

June/July 2015

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

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You're Invited

Friday, July 31, 2015

12:00 pm - 2:30 pm

Location: SRAR

**Realtor Party
Diversity Luncheon**

Tickets available July 1st 2015

www.srar.com



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



Volume 95 • Issue 6

ARE YOU USING OR ABUSING YOUR TC'S SERVICE?

HERB LAMBERT, VICE-CHAIR OF PROFESSIONAL STANDARDS

Transaction Coordinators. We didn't know the term a dozen or so years ago but now they are a great asset to any agent and almost every company. But are you properly delegating paperwork responsibilities or abusing your TC's service?

An agent is ultimately responsible for protecting and promoting their client's interest and following the guidelines set forth by the Responsible Broker of the company, the BRE and the NAR Code of Ethics. A good Transaction Coordinator helps coordinate the paperwork but there are limits to what they should be asked to do – or for that matter, should do.

The most frequent crossing of these boundaries occurs when agents have TCs interact on their own with clients when completing disclosure paperwork, usually the TDS and SPQ and any other form that requires the agent to review with and advise their client. Having the TC email disclosure forms to the seller with the message "Please review and complete to the best of your ability," does not meet the standard of care required of a real estate agent. An agent should review those forms with the seller to ascertain they are fully and accurately completed.

A TC sending completed forms to a client via Ziplogix or DocuSign with

the message "Please review carefully and sign," doesn't meet the agent's standard of care, either. This includes sending the listing agreement, purchase agreement, counter offers, addenda, amendments and all of the follow up paperwork that is generated during a transaction. The agent must go over these forms with the client and be sure the intended effects of the paperwork being signed are understood. Again, the agent is responsible for reviewing these forms with the client in order to give proper guidance before the client signs.

A TC is not a Licensed Assistant, even if he or she has a license. Paying \$200 or \$250 for this service doesn't relieve an agent of their fiduciary duty. The agent will always be held responsible for anything that goes wrong in a transaction and must stay on top of the process to be sure that paperwork is handled properly and in a timely manner, and that their clients are given good guidance. The agent is being paid a large commission to undertake a professional job with heavy legal consequences and responsibilities. Don't put that commission in jeopardy or risk a potential legal dispute or BRE or ethical violation because you relied on the TC to handle all of the paperwork without you participating in and supervising the process. Their job is to help you coordinate the completion of your paperwork and not to relieve you of your fiduciary duties.

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REALTOR® REPORT

The Official Publication of SRAR

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CONSUMER PRICE INDEXES

APRIL 2015

\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	APR 2014	MAR 2014	APR 2015	MAR 2014	APR 2015	APR 2015
Los Angeles - Riverside - Orange County	242.4371	243.738	243.569	0.5	0.5	-0.1

REALTOR® EXPO



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

2015 REALTOR® Expo Huge Success

On Thursday, June 11th, nearly 600 guests visited The Odyssey Restaurant to attend SRAR's 2015 REALTOR® Expo. The Expo hosted 42 vendor booths and offered a variety of classes on such topics as Listing Syndication, a Sneak peek at Speed "App"ing, Risk Management Topics, and a Top Producer Panel, who willingly shared their experience and knowledge.

The fun twist on this year's Expo was a carnival theme. Each Table sponsor had a carnival-style game that visitors could play. Winners were then entered into various raffle drawings that occurred throughout the day. At the end of the day, one lucky winner (*Linda Haim from Rodeo Realty*) went home with the grand prize – A Brand New 50 Inch Flat Screen TV with built in Roku.



Another upside to this year's Expo was that each guest was treated to a free boxed lunch which they were able to enjoy in the Carnival Lounge. REALTORS® were able to have some fun taking photos in our real estate themed photo booth!

All-in-all, the 2015 "Carnival" REALTOR® Expo was a huge success, thanks to the hard work of Expo Chair, Rana Linka, her committee members, and the SRAR staff. We hope to keep this momentum going for next year's Expo and all events throughout the year.



SAVE GREEN WITH AN ENERGY-EFFICIENT HOME

ENERGY COSTS CAN DEplete A SIGNIFICANT PORTION OF A HOMEOWNER'S BUDGET. IN FACT, THEY ACCOUNT FOR ALMOST HALF OF A TYPICAL U.S. HOME'S UTILITY COSTS, ACCORDING TO THE U.S. DEPARTMENT OF ENERGY. WITH ENERGY BILLS RISING STEADILY, REALTORS® CAN PLAY AN IMPORTANT ROLE IN HELPING THEIR CLIENTS MANAGE THEIR ENERGY COSTS. THESE TIPS CAN HELP YOU GET STARTED.

1. Schedule a professional home energy audit. A professional will assess the home from top-to-bottom, using the Home Energy Rating System (HERS) Index, the industry standard by which a home's energy efficiency is measured. Often they'll perform a "blower door test," which shows thermographic imaging to pinpoint exactly where energy is escaping from. As part of the assessment, they'll also offer suggestions on which upgrades to consider for maximum benefit.

2. Check the insulation. A properly insulated home can save up to 20 percent on heating and cooling costs. Not sure where to start? A significant amount of heat loss — up to 40 percent — is due to poorly insulated attics. It's simple to determine whether the insulation is adequate. If you can see the

wood joists of the attic floor, the homeowner may want to consider adding more insulation — a simple DIY project.

