ranger, Doug L.
Ranger Realty
178 Lucero Street
Thousand Oaks, CA. 91360

Salazar, Pascual
Pascual Salazar, Broker
11300 Califa St.
North Hollywood, CA. 91601

Whitney, Robert C.
Whitney and Associates Property
Management
26650 The Old Rd. #300
Valencia, CA. 91385

Yim, Andrew G.
Yim Group
861 Bringham Ave. #22
Los Angeles, CA. 90049

SECOND POSTING

Alvarez, Carlos Octavio
Alvarez Real Estate
17408 Chatsworth St. #101
Granada Hills, CA. 91344

Fiscina, Michael A.
Realty Group International
9595 Wilshire Blvd. Suite 900
Beverly Hills, CA. 90212

Lemkau, John Keith
Premier Realty Associates
4858 Mercury St., Suite 214
San Diego, CA. 92111

Pakdaman, Homayoon
Homer Realty
4570 Van Nuys Blvd. #324
Sherman Oaks, CA. 91403

Requena, Rafael
Rafael Requena
928 N. San Fernando Bl. #J304
Burbank, CA. 91504

Rodriguez, David Roger
David Roger Rodriguez
8710 Independence Ave. #306
Canoga Park, CA. 91304

Rohani, Baback M.
Performance Realty Inc
6320 Canoga Ave. #1500
Woodland Hills, CA. 91367

Trujillo, Joey Mark
Bellamar Realty
3909 W. Verdugo Ave.
Burbank, CA. 91505

Woltman, Alexander
Intero Real Estate Services
28225 Newhall Ranch Rd.
Valencia, CA. 91355

REALTOR® APPLICANTS

Aguilar, Jesus Concepcion / Keller Williams VIP Properties / Valencia

Aisenman, Sharron / San Fernando Realty, Inc. / San Fernando

Ben-Shushan, Aviram / Keller Williams Realty Encino-Sherman Oaks / Encino

Bradner, Johanna / Keller Williams VIP Properties / Valencia

Brooke, Jeffrey Keith / Coldwell Banker / Sherman Oaks

Bykov, Nataliya Igorevna / Rodeo Realty / Encino

Fasshi-Khoshgard, Ali / Greenhome Real Estate, Inc. / West Hills

Flores, Carlos Rolando / Realty Executives / San Fernando

Foster, David Allan / Dilbeck Realtors / Studio City

Garcha, Narinder K. / Coldwell Banker Greater Valleys / Granada Hills

Gilkar, Nausheen / Keller Williams North Valley / Porter Ranch

Gonzalez, Gladys Maria / West Ranch Properties / Valencia

Gosser, Craig Timothy / Keller Williams Realty / Simi Valley

Gurrola, Mayaluna / Global Premier Properties, Inc. / Mission Hills

Hamilton, Edwin A. / Keller Williams Realty / Westlake Village

Harrison, Connie / Coldwell Banker / Sherman Oaks

Hillyer, Heideh F. / Keller Williams Realty Calabasas / Calabasas

Hoskins, Tatyana / LRS Realty & Management Inc. / Chatsworth

Ibarzabal, Olga L. / Coldwell Banker Vista Realty / Valencia

Khan, Samir Mohammed / Westhaven Lending & Realty / Los Angeles

Licht, Robert Harvey / Keller Williams Realty / Simi Valley

Lopez-Manshoory, Jeremy Amir / Bill Toth and Associates / Burbank

Markovic, Casey J. / Berkshire Hathaway HomeServices California Properties / Calabasas

Mc Kibben, Roberta G. / Knollwood Realty, Inc. / Granada Hills

Melkonian, Narine Nadia / JohnHart Real Corp. / Glendale

Minassian, Rene / Allstate Realty / Reseda

Sanneh, Michael George Luntang / Keller Williams VIP Properties / Valencia

Shakrah, Mike / Maha Haddad / Chatsworth

Spencer, Joylyn I. / Keller Williams World Media Center / Burbank

Swaim, Sarah Marie / Pacific View Mortgage & Real Estate / Valencia

Tal, Orly / Peak Realty Co. / Woodland Hills

Torsarkissian, Annette / Reliant Realty, Inc. / Sherman Oaks

Valdez, Christopher Steven / San Marino Properties / Valencia

Vanderburg, Maria Adriana Johanna / New Beginnings Realty / Newbury Park

Vladimir, Sandoval / Rodeo Realty / Northridge

Walsh, Nancy H. / Berkshire Hathaway HomeServices California Properties / Chatsworth

