

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

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**Valley Home
Sales Post
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REALTOR® EXPO
Thursday, June 11, 2015
9:00am - 2:30pm
The Odyssey
15600 Odyssey Drive Granada Hills, 91344

SESSION SCHEDULE
9:15 AM - 10:00 AM Sin-dication or Syndication, Good or Bad for Real Estate?
10:15 AM - 11:00 AM Risk Management Panel
10:15 AM - 11:15 AM Sneak Peek...Speed "App"ing
11:30 AM Lunch in the "Carnival Lounge"
12:00 PM Raffle Prizes
12:00 PM - 1:15 PM Top Producer Panel
2:15 PM Final Raffles & Affiliate Raffles

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INVESTORS SHIFT TO MULTIFAMILY UNITS

NOW THAT THERE ARE FEW DISTRESSED HOMES FOR SALE AND PRICES HAVE REBOUNDED,

INVESTORS HAVE LARGELY RETREATED FROM THE SINGLE-FAMILY HOME MARKET,

SHIFTING THEIR ATTENTION TO MULTIFAMILY INVESTMENTS, THE CALIFORNIA ASSOCIATION

OF REALTORS REPORTED RECENTLY.

The Association's 2015 Investor Survey found 21 percent of investors purchased multifamily properties during the past year, up from 19 percent in 2014 and 14 percent in 2013.

Eighty percent of the transactions were non-distressed, up from 70 percent in 2014, reflecting the recovering housing market. Additionally, consistent with investors purchasing more equity and multifamily properties, the statewide median sales price increased to \$375,000 in 2015, up from \$320,000 in 2014 and \$292,000 in 2013.

Investors also turned to higher-priced properties given a lack of inventory of lower-priced properties. Twenty-three percent of investment properties purchased ranged between \$501,000 to \$1 million, up from 16 percent in 2014, and 9 percent were above \$1 million, up from 8 percent in 2014.

Among the reasons investors cited for buying now include "good price" (39 percent), followed closely by "good location" (38 percent), "future development potential" (9 percent), and "size" (7 percent).

Additional findings include: More investors—65 percent—rented their properties, rather than flip them, 26 percent, up from 58 percent in 2014, but down from 73 percent in 2013.

- Investors held properties for a short

period of time at an average of 6.1 years in 2015, down from 8 years in 2014, and 7.9 years in 2013.

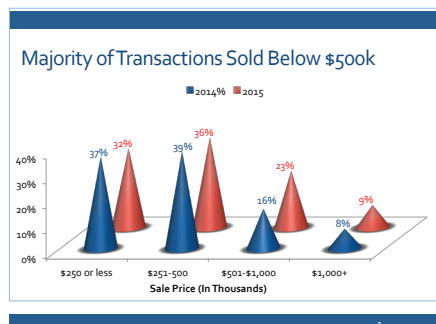
- Investors also owned fewer properties on average in 2015, 6.4 properties, down from 8.3 in 2014 and 6.5 properties in 2013.

- In a sign of optimism, the vast majority, 70 percent, of investors believed their property would increase in value in one year. Three-fourths said the property would increase in value in five years.

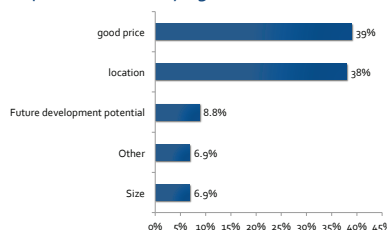
- Investors expect the property to appreciate an average of 27 percent during their ownership period.

- Investors intend to charge a median monthly rent of \$1,850 and plan to increase that by \$50 or 2.7 percent next year.

- While the majority of individual investors were Caucasian/ white, 55 percent, the share of minority investors grew slightly, rising from 40 percent in 2014 to 45 percent in 2015.



Top Reasons for Buying Now



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

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REALTOR® REPORT

The Official Publication of SRAR

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"TEAM NAMES"

BY: DAVID L. SHANE, SHANE, DIGIUSEPPE & RODGERS,
ASSOCIATION LEGAL COUNSEL

In recent years the use of "Team Names" has risen dramatically. What most "Teams" and their Responsible Realtors did not realize is that these "Team" names were actually a fictitious name. A fictitious name requires a registration with the County, and a separate license from the Bureau of Real Estate in that name. However, that requirement has been eliminated as a result of new changes to the Business and Professions Code, effective January 1, 2015.

If the Responsible Realtor and the "Team" wish to avoid the name being considered a fictitious name, requiring a license, these guidelines need to be followed:

1. The name and BRE license number of at least one member of the team must appear in any sign or advertisement;
2. The Responsible Realtors name must be displayed as prominently and conspicuously as the Team name on all advertising and signs;
3. The ad or sign shall not contain any terms that imply the existence of a real estate entity independent of the Responsible Realtor.
4. The only names allowed other than Team are Associates, or Group.

While you would think that since it is not a fictitious name for license purposes, that no registration with the County would be required. However, CAR says that "caution" advises that a registration is still recommended, based on the language of this particular new change to the B and P Code. However, it does not appear that failure to register will have much of an impact, because the "other" aspect of fictitious names is that no legal action may be brought to enforce any claims of a fictitious name until there is a registration. It is doubtful that most "Teams" will have any need for legal action, since the claims, if any, would no doubt be on the part of the Responsible Broker. (Such as claims for commissions) CAR advises that this confusing language in the new law may well be amended, removing this problem.,

An example of a "Team" name as it typically appears, and how it now should appear:



Of course, the option remains to continue with the Team name unchanged, and register with the County and obtain a license from the BRE. There is also the issue of whether the members of the Team may contract with the Responsible Realtor for the ownership of the fictitious name. These and other questions are answered by CAR in their detailed review of fictitious and team names in: <http://www.car.org/legal/broker-practice-folder/fictitious-business-names/>.

It would be advisable for all "Teams" and their Responsible Realtors to make any changes as soon as possible. Association Professional Standards staff has advised me that they have received inquiries from the Bureau of Real Estate concerning certain "Teams", so perhaps they intend to pursue anyone not complying with the new laws.

IN MEMORIAM

The Association is saddened to report the passing of long time member Claire Heebner on May 1, 2015. Claire began her real estate career in 1971 with Coldwell Banker, Sherman Oaks and remained at the company until her retirement in 2006. She was well known for listing and selling in the Royal Oaks community in Encino, CA. Claire was laid to rest at Forest Lawn in the Hollywood Hills – a beautiful piece of real estate!

The Association is saddened to report the passing of long time member Marian Curran on April 13, 2015. Marian began her real estate career in 1981 in Northridge and continued selling houses into her 80's. She worked at Prudential California Real Estate at the time of her retirement. Services were held on April 24, 2015.