3. Install a programmable thermostat. Wi-Fi-enabled thermostats are automatically adjusted, and can be controlled with a broad choice of phone apps. Homeowners are able to leave the heat or air conditioning at a lower setting during the day to keep their energy bills in check, and still come home to a comfortable house by changing the thermostat before they leave work.

4. Conduct routine maintenance. Everyday tasks, like replacing a furnace filter, can make appliances run more efficiently and last longer. One often-overlooked chore is the draining of sediment from the water heater. Over time, sediment and mineral deposits can accumulate, reducing the water heater's efficiency.

5. Know your numbers. The U. S. Department of Energy has issued new mandatory energy efficiency standards that affect **residential central air conditioners, heat pumps and water heaters**. For instance, water heaters larger than 55 gallons may require additional equipment, thereby increasing the size of some units.

6. Check the dates. The new standards for air conditioners and heat pumps went into effect Jan. 1, and the new water heater standards began April 16. However, an 18-month grace period is in place for installing non-compliant central air conditioners that were manufactured before the new standards went into effect. This grace period will expire June 30, 2016, pending existing inventory availability.

7. Utilize a home warranty contract. Some home warranty companies may help clients meet their energy efficiency goals by helping with situations that include refrigerant recapture, reclaim, and disposal; removal of defective equipment; mismatched systems; undetectable preexisting conditions; improper installations, repairs or modifications; and permits and code violations within stated limits. For more information on home warranties, services or coverage questions, contact American Home Shield at 800-735-4663 or visit ahs.com/realestate.

Saving money through increased energy efficiency is a win-win for a homeowner's wallet and the environment.

CFPB SAYS IT WILL BE 'SENSITIVE' TO GOOD-FAITH EFFORTS

BIG DAY FOR R.E. FAST APPROACHING

August 1 will be a momentous day for home owners, buyers and residential real estate professionals and affiliates. That's when two new closing forms—a Loan Estimate and a Closing Disclosure—will replace the three forms currently in use: the HUD-1 Settlement Statement, the Good Faith Estimate, and the Truth-in-Lending disclosure form.

The purpose of the new forms, which were created by the Consumer Financial Protection Bureau with input from consumers and industry groups, including Realtors nationwide, is to consolidate information and make it simpler for consumers to compare how close their costs are to what was originally estimated by the lender. The first page of the new Loan Estimate and the new Closing Disclosure, pictured below, are formatted in exactly the same way, so consumers and professionals can easily compare costs and note any changes.

Some of the new compliance requirements could prove challenging.

For example, the CFPB is requiring the closing disclosure be given to the buyer three days before closing to allow consumers time to look carefully at any deviations from the original estimates, rather than make them consider the changes while the closing is underway. That's positive change for consumers, but real estate professionals will need to plan ahead to accommodate the new rule. Any changes to the loan product or the interest rate once the closing disclosure has been given to the buyer could trigger a new three-day waiting period. Other

changes requiring lender approval could add even more time to the waiting period. The additional holding period can be waived in certain emergency situations.

These timing issues make it important to complete paperwork and have it fully reviewed by all parties well before the parties get to the closing table. The National Association of Realtors recommends Realtors give themselves a seven-day cushion before closing to get everything done. To that end, buyers need to have seen the paperwork at least a week before a scheduled closing and that sellers do nothing at the last minute that could derail a transaction, like removing a light fixture that they agreed in the sales contract to leave in the house. Buyer walkthroughs need to be well before the closing date so if anything is amiss, issues can be worked out in advance.

Given the possibility of changes triggering another waiting period or a last-minute change requiring lender approval, Realtors should assume it will take an additional 15 days to complete a closing, NAR analysts said. That means if closings typically take 30

days, allow 45 days. Over time, as the industry adjusts to the changes, those additional days may no longer be necessary. But for now, plan for a longer process.

Prodded by NAR and a Congressional delegation, the CFPB said that it will be

sensitive as issues or problems arise to the good-faith efforts of companies striving to comply with the new rules.

Closing Disclosure This form is a statement of final loan terms and closing costs. Compare this document with your loan estimate.

Closing Information	Transaction Information	Loan Information
Closing Date: 4/15/2013	Borrower: Michael Jones and Mary Stone	Loan Term: 30 years
Closing Date: 4/15/2013	123 Anywhere Street	Purpose: Purchase
Settlement Date: 4/15/2013	Anytown, ST 12345	Product: Fixed Rate
Settlement Agent: Epitome Title Co.	Seller: Steve Cole and Amy Doe	Loan Type: <input checked="" type="checkbox"/> Conventional <input type="checkbox"/> FHA
File #: 12-3456	321 Somewhere Drive	DVA ID: <input type="checkbox"/>
Property: 456 Somewhere Ave.	Anytown, ST 12345	Loan ID #: 00064421
Sub Price: \$180,000	Lender: First Bank	

Loan Terms	Can this amount increase after closing?
Loan Amount: \$162,000	NO
Interest Rate: 3.875%	NO
Monthly Principal & Interest: \$761.78	NO
Prepayment Penalty: See Required Payments below for your Estimated Total Monthly Payment	YES - As high as \$3,240 if you pay off the loan during the first 2 years
Balloon Payment: NO	