Williams Jr., Lester Enoch / Rodeo Realty / Calabasas

Yeretzian, Kevork Kevin / Coldwell Banker Quality Properties / Northridge

RESIDENTIAL PROPERTIES LISTED

867

DECEMBER 2014 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

904

RESIDENTIAL PROP. ESCROW CLOSED

1,105

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	87	104	76	102	108	477	390	867
TOTAL ACTIVE LISTINGS	254	280	223	266	367	1,390	1,244	2,634
AVERAGE DAYS ON MARKET	86	89	85	89	94	89	108	98
AVERAGE LIST PRICE IN THOUSANDS	377.6	808.3	924.8	808.3	1,322.4	855.4	515.3	694.8
MEDIAN LIST PRICE IN THOUSANDS	375.0	609.9	499.0	625.0	699.0	510.0	299.0	425.0
BOMS	38	31	38	29	32	168	86	254
AVERAGE BOM PRICE IN THOUSANDS	398.2	690.5	731.2	442.9	641.1	581.5	377.5	512.4
BOM TO SALE RATIO	36.2	21.2	31.7	17.6	20.0	24.1	21.0	23.0
EXPIRATIONS	35	55	41	37	54	222	205	427

PENDING SALES:

NEW ESCROWS OPENED	86	118	95	114	150	563	341	904
TOTAL YTD ESCROWS OPENED	1,203	1,597	1,227	1,689	1,814	7,530	4,379	11,909
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	59	50	66	58	63	59	67	62
NEW OPEN ESCROWS AVERAGE LIST PRICE	335.6	696.4	704.9	503.8	670.1	596.7	443.4	538.9

CLOSED SALES:

NEW ESCROWS CLOSED	105	146	120	165	160	696	409	1,105
TOTAL YTD ESCROWS CLOSED	1,208	1,593	1,231	1,671	1,756	7,459	4,267	11,726
VOLUME OF NEW SALE DOLLARS IN MILLIONS	35,190	93,062	74,599	89,973	120,400	413,224	168,232	581,457
VOLUME OF TOTAL YTD SALES IN MILLIONS	403,580	1,090,005	799,602	888,220	1,235,265	4,416,672	1,744,928	6,161,600
AVERAGE SALE PRICE IN THOUSANDS	335.1	637.4	621.7	545.3	752.5	593.7	411.3	526.2
MEDIAN SALE PRICE IN THOUSANDS	337.0	559.0	440.0	505.0	525.0	469.0	300.0	425.0
COOP SALES	81	114	94	134	123	546	325	871
PERCENT OF COOP SALES	77.1	78.1	78.3	81.2	76.9	78.4	79.5	78.8
AVERAGE DAYS ON MARKET	105	112	91	106	107	105	131	114
SALES AT LIST PRICE	54	61	52	65	52	284	172	456
PERCENT OF SALES AT LIST PRICE	51.4	41.8	43.3	39.4	32.5	40.8	42.1	41.3
SALES TO LISTING INVENTORY RATIO	41.3	52.1	53.8	62.0	43.6	32.0	42.0	50.1
FINAL SALE TO NEW LISTING RATIO	120.7	140.4	157.9	161.8	148.1	145.9	104.9	127.5

CLOSED SALES TYPE

FORECLOSURE/REO	4	3	4	4	2	17	26	43
SELLER CONCESSIONS	0	0	0	0	0	0	2	2
SHORT SALE	10	9	7	13	11	50	60	110
STANDARD	91	133	106	148	147	625	319	944
OTHER	0	1	3	0	0	4	2	6