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by Yair Harpaz, 2015 Technology Committee member

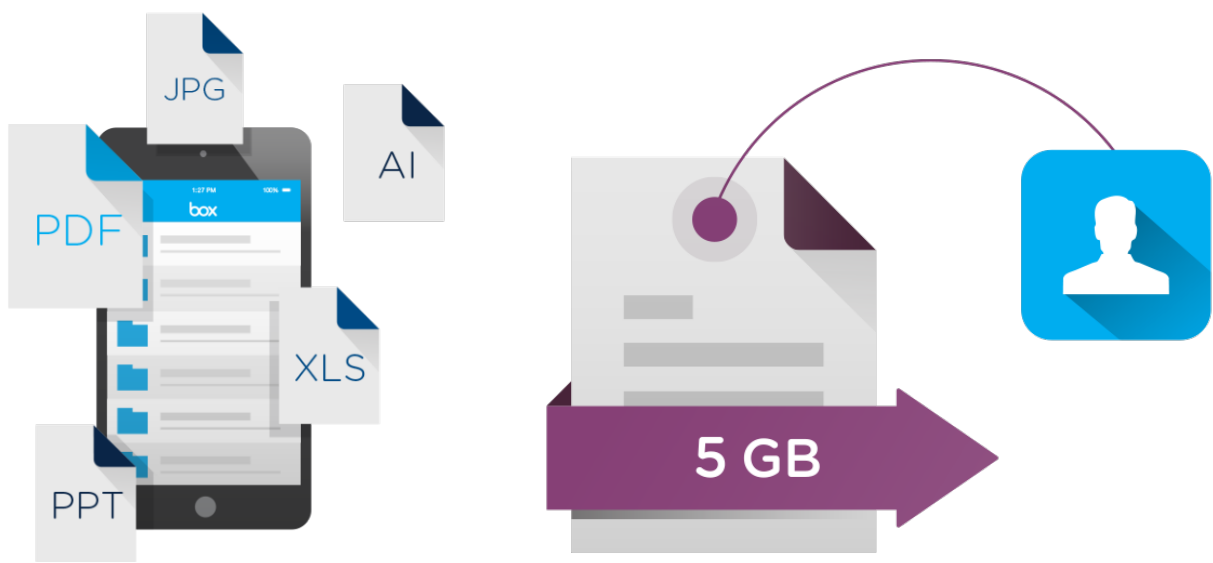
With over \$40 Billion dollars spent last year alone, in the US, for Smartphones, it is clear that we are all connected, and have thousands of important documents to handle, save, send or share.

Emailing is limited, in most cases, to 15MB of total files size, it does take some time to upload, and use your streaming quota from the phone company. In some cases, especially if you want to send quality pictures, video or music, the files are much larger, and require to split to few emails, or reduce the quality of the files to be able to accomplish your goal.

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- Real-time updates ensure your whole team is working on the latest file version.



VALLEY HOME SALES POST SOLID GAINS

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

WHAT HAPPENED IN THE SAN FERNANDO AND SANTA CLARITA VALLEYS DURING MARCH ALSO OCCURRED STATE AND NATIONWIDE—THE BEGINNING OF THE TRADITIONAL HOME BUYING SEASON POSTED STRONG AND, IN THE WORDS OF MANY EXPERTS, SUSTAINABLE GAINS.



Realtor® Gaye Rainey
2015 President, SRAR

If spring 2014 saw sluggish sales and reticent buyers, this season already is witnessing eager, enthused home hunters who appear optimistic enough to open their pocket books in the wake of positive statistics on nearly all economic fronts.

Gratefully, it's not the boom market of the early 2000s, which saw profligate lending and poor home buying decisions by often unqualified buyers. Today's buyers are qualified—Lenders are seeing to that!—up to the challenges of home ownership, and motivated by an often overlooked traditional perspective of a house as a home, a place to raise a family, grow a garden, recharge and rest, and not necessarily as a piggy bank, although that's still in play, especially here in Southern California where there are too few homes for too many prospective buyers.

Press releases distributed by the Southland Regional Association of Realtors last week reported 537 single-family home sales in the San Fernando Valley and another 209 home

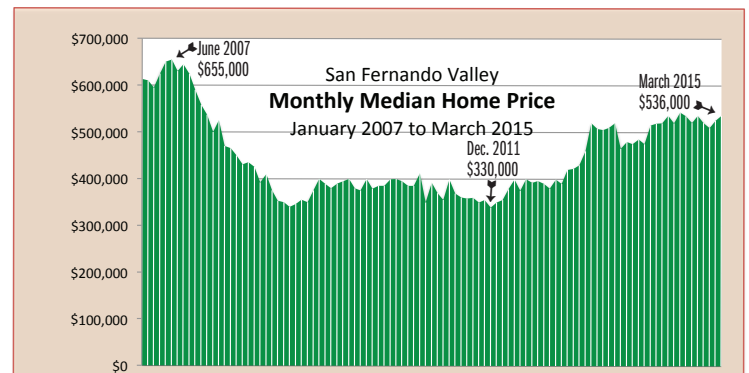
sales in the Santa Clarita Valley. Those totals were up 29.7 percent and 56.0 percent, respectively, over March 2014.

If those numbers stay in positive territory during the traditionally busy coming months, then it will be safe to say our local markets are back to normal.

Indeed, the single remaining, limiting legacy of the worst economic recession since the 1930s appears to be today's tight inventory. The low inventory was sliding toward oblivion, too, as up until February we'd reported 19 consecutive months of typically double-digit increases in the number of homes listed for sale. It was a testament to the numbers of owners who were seeing positive equity re-appearing in their home even as they regained confidence in their jobs, the economy, and saw modest improvement in savings.

But in February and again this March the inventory posted two consecutive months of declining supplies of homes for sale.

If more owners jumped in the game the playing field would more closely resemble a traditional market, ease upward pressure on prices, and keep home prices within reach for a deeper pool of would-be buyers.



Fueled by years of profligate lending and unwise home purchases, the single-family home median price hit its record high in June 2007 at \$655,000. Then, during what has been dubbed the Great Recession, the local median single-family home price slid to its record low of \$330,000 in December 2011. Since then it has jumped 58 percent higher to the median posted this March of \$536,000, which was still 18% below the record high, but with price increases propelled by more traditional, sustainable forces, albeit aided by a continuing tight inventory of homes for sale.

But as inventory tightens prices jump higher, often bid up as multiple offers bombard quality, properly-priced listings.

Luckily, lenders and appraisers keep these price increases somewhat in check by rejecting loan applications on homes that they believe are priced too high or insisting that buyers put more skin in the game by increasing the size of their down payment.

So, while prices have risen too high, too fast for many industry experts, prices are likely to remain below the boom-time highs. March saw a \$536,000 median price in the San Fernando Valley, up a modest 4.2 percent over a year ago, but well below the record high of \$655,000 posted in June 2007.

Lessons learned? Sellers, don't get greedy. Buyers, stay within your means. Otherwise, let's have some fun. We've waited long enough.

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>

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SIX BLUNDERS MANY HOME SELLERS MAKE

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

LETTING EMOTIONS OVERRIDE LOGIC CAN HAPPEN WHEN IT COMES TO SELLING A HOME. YET THAT IS JUST ONE OF POTENTIALLY MANY FATAL MISSTEPS. HERE ARE SIX OTHER COMMON GAFFES SELLERS MAKE.

Number One—Get real about resale values.

No doubt, every owner knows, down to the last penny, exactly what their house is worth. Just ask them! Precise numbers flow.

Yet overpricing a home for sale ranks as a major mistake, even in a market like today's where there are few listings and quality, properly priced homes sell quickly, often above list and with offers from competing multiple bidders.

Realtors know properties that are overpriced at the outset tend to eventually sell at a lower price than if they had been priced appropriately at the beginning.

One study found that homes sold within the first week on the market went for an average of 2.08 percent higher than list price, while homes on the market for months sold for an average of 11.5 percent below the original price.

The lessons? Don't get greedy. Base numbers on recent comparable sales statistics, not guesses or wishful thinking. Appraisals matter. Heed the advice of an experienced professional. Be ready to adjust the price if there is little or no action.

Number Two—Beware of the Internet when setting a sale price.

The Internet and websites like Realtor.com and Zillow.com are wondrous, powerful tools that give home sellers and buyers unprecedented access to information about millions of properties. They have revolutionized the process of buying and selling a home.

