

APRIL/MAY 2015

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

REALTOR® EXPO

Save The Date

Thursday, June 11, 2015

details pg 4

**Home Loan to fill
every need pg.3**

**2015 SPAR
Charity Golf
Classic Photos
pg.5**

**Urgent Action Needed
to Contain Housing
Costs pg.7**

Auto Mileage App pg.2

VOLUME 95 ISSUE 4

QUIT TRACKING YOUR AUTO MILEAGE WITH A PEN, USE THIS AP INSTEAD

BY FRANK BOWEN, 2015 TECHNOLOGY COMMITTEE

What I look for in an application is one that allows me to focus on my business helping to keep me organized. Many agents need to track multiple elements that go into a typical work day especially if you are door knocking or showing properties to clients. When I go out for a typical day, I track my time that I am in a particular area, my footsteps, the people that I meet, as well as the miles I have driven. Since I move my car within a sizeable area as well as to and from each area, I need to be able to set it and forget it. I use the Taxmileage application that is available for both iPhone and Android.

The application is simple to use. When I get into the car I just open the application quickly, fill-in the information, the objective and destination from a drop down menu. Then enter the starting Report_01

The screenshot shows the Taxmileage application interface. At the top is a navigation bar with icons for Dashboard, Trip, Vehicle, Company, Report, Payment, and Account. Below this is a 'Reports' section with fields for Start date (01/01/2015), End date (03/31/2015), and Reimbursement source (Frank Bowen IC). A 'Generate' button is next to these fields. Below the report generation section is a 'Result report' section. It includes a 'Print' button and a form with the following information: Name: Frank, Address: My Address Here, Zip code: 91406, City: Lake Balboa, State: CA, Country: United States. Below this is a table with columns: Purpose, HQX, RXT, and Total amount. The table has two rows: 'Business' with HQX 15.00 and RXT 0.00, and 'Mileage' with HQX 0.00 and RXT 77.00. Below the table is another table with columns: Vehicle, VIN, License plate, Year, Make, and Model. The table has two rows: 'HQX' with VIN 1, License plate 1, Year 1, Make 1, and Model 1, and 'RXT' with VIN 22, License plate 2, Year 2, Make 2, and Model 2. At the bottom of the screen, there is a copyright notice: '© 2012 App to Simply v.1.0.1.2015'.

mileage from my odometer and click the "Start GPS Tracking" button at the bottom. When my trip is complete, I just open the application again and click the "Stop GPS Tracking", all done. This gives me a record of my trip as well as the reason for it. Once a week, I then go into the web version of the application and if needed, I can edit the trip. The great thing about this application is that you can download an excel file or print a report (see Report_01 below) of all of your trips for easy tax reporting or tracking. This is not a free application so you need to spend the \$9.99 per year, which is well worth the value it will provide. The free version works to track your trips but does not give you the reporting functionality until you have paid the annual fee. The application can be customized and you can add your own purpose that you may need to use for tracking. You can also track separate companies if you want.

A great thing about this company is that they do respond to feedback and work with their customers to build better products. In my review of their product, I provided feedback and they reacted positively. The main functionality of creating a diary of my driving and creating it easily is essential, since trying to go back a week or two and remember what a particular trip was for, can be difficult. This saves me time, keeps me organized and provides the documentation for my taxes, all of which allows me to keep focused on lead generation.

ADVERTISEMENT

METRO RETROFITTING™

**CERTIFIED RETROFITTING
COMPLIANCE SERVICES**
Since 1996

gometroretro.com



CONTACT US TODAY!

solutions@gometroretro.com

Telephone: 818-340-3060

Toll Free: 800-450-3660



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

REALTOR® REPORT

The Official Publication of SRAR

President
Gaye Rainey

President-Elect
Gina Uzunyan

Chief Executive Officer
Jim Link

Santa Clarita Valley Division
President
Bob Khalsa

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

CONSUMER PRICE INDEXES

MARCH 2015

\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	MAR 2014	FEB 2014	MAR 2015	FEB 2014	MAR 2015	MAR 2015
Los Angeles - Riverside - Orange County	242.491	241.297	243.738	0.1	0.5	1.0

THERE'S A HOME LOAN AVAILABLE TO FILL EVERY NEED

BY GAYE RAINEY, PRESIDENT, AND DAVID WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

WHILE LANDING A HOME LOAN IS STEADILY GROWING EASIER AND SMOOTHER, CONSUMERS CAN SPEED THE PROCESS BY PROVIDING DETAILED FINANCIAL DOCUMENTATION AS EARLY AS POSSIBLE AND AVOIDING EXPENSES OR CHANGES IN A HOME PURCHASE AGREEMENT THAT COULD UNDERMINE OR SABOTAGE A TRANSACTION.



Lenders continue to adjust to recent regulatory packages the size of New York City phone books, yet the loan underwriting process will gradually ease even as lenders anticipate another round of rule revisions due to hit this August.

Eight lenders and two escrow company representatives convened Tuesday in Valencia to review current lending conditions and offer tips on how real estate professionals and consumers can improve the odds of winning speedy loan approval. It was part of a regular educational series organized by the Santa Clarita Division of the Southland Regional Association of Realtors.

The participants included: Brian Border, branch sales manager for Wells Fargo; Mark Johnson, Prospect Mortgage; Jeff Scott, vice president sales at Pacific Funding; Gillian Armenta, senior underwriter at Logix Federal Credit Union; Karen Crosby, vice president, Franklin Loans; Bill Greene, vice president, Bank of America; Mike Meena, president, Augusta Financial; Fred Arnold, president, American Family Funding; Cynthia Moller, senior escrow officer, Glen Oaks Escrow; and Tarlena Owens, escrow officer, Federal Escrow.

The panel discussion and subsequent question and answer session were moderated by Bob Khalsa, president of the Santa

Clarita Valley Division of SRAR, and Errol Valladares.

For anyone hoping to buy a home “the key ingredient is to think ahead,” said lender Mark Johnson. The most important questions lenders must answer before writing a loan include: Can the buyer afford it? Can they repay the loan?

“I don’t think the industry is very different than where it was 20 years ago,” Johnson said. “Those are the basics. When dealing with a buyer you have to go to the root of it, two years of tax returns, determining how much a buyer can afford.”

But the panelists agreed that loans are abundant with an array of products available to satisfy virtually any need, even for selfemployed buyers, who face higher hurdles in the qualifying process because they show limited cash flow and their tax returns typically reflect low taxable income.

“Show your income, it’s just that simple,” said Mike Meena. “If they didn’t qualify last year, see how they can qualify this year.” Self-employed buyers may have to put more into a downpayment and may have more obstacles to work around, but Meena said detailing two years of income is critical, even if it means taking fewer deductions and paying higher income taxes.

Yet the consensus among the collection of large and small lenders was that prospective borrowers, even those with a flawed credit history, will find a loan today and, when needed, lenders will get creative to make it work.

Indeed, while no one knows where interest rates will be six months or a year from now, some economists believe rates will move to the low- to mid-5 percent range later this year. Some lenders at Tuesday’s

panel discussion said rates conceivably also might be a half point lower over the same time frame.

Rather than worry about rates, several lenders urged borrowers to act now, even if it means they forego a month or two of working to repair their credit, thus making it likely they will pay a slightly higher interest rate.

For anyone hoping to buy a home “the key ingredient is to think ahead”

Instead, work with a lender willing to lock in

today’s rates, which remain extremely favorable by historical standards. That lender also should agree to give the borrower the benefit if rates drop lower before the close of escrow, thus providing shelter from rate hikes while enjoying declines if rates happen to drop lower.

Rule changes allowing for lower downpayments and easing rules regarding the use of gift money or involvement of co-signers are likely to fuel added lending and home buying this year, the lenders said.

The exception may be some condominium home owner associations, which are “committing suicide,” said lender Jeff Scott. FHA now allows down payments of as little as 3 percent, yet some HOAs have not sought FHA approval or set aside adequate reserve funds for future repairs.

Failing to get FHA approval means traditional buyers will be unable to obtain these low-downpayment loans.

“That means more investors will buy,”

Scott said, “which also means more renters.” That, in turn will make it more difficult for condominium associations to turn their finances around and secure their future.