Projected Payments	Years 1-7	Years 8-30
Payment Calculation		
Principal & Interest	\$761.78	\$761.78
Mortgage Insurance	+ 82.35	+ —
Estimated Escrow	+ 206.13	+ 206.13
Estimated Total Monthly Payment	\$1,050.26	\$967.91
Estimated Taxes, Insurance & Assessments: Amount can increase over time. See page 3 for details.	\$356.13 a month	This estimate includes: <input checked="" type="checkbox"/> Property Taxes, <input checked="" type="checkbox"/> Homeowner's Insurance, <input checked="" type="checkbox"/> Other Homeowner's Association Dues. See page 3 for details. You must pay for other property costs separately.

Costs at Closing	
Closing Costs: \$9,712.10	Includes \$4,694.05 in Loan Costs + \$5,018.05 in Other Costs - \$0 in Lender Credits. See page 3 for details.
Cash to Close: \$14,147.26	Includes Closing Costs. See Calculating Cash to Close on page 3 for details.

CLOSING DISCLOSURE PAGE 1 OF 3 - LOAN ID # 00064421

"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.

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.

SAN FERNANDO VALLEY MAY MARKET HIGHLIGHTS

- A total of 563 single-family homes closed escrow during May throughout the San Fernando Valley. That was up 7.9 percent from a year ago May and 3.7 percent higher than this April. It was the highest monthly tally since July 2011 and the third consecutive month above the 500 benchmark. Month-to-month sales have increased each month this year. The May total was up 83.4 percent from the record low of 307 sales set this January yet well below the era from 1997 through 2005 when sales during the summer month always exceeded the 1,000 mark.

- Realtors closed escrow on 163 condominium sales during May, down 11.9 percent from 12 months ago and off 9.9 percent from this April.

- The single-family median price continued its upward climb, albeit at a single-digit pace. The \$565,000 median reported this May was up 8.7 percent from a year ago and the highest monthly median since October 2007. It was in June 2007 that the Association recorded the record high median of \$655,000. This May's median price was 13.7 percent below that record high.

- The condominium median price of \$343,000 was up 5.5 percent from a year ago, but off 2.0 percent from this April when the median hit \$350,000 for the first time since January 2008. The condo median was 17.3 percent below the record high of \$415,000 set in February 2006.

- The Association reported

825 open escrows Valleywide at the end of May. That was up 6.2 percent over a year ago.

- The 1,571 active listings reported were down 6.5 percent from a year ago. At the current pace of sales, that represents a 2.2-month supply, well short of the desired 6-month inventory. After rising for 19 consecutive months from July 2013 through January 2014, heavy demand for homes has yielded a drop in the inventory every month since February.

- Distressed sales continued to decline with REOs and short payoffs combined accounting for 7.9 percent of the total. Standard sales held a 90.9 percent share, REOs 3.2 percent, and short sales 4.7 percent, which was the highest percent since SRAR started keeping these statistics.

SANTA CLARITA VALLEY MAY MARKET HIGHLIGHTS

- Realtors closed escrow on 200 home sales in the Santa Clarita Valley during May. That was down 4.8 percent from a year ago and off 12.7 percent from this April, which had the highest monthly tally since December 2013.

- Escrows closed on 109 condominium sales during May, up 16.0 percent over May 2014 and 18.5 percent ahead of this April. It was the highest monthly total since August 2013 and the first time since last October sales exceeded the 100-sale benchmark.

- The median price of homes sold during May came in at \$530,000, the highest median price since October 2007 and the third consecutive month the condo monthly median exceeded \$500,000. The median was up 12.1 percent from May 2014 and 8.6 percent higher than this April. The single-family median

was up 55.9 percent from the low point of the recession and is 17.6 percent below the record high median of \$643,000 set in April 2006.

- The condominium median price of \$315,000 was up 12.1 percent over a year ago and 8.6 percent higher than this April. It matched the median reported this January with the two monthly median being the highest since December 2007. The May median was up 85.3 percent from the low point of the recession, and at the end of May was 20.7 percent below the record high of \$397,000 set in January 2006.

- There were 373 pending escrows at the end of May, up 12.7 percent over a year ago.

- The association reported 633 active listings, down 4.5 percent. At the current pace of sales that represents a 2.0-

month supply, well short of the desired 6-month inventory.

- Distressed sales are virtually nonexistent — a combined 4.2 percent of total sales. REOs held a 1.3 percent share of the market, short payoffs 2.9 percent, and standard sales came in at 94.5 percent, which was the highest percent since SRAR started keeping these statistics.



RENT OR BUY? HANDS DOWN — BUY, IF POSSIBLE!

BY GAYE RAINEY, PRESIDENT, AND DAVID R. WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®
RECENT REPORTS SHOWING RENTS RACING
PAST HOME VALUES NATIONWIDE LEAD
TO ONE IRREFUTABLE CONCLUSION—BUY A
HOME NOW, IF AT ALL POSSIBLE.

Granted, that's easier said than done, especially here in Southern California where home prices are double the national average and likely to rise higher, albeit at a slower pace due, in part, to a rapidly dwindling pool of prospective buyers who can qualify for a home loan.