Yet placing trust in a website instead of relying on a professional Realtor and their local insights and in-depth statistics ranks as a troubling and often costly mistake made by too many home sellers and buyers.

Simply put, sellers ought not rely on websites when deciding at what price to list a home for sale. Why? The figures websites offer typically are lower than a home's true resale value and generally

do not and cannot take into consideration all the elements that make a home unique or stand out from the competition.

At best, the prices offered by websites are suggestions, the beginning of a discussion, but hold little value in the real world. In fact, Zillow includes that disclaimer on their website—stating that their suggested prices are merely a starting point.

Indeed one recent local property had a \$1.7 million suggested resale price from Trulia.com, yet was listed for \$2.2 million and sold well above list price.

That's a nearly 30 percent difference from the on-line suggested resale price to the eventual list price—a \$500,000



swing.

Relying on an experienced, local real estate professional protects sellers from making an expensive mistake.

Number Three—Make the place sparkle!

If a home cannot be staged—set up like a model home in a way that highlights its strengths and advantages—then be sure to spruce up a home's interior and exterior.

At a minimum, home owners should conduct a thorough cleaning, store or haul out clutter, make sure the home is well-lit and major aesthetic issues are fixed.

Eighty-one percent of Realtors who represent buyers surveyed recently said that staged homes make it easier for their home buyers to visualize a property as

their future home. Forty-six percent of buyer agents also reported that staging makes their buyers more willing to tour a home they viewed online, and 45 percent say that buyers tend to view the value of the home more positively if it is decorated to buyers' tastes.

Twenty-eight percent of agents said their buyers are even more willing to overlook other property faults if a home is staged.

Number Four—Negotiate.

When it comes to offers, sellers need to know what they need versus what they want.

The difference sets the parameters of negotiations, creating a situation where sellers get what they want while buyers feel they're purchasing at a fair price. In other words, be open to negotiating.

Number Five—Tell the truth, the whole truth, and nothing but the truth.

Do not hide problems: a cracked foundation, a leaky roof, or black mold in a water closet. Be upfront about serious issues, be willing to fix them, adjust the price, or offer offsets in the form of other concessions, such as throwing in appliances or making limited repairs. Hiding problems can crush a transaction or trigger costly lawsuits. Honesty truly is the best policy.

Number Six—What if?

Homes sell quickly in today's local real estate market. Yet savvy sellers have contingency plans, just in case. Sellers typically need to avoid having two mortgages simultaneously, need a place to live regardless, or understand that some transactions fall through. That may mean having contingency clauses, backup offers, temporary housing options, or enough cash in hand to weather a cloudburst. In other words, be prepared.



Reverse Loans Revised

While limiting the risk of defaults, tough credit standards for reverse mortgages set to go into effect on Monday, April 27, also may make the popular loans more difficult to obtain.

Available only to home owners 62 years of age or older, reverse mortgages allow owners to convert the equity in their home to cash.

The loan is repaid when the house is sold, the owner moves, or dies and remains in force so long as the owner stays current on property taxes, insurance fees, and keeps the home in a reasonable condition.

But tough, new standards are being imposed because too many borrowers defaulted on their reverse mortgages, failing to pay taxes or insurance premiums.

As of April 27 lenders now will scrutinize borrowers' income and financial assets. Applicants will be required to demonstrate up front that they have the willingness and

capacity to meet the loan obligations. Lenders also will pull borrowers' credit reports and applicants will have to show they are current on real estate taxes, homeowner association fees, and any other property charges for at least 24 months.

Lenders also may require some applicants to create a "life expectancy set-aside," where they have an account which holds part of the loan proceeds.

The changes most likely will yield positive outcomes, but at the cost of limiting the pool of prospective buyers by, according to various estimates, about 8 percent to 10 percent.

The Federal Housing Administration also recently revised its rules to allow FHA-approved lenders to delay foreclosure proceedings against non-borrowing spouses in the event of the death of a last surviving borrower.

The new guidelines will allow lenders to assign eligible home equity conversion mortgages to the U.S. Dept. of Housing and Urban Development upon the death of a borrower, which would allow eligible surviving spouses the opportunity to remain in the home despite their non-borrowing status.

Fair Housing Act Celebrates 47th Anniversary

Forty-seven years have passed since Congress enacted the Fair Housing Act, Title VIII of the Civil Rights Act.

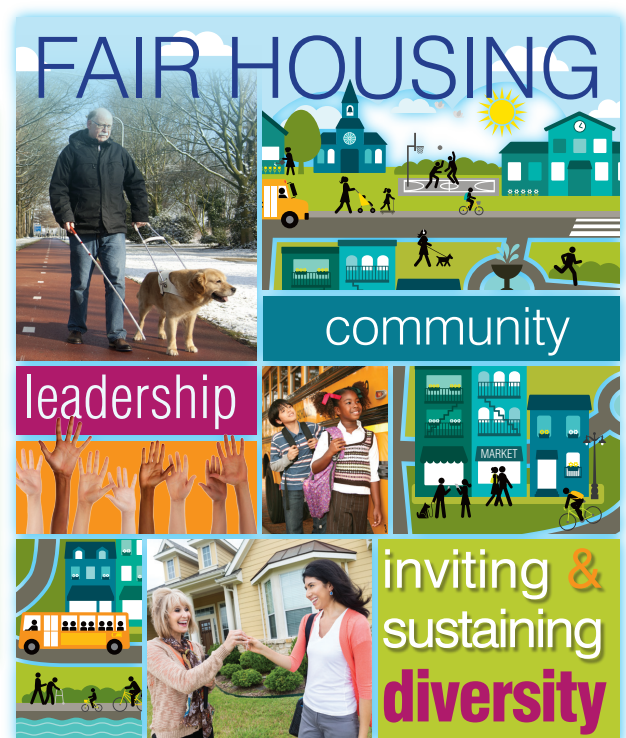
The April 11, 1968 law ushered in a formal national policy of Fair Housing without regard to race, color, religion, sex, familial status, handicap, and national origin.

In short, the act encourages fair housing opportunities for all.

The Southland Regional Association of Realtors continues to highlight the Fair Housing Act by addressing discrimination in the community, supporting programs that educate the public about the right to equal housing opportunities, and planning partnership efforts with other organizations to help assure everyone of their right to fair housing.

Realtors are obligated by their Code of Ethics to provide equal professional services without discrimination based on race, color, religion, sex, familial status, handicap, sexual orientation, gender identity, and national origin.

As this year's Fair Housing month draws to an end, we encourage all citizens to wholeheartedly embrace the principles of Fair Housing and recognize the progress that has been made while actively working to ensure Fair Housing for all.



Home Owner Turf Rebate Increased

Los Angeles recently increased the rebate offered to entice home owners to tear out traditional green lawns and replace them with drought tolerant ground covers.

With the state's drought now running into its fourth year, Gov. Jerry Brown called for a 25 percent reduction in water consumption throughout the state, a move that will force home owners and communities to change the way they consume water. To induce owners to uproot lush lawns, Los Angeles City Mayor Eric Garcetti issued a directive to cut the city's water consumption by 20 percent by 2017 and increased rebates for residential turf removal to \$3.75 per sq. ft.

"In the current fiscal year, we've replaced three times as much turf as we have in all of last year," Garcetti said. Since the program was rolled out in 2009, Los Angeles' residential and commercial customers have removed nearly 14 million square feet of turf, saving

more than 480 million gallons of water each year. In the current fiscal year, turf rebates processed had tripled as of Feb. 15 compared to all of 2013-2014.