Speakers at the Santa Clarita Division's recent lenders' panel included, from left to right: Brian Border, Wells Fargo, branch sales manager; Tarlena Owens, Federal Escrow escrow officer (obscure); Bill Greene, Vice President, Bank of America, home loans manager; Mark Johnson, Prospect Mortgage, the Mark Johnson team; Fred Arnold, American Family Funding, president; Cynthia Moller, Glen Oaks Escrow, senior escrow officer; Mike Meena, Augusta Financial, president; Jeff Scott, Pacific funding, vice president sales; and Gillian Armenta, Logix Federal Credit Union, senior underwriter.



REALTOR® EXPO

SAVE THE DATE

Thursday, June 11, 2015

9:00 am to 2:30 pm

The Odyssey | 15600 Odyssey Drive | Granada Hills, CA 91344

Have fun! Play Games! Win Prizes! Learn Lots!

40 vendor booths participating and each one will offer a unique carnival-style game! Play all the games and win raffle prizes! The more games you play the better your chances to win a prize!

**FREE LUNCHES
FOR FIRST
350 ATTENDEES!**

For more information, contact
Jason Arancibia at JasonA@srar.com
or call 818-947-2298

Each month the 2015 Technology Committee

will feature a "Tech Tip" section highlighting a useful service/product or technology to help enhance your business.

This month is a screencast provided by 2015 Technology Committee Chairman Nancy Troxell on Google Drive. So follow the link below and turn your speakers up!

<https://www.youtube.com/watch?v=exT-aJMdCGw&feature=youtu.be>

CRISNet MLS

IS HARD AT WORK FOR YOU, THE MEMBER

SIMPLY USE THIS LINK TO SUBMIT YOUR

QUESTIONS OR SUGGESTIONS

http://www.srar.com/include/suggestion_box/?s=mls

2015 SRAR Charity Golf Classic

April 13, 2015

2015 SRAR Charity Golf Classic!

ACE SPONSOR
CRMLS
EAGLE SPONSOR
CBS Studio Center - SUPRA - Logix Smarter Banking
BIRDIE SPONSOR
Spile, Leff & Goor LLP - Shane, DiGiuseppe & Rodgers, LLP - Caliber Collision
Keller Williams Realty
Studio City, Encino/Sherman Oaks, Calabasas, North Valley Market Centers and Santa Clarita
HOLE SPONSOR
Escrow Technologies - The Box Pro - Jorgensen-Reeve Builders, Inc.
Cutco Closing Gifts - Nordhagen & Daughters Exterminating
HOLE IN ONE SPONSORS
Rydel Chrysler & Mercedes of Calabasas
PHOTO SPONSOR
Loans by Lela Leong

Hope of the Valley
Providing Life Essential Services to those in Need
rescue mission

SRAR
Charitable
Foundation, Inc.

TAKE OWNER TAX BREAKS BEFORE FILING

WITH THE FILING DEADLINE LOOMING, HUNTING NOW FOR DEDUCTIONS COULD DRAMATICALLY LOWER A HOME OWNER'S INCOME TAX BILL.



Indeed, owning a home truly can pay off at tax time. Working with a tax adviser is important, but here are tips on just a few of the homeownership-related tax deductions and strategies that can lower any tax bill:

• **Mortgage Interest Deduction** — One of the most popular and widely known perks of home ownership is the ability to deduct interest payments on home loans. Some Congressional leaders have tried to eliminate the interest deduction, an effort that Realtors locally, statewide, and nationwide have resisted, standing shoulder-to-shoulder with home owners.

To take the deduction the mortgage must be secured by a residence to qualify — which can be a house, trailer, or boat, so long as the taxpayer sleeps in it, cooks in it, and the residence has a toilet.

Interest is deductible on a mortgage of up to \$1 million — or \$500,000 if married and filing separately. The deduction extends to loans used to buy, build, or improve a home.

Second mortgages, home equity loans, or home equity lines of credit to improve a home or to buy or build a second home, count towards the \$1 million limit.

Of particular interest is the fact that the interest on loans secured by a home but used for other things, such as sending a child to college, can still be deducted for loans up to \$100,000 — \$50,000 if married filing separately — because a home secures the loan.

• **PMI and FHA Mortgage Insurance Premiums** — The cost of private mortgage insurance, known as PMI, can be deducted as mortgage interest on Schedule A if an owner itemizes their tax return. The change only applies to loans taken out in 2007 or later. The 2014 tax season is the last opportunity to claim this deduction unless Congress renews it for 2015, which could happen, but who can tell in this predictably partisan age.

Lenders typically require home buyers to obtain PMI if the buyer did not have a sizable downpayment, generally 20 percent. The premium on that insurance can be deducted, so long as a buyer's

income is less than \$100,000, or \$50,000 if married filing separately.

If a buyer's adjusted gross income is more than \$100,000, the deduction is reduced by 10 percent for each \$1,000 that the adjusted gross income exceeds \$100,000. That means a buyer making \$110,000 or more, cannot claim the deduction — 10 percent x 10 = 100 percent. Besides private mortgage insurance, there's also government

Tips and strategies for homeowners to lower their income tax bill

insurance from FHA, VA, and the Rural Housing Service. Some of those premiums are paid at closing, and



deducting them is complicated. Also, the rules vary among agencies. A tax adviser can help calculate this deduction.

• **Prepaid Interest Deduction** — Points, or prepaid interest, paid when a buyer takes out a mortgage generally are 100 percent deductible in the year they were paid.

If a mortgage is refinanced, with the proceeds used for home improvements, the points paid also are deductible in the same year.

But if an owner refinances to get a better rate or shortens the length of the mortgage, or to uses the money for something other than home improvements, such as college tuition, they will need to deduct the points over the life of the mortgage. For example, refinancing into a 10-year mortgage requires payment of \$3,000 in points. The owner could deduct \$300 per year for 10 years.

• **Property Tax Deduction** — Owners can deduct real estate property taxes paid. Also, if a house was purchased in 2014, check the HUD-1 settlement statement to see if any property taxes were paid when escrow closed.

• **Energy-Efficiency Upgrades** —

Homes made more energy efficient in 2014 may qualify for the residential energy tax credit. Tax credits are especially valuable because they let owners offset what they owe the IRS dollar for dollar for up to 10 percent of the amount spent on certain home energyefficiency upgrades.

Among the upgrades that might qualify for the credit: Biomass stoves, heating, ventilation, and air conditioning, insulation, roofs, water heaters, and windows, doors, and skylights.

• **Vacation Home Tax Deductions** — The rules on tax deductions for vacation homes are complicated.

Maintain precise records about how and when a vacation home is used. Owners who use a vacation home with no more than 14 days of rentals per year can deduct mortgage interest and real estate taxes. Rent a vacation home out for more than 14 days and use it fewer than 15 day, and it's treated like a rental property.

Rent a home for part of the year and use it yourself for more than the greater of 14 days or 10% of the days rented and owners have to keep track of income, expenses, and allocate them based on how often the owner used it and how often the house was rented.

Are we having fun yet?

State, Local Open Escrows Surge

Pending home sales – a measure of future sales activity – soared in February throughout California for the first double-digit annual gain in nearly three years and the third straight year-to-year increase, suggesting improved market conditions and more closed transactions in the coming months.

Statewide pending home sales were up 15.6 percent on an annual basis from February 2014. The yearly increase was the largest since April 2009. Pending home sales in Southern California jumped 15.2 percent from February 2014. While open escrows in the San Fernando Valley increased 22.4 percent over February 2014, the largest local increase since September 2009.

URGENT ACTION NEED TO CONTAIN HOUSING COSTS

BY GAYE RAINEY, PRESIDENT, AND DAVID R. WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

WHILE STILL A BARGAIN FROM THE GLOBAL PERSPECTIVE OF HIGH DENSITY CITIES LIKE SINGAPORE, CALIFORNIA'S HIGH COST OF HOUSING PLACES HEAVY BURDENS ON LOCAL RESIDENTS, REQUIRING THEM TO SPEND MORE ON HOUSING, TAKE ON MORE DEBT, COMMUTE FARTHER TO WORK, AND OFTEN LIVE IN CROWDED CONDITIONS.

Housing in the Golden State is still a steal to many foreign buyers, but the fact remains that compared to the rest of the United States California's housing costs pose a major challenge, making it more difficult for companies to hire and retain qualified employees.

Dating back to the 1940s, local housing has long been more expensive than most of the rest of the nation—currently two and a-half times the average national home price with rents 50 percent higher than the U.S. average.

A recent report by the state's Legislative Analyst confirmed what Realtors have known all along—that the higher cost is primarily driven by less housing being built in the state's major coastal markets, where demand for homes is highest and prices are bid up.