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
SELLING PRICE RANGE:						
LESS THAN 100,000	97	38	14	11	31529	20.0
100,000 TO 109,999	91	13	6	6	N/A	25.6
110,000 TO 119,999	57	22	11	6	7911	89.4
120,000 TO 139,999	62	63	21	9	827	3.6
140,000 TO 159,999	67	68	20	13	12727	7.4
160,000 TO 179,999	98	73	28	21	12829	4.9
180,000 TO 199,999	60	104	26	20	8346	4.1
200,000 TO 249,999	53	245	77	39	7072	1.8
250,000 TO 299,999	50	216	85	60	16758	5.2
300,000 TO 349,999	56	183	103	69	7897	7.9
350,000 TO 399,999	46	209	101	50	9317	1.7
400,000 TO 449,999	45	181	110	78	58020	4.8
450,000 TO 499,999	60	207	96	67	22646	3.8
500,000 TO 549,999	52	111	70	57	28177	4.9
550,000 TO 599,999	41	99	44	29	15387	2.2
600,000 TO 699,999	51	157	98	66	27314	3.2
700,000 TO 799,999	39	138	60	47	15946	4.9
800,000 TO 899,999	52	76	30	21	33209	3.5
900,000 TO 999,999	45	66	19	11	884	42.2
1,000,000 TO 1,999,999	76	230	66	50	74884	4.3
MORE THAN 2,000,000	96	135	20	16	384507	10.6
TOTALS	55	2634	1105	746	47888	1.3

LISTINGS

17,262

2014 RMLS TOTAL - \$ VOLUME

\$6,161,600,000

SALES

11,986

*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	1830	963	410	52.6	1786	976	368.7	54.3	1481	877	322.1	59.9	1288	881	396.3	68.4	1338	786	393.2	58.7
FEB	1178	876	330.5	49.4	1780	872	349.7	49	1646	753	303.5	45.7	1458	856	262.9	57.9	1218	821	353.8	67.4	1388	732	375.5	52.7
MAR	2004	1148	428.6	57.3	2231	1131	523.3	50.7	1875	1050	430.7	56	1515	1085	427.4	71.6	1377	1337	470.8	77.8	1565	903	473.0	57.7
APR	1956	1275	487.5	65.2	2212	1188	526.9	53.7	1740	1052	394.2	60.5	1387	1140	448.8	82.2	1549	1114	559.3	71.9	1548	1124	589.4	72.6
MAY	1865	1300	530.1	69.7	1936	1235	523.7	63.8	1732	1023	422.3	59.1	1429	1280	497.9	89.6	1506	1265	630.6	84.0	1608	1083	582.2	67.4
JUNE	1928	1410	612	73.1	2051	1269	563	61.9	1752	1114	439.1	63.6	1367	1216	484.0	89.0	1551	1133	573.4	73.0	1711	1086	574.2	63.5
JUL	1922	1322	581.7	68.8	2153	1104	484.5	51.3	1592	1033	422.7	64.9	1314	1266	515	96.3	1610	1176	584.9	73.0	1673	1165	600.3	69.6
AUG	1820	1259	553.7	69.2	1993	1029	443.8	51.6	1707	1145	452.6	67.1	1308	1273	508.3	97.3	1581	1196	623.6	75.6	1146	999	536.8	66.3
SEPT	1731	1205	543.1	69.6	1726	1034	430.4	59.9	1512	1048	430.4	69.3	1276	1058	419.7	82.9	1399	1072	543.8	74.9	1432	1065	536.8	74.4
OCT	1794	1243	527.5	69.3	1677	883	371.9	52.7	1363	1017	385.3	74.6	1339	1246	502.7	93.1	1446	1106	556.1	76.5	1524	1033	553	67.8
NOV	1505	1095	452.1	72.8	1431	864	356.8	60.4	1273	985	382.2	77.4	1087	1114	452.9	102.5	1064	985	486.7	92.6	1102	905	463.6	82.1
DEC	1327	1174	549.1	88.5	1298	1045	431.2	80.5	1075	1112	435.7	103.4	771	1263	534.9	163.8	818	1091	536	133.4	867	1105	581.4	127.5
TOTAL	21,114	14,271	5,953.6	66.6	22,318	12,617	5415.2	55.6	19,053	12,308	4867.4	66.3	15,732	13,674	5366.5	87	16,407	13,177	6,315.3	80.71	16,902	11,726	6,161.6	69.3
AVG. SALE PRICE	\$417,181				\$429,200				\$395,470				\$392,470				\$479,270				\$525,464			