Los Angeles has reduced drinking water use at large landscapes including golf courses—currently, 76 percent of city public golf courses are irrigated with recycled water.

More than \$280 million have been disbursed in water conservation rebates since 1990, yielding an annual water savings of more than 110,000 acre-feet or 36 billion gallons.

The drought could also lead to a reduction in housing construction, according to Richard White, a history professor at Stanford University. That could come at a time when more residential development is needed, especially in cities like Los Angeles and San Francisco, to meet higher demand, he said.

"It's going to be harder and harder to build new housing without an adequate water supply," White says. "How many developments can you afford if you don't have water?"

Tips on How Home Owners Can Help Conserve Water





JUNE 17, 2015
5:00 to 8:00PM

Mixer

15627 Ventura Blvd. Encino, 91436

Come and mingle with other professionals in the real estate field. Enjoy a variety of appetizers and your favorite drinks at the cash bar.

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SOUTHLAND REGIONAL
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REALTOR® EXPO

Thursday, June 11, 2015

9:00am - 2:30pm

The Odyssey

15600 Odyssey Drive Granada Hills, 91344



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

RAFFLE PRIZES & FREE LUNCH

SESSION SCHEDULE

9:15 AM - 10:00 AM Sin-dication or Syndication,
Good or Bad for Real Estate?

10:15 AM - 11:00 AM Risk Management Panel

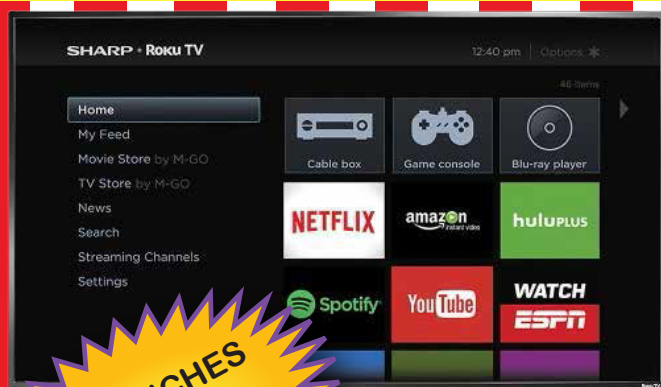
10:15 AM - 11:15 AM Sneak Peek...Speed "App"ing

11:30 AM Lunch in the "Carnival Lounge"

12:00 PM Raffle Prizes

12:00 PM - 1:15 PM Top Producer Panel

2:15 PM Final Raffles & Affiliate Raffles



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Contracts

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(Featuring the *New Residential Purchase Agreement*)

Tuesday June 9th, 2015

1:00pm to 5:00pm

SRAR Auditorium

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

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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.

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

FIRST POSTING

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The Angel Group
16430 Ventura Blvd. Ste. 300
Encino, CA. 91436

Benjamin, Haigaz Anthony
Haigaz Benjamin
3782 Corbin Ave.
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Bolokofsky, Sara Joanne
Sara Bolokofsky
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Chatsworth, CA. 91311

DeRose, Cathy
Knollwood Realty, Inc.
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Granada Hills, CA. 91344

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Boris Gonchar
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9218 Shoshone Ave.
Northridge, CA. 91325

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2945 Westwood Blvd.
Los Angeles, CA. 90064

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Granada Hills, CA. 91367

Sally Jr., Benjamin Henry
Ben Sally Real Estate & Financial
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12884 Adelphia Ave.
San Fernando, CA. 91340

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19061 Friar St.
Tarzana, CA. 91335

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379 Isabella Terrace
Monterey Park, CA. 91754

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2531 Olive Drive, Suite D
Palmdale, CA. 93550

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Beverly Hills, CA. 90210

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317 Queensbury St.
Thousand Oaks, CA. 91360

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6428 Bayberry St.
Oak Park, CA. 91377

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Chauncey Espino
27715 Bridlewood Dr.
Castaic, CA. 91384

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

Karandish, Saied
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
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Ziegel Group
4500 Woodman Ave. Ste #A
Sherman Oaks, CA. 91423

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

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Pappas Realty
17949 Roymer St.
Northridge, CA. 91325

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22817 Ventura Blvd. #406
Woodland Hills, CA. 91364

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6008 Hackers Lane
Agoura Hills, CA. 91301

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6514 Yolanda Ave.
Reseda, CA. 91335

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

Wali, Kelly
Kelly Wali
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Ahmadsadeh, Farshad / Century 21 Valley Properties / West Hills
Alopan, Mervin / Berkshire Hathaway HomeServices California Properties / Sherman Oaks
Alpert, Bonnie E. / Coldwell Banker Residential Brokerage / Studio City
Atrig, Deanna / Real Estate / Los Angeles
Ashcraft, Denise Marie / Keller Williams Realty / Westlake Village
Asiyou, Abdulhadi / Babyloan Mortgage & Realty / Woodland Hills
Atay, Cathy Ann / Realty Executives / Newhall
Atwell, David Scott / Rodeo Realty / Studio City
Ayala, Karina Lisseth / J & V Real Estate Group Inc. / Chatsworth
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Balestrieri, Michelle / Keller Williams Realty Excite-Sherman Oaks / Encino
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Basker, Henry Stafford / Brookfield Partners, Inc. / Tarzana
Ben Elsho, Nofel / Rodeo Realty / Studio City
Benschon, Shimon / Pueblo Realty & Funding / Thousand Oaks
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Borquez, Adela Isabel / San Fernando Realty, Inc. / San Fernando
Bond, Lodea / Coldwell Banker / Sherman Oaks
Bordeaux, Michael John / NextHome Team Link Realtors / Simi Valley
Broh Dronne, Christine E. / Rodeo Realty / Calabasas
Brooks, Christine Chaney / HomeSmart MCG Inc. / Valencia
Brooklin, Danyelle / Realty Group / Woodland Hills
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Campbell, Dayna / Berkshire Hathaway HomeServices California Properties / Northridge
Carcano, Jose / Century 21 Valley Properties, Inc. / West Hills
Carr, Stephanie Joy / Forrest Properties / Oak Park
Caron, Suzanne / Greenhome Real Estate, Inc. / West Hills
Carrington, Barbara / Westmark Homes / Woodland Hills
Casillas, Hector / San Fernando Realty, Inc. / San Fernando
Casillas, Olivia / Keller Williams Realty-Studio City / Studio City
Chang, Eric / Blackstone Estates, Inc. / Glendale
Chavarria, Jerry Noel / Bankers Realty Exclusive, Inc. / Westlake Village
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Conney, Tyler Rosche / Rodeo Realty / Northridge
Corpeno, Joseph / Keller Williams North Valley / Porter Ranch