Indeed, the gap between rental costs and household income is widening to unsustainable levels across the country, according to a recent study conducted by the National Association of Realtors.

As renters face ever steeper costs, it likely puts them even farther away from home ownership.

U.S. rents grew at their fastest pace in two years during April, surpassing home values in many markets.

Indeed, rents grew faster than home values in 20 of the 35 largest U.S. housing markets, increasing throughout Los Angeles by about 5.6 percent.

New York saw a 50.7 percent hike in

rents, Seattle a 32.4 percent jump, San Jose rents rose 25.6 percent, while rents in San Francisco were up a moderate 14.9 percent.

A ray of somewhat sardonic good news for renters is that hikes in home values likely will moderate further as the year progresses—which may mean the gap between renting and buying will narrow by single-digit hikes rather than double-digit leaps.

Slim consolation! Ownership may still be receding, but it may not be vanishing

Owners are able to grow their net worth as home values increase and their mortgage balance goes down

from view quite as quickly.

Meanwhile, those lucky enough to have purchased a home reap remarkable benefits.

Owners have been insulated from rising housing costs since they were able to lock in a low interest rate, 30-year mortgage with a fixed monthly payment.

While renters are treading water or drowning under rising rents, owners are able to grow their net worth as home values increase and their mortgage balance goes down. The additional tax and personal benefits of ownership

pale when compared to those financial positives.

“The result has been an unequal distribution of wealth as renters continue to feel the pinch of increasing housing costs every year,” the NAR study found.

Clearly, housing policies need to be revisited. Los Angeles and all coastal cities in California need more affordable housing, much more. As the Golden State keeps growing, it will be even more critical to increase housing starts for entry-level buyers!

Settle Real Estate Disputes Quickly

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

For more information, contact Michelle Gerhard, SRAR's Professional Standards administrator, at 818-947-2226 or via email at michelleg@srar.com.

Rental Scams on the Rise

Beware when hunting for a rental property—an impossibly good deal could be a scam!

That's a recent warning from the Federal Trade Commission. Scammers advertise rentals that do not exist or are not available in an effort to trick people into sending money before they learn the truth. Be especially wary of requests to send funds overseas.

Some con artists hijack a real rental or a valid real estate listing by changing the email address or other contact information. They place the modified advertisement on another website or social media service. The altered ad may even use the name of the person who posted the original, valid ad.

In other instances, scammers have hijacked the email accounts of property owners on reputable vacation rental websites.

Other rip-off artists make up listings from thin air. These properties are not for rent or simply do not exist. The hook is to lure unsuspecting renters with promises of low rent and free amenities.

Send money now, they say, or lose this incredible offer. Instead, the only thing incredible is that typically they make off with the money before they are discovered.

Here are some tell-tale signs of a scam:

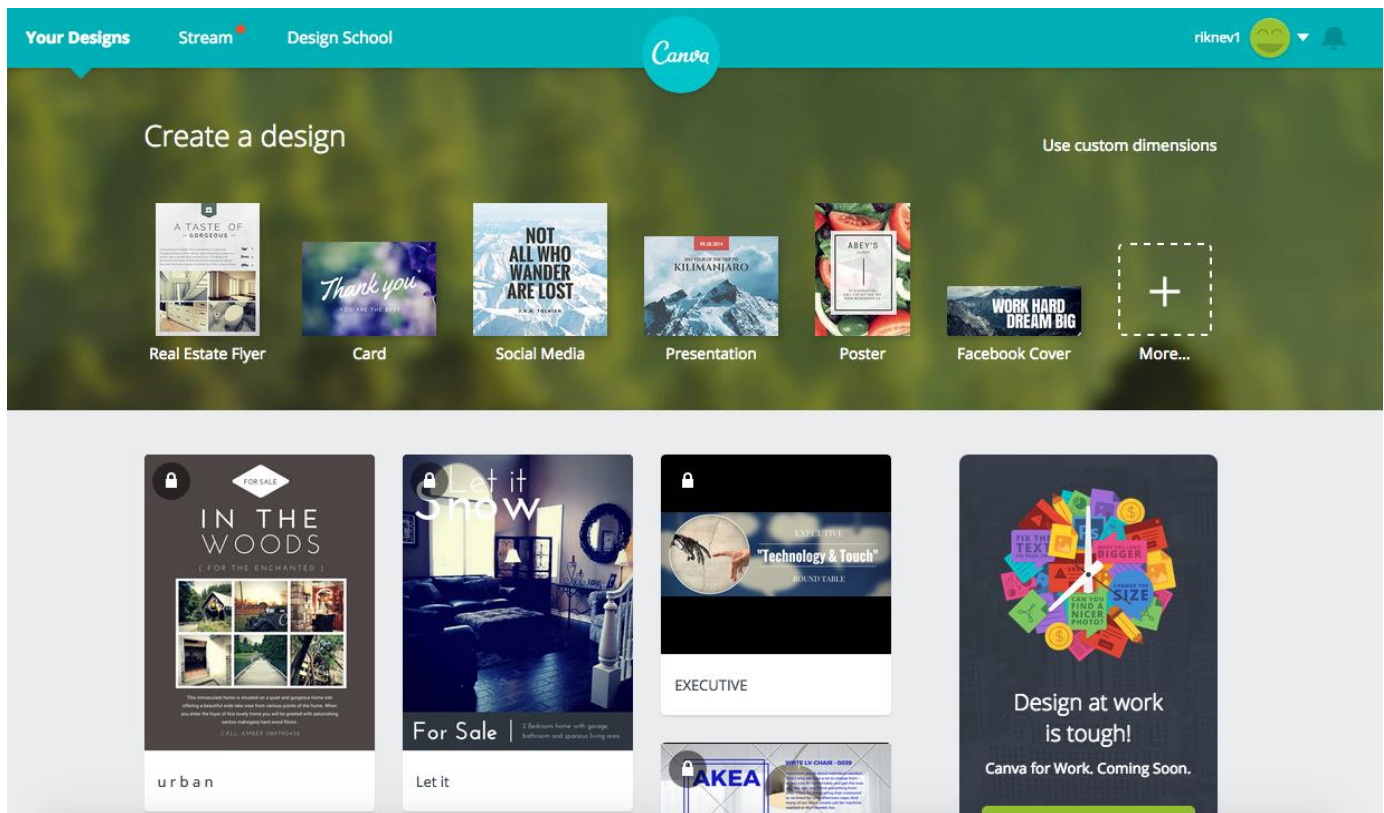
- **Wire money now!**—There is never a good reason to wire money to pay a security deposit, application fee, first month's rent, or vacation rental fee. That's true even if they send a contract. Wiring money is the same as sending cash—once it's sent, there's no way to get it back.