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR DECEMBER 2014

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	60	79	59	80	89	367	327	694
Total Active Listings	178	185	149	213	301	1,026	1,076	2,102
Average Days on Market	87	83	77	90	92	87	100	94
Average List Price in Thousands	426.7	1,012.6	1,218.4	728.9	1,537.8	1,036.0	532.0	778.0
Median List Price in Thousands	399.0	788.0	799.9	589.0	770.0	649.9	289.5	469.0
BOMS	27	26	24	18	22	117	77	194
Average BOM Price in Thousands	450.9	766.4	927.8	530.6	742.7	686.0	383.8	566.0
BOM to Sale Ratio	34.2	26.3	28.9	13.3	17.5	22.4	23.1	22.7
Expirations	26	38	27	27	43	161	173	334
PENDING SALES								
New Escrows Opened	63	80	63	85	121	412	282	694
Total YTD Escrows Opened	909	1,091	849	1,305	1,431	5,585	3,574	9,159
New Open Escrows Average Days on Market	66	47	71	60	63	61	69	64
New Open Escrows Average List Price	363.4	851.0	900.6	567.7	727.0	689.2	452.3	592.9
CLOSED SALES:								
New Escrows Closed	79	99	83	135	126	522	334	856
Total YTD Escrows Closed	900	1,090	860	1,290	1,376	5,516	3,452	8,968
Volume of New Sales Dollars in Millions	28.451	72.507	61.696	80.153	108.200	351.007	140.199	491.207
Volume of total YTD Sales in Millions	326.598	882.982	670.983	754.923	1,098.745	3,734.230	1,424.256	5,158.486
Average Sale Price in Thousands	360.1	732.4	743.3	593.7	858.7	672.4	419.8	573.8
Median Sale Price in Thousands	359.0	610.0	480.0	540.0	600.0	521.0	280.0	460.0
Coop Sales	60	75	63	110	95	403	257	660
Percent of Coop Sales	75.9	75.8	75.9	81.5	75.4	77.2	76.9	77.1
Average Days on Market	98	108	89	108	108	104	129	114
Sales at List Price	39	47	35	53	40	214	146	360
Percent of Sales at List Price	49.4	47.5	42.2	39.3	31.7	41.0	43.7	42.1
Sales to Listing Inventory Ratio	44.4	53.5	55.7	63.4	41.9	50.9	31.0	40.7
Final Sale to New Listing Ratio	131.7	125.3	140.7	168.8	141.6	142.2	102.1	123.3
CLOSED SALES TYPE								
Foreclosure/REO	3	2	3	4	2	14	21	35
Seller Concessions	0	0	0	0	0	0	2	2
Short Sale	8	7	5	12	7	39	49	88
Standard	68	89	73	119	117	466	260	726
Other	0	1	2	0	0	3	2	5