California would have to build an additional 100,000 housing units each year on top of the 100,000 to 140,000 expected to be constructed to slow rising housing prices. The Legislative Analyst and Realtors statewide urged the Legislature to pass laws that would promote more housing, especially in coastal regions.

Here are some of the reports' key recommendations:

- **Aim to Build More Housing in Coastal Cities, Densely.** With the greatest need for additional housing in California's coastal urban areas, the Legislative Analyst's report

recommended the Legislature focus on the changes needed to promote additional housing construction, with higher density in urban areas among the top considerations.

- **Put All Policy Options on the Table.**

Given the magnitude of the problem, the Legislature would need to take a comprehensive approach that addresses the problem from multiple angles and reexamines major policies, including changes to local government land use authority, local finance, CEQA, and other major policies that address California's high housing costs.

- **Recognize Targeted Role of Affordable Housing Programs.**

These programs play an important role in assuring housing access for many Californians with unmet housing needs. The report noted, however, that the scale of these programs—even if greatly increased—could not meet the magnitude of new housing required. Targeted programs could supplement more private housing construction by assisting families with limited access to market rate housing, such as people experiencing homelessness, those with mental or physical health challenges, and those with very low incomes.



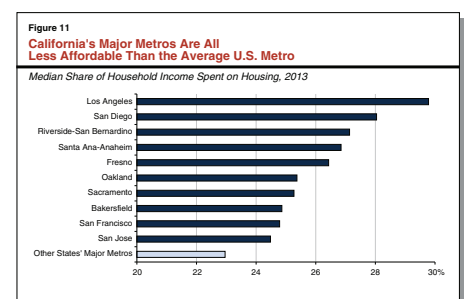
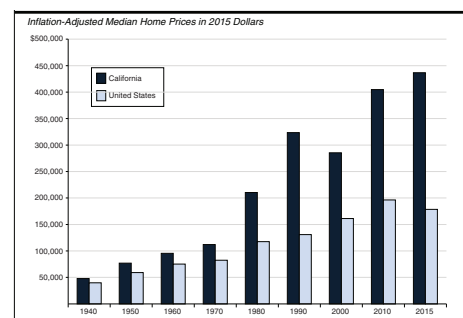
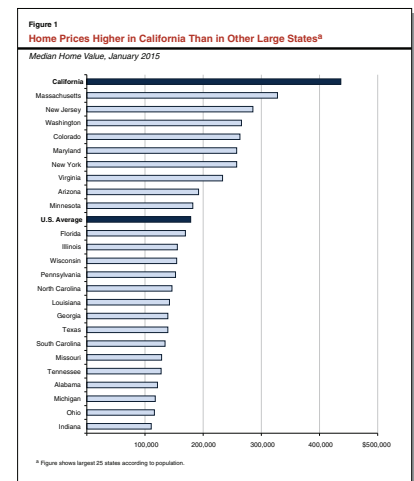
- **Understand That Some Factors Are Beyond Policy Makers' Control.** Much can be done by state and local governments to promote additional housing construction

and therefore slow down growth in home prices and rents.

Some factors, however, such as high demand to live in the state and natural limitations on developable land, largely are beyond the control

of policy makers.

As a result, home prices and rents in California likely will remain above-average for the foreseeable future, even if public policies highly favorable to new housing construction were instituted that slowed future growth in housing costs.





REALTOR

biz

edu

gov

org

com

net

tv

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

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

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

www.REALTOR.org/domain



NATIONAL
ASSOCIATION *of*
REALTORS®



SRAR 2015 Education Committee Presents:

Contracts

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

Tuesday June 9th, 2015

1:00pm to 5:00pm

SRAR Auditorium

7232 Balboa Blvd.

Van Nuys, Ca. 91406



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

\$25.00 For SRAR Members

\$35.00 For Non-Members

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

To pay by check make payable to SRAR and mail to SRAR 7232 Balboa Blvd. Van Nuys, Ca. 91406 (ATTN 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 # (____) _____

THIS PORTION TO BE COMPLETED OR CREDIT CARD PAYMENT ONLY

VISA/MC/AMEX/ DISCOVER #: _____ EXP. DATE ____ / ____
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. (June 9th 2015 Contracts)

LEGISLATIVE

Meet & Greet



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

May 8, 2015

4:00pm to 6:00pm

SRAR Auditorium

Van Nuys, CA

To benefit CAR's
REALTOR®
Action Fund



You are cordially invited!

Come meet and mingle with elected officials

California State Treasurer John Chiang Assemblyman Matt Dababneh

Congressman Steve Knight

Assemblyman Mike Gatto

Assemblyman Scott Wilk

Councilman Paul Krekorian

Councilman Mitchell Englander

Congressman Tony Cardenas

LA City Councilmember President Pro Tempore

Wine, Beer, & Hors d'oeuvres

\$20

if paid by
May 4th

Contribution to
REALTOR®
Action Fund

\$25

at the
door

Tickets: www.srar.com/tickets

Political contributions are not tax deductible as charitable contributions for federal and state income tax purposes. All contributions received will be allocated among the following California Association of REALTORS® ("C.A.R.") political action committees (PACs) according to different allocation formulas approved by C.A.R.: CREIEC (which makes independent expenditures in support of or opposition to candidates); CREPAC (which supports state and local candidates); and IMPAC (which supports local and state ballot measures and other issues that impact real property in California). You may give more, or less, or nothing at all. Failure to contribute will not affect an individual's membership status in the California Association of REALTORS®. No member will be favored or disfavored by reason of the amount of his/her contribution or his/her decision not to contribute.

HELP PROTECT YOUR LIVELIHOOD

Contribute to the REALTOR® Action Fund Today!

Name: (please print): _____

NRDS# (must include): _____ Association: _____ Region: 18 _____

BILLING Address: _____

City: _____ State: _____ Zip: _____

Phone Number: _____ Email: _____

Legislative Meet & Greet

Friday, May 8, 2015 | SRAR, 7232 Balboa Blvd, Van Nuys

REALTOR® Action Fund Contribution:

☐

\$20 Early Bird - Legislative Meet & Greet

Payment & form must be received by May 4, 2014

☐

\$25 At the Door - Legislative Meet & Greet

Payment Method: Credit Card: ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover

Card Type: ☐ Personal ☐ Corporate

Card Number: _____ Exp Date: _____

Name on Card: _____

Signature: _____ *Security Code _____

Name (if different from on card): _____

Payment Method: Check: Payable to "CAR RAF"

Please include your NRDS# in the memo section of your check

Fax: Fax completed form to 818-786-4541

Mail Check: Attn: Karen Marten | SRAR | 7232 Balboa Blvd. | Van Nuys, CA 91406

Contact: Karen Marten at 818-947-2254 or KarenM@srar.com

*Most cards have 3 digits on the back of the credit card; AMEX cards use 4 digits located on the front of the card.

Political contributions are not tax deductible as charitable contributions for federal and state income tax purposes. All contributions received will be allocated among the following California Association of REALTORS® ("C.A.R.") political action committees (PACs) according to different allocation formulas approved by C.A.R.: CREIEC (which makes independent expenditures in support of or opposition to candidates); CREPAC (which supports state and local candidates); and IMPAC (which supports local and state ballot measures and other issues that impact real property in California). You may give more, or less, or nothing at all. Failure to contribute will not affect an individual's membership status in the California Association of REALTORS®. No member will be favored or disfavored by reason of the amount of his/her contribution or his/her decision not to contribute.

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 7 point criteria established by the National Association of Realtors®. If it does not, the complainant is notified and the applicant is admitted to membership. If it does, the Membership Committee Chairman shall appoint a panel of 3 members from the committee to interview the applicant. The Panel shall make its recommendation to the Membership Committee, which shall then forward its recommendation to the Board of Directors. If the committee recommends disapproval of the application, the Board of Directors will review the recommendation and render a final decision.