- **Demand to pay now** before meeting or signing a lease!—It's never a good idea to send money to someone a renter has never met in person or for an apartment that has not been inspected. Renters need to confirm, in person or via a representative, that they are getting what was advertised.

- **Rental ads under multiple names**—If a rental listing is found under different names, it's a big clue it may be a scam. Targets of scams should report it to their local law enforcement agency and to the FTC. Also contact the website where the ad was posted.

CANVA: A Free and Easy to Use Design Tool

by Richard Neville, 2015 Technology Committee



Do you love to design your own marketing and property flyers? Well, unless you are a professional graphic designer and have thousands of dollars in design software, probably not. Canva (<http://canva.com>) is an easy to use web-based software and mobile app that will help turn your ideas into stunningly designed real estate flyers, event cards and social media images. This platform allows users to create stylish graphic designs for free and with ease. Canva has thousands of free stock images and typographical designs for you to use in your graphic designs. You are also able to upload your own images or use Canva's premium images for \$1 each. Canva revolves entirely around intuitive controls such as drag-and-drop, so adding, removing, and editing elements on your canvas is almost a no-brainer.

First, Canva's easy to use, real estate flyer templates. Canva currently has 30 pre-designed real estate flyer templates and roughly 100 blank template layouts. To begin, you choose to design a real estate flyer and then pick one of the layout templates Canva has available. Once you have chosen your layout, you can start customizing it with your property photos and details. Start by, upload you photos into Canva by clicking "Uploads" then click, "Upload your own photos" and select the images from your computer, now you are able just drag in your uploaded photos in the template and they will automatically replace the stock images. Editing the text is just as easy. Double-click the text in the design and start editing. You are also able to add pre-designed typography elements to your designs that are fully editable, if you need or want to add more text. Once you are finished with your designed template, you can download high quality PDF's for printing or as an image to post online.

Next, Canva has event card templates that you can use for Just Listed mailers, Open House mailers, Price Reduction mailers, Just Sold mailers, etc. The event templates are not necessary designed for real estate, but if you think out-of-the-box a little, use the templates for their layout and typography since they are fully editable. The event card work the same as the property flyers, you can upload a picture of your listing, then drag and drop it in place. Edit the text and then you are all set. There are several different template sizes, but you can also create a custom size if you need to make them a specific size for services like, USPS's Every Door Direct Mailer. Once again, you can download the finished product as a high quality PDF or as an image to share online.

Finally, Canva created layout templates for posting on the major social media sites that will give you clean, polished look. Whether you need a social media header/cover image, social media post or social media ad, Canva has you covered. The templates are made to the perfect size for each social media platform, leaving them crisp and without any pixilation. Canva has templates for: Facebook, Twitter, Pinterest, Instagram, YouTube and Google+. Once again, the templates are easy to use and great looking, just drag-and-drop your uploaded images, edit the text and download the finished template. If you fall in love one with the pre-made templates and want to use the photo that is in the template, you can, for \$1 per image. The \$1 per image is an amazing price for an image you can use over-and-over.

In Conclusion, Canva is an amazing tool for the clueless, and can come in handy for professionals too. It makes designing uniformly easy for everyone, but it's by no means aimed only at amateurs. The simplicity and richness of the tools will get you coming back to create real estate flyers, event cards and social media posts. According to Canva's developers, the current features are only 1% of what they have in store for us, and now you can request an invite for the new Canva For Work.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

2015 Multicultural Mixer

SRAR GOES
GLOBAL!

Bring a
non-perishable
food item or clothing
items to donate to
the less fortunate!!!