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR DECEMBER 2014

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	27	25	17	22	19	110	63	173
Total Active Listings	76	95	74	53	66	364	168	532
Average Days on Market	83	100	101	85	104	95	159	115
Average List Price in Thousands	262.6	410.5	333.6	377.2	339.9	346.3	408.1	365.8
Median List Price in Thousands	239.9	399.9	299.5	338.0	300.0	299.9	339.0	315.0
BOMS	11	5	14	11	10	51	9	60
Average BOM Price in Thousands	268.7	295.8	394.1	299.5	417.6	341.6	323.5	338.9
BOM to Sale Ratio	42.3	10.6	37.8	36.7	29.4	29.3	12.0	24.1
Expirations	9	17	14	10	11	61	32	93
PENDING SALES								
New Escrows Opened	23	38	32	29	29	151	59	210
Total YTD Escrows Opened	294	506	378	384	383	1,945	805	2,750
New Open Escrows Average Days on Market	38	58	55	52	62	54	53	54
New Open Escrows Average List Price	259.7	370.8	319.6	316.4	432.3	344.4	400.9	360.3
CLOSED SALES:								
New Escrows Closed	26	47	37	30	34	174	75	249
Total YTD Escrows Closed	308	503	371	381	380	1,943	815	2,758
Volume of New Sales Dollars in Millions	6.739	20.554	12.903	9.820	12.200	62.217	28.033	90.250
Volume of total YTD Sales in Millions	76.982	207.023	128.619	133.297	136.520	682.442	320.672	1,003.114
Average Sale price in Thousands	259.2	437.3	348.7	327.3	358.8	357.6	373.8	362.4
Median Sale Price in Thousands	245.0	420.0	309.9	315.0	340.0	330.0	326.5	330.0
Coop Sales	21	39	31	24	28	143	68	211
Percent of Coop Sales	80.8	83.0	83.8	80.0	82.4	82.2	90.7	84.7
Average Days on Market	126	119	96	97	103	108	140	118
Sales at List Price	15	14	17	12	12	70	26	96
Percent of Sales at List Price	57.7	29.8	45.9	40.0	35.3	40.2	34.7	38.6
Sales to Listing Inventory Ratio	34.2	49.5	50.0	56.6	51.5	47.8	44.6	46.8
Final Sale to New Listing Ratio	96.3	188.0	217.6	136.4	178.9	158.2	119.0	143.9
CLOSED SALES TYPE								
Foreclosure/REO	1	1	1	0	0	3	5	8
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	2	2	1	4	11	11	22
Standard	23	44	33	29	30	159	59	218
Other	0	0	1	0	0	1	0	1

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR DECEMBER 2014

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	6	1	26	18	17	22	4	36	130	28	158
Total Active Listings	38	28	73	48	31	71	11	86	386	135	521
Average Days on Market	104	149	98	105	82	85	140	71	95	112	99
Average List Price in Thousands	541.9	934.7	661.8	565.8	645.9	573.8	676.9	711.7	651.9	376.9	580.7
Median List Price in Thousands	500.0	729.9	515.0	544.9	589.0	539.9	699.5	579.0	569.9	279.0	520.0
BOMS	2	1	7	4	4	9	2	6	35	18	53
Average BOM Price in Thousands	392.5	1,299.0	617.8	343.5	460.7	517.5	579.8	529.8	532.0	324.2	461.5
BOM to Sale Ratio	100.0	33.3	14.0	17.4	20.0	14.8	15.4	10.9	15.4	34.6	19.0
Expirations	2	0	6	2	4	7	4	10	35	15	50

PENDING SALES

New Escrows Opened	8	5	35	17	19	32	5	25	146	41	187
Total YTD Escrows Opened	98	50	468	260	180	520	109	556	2,241	561	2,802
New Open Escrows Average Days on Market	118	58	73	60	84	59	59	81	73	84	75
New Open Escrows Average List Price	449.1	636.6	457.7	457.2	516.1	496.7	801.8	607.4	516.8	323.3	474.4

CLOSED SALES:

New Escrows Closed	2	3	50	23	20	61	13	55	227	52	279
Total YTD Escrows Closed	93	44	464	259	174	513	113	552	2,212	551	2,763
Volume of New Sales Dollars in Millions	1.083	1.343	25.440	9.896	10.806	30.278	9.106	31.545	119.496	16.226	135.722
Volume of total YTD Sales in Millions	38.577	21.030	217.859	120.574	86.172	253.204	77.540	330.624	1,145.580	178.797	1,324.377
Average Sale price in Thousands	541.3	447.5	508.8	430.3	540.3	496.4	700.5	573.5	526.4	312.0	486.5
Median Sale Price in Thousands	460.0	392.5	435.0	467.0	479.9	500.0	690.0	530.0	495.0	255.0	470.0
Coop Sales	2	1	41	16	13	54	13	44	184	43	227
Percent of Coop Sales	100.0	33.3	82.0	69.6	65.0	88.5	100.0	80.0	81.1	82.7	81.4
Average Days on Market	138	123	112	137	134	110	127	103	115	130	118
Sales at List Price	1	2	26	12	8	26	4	21	100	22	122
Percent of Sales at List Price	50.0	66.7	52.0	52.2	40.0	42.6	30.8	38.2	44.1	42.3	43.7
Sales to Listing Inventory Ratio	5.3	10.7	68.5	47.9	64.5	85.9	118.2	64.0	58.8	38.5	53.6
Final Sale to New Listing Ratio	33.3	300.0	192.3	127.8	117.6	277.3	325.0	152.8	174.6	185.7	176.6