Cruz, Marilou A. / Ocean Gold Properties Inc. / Valencia
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Davis, Gary / Berkshire Hathaway HomeServices California Properties / Encino
De Alba, Betsy / Coldwell Banker / Valencia
DeBora-Warren, Jani / Keller Williams VIP Properties / Valencia
De Courson, Debra Jean / Realty / Stevenson Ranch
Delgado, Kristen Michelle / Company California / Granada Hills
Dobkin-Smithard, Kaela Anne / Ewing Sotheby's I.R. / Calabasas
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Franco, Thomas / Rodeo Realty / Woodland Hills
Freeman, John / Capital Real Estate Group, Inc. / Bakersfield
Ghukasyan, Levon / Dilbeck Real Estate / Studio City
Gifford, Ryan Clark / Berkshire Hathaway HomeServices California Properties / Calabasas
Griffiths, Precious Madgein / Keller Williams Excite-Sherman Oaks / Encino
Grigorian, Ara Mike / Araz Jeranian / Glendale
Grigorian, Marlene / Tins Realty, Inc. / Panorama City
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Howard-Rankel, Beverly / Beverly Glen Homes And Loans / Calabasas
Ismerio, Oscar / Keller Williams Realty / Northridge
Johal, David Singh / Pinnacle Estate Properties / Northridge
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Jones, Otis W. / JohnHart Corp. / Glendale
Junge, Kathy Eleanor / Coldwell Banker Calabasas / Calabasas
Kamali, Kourosh / Pinnacle Estate Properties, Inc. / Encino
Kaplan, Jackson D. / Berkshire Hathaway HomeServices California Properties / Calabasas
Kaplan, Joel Jerome / Grand Avenue Realty & Lending / Anaheim
Katz, Shirley E. / Pinnacle Estate Properties / Northridge
Kleit-Friedman, Deborah Alice / Dilbeck Real Estate / Studio City
Kim, Peter Yongchan / New Star Realty & Investment / Santa Clarita
Kotal, Laura Katherine / Berkshire Hathaway HomeServices California Properties / Calabasas
Krishnaswamy, Rangaswamy / Keller Williams North Valley / Porter Ranch

Kunin, Peter Benjamin / Ewing Sotheby's I.R. / Calabasas
Larson, Lori Ann / Rodeo Realty / Woodland Hills
Leano, Ma Carolina / Ocean Gold Properties Inc. / Valencia
Lebowitz, Linda K. / Rodeo Realty / Sherman Oaks
Lee, Zhi / Ridge Realty / Woodland Hills
Lopez, Emilio C. / Century 21 All Moves / Granada Hills
Lopez, Grisel Claudia / Nick Patheo Realty / Mission Hills
Lopez, Maria M. / Keller Williams North Valley / Porter Ranch
Mahaley, Linda Faye / Keller Williams Realty / Northridge
Mahtel, Anil / Real Estate eBroker Inc. / Oceanside
Marsh, Benjamin / Smart Equity Realty Inc. / Encino
Martinez, Deiss Maribel / Keller Williams North Valley / Porter Ranch
Mazloomi, Hooman Matthew / Royal Rep Realty / Woodland Hills
McKigh, Marshall / Real Estate Spectrum, Inc. / Calabasas
Mehariz, Charlotte S. / Keller Williams Realty / Westlake Village
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Moore, Stephen R. / SoCal Superior Properties / Valencia
Moreno, Max Karthun / Pinnacle Estate Properties / Northridge
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Nelson, Chris Robert / Keller Williams Realty / Simi Valley
Neger, Julius Gooka / Valley View Realty, Inc. / Mission Hills
Ochoa, Sargun / Keller Williams World Media Center / Burbank
Omoscion, Camille Takahi / Rodeo Realty / Studio City
Owens Sr., Steven R. / Keller Williams VIP Properties / Valencia
Palmores, Bryan R. / Skyhill Properties / Sherman Oaks
Paredes Larios, Hector D. / Keller Williams Realty / Northridge
Pena, Candel A. / Primestar Properties / Westlake Village
Peters, Selina Christina / Ewing Sotheby's I.R. / Calabasas
Policarpio, Lester Ian / Keller Williams North Valley / Porter Ranch
Posados, Maria R. / Century 21 Hilltop / Simi Valley
Prado Reyes, Lorena / The Real Estate Plaza / Granada Hills
Ramirez, Jonathan Antonio / Realty Smart / Calabasas
Razzaghpour, Rayhaneh / Ewing Sotheby's I.R. / Calabasas
Richards, Kelley / Carrington Real Estate Services / Valencia
Robinson, Regina Ann / Keller Williams North Valley / Porter Ranch
Rodriguez, Amparo / Rodeo Realty / Northridge

Rodriguez Gasso, Veronica / The Real Estate Plaza / Granada Hills
Rooney, Katrina Ann / Realty Executives / Newhall
Ruelas, Juana E. / Dilbeck Real Estate / Calabasas
Rostampour, Ayo / Standard Home Realty / Studio City
San Vicente, Sergio / Realty Executives United / Granada Hills
Sate, Rick / Keller Williams Realty / Westlake Village
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Shabashari, Ingelore Christa / Dilbeck Real Estate / Calabasas
Sheesley, Ernest Holmes / Real Estate eBroker Inc. / Oceanside
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Tran, Harry Hai / Pro Estate Realty / Northridge
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Trajillo, Garry Vincent / Dilbeck Real Estate / Valencia
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Uchi, Norio / JMI Realty Group / Tarzana
Vannadi, Sarina / Coldwell Banker Quality Properties / Northridge
Villanueva, Jonathan Allen / Berkshire Hathaway HomeServices California Properties / Chatsworth
Weatherpoon, Ronald / Strategic Realty / Agoura Hills
Weiss, Cher / Pinnacle Estate Properties, Inc. / Northridge
Wong, Stephen Michael / Exit Platinum Realty / Woodland Hills
Young, Corinne Carhart / PROVI63, Real Estate Group / Burbank

RESIDENTIAL PROPERTIES LISTED

1,733

APRIL 2015 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,413

RESIDENTIAL PROP. ESCROW CLOSED

1,168

ACTIVE INVENTORY:

NEW LISTINGS

213

226

168

238

284

1,041

692

1,733

TOTAL ACTIVE LISTINGS

82

315

283

303

429

1,543

1,329

2,872

AVERAGE DAYS ON MARKET

358.5

964.5

1,076.8

730.4

1,338.4

959.4

567.9

778.2

MEDIAN LIST PRICE IN THOUSANDS

370.0

689.0

649.0

619.9

785.0

600.0

495.0

600.0

BOMS

37

35

30

43

49

194

151

345

AVERAGE BOM PRICE IN THOUSANDS

350.3

741.4

713.8

766.0

981.2

728.6

420.5

593.7

BOM TO SALE RATIO

29.8

21.6

24.6

29.5

28.8

34.0

29.5

29.5

EXPIRATIONS

11

18

15

12

35

91

96

187

PENDING SALES:

NEW ESCROWS OPENED

133

172

146

189

226

866

547

1,413

TOTAL YTD ESCROWS OPENED

471

610

485

612

725

2,903

1,793

4,696

NEW OPEN ESCROWS AVERAGE DAYS ON MARKET

32

36

57

40

37

40

50

44

NEW OPEN ESCROWS AVERAGE LIST PRICE

355.6

738.3

699.3

573.2

832.2

659.7

444.0

576.2

CLOSED SALES:

NEW ESCROWS CLOSED

124

162

122

146

170

724

444

1,168

TOTAL YTD ESCROWS CLOSED

379

512

382

493

567

2,333

1,396

3,729

VOLUME OF NEW SALE DOLLARS IN MILLIONS

44,260

133,148

85,847

85,622

126,245

475,121

182,335

657,456

VOLUME OF TOTAL YTD SALES IN MILLIONS

134,113

381,338

258,145

266,762

398,938

1,439,295

592,692

2,031,987

AVERAGE SALE PRICE IN THOUSANDS

356.9

821.9

703.7

586.5

742.6

656.2

410.7

562.9

MEDIAN SALE PRICE IN THOUSANDS

360.0

589.9

450.0

488.5

556.0

488.5

309.0

430.0

COOP SALES

84

138

106

111

138

577

365

942

PERCENT OF COOP SALES

67.7

85.2

86.9

76.0

81.2

79.7

82.2

80.7

AVERAGE DAYS ON MARKET

105

80

85

86

98

91

126

104

SALES AT LIST PRICE

67

72

69

67

68

343

206

549

PERCENT OF SALES AT LIST PRICE

54.0

44.4

56.6

45.9

40.0

47.4

46.4

47.0

SALES TO LISTING INVENTORY RATIO

58.2

51.4

43.1

48.2

39.6

33.4

33.4

40.7

FINAL SALE TO NEW LISTING RATIO

99.2

71.7

72.6

61.3

59.9

69.5

64.2

67.4

CLOSED SALES TYPE

FORECLOSURE/REO

7

4

6

2

4

23

0

23

SELLER CONCESSIONS

0

0

0

0

0

0

0

0

SHORT SALE

11

5

4

4

12

36

0

36

STANDARD

104

151

111

139

152

657

0

657

OTHER

2

2

0

1

2

7

0

7

SELLING PRICE RANGE:

LESS THAN 100,000

57

39

7

6

9743

11.8

100,000 TO 109,999

115

14

4

3

9835

7.7

110,000 TO 119,999

64

13

8

6

3150

1.2

120,000 TO 139,999

103

43

16

11

912239

5.8

140,000 TO 159,999

72

57

23

12

6378

3.4

160,000 TO 179,999

97

69

32

17

8834

2.9

180,000 TO 199,999

63

88

36

27

18174

7.7

200,000 TO 249,999

50

217

70

42

78193

6.0

250,000 TO 299,999

67

230

104

62

7574

1.7

300,000 TO 349,999

41

173

83

37

2505

14.3

350,000 TO 399,999

50

179

126

60

2209

0.0

400,000 TO 449,999

50

143

113

61

6891

1.7

450,000 TO 499,999

45

221

86

44

7826

1.3

500,000 TO 549,999

42

142

75

46

13659

1.8

550,000 TO 599,999

34

143

59

38

17316

2.6

600,000 TO 699,999

48

214

73

38

20330

2.6

700,000 TO 799,999

32

169

53

35

10449

1.1

800,000 TO 899,999

24

114

45

28

12800

1.1

900,000 TO 999,999

35

77

29

21

36160

3.5

1,000,000 TO 1,999,999

50

341

104

69

211107

1.7

MORE THAN 2,000,000

41

186

22

17

287975

7.0

TOTALS

50

2872

1168

680

52179

1.3

2015 RMLS TOTAL - \$ VOLUME

\$2,031,987,000

SALES

3,820

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		1,733	1,168	657.4	67.4	
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 APRIL 2015

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	82	165	113	194	233	787	578	1,365
Total Active Listings	141	230	199	243	375	1,188	1,138	2,326
Average Days on Market	82	61	67	60	71	67	87	77
Average List Price in Thousands	400.7	1,150.6	1,375.4	805.6	1,458.8	1,125.9	579.3	858.5
Median List Price in Thousands	399.9	799.0	999.0	689.0	829.0	724.9	324.9	540.0
BOMS	23	25	18	36	40	142	132	274
Average BOM Price in Thousands	391.8	897.5	989.4	846.3	1,116.2	875.9	424.6	658.5
BOM to Sale Ratio	22.8	22.9	22.8	30.5	29.4	26.2	36.4	30.2
Expirations	4	13	11	11	30	69	77	146
PENDING SALES								
New Escrows Opened	95	119	95	159	178	646	462	1,108
Total YTD Escrows Opened	358	403	329	501	564	2,155	1,522	3,677
New Open Escrows Average Days on Market	32	33	51	41	38	39	51	44
New Open Escrows Average List Price	395.0	883.0	869.8	603.9	955.4	760.5	446.3	629.5
CLOSED SALES:								
New Escrows Closed	101	109	79	118	136	543	363	906
Total YTD Escrows Closed	299	330	252	383	445	1,709	1,167	2,876
Volume of New Sales Dollars in Millions	38.509	109.982	71.431	74.755	114.780	409.457	148.373	557.829
Volume of total YTD Sales in Millions	113.396	302.313	215.271	229.218	353.323	1,213.521	498.228	1,711.749
Average Sale price in Thousands	381.3	1,009.0	904.2	633.5	844.0	754.1	408.7	615.7
Median Sale Price in Thousands	380.0	846.0	669.0	550.0	605.0	555.0	299.0	460.0
Coop Sales	72	93	67	86	110	428	294	722
Percent of Coop Sales	71.3	85.3	84.8	72.9	80.9	78.8	81.0	79.7
Average Days on Market	103	76	80	86	100	90	127	105
Sales at List Price	56	49	45	54	55	259	166	425
Percent of Sales at List Price	55.4	45.0	57.0	45.8	40.4	47.7	45.7	46.9
Sales to Listing Inventory Ratio	71.6	47.4	39.7	48.6	36.3	45.7	31.9	39.0
Final Sale to New Listing Ratio	123.2	66.1	69.9	60.8	58.4	69.0	62.8	66.4
CLOSED SALES TYPE								
Foreclosure/REO	2	2	2	2	3	11	0	11
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	7	3	3	4	9	26	0	26
Standard	90	102	73	111	122	498	0	498
Other	2	2	0	1	2	7	0	7

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL 2015

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	43	61	55	44	51	254	114	368
Total Active Listings	72	85	84	60	54	355	191	546
Average Days on Market	83	78	59	69	68	72	125	90
Average List Price in Thousands	275.9	460.9	369.6	425.9	502.5	402.2	499.9	436.4
Median List Price in Thousands	249.0	419.0	330.0	389.0	340.0	335.0	389.0	349.0
BOMS	14	10	12	7	9	52	19	71
Average BOM Price in Thousands	282.0	351.4	300.4	353.1	381.1	326.3	391.9	343.9
BOM to Sale Ratio	60.9	18.9	27.9	25.0	26.5	28.7	23.5	27.1
Expirations	7	5	4	1	5	22	19	41
PENDING SALES								
New Escrows Opened	38	53	51	30	48	220	85	305
Total YTD Escrows Opened	113	207	156	111	161	748	271	1,019
New Open Escrows Average Days on Market	30	42	68	39	34	44	41	43
New Open Escrows Average List Price	257.2	413.5	353.0	410.7	375.4	363.7	431.2	382.5
CLOSED SALES:								
New Escrows Closed	23	53	43	28	34	181	81	262
Total YTD Escrows Closed	80	182	130	110	122	624	229	853
Volume of New Sales Dollars in Millions	5.751	23.166	14.416	10.867	11.465	65.665	33.962	99.627
Volume of total YTD Sales in Millions	20.717	79.024	42.874	37.544	45.615	225.774	94.464	320.238
Average Sale price in Thousands	250.0	437.1	335.2	388.1	337.2	362.8	419.3	380.3
Median Sale Price in Thousands	239.0	427.5	302.0	350.0	359.0	350.0	360.0	350.0
Coop Sales	12	45	39	25	28	149	71	220
Percent of Coop Sales	52.2	84.9	90.7	89.3	82.4	82.3	87.7	84.0
Average Days on Market	113	88	94	87	91	93	123	102
Sales at List Price	11	23	24	13	13	84	40	124
Percent of Sales at List Price	47.8	43.4	55.8	46.4	38.2	46.4	49.4	47.3
Sales to Listing Inventory Ratio	31.9	62.4	51.2	46.7	63.0	51.0	42.4	48.0
Final Sale to New Listing Ratio	53.5	86.9	78.2	63.6	66.7	71.3	71.1	71.2
CLOSED SALES TYPE								
Foreclosure/REO	5	2	4	0	1	12	0	12
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	4	2	1	0	3	10	0	10
Standard	14	49	38	28	30	159	0	159
Other	0	0	0	0	0	0	0	0