Thursday,
October 1, 2015
5:30-7:30PM

SRAR Back Parking Area
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Van Nuys, CA 91406

Enjoy **Food**
Drinks
Mix-N-Mingle
Dancing

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CHASE



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

RESPONSIBLE REALTOR® APPLICANTS

FIRST POSTING

Altman, Logan R.
Altman Apartments LLC
1059 S. Shenandoah St. #301
Los Angeles, CA. 90035

Baker, James Robert
James Baker Realty
5557-D Reseda Blvd.
Tarzana, CA. 91356

Bartels, David Rodger
Help-U-Sell Conejo Valley
143 Triunfo Canyon #227
Westlake Village, CA. 91361

Braglianti, Raymond
Raymond Haley Braglianti
6770 Jefferson St.
Yountville, CA. 94599

Brooks, Fe V.
Fe V. Brooks
19213 Schoenborn St.
Northridge, CA. 91324

Castro, Martin
MCRES, INC.
425 E. Colorado Street, Suite 565
Glendale, CA. 91205

Curamen, Connie P.
Plan B Realty
17621 Victory Blvd.
Lake Balboa, CA. 91406

Fridkin, Gary Jay
Gary Jay Fridkin
9907 White Oak Ave. #123
Northridge, CA. 91325

Frisch, Ronald
California Real Estate Brokerage Services
26951 Ruether Ave. #B2
Santa Clarita, CA. 91351

Gonzalez, Jose Luis
Cal 1 Realty
25876 The Old Road #12
Stevenson Ranch, CA. 91355

Gutierrez, Gregorio A.
Gregorio Gutierrez
26931 Canyon End Road
Canyon Country, CA. 91387

Hera, Christynee Zakey
AcuRealty Plus
14545 Friar St., #210
Van Nuys, CA. 91344

Herron, Howard Q.
Litchfield Asset Management, Inc.
14531 Delano St.
Van Nuys, CA. 91411

Isobe, Ryotaro
CM Percy Blake Inc.
1499 Huntington Dr. Ste. 500
South Pasadena, CA. 91030

Katz, Alex
Alex Katz Real Estate
4924 Balboa Blvd. #608
Encino, CA. 91316

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Yeghazaryan, Kachatur / American Capital Realty / Sherman Oaks
Younkin, Loretta / Robert Younkin Jr. / Valencia
Zuniga Aguilar Jr., Jorge / Jorge Zuniga / Canoga Park

RESIDENTIAL PROPERTIES LISTED

1,593

MAY 2015 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,362

RESIDENTIAL PROP. ESCROW CLOSED

1,153

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	117	203	149	232	243	944	649	1,593
TOTAL ACTIVE LISTINGS	210	340	255	383	433	1,571	1,333	2,904
AVERAGE DAYS ON MARKET	86	70	72	63	72	71	94	82
AVERAGE LIST PRICE IN THOUSANDS	366.6	990.4	1,147.2	729.6	1,376.1	983.5	575.8	796.3
MEDIAN LIST PRICE IN THOUSANDS	369.9	679.9	699.9	625.0	798.8	339.0	500.0	500.0
BOMS	30	34	45	41	51	201	127	328
AVERAGE BOM PRICE IN THOUSANDS	315.6	747.4	715.6	623.4	763.5	654.6	410.2	560.0
BOM TO SALE RATIO	27.5	24.5	37.5	27.2	24.5	27.7	29.7	28.4
EXPIRATIONS	12	19	10	22	30	93	86	179

PENDING SALES:

NEW ESCROWS OPENED	116	158	162	192	197	825	537	1,362
TOTAL YTD ESCROWS OPENED	575	756	629	828	911	3,699	2,213	5,912
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	48	36	48	36	38	40	44	44
NEW OPEN ESCROWS AVERAGE LIST PRICE	375.9	801.2	677.0	569.0	795.6	661.7	466.3	584.6

CLOSED SALES:

NEW ESCROWS CLOSED	108	139	120	151	208	726	427	1,153
TOTAL YTD ESCROWS CLOSED	481	654	499	667	775	3,076	1,781	4,857
VOLUME OF NEW SALE DOLLARS IN MILLIONS	38.322	100.912	80.701	87.110	179.414	486.458	194.289	680.747
VOLUME OF TOTAL YTD SALES IN MILLIONS	170.969	483.511	336.808	362.398	579.300	1,932.986	768.348	2,701.334
AVERAGE SALE PRICE IN THOUSANDS	354.8	726.0	672.5	576.9	862.6	670.1	455.0	590.4
MEDIAN SALE PRICE IN THOUSANDS	372.0	580.0	497.0	532.0	589.0	510.0	332.0	450.0
COOP SALES	86	118	94	122	167	587	348	935
PERCENT OF COOP SALES	79.6	84.9	78.3	80.8	80.3	80.9	81.5	80.9
AVERAGE DAYS ON MARKET	98	74	87	79	101	89	108	96
SALES AT LIST PRICE	70	78	55	81	84	368	231	599
PERCENT OF SALES AT LIST PRICE	64.8	56.1	45.8	53.6	40.4	50.7	54.1	52.0
SALES TO LISTING INVENTORY RATIO	51.4	40.9	47.1	45.3	39.7	46.2	39.7	39.7
FINAL SALE TO NEW LISTING RATIO	92.3	68.5	80.5	65.1	85.6	76.9	65.8	72.4