CLOSED SALES TYPE

Foreclosure / REO	0	1	1	0	0	1	0	1	4	3	7
Seller Concessions	0	0	1	0	0	0	0	0	1	0	1
Short Sale	0	1	3	2	3	1	1	2	13	8	21
Standard	2	1	44	21	17	58	12	52	207	40	247
Other	0	0	1	0	0	1	0	0	2	1	3

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR DECEMBER 2014

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	17	0	16	8	2	21	64	5	69
Total Active Listings	0	0	31	0	20	18	7	49	125	11	136
Average Days on Market	0	0	85	0	63	79	47	73	73	43	71
Average List Price in Thousands	0.0	0.0	269.4	0.0	254.3	346.2	349.7	395.1	331.8	335.6	332.1
Median List Price in Thousands	0.0	0.0	250.0	0.0	229.5	359.0	325.0	380.0	327.7	365.0	330.0
BOMS	0	0	7	0	3	5	2	4	21	0	21
Average BOM Price in Thousands	0.0	0.0	342.2	0.0	237.7	345.4	395.0	398.9	337.8	0.0	337.8
BOM to Sale Ratio	0.0	0.0	36.8	0.0	20.0	45.5	66.7	12.1	25.9	0.0	24.4
Expirations	0	0	4	0	0	6	0	7	17	2	19

PENDING SALES

New Escrows Opened	0	0	18	0	12	8	2	16	56	2	58
Total YTD Escrows Opened	0	0	244	10	187	155	49	363	1,008	78	1,086
New Open Escrows Average Days on Market	0	0	37	0	45	59	194	61	54	142	57
New Open Escrows Average List Price	0.0	0.0	261.8	0.0	260.2	349.5	330.3	371.0	307.6	181.9	303.3

CLOSED SALES:

New Escrows Closed	0	0	19	0	15	11	3	33	81	5	86
Total YTD Escrows Closed	0	0	251	11	185	152	46	357	1,002	81	1,083
Volume of New Sales Dollars in Millions	0.000	0.000	5.272	0.000	4.176	3.160	0.913	11.240	24.761	1.512	26.273
Volume of Total YTD Sales in Millions	0.000	0.000	62.452	2.795	44.643	44.147	16.068	120.423	290.526	27.612	318.138
Average Sale price in Thousands	0.0	0.0	277.5	0.0	278.4	287.3	304.3	340.6	305.7	302.4	305.5
Median Sale Price in Thousands	0.0	0.0	252.0	0.0	265.0	295.0	300.0	342.0	300.0	240.0	300.0
Coop Sales	0	0	16	0	13	8	2	28	67	4	71
Percent of Coop Sales	0.0	0.0	84.2	0.0	86.7	72.7	66.7	84.8	82.7	80.0	82.6
Average Days on Market	0	0	124	0	107	91	123	128	118	200	123
Sales at List Price	0	0	9	0	4	6	0	12	31	5	36
Percent of Sales at List Price	0.0	0.0	47.4	0.0	26.7	54.5	0.0	36.4	38.3	100.0	41.9
Sales to Listing Inventory Ratio	0.0	0.0	61.3	0.0	75.0	61.1	42.9	67.3	64.8	45.5	63.2
Final Sale to New Listing Ratio	0.0	0.0	111.8	0.0	93.8	137.5	150.0	157.1	126.6	100.0	124.6

CLOSED SALES TYPE

Foreclosure / REO	0	0	1	0	0	0	0	0	1	1	2
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	4	0	1	2	1	4	12	2	14
Standard	0	0	14	0	14	9	2	29	68	2	70
Other	0	0	0	0	0	0	0	0	0	0	0