FIRST POSTING

Crown, Kyle Allen
Western Holdings Group
317 Queensbury St.
Thousand Oaks, CA. 91360

Dechner, Gilad
Dechner Realty
6428 Bayberry St.
Oak Park, CA. 91377

Espino, Chauncey Jason
Chauncey Espino
27715 Bridlewood Dr.
Castaic, CA. 91384

Haas, Granville Spencer
Granville Haas
8444 Reseda Blvd., Ste. J2
Northridge, CA. 91324

Karandish, Saeid
LGI Association, Inc.
9010 Tobias Ave.
Panorama City, CA. 91402

Khawaja, Fawzia
JFK Realty & Loan Depot Inc.
7355 Topanga Canyon Blvd.
Canoga Park, CA. 91303
Levy, Eilat
Ziegel Group
4500 Woodman Ave., Ste #A
Sherman Oaks, CA. 91423

Meneshian, Gregory H.
Valley State Realty
8620 Hillcroft Dr.
West Hills, CA. 91304

RESPONSIBLE REALTOR® APPLICANTS

SECOND POSTING

Pappas, Elias P.
Pappas Realty
17949 Raymer St.
Northridge, CA. 91325

Rogowski, Leonard John
LJR Co
22817 Ventura Blvd. #406
Woodland Hills, CA. 91364

Russo II, Frank
So-Cal Real Estate Solutions, Inc.
6008 Hackers Lane
Agoura Hills, CA. 91301

Simpson, Chelsie
Chelsie Simpson
6514 Yolanda Ave.
Reseda, CA. 91335

Staub, Caroline Simone
The Boutique Real Estate Group Inc.
3653 E. Coast Hwy.
Corona Del Mar, CA. 92625

Wali, Kelly
Kelly Wali
21221 Clarendon St. #137
Woodland Hills, CA. 91367

Zubyan, Nikolay
A & R Real Estate
10059 Crimora Ct.
Sacramento, CA. 95827

Berger, Aaron
Equitable Realty & Services
4338 1/2 Laurel Canyon Blvd.
Studio City, CA. 91604

Betancourt, Yvette
Betancourt Real Estate Group
15506 Moorpark St. #104
Encino, CA. 91436

Davis, Jeffrey
Jeffrey Lee Davis
6454 Van Nuys Blvd. #150
Van Nuys, CA. 91401

Dickman, Shayne Shurack
Shayne Shurack Dickman
20701 De Forest St.
Woodland Hills, CA. 91364

Frid, Maxim
Maxim Frid
8159 Santa Monica #200
West Hollywood, CA. 90046

Gallagher, Amy
Century 21 Hometown Realty
102 Bridge Street
Arroyo Grande, CA. 93420

Garabedian, Hirma
Hirma Garabedian
17338 Bullock St.
Encino, CA. 91316

Haan, Kenneth Taeho
Haan & Haan Investments and Properties Inc
3699 Wilshire Blvd. #860
Los Angeles, CA. 90010

Lewis, Kaye M.
Kaye Lewis
6750 Whitsett Ave. #113
North Hollywood, CA. 91606

Mohad, Hamida
Mohad Hamida
7423 Pomelo Dr.
West Hills, CA. 91304

Montalvan, Angel Renato
A. Montalvan
17605 Wren Dr.
Canyon Country, CA. 91387

O'shea, Laurent George
Elite Mortgage Funding, Inc.
23733 Malibu Rd. #500
Malibu, CA. 90265

Parikh, Sagar Paresh
Dream House Investments, Inc.
6404 Wilshire Blvd. Ste. 650
Los Angeles, CA. 90048

Rai, Samir
Keystone Realty Group
2729 Saturn St. #A
Brea, CA. 92821

Rydan, Roger Lee
2020 Realty Inc.
1711 Harbor Bluff Cir #B
Huntington Beach, CA. 92649

Stever, Mitchell
Mitchell Stever, Broker
1816 Stanford Ave.
Redondo Beach, CA. 90278

Terpanjian, Edward
Terpanjian Realty Group
11467 Tampa Ave. Unit 155
Porter Ranch, CA. 91326

REALTOR® APPLICANTS

Abusleme, Gianfranco / Keller Williams North Valley / Porter Ranch
Andrade, Karina / Jose Lomeli Hara / Sylmar
Andrianopoulos, George / Re/Max Estates / Sherman Oaks
Angeles, Jose Fajardo / Vision Quest Realty Group Inc / Glendale
Anglin, James / R.R. Gable, Inc. / Simi Valley
Ansari, Nadia / Pinnacle Estate Properties / Northridge
Anvari Soab, Pegah / CA Financial Rty / Woodland Hills
Aplarian, Christine Ani / Re/Max Grand Central / Torrance
Asafa, Elias / Pinnacle Estate Properties / Northridge
Beck, Katelyn Celia / Century 21 All Moves / Granada Hills
Beladjan, Christine Elizabeth / Park Regency Realty / Granada Hills
Bitanga, Maria / Coldwell Banker Greater Valleys / Granada Hills
Bitran, David / So-Cal Real Estate Solutions, Inc. / Agoura Hills
Blake, Michael Ian / General Realty Group, Inc. / Sherman Oaks
Bohorquez, Benjamin Alfredo / Century 21 Albert Foulad Realty / Encino
Brunstad, Tatiana Yancy / Dilbeck Real Estate / Valencia
Buckman, Rachel Z. / Bill Toth and Associates / Burbank
Castillo, Veronica Ivanio / Krista-Leanne Yates Broker / Torrance
Chapman Jr., Sedrak / Exclusive Estate Properties Inc. / Toluca Lake
Chandani, Sanjay / Coldwell Banker Residential Brokerage / Studio City
Chernichovski, Alvaro / Keller Williams Calabasas / Calabasas
Chinchian, Nanno / Coldwell Banker Greater Valley / Granada Hills
Chittenden, Michael Wallace / Re/Max Grand / Torrance
Clark, Juliet Dillon / Keller-Davis, Inc. / Santa Clarita
Cordova, Jason Ryan / Rodeo Realty / Beverly Hills
Corona, Maria Navarro / Coldwell Banker Residential Brokerage / Studio City
Covington Jr., Brock Elliott / Keller Williams Realty / Westlake Village
Croslin, Tamara Sharnell / Rodeo Realty / Woodland Hills
Curran, Martin Thomas / Bill Toth and Associates / Burbank
Della Ripa, Victor E. / Pinnacle Estate Properties, Inc. / Calabasas
Dicce, Domenick Repka / Pinnacle Estate Properties, Inc. / Encino

Dier, Jennifer Ellen / Jennings Realty / Frazier Park
Duck, Alonzo / Pantera Real Estate, Inc. / Simi Valley
Dutzik, Johnny / Real Estate eBroker Inc. / Oceanside
Fernandez, Chantalle Sukharangsan / Ocean Gold Properties Inc / Valencia
Finn, Kristi Ilean / Mountain Properties / Pine Mountain Club
Floyd, Kyle / Keller Williams Realty Calabasas / Calabasas
Gage, Tracy Marie / Dilbeck Real Estate / Studio City
Golati, Denise Christine / Intero Real Estate Services / Valencia
Galyan, Harutyun Harry / SoCal Real Estate Services / Valley Village
Gancman, Brania / Index Real Estate Investment, Inc. / Van Nuys
Genender, Matthew / Pinnacle Estate Properties, Inc. / Encino
Ghazaryan, Avag / Titus Realty Inc. / Panorama City
Ghent Howard, Michelle Kate / Ludonna Galang, Broker / Santa Clarita
Giang, Son / Prestige Estate Agency / Los Angeles
Gilbert, Sonja / Kenneth B. Dorfman R.E. / North Hollywood
Gomez, Robert / ValleyCrest Investments / Torrance
Gomez, Teresa / Global Premier Properties, Inc. / Mission Hills
Graisel, Jonathan / Keller Williams Realty Calabasas / Calabasas
Gregerson, Frances Genevieve / Pinnacle Estate Properties / Northridge
Gross, Eric Stephen / Dilbeck Real Estate / Calabasas
Guardino, Ashley / Caball Realty Group / Valencia
Hamer, Michelle Anne / Bill Toth and Associates / Burbank
Hansen, Courtney Bailey / RE/MAX of Santa Clarita / Santa Clarita
Hashemi, Kian / Crestico Realty / Woodland Hills
Hayes, Philip Maurice / Pinnacle Estate Properties / Northridge
Hayhurst, Zoila Suyapa / Global Premier Properties, Inc. / Mission Hills
Henryhard, Arriane / Century 21 Albert Foulad Realty / Encino
Ivanova, Mina Emilova / Rodeo Realty / Calabasas
Jennings, Tracey / Pantera Real Estate / Northridge
Jones, Kimberly Lynette / United Real Estate & Auction / Torrance
Joyce-Torrez, Latrice M. / Dilbeck Real Estate / Studio City