CLOSED SALES TYPE

FORECLOSURE/REO	6	3	2	5	7	23	20	43
SELLER CONCESSIONS	2	0	0	0	0	2	6	8
SHORT SALE	5	2	3	11	13	34	30	64
STANDARD	92	134	113	134	187	660	364	1024
OTHER	3	0	2	1	1	7	9	16

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
SELLING PRICE RANGE:					
LESS THAN 100,000	30	50	14	10	43664
100,000 TO 109,999	88	9	3	2	12500
110,000 TO 119,999	62	17	8	6	139163
120,000 TO 139,999	101	44	15	7	131630
140,000 TO 159,999	86	58	15	8	7725
160,000 TO 179,999	48	60	18	7	7160
180,000 TO 199,999	44	91	28	19	73930
200,000 TO 249,999	59	198	75	36	5332
250,000 TO 299,999	66	224	77	41	10387
300,000 TO 349,999	47	151	89	46	44252
350,000 TO 399,999	44	181	98	53	5746
400,000 TO 449,999	32	153	128	54	508
450,000 TO 499,999	41	211	83	45	7014
500,000 TO 549,999	33	153	80	40	1839
550,000 TO 599,999	35	149	55	25	5222
600,000 TO 699,999	40	235	109	58	5633
700,000 TO 799,999	34	171	74	38	22801
800,000 TO 899,999	26	119	51	27	8395
900,000 TO 999,999	33	69	28	16	23126
1,000,000 TO 1,999,999	44	355	79	51	23527
MORE THAN 2,000,000	111	206	26	21	325264
TOTALS	45	2904	1153	610	22386

2015 RMLS TOTAL - \$ VOLUME

\$2,701,334,000

LISTINGS

7,695

SALES

4,973

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	387.5	51.4	
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		1,593	1,153	680.7	72.4	
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 MAY 2015

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	89	144	108	203	190	734	539	1,273
Total Active Listings	147	248	188	280	364	1,227	1,153	2,380
Average Days on Market	81	66	72	57	75	69	87	78
Average List Price in Thousands	409.3	1,131.6	1,418.5	779.9	1,547.2	1,132.1	578.7	864.0
Median List Price in Thousands	399.0	790.0	1,100.0	674.9	894.0	725.0	335.0	550.0
BOMS	18	22	27	32	44	143	107	250
Average BOM Price in Thousands	375.5	925.5	940.4	683.5	827.9	774.9	401.1	614.9
BOM to Sale Ratio	21.4	23.7	30.3	24.8	26.2	25.4	29.7	27.1
Expirations	7	13	8	19	26	73	76	149
PENDING SALES								
New Escrows Opened	80	108	109	157	162	616	438	1,054
Total YTD Escrows Opened	431	504	427	678	721	2,761	1,857	4,618
New Open Escrows Average Days on Market	53	37	51	34	40	41	49	44
New Open Escrows Average List Price	415.1	969.7	841.6	616.9	890.2	764.2	478.7	645.6
CLOSED SALES:								
New Escrows Closed	84	93	89	129	168	563	360	923
Total YTD Escrows Closed	381	424	338	531	613	2,287	1,492	3,779
Volume of New Sales Dollars in Millions	32.649	81.289	70.755	78.005	163.571	426.270	164.690	590.960
Volume of total YTD Sales in Millions	145.472	384.327	283.997	314.639	517.844	1,646.279	647.370	2,293.649
Average Sale price in Thousands	388.7	874.1	795.0	604.7	973.6	757.1	457.5	640.3
Median Sale Price in Thousands	395.0	679.0	580.0	555.0	649.9	565.0	320.0	495.0
Coop Sales	63	76	67	104	135	445	293	738
Percent of Coop Sales	75.0	81.7	75.3	80.6	80.4	79.0	81.4	80.0
Average Days on Market	94	68	87	77	102	87	108	95
Sales at List Price	54	52	40	70	66	282	191	473
Percent of Sales at List Price	64.3	55.9	44.9	54.3	39.3	50.1	53.1	51.2
Sales to Listing Inventory Ratio	57.1	37.5	47.3	46.1	46.2	45.9	31.2	38.8
Final Sale to New Listing Ratio	94.4	64.6	82.4	63.5	88.4	76.7	66.8	72.5
CLOSED SALES TYPE								
Foreclosure/REO	1	2	1	1	5	10	20	30
Seller Concessions	0	0	0	0	0	0	5	5
Short Sale	4	1	1	5	5	16	21	37
Standard	46	53	50	58	71	278	194	472
Other	1	1	0	0	0	2	8	10