<div> <div> RESIDENTIAL PROPERTIES LISTED 227 </div> <div> DECEMBER 2014 SCV RESIDENTIAL MLS SUMMARY MONTHLY RESIDENTIAL SALES STATISTICS </div> <div> RESIDENTIAL PROP ESCROW OPENED 245 </div> <div> RESIDENTIAL PROP ESCROW CLOSED 3658 </div> </div>									
ACTIVE INVENTORY:									
NEW LISTINGS	6	ADUL	1	CC	43	CA	18	NE	33
TOTAL ACTIVE LISTINGS	38	28	104	48	51	18	30	6	57
AVERAGE DAYS ON MARKET	104	149	94	105	75	104	89	18	135
AVERAGE LIST PRICE IN THOUSANDS	541.9	934.7	544.8	565.8	492.3	549.7	520.0	525.0	569.8
MEDIAN LIST PRICE IN THOUSANDS	500.0	729.9	449.0	544.9	470.0	520.0	520.0	525.0	495.0
BOMS	2	1	14	4	7	4	14	4	10
AVERAGE BOM PRICE IN THOUSANDS	392.5	1,299.0	471.0	343.5	365.1	456.1	456.1	487.4	477.4
BOM TO SALE RATIO	100.0	33.3	20.3	17.4	20.0	19.4	20.0	25.0	11.4
EXPIRATIONS	2	0	10	2	4	13	4	4	17
PENDING SALES:									
NEW ESCROWS OPENED	8	5	53	17	31	40	7	41	202
TOTAL YTD ESCROWS OPENED	98	50	712	270	367	675	158	919	3,249
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	118	58	61	60	69	59	98	73	68
NEW OPEN ESCROWS AVERAGE LIST PRICE	449.1	636.6	391.2	457.2	417.0	467.2	515.1	458.8	316.7
CLOSED SALES:									
NEW ESCROWS CLOSED	2	3	69	23	35	72	16	88	308
TOTAL YTD ESCROWS CLOSED	93	44	715	270	359	665	159	909	3,214
VOLUME OF NEW SALE DOLLARS IN MILLIONS	1,083	1,343	30,712	9,896	14,982	33,438	10,019	42,785	144,257
VOLUME OF TOTAL YTD SALES IN MILLIONS	38,577	21,030	280,310	123,369	130,814	297,351	93,607	451,047	1,436,106
AVERAGE SALE PRICE IN THOUSANDS	541.3	447.5	445.1	430.3	428.1	464.4	626.2	486.2	468.4
MEDIAN SALE PRICE IN THOUSANDS	460.0	392.5	399.9	467.0	430.0	465.0	447.5	447.5	446.0
COOP SALES	2	1	57	16	26	62	15	72	251
PERCENT OF COOP SALES	100.0	33.3	82.6	69.6	74.3	86.1	93.8	81.6	81.6
AVERAGE DAYS ON MARKET	138	123	115	137	122	107	126	113	116
SALES AT LIST PRICE	1	2	35	12	12	32	4	33	131
PERCENT OF SALES AT LIST PRICE	50.0	66.7	50.7	52.2	34.3	44.4	25.0	37.5	42.5
SALES TO LISTING INVENTORY RATIO	5.3	10.7	66.3	47.9	88.6	80.9	88.9	65.2	60.3
FINAL SALE TO NEW LISTING RATIO	33.3	300.0	160.5	127.8	106.1	240.0	266.7	154.4	158.8
CLOSED SALES TYPE									
FORECLOSURE/REO	0	1	2	0	0	1	0	1	5
SELLER CONCESSIONS	0	0	1	0	0	0	0	0	1
SHORT SALE	0	1	7	2	4	3	2	6	25
STANDARD	2	1	58	21	31	67	14	81	275
OTHER	0	0	1	0	0	0	0	0	2
SELLING PRICE RANGE:									
LESS THAN 100,000	12	7	1	0	1	0	0	0	7,200
100,000 TO 109,999	13	3	1	1	1	1	1	1	5,000
110,000 TO 119,999	16	4	2	1	1	1	1	1	4,900
120,000 TO 139,999	178	6	6	1	1	1	1	1	43,900
140,000 TO 159,999	98	7	6	4	4	4	4	4	853
160,000 TO 179,999	29	14	2	0	0	0	0	0	N/A
180,000 TO 199,999	57	15	8	7	8	7	7	7	10,