Kemhadjian, Kimberley / Hasco Realty, Inc. / Northridge
Khawaja, Jamal / JFK Realty & Loan Depot, Inc. / Canoga Park
King, Kristin Catherine / Ramsey-Shilling & Assoc. / Toluca Lake
Komisar, Victoria / Coldwell Banker Calabasas / Calabasas
Kuras, Anna / Dilbeck Real Estate / Valencia
Kurfurst, Holly Rae / Troop Real Estate, Inc. / Valencia
LaVondra, Lucky R. / Keller Williams Realty-Studio City / Studio City
Macias, Magnolia / Keller Williams North Valley / Porter Ranch
Martin, Veanet / Pinnacle Estate Properties, Inc. / Mission Hills
McIntosh, Collie / Realty Executives / Valencia
Monroe, Garrett E. / Aviana Real Estate / Westlake Village
Monzon, Marie Louise / Century 21 All Moves / Granada Hills
Muscarella, Samantha Meredith / Pinnacle Estate Properties, Inc. / Mission Hills
Napal, Ann / Berkshire Hathaway HomeServices California Properties / Sherman Oaks
Nassir, Sharaki / Dilbeck Real Estate / Studio City
Nathan, Rhonda Jo / Caball Realty Group / Valencia
Orantes, Latrice Annette / Gold Keys Realty / Valencia
Palacio, Alkalde Julia / Keller Williams Calabasas / Calabasas
Peggs, Michael / HomeSmart NCG Inc. / Valencia
Perez, Fernando Alberto / San Fernando Realty, Inc. / San Fernando
Perez, Tomas Alejandro / Pinnacle Estate Properties / Northridge
Pourghambarzadeh, Mahdi / Keller Williams Realty-Studio City / Studio City
Rai, Kamrishi Singh / Exclusive Realty / Newhall
Relatos, Teodoro / West Coast Realty Group / Glendale
Ripley, Marlene / Keller Williams Realty-Los Feliz / Los Angeles
Saffie, Nicholas / Jonathan Robert Panossian / Moorpark
Saidner, Grant / Coldwell Banker Calabasas / Calabasas
Salvador, Philip / Keller Williams Realty Los Feliz / Los Angeles
Santos, Murilo / Keller Williams Realty / Northridge
Sarkissian, Peter H. / Rodeo Realty / Sherman Oaks
Serdin, Anthony / Lead Realty & Financial Services / Sherman Oaks

Shahboghian, Brian Levon / Coldwell Banker Greater Valleys / Granada Hills
Shaposhnick, Rochelle / HomeSmart NCG Inc / Valencia
Sheikhan, Sameer / Keller Williams Realty-Studio City / Studio City
Sherman, Andrew Joseph / Pinnacle Estate Properties, Inc. / Valencia
Sills, Randy Alan / Keller Williams Realty-Studio City / Studio City
Simons Jr., Charles A. / Keller Williams VIP Properties / Valencia
Slavin, Sandra Lynne / Keller-Davis, Inc. / Newhall
Somo, Nikki Espinosa / Keller Williams Realty / Northridge
Sternier, Nicholas / City Prime Real Estate And Mortgage / Torrance
Stewart, Jason M. / HomeBased Realty / Valencia
Stomel, Ryan Samuel / JamLam Investments / Agoura Hills
Thomas, Karen R. / Allied Realty Inc. / Woodland Hills
Tophyan, Sargis / Blackstone Estates, Inc. / Glendale
Torossian, Hendrick / Keller Williams Realty / Northridge
Trifkin, Dali / Options 4 You Financial Services Inc. / Encino
Tuber, Neil / Keller Williams North Valley / Porter Ranch
Tyler, Nicole / Pinnacle Estate Properties, Inc. / Encino
Valencia, Maria Isabel / RV Realty Enterprise / Van Nuys
Walberg, Orna / Keller Williams VIP Properties / Valencia
West, Tyler Reid / Pinnacle Estate Properties, Inc. / Calabasas
Williams, Kurt Fritz / Keller Williams Encino-Sherman Oaks / Encino
Wolf, Alexander Lewis / White House Properties / Woodland Hills
Wright, Alison R. / Troop Real Estate, Inc. / Valencia
Yagobi, Yasmine Homira / Coldwell Banker Quality Properties / Northridge
Yupari, Jorge / Park Regency Realty / Granada Hills
Zavala Lopez, Guadalupe / Park Regency Realty / Granada Hills
Zinger, Gil / Rodeo Realty / Studio City

RESIDENTIAL PROPERTIES LISTED

1,634

RESIDENTIAL PROP. ESCROW OPENED

1,398

RESIDENTIAL PROP. ESCROW CLOSED

1,080

MARCH 2015 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	126	192	197	251	963	671	1,634
TOTAL ACTIVE LISTINGS	215	283	279	395	1,439	1,276	2,715
AVERAGE DAYS ON MARKET	75	70	66	75	71	94	82
AVERAGE LIST PRICE IN THOUSANDS	368.8	973.3	1,036.4	1,368.6	959.4	572.6	777.6
MEDIAN LIST PRICE IN THOUSANDS	649.0	639.0	639.0	739.0	588.0	319.6	479.0
BOMS	56	71	44	89	326	222	548
AVERAGE BOM PRICE IN THOUSANDS	335.1	676.6	783.5	712.1	613.5	519.3	575.3
BOM TO SALE RATIO	47.9	49.3	44.0	50.3	59.0	50.7	50.7
EXPIRATIONS	15	27	24	24	102	97	199

PENDING SALES:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW ESCROWS OPENED	134	180	152	223	841	557	1,398
TOTAL YTD ESCROWS OPENED	357	451	351	525	2,122	1,312	3,434
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	48	36	39	47	41	56	47
NEW OPEN ESCROWS AVERAGE LIST PRICE	356.2	809.1	737.0	833.3	699.1	439.0	589.4

CLOSED SALES:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW ESCROWS CLOSED	117	144	116	177	704	376	1,080
TOTAL YTD ESCROWS CLOSED	260	354	264	398	1,628	964	2,592
VOLUME OF NEW SALE DOLLARS IN MILLIONS	41.448	105.879	68.022	136.350	434.877	168.845	603.722
VOLUME OF TOTAL YTD SALES IN MILLIONS	91.426	249.683	173.610	273.025	971.219	414.568	1,385.786
AVERAGE SALE PRICE IN THOUSANDS	354.3	735.3	586.4	770.3	617.7	449.1	559.0
MEDIAN SALE PRICE IN THOUSANDS	363.0	569.9	420.0	565.0	475.0	349.0	432.0
COOP SALES	87	115	96	141	566	313	879
PERCENT OF COOP SALES	74.4	79.9	82.8	79.7	80.4	83.2	81.4
AVERAGE DAYS ON MARKET	109	92	92	97	97	113	103
SALES AT LIST PRICE	64	72	46	79	322	177	499
PERCENT OF SALES AT LIST PRICE	54.7	50.0	39.7	44.6	45.7	47.1	46.2
SALES TO LISTING INVENTORY RATIO	54.4	50.9	41.6	48.9	29.5	29.5	39.8
FINAL SALE TO NEW LISTING RATIO	92.9	75.0	58.9	70.5	73.1	56.0	66.1

CLOSED SALES TYPE

FORECLOSURE/REO	7	6	2	8	25	0	25
SELLER CONCESSIONS	0	0	0	0	0	0	0
SHORT SALE	11	5	7	9	40	0	40
STANDARD	98	133	106	163	634	0	634
OTHER	1	0	1	3	5	0	5

SELLING PRICE RANGE:

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%	
LESS THAN 100,000	108	35	9	12078	13.8	
100,000 TO 109,999	17	16	1	900	0.8	
110,000 TO 119,999	51	16	1	4500	3.3	
120,000 TO 139,999	44	41	8	10513	7.1	
140,000 TO 159,999	64	50	10	7029	3.8	
160,000 TO 179,999	62	59	12	7275	3.9	
180,000 TO 199,999	54	100	18	8611	4.1	
200,000 TO 249,999	51	226	70	35	5520	1.8
250,000 TO 299,999	48	225	74	45	9088	1.6
300,000 TO 349,999	60	152	89	56	15666	3.9
350,000 TO 399,999	54	174	122	72	11136	1.9
400,000 TO 449,999	43	171	126	68	8621	1.6
450,000 TO 499,999	41	207	76	43	12717	2.2
500,000 TO 549,999	56	131	77	46	13342	2.2
550,000 TO 599,999	47	127	61	38	13684	2.1
600,000 TO 699,999	51	200	86	49	89401	2.5
700,000 TO 799,999	44	138	56	40	25409	3.0
800,000 TO 899,999	47	112	35	23	7313	0.5
900,000 TO 999,999	51	67	21	17	64872	5.9
1,000,000 TO 1,999,999	59	293	70	40	59488	2.7
MORE THAN 2,000,000	37	175	23	23	123194	4.0
TOTALS	51	2715	1080	654	25102	2.5

LISTINGS

4,369

2015 RMLS TOTAL - \$ VOLUME

\$1,385,786,000

SALES

2,652

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS® INC.