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR APRIL 2015

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	22	4	73	32	25	63	27	95	341	79	420
Total Active Listings	50	25	97	40	38	82	35	111	478	145	623
Average Days on Market	94	157	57	108	74	52	34	53	68	77	70
Average List Price in Thousands	565.2	847.6	679.4	597.3	693.6	594.2	782.5	749.0	679.6	407.0	616.2
Median List Price in Thousands	550.0	749.0	585.0	514.9	590.0	570.0	796.0	625.0	599.0	299.0	549.0
BOMS	5	4	17	4	5	7	3	18	63	17	80
Average BOM Price in Thousands	470.6	522.7	450.9	412.5	616.4	549.0	728.0	622.1	540.7	378.1	506.2
BOM to Sale Ratio	41.7	66.7	36.2	13.3	23.8	18.9	18.8	30.0	27.5	32.7	28.5
Expirations	3	2	7	1	3	2	0	3	21	8	29

PENDING SALES

New Escrows Opened	8	5	66	33	20	59	17	60	268	79	347
Total YTD Escrows Opened	31	22	190	109	67	180	55	241	895	223	1,118
New Open Escrows Average Days on Market	115	54	41	42	23	27	21	34	36	56	41
New Open Escrows Average List Price	491.5	505.7	544.0	472.7	531.9	544.3	728.5	604.3	557.3	346.0	509.2

CLOSED SALES:

New Escrows Closed	12	6	47	30	21	37	16	60	229	52	281
Total YTD Escrows Closed	29	17	142	80	58	132	34	190	682	151	833
Volume of New Sales Dollars in Millions	5.779	3.234	65.363	12.811	12.284	19.117	12.282	36.959	167.828	16.427	184.255
Volume of total YTD Sales in Millions	13.938	10.473	110.236	36.614	31.895	69.173	25.269	115.886	413.484	45.994	459.478
Average Sale price in Thousands	481.6	538.9	1,390.7	427.0	584.9	516.7	767.6	616.0	732.9	315.9	655.7
Median Sale Price in Thousands	474.0	536.0	440.0	400.0	555.0	519.9	700.0	539.9	500.0	255.0	465.6
Coop Sales	10	6	38	24	14	30	15	53	190	43	233
Percent of Coop Sales	83.3	100.0	80.9	80.0	66.7	81.1	93.8	88.3	83.0	82.7	82.9
Average Days on Market	127	144	86	131	95	85	104	87	98	102	98
Sales at List Price	4	3	29	12	10	22	9	25	114	30	144
Percent of Sales at List Price	33.3	50.0	61.7	40.0	47.6	59.5	56.3	41.7	49.8	57.7	51.2
Sales to Listing Inventory Ratio	24.0	24.0	48.5	75.0	55.3	45.1	45.7	54.1	47.9	35.9	45.1
Final Sale to New Listing Ratio	54.5	150.0	64.4	93.8	84.0	58.7	59.3	63.2	67.2	65.8	66.9

CLOSED SALES TYPE

Foreclosure / REO	0	1	1	1	0	1	0	2	6	0	6
Seller Concessions	0	0	0	1	0	0	0	0	1	0	1
Short Sale	0	0	2	1	1	1	0	1	6	0	6
Standard	12	5	44	27	20	35	16	57	216	0	216
Other	0	0	0	0	0	0	0	0	0	0	0

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL 2015

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	16	1	23	13	10	61	124	17	141
Total Active Listings	0	0	19	3	22	9	13	69	135	21	156
Average Days on Market	0	0	82	41	54	57	36	54	56	65	57
Average List Price in Thousands	0.0	0.0	233.3	322.6	255.1	316.7	351.4	361.5	321.3	356.5	326.0
Median List Price in Thousands	0.0	0.0	227.0	290.0	249.9	329.9	345.0	345.0	324.0	379.9	324.0
BOMS	0	0	1	0	7	3	1	10	22	1	23
Average BOM Price in Thousands	0.0	0.0	207.9	0.0	334.2	291.0	340.0	381.7	344.4	89.9	333.4
BOM to Sale Ratio	0.0	0.0	4.5	0.0	31.8	33.3	16.7	30.3	23.9	33.3	24.2
Expirations	0	0	1	0	0	2	0	3	6	1	7

PENDING SALES

New Escrows Opened	0	0	20	0	24	15	5	45	109	17	126
Total YTD Escrows Opened	0	0	85	1	71	49	21	133	360	37	397
New Open Escrows Average Days on Market	0	0	49	0	42	39	11	29	36	56	39
New Open Escrows Average List Price	0.0	0.0	264.4	0.0	277.8	334.1	355.9	369.4	324.5	404.3	335.3

CLOSED SALES:

New Escrows Closed	0	0	22	0	22	9	6	33	92	3	95
Total YTD Escrows Closed	0	0	69	0	47	37	15	94	262	18	280
Volume of New Sales Dollars in Millions	0.000	0.000	5.562	0.000	5.939	2.873	2.099	11.600	28.073	0.935	29.008
Volume of Total YTD Sales in Millions	0.000	0.000	17.815	0.000	11.669	12.416	5.291	32.742	79.932	5.872	85.804
Average Sale price in Thousands	0.0	0.0	252.8	0.0	269.9	319.2	349.8	351.5	305.1	311.7	305.3
Median Sale Price in Thousands	0.0	0.0	233.0	0.0	235.0	330.0	335.0	350.0	290.0	400.0	294.9
Coop Sales	0	0	20	0	20	9	5	26	80	3	83
Percent of Coop Sales	0.0	0.0	90.9	0.0	90.9	100.0	83.3	78.8	87.0	100.0	87.4
Average Days on Market	0	0	100	0	98	71	124	103	99	103	100
Sales at List Price	0	0	12	0	8	8	4	21	53	1	54
Percent of Sales at List Price	0.0	0.0	54.5	0.0	36.4	88.9	66.7	63.6	57.6	33.3	56.8
Sales to Listing Inventory Ratio	0.0	0.0	115.8	0.0	100.0	100.0	46.2	47.8	68.1	14.3	60.9
Final Sale to New Listing Ratio	0.0	0.0	137.5	0.0	95.7	69.2	60.0	54.1	74.2	17.6	67.4

CLOSED SALES TYPE

Foreclosure / REO	0	0	1	0	1	0	0	1	3	0	3
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	2	0	1	1	0	2	6	0	6
Standard	0	0	19	0	20	8	6	29	82	0	82
Other	0	0	0	0	0	0	0	1	1	0	1

RESIDENTIAL PROPERTIES LISTED
561

APRIL 2015 SCV RESIDENTIAL MLS SUMMARY
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED
473

RESIDENTIAL PROP. ESCROW CLOSED
376

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	22	4	89	33	48	76	37	156	465	96	561
TOTAL ACTIVE LISTINGS	50	25	116	43	60	91	48	180	613	166	779
AVERAGE DAYS ON MARKET	94	157	62	103	67	53	34	53	66	76	68
AVERAGE LIST PRICE IN THOUSANDS	565.2	847.6	606.3	578.2	532.8	566.8	665.8	600.5	600.7	400.6	558.1
MEDIAN LIST PRICE IN THOUSANDS	550.0	749.0	515.0	509.0	482.9	540.0	662.8	510.0	529.0	299.0	495.0
BOMS	5	4	18	4	12	10	4	28	85	18	103
AVERAGE BOM PRICE IN THOUSANDS	470.6	522.7	437.4	412.5	451.7	471.6	631.0	536.2	489.9	362.1	467.6
BOM TO SALE RATIO	41.7	66.7	26.1	13.3	27.9	21.7	18.2	30.1	26.5	32.7	27.4
EXPIRATIONS	3	2	8	1	3	4	0	6	27	9	36