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

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REALTOR® RESOURCE CENTER

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ADVERTISING



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

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

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



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LINCOLN- EXCELLENT CONDITION \$7500

BLACK- INTERIOR , BLACK LEATHER LOOKS GREAT
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ALL SERVICE DONE AT VISTA LINCOLN.
ALL RECORDS AVAILABLE.
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MAINTENANCE & REPAIRS

GARY SCHIFF PLUMBING

Owner operated, Roto Rooter, Main Line Drain Cleaning.
Fast Reliable, inexpensive plumbing repairs. Water
heaters, garbage disposals, faucets, pressure regulators
and more. St Lic #683205.....(818) 700-1079
Exp. #1 (1-16)

PROFESSIONAL SERVICES

SMALL TIME HAULING & CLEAN-UP

Garage & House Clear-outs
Large & Small jobs
818-881-0073

Exp. #1 (1-1-16)

VACANT HOME CLEANING SPECIALIST

APPLE CLEANING/PAINT. FORECLOSURES, HAULING.
(661)298-2084 JOHN/JUNECARPETSHAMPOO(818)929-9242
Exp. #5 (5-15)

LICENSED LAND SURVEYOR

LOT LINES, LOT LINE ADJUSTMENT,
ARCHITECTURAL SURVEY,
CERT OF COMPLIANCE, FEMA ELEV CERT.
DAN MAY.....661-776-5554
Exp. #1 (1-1-16)

TERMITE INSPECTION

Termite Inspection Retrofitting Inspection

Termite Inspection

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

Retrofitting Inspection

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

EZ Pest Control, INC.

EZ Home Improvement, INC.

Call: (818) 886-7378

(310) 328-7378



Get two inspections for one call

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Join us Thursdays at 10am now through mid-March as the top
producing agents from 2014 share their keys to success with other
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818-363-6116 \ 10146 BALBOA BLVD., GRANADA HILLS, CA 91344
BRE #01231306



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STYL'N CONSTRUCTION, INC.

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

Hey Brokers - We Do It All!

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

No One Has Our Experience Or Billing Terms!

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

Office: (818) 407-1327

Fax: (818) 407-1462

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323-938-2868 **818-432-1980**

TOLL FREE
800-77EVICT

www.evict123.com

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\$39 per month
100%
COMMISSION



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We Offer:

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Equipped Offices & Conference Rooms
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Friendly and Helpful staff

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20 YEARS IN BUSINESS

17815 Ventura Blvd., Suite 205, Encino

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NORDHAGEN AND
DAUGHTERS
EXTERMINATING
COMPANY INC.

TERMITE INSPECTIONS & FUMIGATIONS

SRAR 2002 "AFFILIATE OF THE YEAR"

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

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

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

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

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FARGO**

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MORTGAGE**

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Call your local Wells Fargo Home Mortgage office today!

San Fernando Branch, 818-838-2146

Encino on the Boulevard, 818-808-1038

Woodland Hills, 866-983-6777

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

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AS952112 5/12-8/12



PRINTING

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Association of Realtors® Inc.**

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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. INVST. PROP. 3rd Tues of mo.

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

Web: www.commercialdataexchange.com

Time: 8:30 A.M.

Location: SRAR Auditorium
7232 Balboa Blvd., Van Nuys

BUSINESS OPPORTUNITY 4th Tues of mo.

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

R.E. NETWORK Fridays (expt. holidays)

Contact For Information: Bud Mauro
Phone: (818) 349-9997

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

Time: 8:30 – 9:30 A.M. - EVERY FRIDAY

SCV CARAVAN

2nd & 4th Fridays

Chairperson: Dean Vincent
818-802-8856 or MDeanVincent@RealtyExecutives.com
Location: SRAR SCV Division
20655 Soledad Canyon Rd #33, Canyon Country 91351
Dates: 2nd and 4th Fridays of the month
Time: Networking Starts at 8:15am
Meeting Starts at 8:45am

Upcoming Meetings:

February	13	February	27
March	13	March	27
April	10	April	24
May	8	May	22
June	12	June	26
July	10	July	24
August	14	August	28
September	11	September	25
October	9	October	23
November	13	November	Happy Thanksgiving
December	11	December	Happy Holidays