SAN FERNANDO VALLEY
COMPARABLE SALES ANALYSIS 2010-2015
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)
TOTAL MONTH BY MONTH

	2010					2011					2012					2013					2014					2015				
	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	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		1,445	743	320.4	49.3	
FEB	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		1,397	786	397.8	56.3	
MAR	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		1,634	1,080	603.7	66.1	
APR	2,212	1,188	526.9	53.7		1,740	1,052	394.2	60.5		1,367	1,140	448.8	82.2		1,549	1,114	559.3	71.9		1,548	1,124	589.4	72.6						
MAY	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	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	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	1,993	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	1,726	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	1,677	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	1,431	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		1,102	905	463.6	82.1						
DEC	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		867	1,105	581.4	127.5						
TOTAL	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			\$429,200					\$395,470					\$392,470					\$479,270					\$525,464							

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR MARCH 2015

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	93	141	141	160	211	746	581	1,327
Total Active Listings	152	201	194	219	340	1,106	1,095	2,201
Average Days on Market	74	63	64	68	76	70	89	79
Average List Price in Thousands	415.2	1,198.9	1,323.1	797.9	1,521.8	1,132.8	585.1	860.3
Median List Price in Thousands	400.0	800.0	945.0	640.0	829.0	699.0	300.0	515.0
BOMS	38	47	25	54	73	237	171	408
Average BOM Price in Thousands	389.4	824.0	1,046.9	579.3	773.0	706.4	552.8	642.0
BOM to Sale Ratio	40.0	49.0	33.8	42.5	50.3	44.1	54.3	47.9
Expirations	10	21	16	7	21	75	88	163
PENDING SALES								
New Escrows Opened	101	124	110	123	177	635	472	1,107
Total YTD Escrows Opened	273	292	241	353	409	1,568	1,117	2,685
New Open Escrows Average Days on Market	45	35	32	34	46	39	56	46
New Open Escrows Average List Price	384.7	987.0	903.5	627.7	940.3	794.1	436.6	641.7
CLOSED SALES:								
New Escrows Closed	95	96	74	127	145	537	315	852
Total YTD Escrows Closed	202	224	176	270	309	1,181	815	1,996
Volume of New Sales Dollars in Millions	35.402	84.617	54.365	75.739	123.897	374.020	144.657	518.677
Volume of total YTD Sales in Millions	76.233	193.372	144.960	156.798	238.626	809.989	353.651	1,163.640
Average Sale Price in Thousands	372.6	881.4	734.7	596.4	854.5	696.5	459.2	608.8
Median Sale Price in Thousands	366.5	701.0	491.0	545.0	645.0	536.5	339.0	472.8
Coop Sales	69	77	61	106	116	429	258	687
Percent of Coop Sales	72.6	80.2	82.4	83.5	80.0	79.9	81.9	80.6
Average Days on Market	113	95	89	98	94	98	110	102
Sales at List Price	52	43	33	52	66	246	157	403
Percent of Sales at List Price	54.7	44.8	44.6	40.9	45.5	45.8	49.8	47.3
Sales to Listing Inventory Ratio	62.5	47.8	38.1	58.0	42.6	48.6	28.8	38.7
Final Sale to New Listing Ratio	102.2	68.1	52.5	79.4	68.7	72.0	54.2	64.2
CLOSED SALES TYPE								
Foreclosure/REO	4	5	1	7	2	19	0	19
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	9	5	3	8	7	32	0	32
Standard	82	86	70	112	134	484	0	484
Other	0	0	0	0	2	2	0	2

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH 2015

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	33	51	56	37	40	217	90	307
Total Active Listings	63	82	85	48	55	333	181	514
Average Days on Market	75	87	71	75	67	76	127	94
Average List Price in Thousands	257.1	420.4	382.0	443.7	422.0	383.3	496.7	423.2
Median List Price in Thousands	240.0	410.0	335.0	400.0	374.9	335.0	385.0	349.9
BOMS	18	24	19	12	16	89	51	140
Average BOM Price in Thousands	220.6	387.9	436.8	338.8	434.2	366.2	407.2	381.1
BOM to Sale Ratio	81.8	50.0	45.2	52.2	50.0	53.3	83.6	61.4
Expirations	5	6	8	5	3	27	9	36
PENDING SALES								
New Escrows Opened	33	56	42	29	46	206	85	291
Total YTD Escrows Opened	84	159	110	85	116	554	195	749
New Open Escrows Average Days on Market	54	40	58	43	47	48	59	51
New Open Escrows Average List Price	269.0	415.3	301.0	381.4	421.7	365.2	452.4	390.7
CLOSED SALES:								
New Escrows Closed	22	48	42	23	32	167	61	228
Total YTD Escrows Closed	58	130	88	82	89	447	149	596
Volume of New Sales Dollars in Millions	6.046	21.262	13.657	7.439	12.453	60.858	24.187	85.045
Volume of total YTD Sales in Millions	15.193	56.310	28.650	26.677	34.399	161.230	60.917	222.147
Average Sale Price in Thousands	274.8	443.0	325.2	323.4	389.2	364.4	396.5	373.0
Median Sale Price in Thousands	248.0	451.5	319.0	329.0	328.0	335.0	370.0	349.0
Coop Sales	18	38	35	21	25	137	55	192
Percent of Coop Sales	81.8	79.2	83.3	91.3	78.1	82.0	90.2	84.2
Average Days on Market	96	88	98	85	108	95	124	103
Sales at List Price	12	29	13	9	13	76	20	96
Percent of Sales at List Price	54.5	60.4	31.0	39.1	40.6	45.5	32.8	42.1
Sales to Listing Inventory Ratio	34.9	58.5	49.4	47.9	58.2	50.2	33.7	44.4
Final Sale to New Listing Ratio	66.7	94.1	75.0	62.2	80.0	77.0	67.8	74.3
CLOSED SALES TYPE								
Foreclosure/REO	3	1	1	1	0	6	0	6
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	0	4	0	2	8	0	8
Standard	16	47	36	22	29	150	0	150
Other	1	0	1	0	1	3	0	3

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR MARCH 2015

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	14	6	63	27	20	59	27	77	293	78	371
Total Active Listings	32	28	96	42	31	80	26	74	409	157	566
Average Days on Market	114	157	67	107	75	49	26	67	75	82	77
Average List Price in Thousands	529.9	840.7	712.4	614.8	633.4	585.9	778.3	760.9	679.1	395.9	600.6
Median List Price in Thousands	499.9	669.0	574.9	540.0	579.0	569.0	799.0	598.0	581.0	299.0	530.0
BOMS	4	4	17	11	6	15	5	24	86	31	117
Average BOM Price in Thousands	478.0	514.5	458.6	442.9	619.1	502.5	648.5	661.9	546.7	377.4	501.8
BOM to Sale Ratio	44.4	100.0	41.5	52.4	35.3	31.9	50.0	40.0	41.1	73.8	46.6
Expirations	4	1	8	2	2	6	1	1	25	10	35

PENDING SALES

New Escrows Opened	14	8	57	29	24	49	17	77	275	69	344
Total YTD Escrows Opened	28	17	130	79	50	127	39	190	660	147	807
New Open Escrows Average Days on Market	105	115	53	42	43	43	35	37	48	67	52
New Open Escrows Average List Price	478.1	647.0	524.4	441.9	538.5	531.1	832.7	616.0	564.1	333.4	517.8

CLOSED SALES:

New Escrows Closed	9	4	41	21	17	47	10	60	209	42	251
Total YTD Escrows Closed	17	11	96	50	37	96	18	130	455	99	554
Volume of New Sales Dollars in Millions	4.485	3.368	20.308	10.605	8.890	25.025	7.495	39.844	120.021	12.191	132.212
Volume of total YTD Sales in Millions	8.159	7.239	45.320	23.803	19.612	50.376	12.987	78.927	246.423	29.567	275.990
Average Sale price in Thousands	498.3	842.0	495.3	505.0	522.9	532.5	749.5	664.1	574.3	290.3	526.7
Median Sale Price in Thousands	520.0	685.0	440.0	522.0	470.0	514.9	680.0	561.5	520.0	239.0	489.0
Coop Sales	9	4	34	20	13	37	7	51	175	37	212
Percent of Coop Sales	100.0	100.0	82.9	95.2	76.5	78.7	70.0	85.0	83.7	88.1	84.5
Average Days on Market	165	288	96	111	120	99	81	80	102	130	106
Sales at List Price	1	1	21	9	5	27	3	27	94	12	106
Percent of Sales at List Price	11.1	25.0	51.2	42.9	29.4	57.4	30.0	45.0	45.0	28.6	42.2
Sales to Listing Inventory Ratio	28.1	14.3	42.7	50.0	54.8	58.8	38.5	81.1	51.1	26.8	44.3
Final Sale to New Listing Ratio	64.3	66.7	65.1	77.8	85.0	79.7	37.0	77.9	71.3	53.8	67.7

CLOSED SALES TYPE

Foreclosure / REO	0	0	1	0	0	2	0	3	6	0	6
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	1	0	1	1	1	0	0	2	6	0	6
Standard	8	4	37	20	16	45	10	55	195	0	195
Other	0	0	2	0	0	0	0	0	2	0	2

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH 2015

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	14	3	25	14	7	46	109	7	116
Total Active Listings	0	0	25	1	24	11	8	58	127	19	146
Average Days on Market	0	0	90	29	57	61	32	43	56	76	58
Average List Price in Thousands	0.0	0.0	263.5	428.0	266.7	347.6	355.4	383.4	333.3	312.1	330.5
Median List Price in Thousands	0.0	0.0	252.3	428.0	239.0	349.0	350.0	350.0	334.9	285.0	330.0
BOMS	0	0	6	0	6	5	1	7	25	9	34
Average BOM Price in Thousands	0.0	0.0	262.0	0.0	227.6	332.2	759.0	344.7	310.8	328.1	315.4
BOM to Sale Ratio	0.0	0.0	28.6	0.0	66.7	45.5	20.0	30.4	36.2	128.6	44.7
Expirations	0	0	2	0	0	1	0	3	6	2	8

PENDING SALES

New Escrows Opened	0	0	29	2	20	13	4	38	106	10	116
Total YTD Escrows Opened	0	0	66	2	47	34	16	95	260	20	280
New Open Escrows Average Days on Market	0	0	44	10	33	48	27	55	45	52	46
New Open Escrows Average List Price	0.0	0.0	248.4	252.5	297.7	301.1	342.2	370.3	311.5	324.0	312.6

CLOSED SALES:

New Escrows Closed	0	0	21	0	9	11	5	23	69	7	76
Total YTD Escrows Closed	0	0	47	0	25	29	9	61	171	15	186
Volume of New Sales Dollars in Millions	0.000	0.000	6.101	0.000	1.981	3.828	1.877	7.694	21.482	2.242	23.724
Volume of Total YTD Sales in Millions	0.000	0.000	12.277	0.000	5.730	9.968	3.192	21.142	52.309	4.937	57.246
Average Sale price in Thousands	0.0	0.0	290.5	0.0	220.1	348.0	375.5	334.5	311.3	320.3	312.2
Median Sale Price in Thousands	0.0	0.0	274.0	0.0	207.0	349.0	369.0	335.0	305.0	330.0	310.0
Coop Sales	0	0	19	0	7	8	5	17	56	7	63
Percent of Coop Sales	0.0	0.0	90.5	0.0	77.8	72.7	100.0	73.9	81.2	100.0	82.9
Average Days on Market	0	0	74	0	99	158	82	88	96	66	93
Sales at List Price	0	0	10	0	3	6	1	6	26	4	30
Percent of Sales at List Price	0.0	0.0	47.6	0.0	33.3	54.5	20.0	26.1	37.7	57.1	39.5
Sales to Listing Inventory Ratio	0.0	0.0	84.0	0.0	37.5	100.0	62.5	39.7	54.3	36.8	52.1
Final Sale to New Listing Ratio	0.0	0.0	150.0	0.0	36.0	78.6	71.4	50.0	63.3	100.0	65.5

CLOSED SALES TYPE

Foreclosure / REO	0	0	2	0	0	0	0	0	2	0	2
Seller Concessions	0	0	0	0	0	0	0	1	1	0	1
Short Sale	0	0	1	0	2	1	0	0	4	0	4
Standard	0	0	18	0	7	10	5	22	62	0	62
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED
487

MARCH 2015 SCV RESIDENTIAL MLS SUMMARY
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP ESCROW OPENED
460

RESIDENTIAL PROP ESCROW CLOSED
327

ACTIVE INVENTORY:

NEW LISTINGS

14

6

77

30

45

73

34

123

402

85

487

TOTAL ACTIVE LISTINGS

32

28

121

43

55

91

34

132

536

176

712

AVERAGE DAYS ON MARKET

114

157

72

105

67

50

27

56

71

82

73

AVERAGE LIST PRICE IN THOUSANDS

529.9

840.7

619.6

610.4

473.4

557.1

678.8

595.1

597.2

386.9

545.2

MEDIAN LIST PRICE IN THOUSANDS

499.9

669.0

489.0

540.0

445.0

489.0

680.0

489.9

518.0

296.0

475.0

BOMS

4

4

23

11

12

20

6

31

111

40

151

AVERAGE BOM PRICE IN THOUSANDS

478.0

514.5

407.3

442.9

423.3

459.9

666.9

590.2

493.6

366.3

459.9

BOM TO SALE RATIO

44.4

100.0

37.1

52.4

46.2

34.5

40.0

34.5

39.9

81.6

46.2

EXPIRATIONS

4

1

10

2

2

7

1

4

31

12

43

PENDING SALES:

NEW ESCROWS OPENED

14

8

86

31

44

62

21

115

381

79

460

TOTAL YTD ESCROWS OPENED

28

17

196

81

97

161

55

285

920

167

1,087

NEW OPEN ESCROWS AVERAGE DAYS ON MARKET

105

115

50

38

33

44

43

43

47

65

50

NEW OPEN ESCROWS AVERAGE LIST PRICE

478.1

647.0

431.3

429.6

429.0

482.9

739.3

534.8

493.8

332.2

466.0

CLOSED SALES:

NEW ESCROWS CLOSED

9

4

62

21

26

58

15

83

278

49

327

TOTAL YTD ESCROWS CLOSED

17

11

143

50

62

125

27

191

626

114

740

VOLUME OF NEW SALE DOLLARS IN MILLIONS

4.485

3.368

26.410

10.605

10.871

28.853

9.372

47.538

141.503

14.433

155.936

VOLUME OF TOTAL YTD SALES IN MILLIONS

8.159

7.239

57.597

23.803

25.342

60.344

16.179

100.069

298.731

34.504

333.235

AVERAGE SALE PRICE IN THOUSANDS

498.3

842.0

426.0

505.0

418.1

497.5

624.8

572.7

509.0

294.6

476.9

MEDIAN SALE PRICE IN THOUSANDS

520.0

685.0

395.0

522.0

425.0

457.5

578.0

490.0

465.0

275.0

441.0

COOP SALES

9

4

53

20

20

45

12

68

231

44

275

PERCENT OF COOP SALES

100.0

100.0

85.5

95.2

76.9

77.6

80.0

81.9

83.1

89.8

84.1

AVERAGE DAYS ON MARKET

165

288

89

111

113

82

110

121

100

121

103

SALES AT LIST PRICE

1

1

31

9

8

33

4

33

120

16

136

PERCENT OF SALES AT LIST PRICE

11.1

25.0

50.0

42.9

30.8

56.9

26.7

39.8

43.2

32.7

41.6

SALES TO LISTING INVENTORY RATIO

28.1

14.3

51.2

48.8

47.3

63.7

44.1

62.9

51.9

27.8

45.9

FINAL SALE TO NEW LISTING RATIO

64.3

66.7

80.5

70.0

57.8

79.5

44.1

67.5

69.2

57.6

67.1

CLOSED SALES TYPE

FORECLOSURE/REO

0

0

3

0

0

2

0

3

8

0

8

SELLER CONCESSIONS

0

0

0

0

0

0

0

1

1

0

1

SHORT SALE

1

0

2

1

3

1

0

2

10

0

10

STANDARD

8

4

55

20

23

55

15

77

257

0

257

OTHER

0

0

2

0

0

0

0

0

2

0

2

SELLING PRICE RANGE:

LESS THAN 100,000

34

0

9

2

0

2

0

2

13200

11.9

0.0

100,000 TO 109,999

0

0

2

0

0

0

0

0

N/A

0.0

0.0

110,000 TO 119,999

100

1

2

1

1

1

1

1

17500

13.0

13.0

120,000 TO 139,999

64

2

5

2

5

1

1

1

6250

4.5

4.5

140,000 TO 159,999

91

10

5

5

5

5

5

5

7400

4.4

4.4

160,000 TO 179,999

64

17

6

6

6

3

3

3

9136

4.7

4.7

180,000 TO 199,999

18

5

5

5

5

4

4

4

11820

5.4

5.4

200,000 TO 249,999

60

23

23

23

23

18

18

18

9273

3.7

3.7

250,000 TO 299,999

88

19

19

19

19

16

16

16

8511

2.7

2.7

300,000 TO 349,999

40

22

22

22

22

13

13

13

9699

2.6

2.6

350,000 TO 399,999

58

36

36

36

36

21

21

21

7069

1.7

1.7

400,000 TO 449,999

48

38

38

38

38

28

28

28

20793

4.3

4.3

450,000 TO 499,999

49

40

40

40

40

28

28

28

12717

2.4

2.4

500,000 TO 549,999

73

27

27

27

27

16

16

16

12530

2.0

2.0

550,000 TO 599,999

38

24

24

24

24

12

12

12

14913

2.4

2.4

600,000 TO 699,999

55

34

34

34

34

21

21

21

25482

3.3

3.3

700,000 TO 799,999

104

54

54

54

54

4

4

4

22730

2.9

2.9

800,000 TO 899,999

30

7

7

7

7

5

5

5

26100

3.0

3.0

900,000 TO 999,999

64

4

4

4

4

4

4

4

33000

3.3

3.3

1,000,000 TO 1,999,999

97

36

36

36

36

3

3

3

133300

7.0

7.0

MORE THAN 2,000,000

77

6

6

6

6

2

2

2

450000

15.3

15.3

TOTALS

57

306

670

206

3.1

17311

3.1

LISTINGS
1,285

2015 RMLS TOTAL - \$ VOLUME
\$333,235,000

SALES
784

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SANTA CLARITA VALLEY
COMPARABLE SALES ANALYSIS 2010-2015
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)
TOTAL MONTH BY MONTH

[illegible]

REALTOR® RESOURCE CENTER

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

CONSTRUCTION

CROWN CONSTRUCTION

G.C. (bonded & insured) License # B 850720

WE PROVIDE FAST- PROFESSIONAL

HOME INSPECTIONS & RETROFITING

PROPERTY INSPECTIONS

RESIDENTIAL INSPECTIONS/complete report / estimate of cost if requested. Cond/ \$150

RETROFITING

GAS SHUT-OFF VALVE / LOW-FLOW TOILET
WATER HEATER STRAPPING/ PRESSURE VALVE
AND OVERFLOW/ SMOKE DETECTORS/ BATTERY
AND HARD-WIRE/ G.F.I.C. / WATER HEATER
INSTALLATION/ INSPECTION AND CERTIFICATE OF
COMPLIANCE/ CARBON MONOXIDE.

WE BILL ESCROW FOR RETROFITING WORK.

PLUMBING/ PAINTING/ CARPENTRY/

STUCCO/REMODELING/ ADDITION.

WE DO IT ALL

OFFICE (818) 646-0042

CELL (818) 635-9910

E-MAIL: CROWN.CANDO@GMAIL.COM

BUILDING REPAIRS & REMODELING

NEALS KEY MOBIL LOCKSMITH

Perfect Closing Gift Re Key
Clients Home For Peace Of Mind
Quick On Time Service Convenient Billing.
Neals Key 818-363-8010

Exp. #7 (7-15)

PROFESSIONAL SERVICES

CaRealEstateLawFirm.com- A Real Estate Law Firm
Evictions, Easement Issues, Buyer/Seller Disputes
Broker/Agent Liability, Quiet Title, and more
Call 818-639-2626

Exp. #7 (7-1-16)

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/JUNECARPETSHAMP00(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)

PERMIT PLAN PERMIT PLAN

LEGALIZE ROOM ADDITION. BUILDING CODE
VIOLATION ALEX .. (818) 497-3799

Exp. #1 (1-2016)

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

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)

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®



REAL ESTATE

30 at 33 – 15 at 22

In 2014 Jim Sandoval did \$30 million in production at 33 years of age and
Angel Garcia did \$15 million at 22 years of age. Park Regency would like to
congratulate these bright young stars!



Jim Sandoval



Angel Garcia

* Production numbers based on 3% commissions



WWW.PARKREGENCY.COM/AGENTCENTER

f FACEBOOK.COM/PARKREGENCY

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



REALTOR® RESOURCE CENTER

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

CONSTRUCTION



STYL'N CONSTRUCTION, INC.

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

Hey Brokers - We Do It All!

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

No One Has Our Experience Or Billing Terms!

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

Office: (818) 407-1327

Fax: (818) 407-1462

Licensed • Bonded & Insured • Lic. #806623

LEGAL

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



ENCINO
(818) 986-3147



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

FULL COLLECTION SERVICES
FREE FORMS AND
TELEPHONE CONSULTATIONS

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

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

TOLL FREE
800-77EVICT

www.evict123.com

REAL ESTATE

\$39 per month
100%
COMMISSION



GOLD STAR REALTY

We Offer:

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

(818) 757-4567

20 YEARS IN BUSINESS

17815 Ventura Blvd., Suite 205, Encino

TERMITE INSPECTION & FUMIGATION

NORDHAGEN AND
DAUGHTERS
EXTERMINATING
COMPANY INC.

TERMITE INSPECTIONS & FUMIGATIONS

SRAR 2002 "AFFILIATE OF THE YEAR"

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

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

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

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

REALTOR® RESOURCE CENTER

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

MARKETING

GET **more** LEADS

THE PREMIERE ONLINE MARKETING SOLUTION
FOR REAL ESTATE AGENTS & BROKERS

GET MORE
START YOUR FREE
30-DAY TRIAL
TODAY



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

Point2

HOME INSPECTION

IM HomeInspections
And Thermal Imaging

818-298-3405
IMHomeInspections.com

- ✓ Same Day Reports
- ✓ Full Color Photos
- ✓ High Tech Tools



WE'LL BUY YOUR HOME GUARANTEE
FULL PURCHASE PRICE • BACKED BY INTERNACHI
★ IF WE MISS ANYTHING WE'LL BUY YOUR HOME BACK ★

ADVERTISING

ADVERTISE IN THE REALTOR® REPORT

Make your ad
POP!
With Color!

*Place a display ad and see your Company advertised on our website!

visit the "print shop" link for more information at:

www.srar.com

or call

(818) 947-2244

*Ads on srar.com may vary from display ad in content and form. Web ads are designed by the SRAR Graphics Department. Southland Regional does not constitute endorsement of the products or services advertised in our publication, REALTOR REPORT, or on www.srar.com.

PRINTING

Southland Regional
Association of Realtors® Inc.

(818) 947-2246

PRINT SHOP & GRAPHIC DESIGN SERVICES

Make Us Your Choice For All Your Printing Needs!

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



New Exclusive! Spacious Remodeled Ranch Style Home
5736 Dulce Ave, Woodland Hills, CA 91367

- 3 Bedrooms/ 2 Bath
- Highlights:
- Remodeled
- Heater Air Conditioning/
- Heating System
- Open Floorplan
- Views
- Must See!

\$819,000

Joel Cooper
Phone: 310-969-2401
Fax: 310-961-0310

JUST LISTED
20724 805008 BULD.
WINNETKA 91306

- Built: 1951
- Sq. Ft.: 1,725
- Bedrooms: 3
- Bathrooms: 2
- Features: Wood Tile
- Description:
- Fireplace

\$629,000

Al Karamzadeh
818 731-3133
Realtor® Broker

Realtors International Festival
Multicultural Mixer 2007

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

Fast Turn Around! Competitive Pricing!

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

Now Includes Business Opportunities

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:

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