PENDING SALES:

NEW ESCROWS OPENED	8	5	86	33	44	74	22	105	377	96	473
TOTAL YTD ESCROWS OPENED	31	22	275	110	138	229	76	374	1,255	260	1,515
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	115	54	43	42	33	29	19	32	36	56	40
NEW OPEN ESCROWS AVERAGE LIST PRICE	491.5	505.7	479.0	472.7	393.3	501.7	643.8	503.6	490.0	356.3	462.9

CLOSED SALES:

NEW ESCROWS CLOSED	12	6	69	30	43	46	22	93	321	55	376
TOTAL YTD ESCROWS CLOSED	29	17	211	80	105	169	49	284	944	169	1,113
VOLUME OF NEW SALE DOLLARS IN MILLIONS	5,779	3,234	70,925	12,811	18,223	21,990	14,380	48,559	195,901	17,362	213,263
VOLUME OF TOTAL YTD SALES IN MILLIONS	13,938	10,473	128,051	36,614	43,564	81,589	30,560	148,628	493,416	51,866	545,282
AVERAGE SALE PRICE IN THOUSANDS	481.6	538.9	1,027.9	427.0	423.8	478.0	653.7	522.1	478.0	315.7	567.2
MEDIAN SALE PRICE IN THOUSANDS	474.0	536.0	406.0	400.0	400.0	470.0	629.9	462.0	450.0	260.0	430.0
COOP SALES	10	6	58	24	34	39	20	79	270	46	316
PERCENT OF COOP SALES	83.3	100.0	84.1	80.0	79.1	84.8	90.9	84.9	84.1	83.6	84.0
AVERAGE DAYS ON MARKET	127	144	90	131	96	82	109	93	98	102	99
SALES AT LIST PRICE	4	3	41	12	18	30	13	46	167	31	198
PERCENT OF SALES AT LIST PRICE	33.3	50.0	59.4	40.0	41.9	65.2	59.1	49.5	52.0	56.4	52.7
SALES TO LISTING INVENTORY RATIO	24.0	24.0	59.5	69.8	71.7	50.5	45.8	51.7	52.4	33.1	48.3
FINAL SALE TO NEW LISTING RATIO	54.5	150.0	77.5	90.9	89.6	60.5	59.5	59.6	69.0	57.3	67.0

CLOSED SALES TYPE

FORECLOSURE/REO	0	1	2	1	1	1	0	3	9	0	9
SELLER CONCESSIONS	0	0	0	1	0	0	0	0	1	0	1
SHORT SALE	0	0	4	1	2	2	0	3	12	0	12
STANDARD	12	5	63	27	40	43	22	86	298	0	298
OTHER	0	0	0	0	0	0	0	1	1	0	1

SELLING PRICE RANGE:

LESS THAN 100,000	311	11	1	0	1	1	0	0	1000	14.3
100,000 TO 109,999	15	3	2	1	2	2	1	8000	7.3	
110,000 TO 119,999	78	3	2	1	2	5	3	10700	7.7	
120,000 TO 139,999	62	6	5	3	5	5	3	1378	0.9	
140,000 TO 159,999	47	10	5	1	5	4	1	918	0.6	
160,000 TO 179,999	23	12	5	4	5	4	4	5625	3.1	
180,000 TO 199,999	108	8	7	5	7	7	5	9158	4.4	
200,000 TO 249,999	40	52	36	16	36	16	16	4423	1.8	
250,000 TO 299,999	52	43	22	10	22	10	10	9990	3.1	
300,000 TO 349,999	67	61	28	15	28	15	15	12759	3.6	
350,000 TO 399,999	40	50	25	8	25	8	8	6530	4.5	
400,000 TO 449,999	40	56	47	19	47	19	19	7471	22.9	
450,000 TO 499,999	46	71	38	19	38	19	19	3874	0.8	
500,000 TO 549,999	50	49	31	20	31	20	20	14989	2.6	
550,000 TO 599,999	35	60	27	17	27	17	17	18607	2.9	
600,000 TO 699,999	55	95	28	19	28	19	19	17874	2.6	
700,000 TO 799,999	82	59	17	12	17	12	12	34443	4.1	
800,000 TO 899,999	31	21	6	4	6	4	4	18491	1.9	
900,000 TO 999,999	60	17	3	1	3	1	1	13667	2.0	
1,000,000 TO 1,999,999	34	44	10	6	10	6	6	89875	6.8	
MORE THAN 2,000,000	85	6	1	0	1	0	0	N/A	N/A	N/A
TOTALS	50	737	346	181	346	181	181	141727	141727	4.0

LISTINGS
1,846

2015 RMLS TOTAL - \$ VOLUME
\$545,282,000

SALES
1,160

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS



	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	476	231	82.7	48.5		519	241	75.2	46.4		470	276	83.8	58.7		355	248	84.2	69.9		391	238	96.2	60.9		406	200	83.4	49.3	
FEB	489	241	89.4	49.3		525	222	74.2	42.3		447	275	78.7	61.5		370	255	89.7	68.9		417	214	88.2	51.3		407	219	95.6	53.8	
MAR	592	354	123.4	59.8		585	310	104	53		460	348	107.9	75.7		383	345	132	90.1		491	261	103.2	53.2		487	327	155	67.1	
APR	553	328	118.1	59.3		618	329	106	53.2		427	364	109	85.2		417	364	139.1	87.3		484	369	155.5	76.2		561	376	213.2	67.0	
MAY	465	368	135.9	79.1		588	363	115.8	61.7		456	384	118	84.2		430	373	140.1	86.7		500	367	157.6	73.4						
JUNE	551	357	123.4	64.8		578	397	128	68.7		413	432	135.0	104.6		471	346	142.7	73.5		493	344	153.2	69.8						
JUL	564	302	115.8	53.5		512	364	115.7	71.1		388	392	122.6	101		489	404	163.7	82.6		500	373	157.1	74.6						
AUG	550	312	111.3	56.7		532	406	130	76.3		422	406	120.2	96.2		448	375	147.4	83.7		441	362	159.9	82.1						
SEPT	540	297	106.4	55		505	336	103.4	66.5		314	337	118.2	107.3		412	332	129.1	80.6		454	341	145.9	75.1						
OCT	525	279	93.1	53.1		491	346	106.5	70.5		317	347	121.2	109.5		410	335	131.9	81.7		366	356	149.6	97.3						
NOV	423	299	97.3	70.7		368	354	104.8	96.2		283	298	96	105.3		324	323	131.9	99.7		256	308	136.8	120.3						
DEC	407	308	102.6	75.2		307	415	122.9	135.2		233	419	145.9	179.8		214	407	165.2	109.2		227	365	161.9	160.8						
TOTAL	6,135	3,676	1299.4	60.3		6,128	4,083	1286.5	67		4340	4278	1356.5	99		4723	4107	1597	84.5		5020	3898	1642.5	160.8						
AVG. SALE PRICE		\$353,482					\$315,090					\$317,090					\$388,850					\$421,369								

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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

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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