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MAY 2015

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	28	59	41	29	53	210	110	320
Total Active Listings	63	92	67	53	69	344	180	524
Average Days on Market	99	80	71	92	58	79	138	99
Average List Price in Thousands	267.1	609.6	386.1	463.9	473.1	453.5	556.9	489.0
Median List Price in Thousands	249.0	449.0	336.0	429.0	367.0	365.0	365.0	365.0
BOMS	12	121	18	9	7	58	20	78
Average BOM Price in Thousands	225.8	420.8	378.5	409.7	359.0	358.1	459.1	384.0
BOM to Sale Ratio	50.0	26.1	58.1	40.9	17.5	35.6	29.9	33.9
Expirations	5	6	2	3	4	20	10	30
PENDING SALES								
New Escrows Opened	36	50	53	35	35	209	99	308
Total YTD Escrows Opened	144	252	202	150	190	938	356	1,294
New Open Escrows Average Days on Market	36	35	43	42	29	37	51	42
New Open Escrows Average List Price	288.8	437.2	338.5	354.3	357.9	359.4	411.3	376.1
CLOSED SALES:								
New Escrows Closed	24	46	31	22	40	163	67	230
Total YTD Escrows Closed	100	230	161	136	162	789	289	1,078
Volume of New Sales Dollars in Millions	5.672	19.624	9.945	9.105	15.842	60.188	29.599	89.787
Volume of total YTD Sales in Millions	25.497	99.184	52.810	47.759	61.457	286.707	120.978	407.685
Average Sale price in Thousands	236.3	426.6	320.8	413.9	396.1	369.3	441.8	390.4
Median Sale Price in Thousands	224.0	400.0	285.0	350.0	345.0	343.0	399.9	350.0
Coop Sales	23	42	27	18	32	142	55	197
Percent of Coop Sales	95.8	91.3	87.1	81.8	80.0	87.1	82.1	85.7
Average Days on Market	115	86	86	90	95	93	108	97
Sales at List Price	16	26	15	11	18	86	40	126
Percent of Sales at List Price	66.7	56.5	48.4	50.0	45.0	52.8	59.7	54.8
Sales to Listing Inventory Ratio	38.1	50.0	46.3	41.5	58.0	47.4	37.2	43.9
Final Sale to New Listing Ratio	85.7	78.0	75.6	75.9	75.5	77.6	60.9	71.9
CLOSED SALES TYPE								
Foreclosure/REO	3	0	1	0	0	4	8	12
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	1	1	3	5	5	10
Standard	20	46	28	21	37	152	54	206
Other	1	0	1	0	0	2	0	2

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR MAY 2015

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	11	8	55	26	16	77	22	72	287	67	354
Total Active Listings	45	30	102	35	35	96	41	107	491	133	624
Average Days on Market	104	144	68	99	85	50	41	56	71	84	74
Average List Price in Thousands	580.3	881.4	667.3	580.4	676.0	599.6	832.8	749.5	685.3	415.5	627.8
Median List Price in Thousands	585.0	768.0	549.0	509.0	639.0	579.9	799.0	650.0	619.9	319.0	569.9
BOMS	1	3	16	7	3	13	3	18	64	16	80
Average BOM Price in Thousands	530.0	514.9	761.6	518.4	459.7	474.0	711.0	631.3	608.2	334.2	553.4
BOM to Sale Ratio	33.3	50.0	37.2	35.0	25.0	25.5	20.0	36.0	32.0	26.2	30.7
Expirations	2	1	6	6	1	5	0	2	23	8	31

PENDING SALES

New Escrows Opened	11	4	47	28	19	57	18	68	252	71	323
Total YTD Escrows Opened	42	25	231	134	83	237	71	298	1,121	279	1,400
New Open Escrows Average Days on Market	74	95	47	31	51	39	41	34	42	44	42
New Open Escrows Average List Price	476.9	541.2	565.1	470.3	633.4	528.6	695.3	578.2	560.1	328.7	509.2

CLOSED SALES:

New Escrows Closed	3	6	43	20	12	51	15	50	200	61	261
Total YTD Escrows Closed	32	23	185	100	70	183	49	240	882	208	1,090
Volume of New Sales Dollars in Millions	1.114	3.201	22.326	8.880	5.990	27.089	11.214	30.200	110.014	20.408	130.422
Volume of total YTD Sales in Millions	15.051	13.674	89.002	45.494	37.885	96.238	36.483	146.086	479.913	64.794	544.707
Average Sale price in Thousands	371.2	533.5	519.2	444.0	499.2	531.2	747.6	604.0	550.1	334.6	499.7
Median Sale Price in Thousands	405.0	534.0	462.5	413.0	450.0	535.0	705.0	554.9	530.0	270.0	487.5
Coop Sales	2	6	36	17	11	43	11	39	165	51	216
Percent of Coop Sales	66.7	100.0	83.7	85.0	91.7	84.3	73.3	78.0	82.5	83.6	82.8
Average Days on Market	95	161	110	87	59	80	118	93	95	131	103
Sales at List Price	0	3	18	12	8	24	6	23	94	27	121
Percent of Sales at List Price	0.0	50.0	41.9	60.0	66.7	47.1	40.0	46.0	47.0	44.3	46.4
Sales to Listing Inventory Ratio	6.7	20.0	42.2	57.1	34.3	53.1	36.6	46.7	40.7	45.9	41.8
Final Sale to New Listing Ratio	27.3	75.0	78.2	76.9	75.0	66.2	68.2	69.4	69.7	91.0	73.7

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	2	0	0	0	1	3	8	11
Seller Concessions	0	0	0	0	0	1	0	0	1	1	2
Short Sale	0	0	1	0	0	1	1	2	5	4	9
Standard	3	6	41	18	12	49	14	47	190	48	238
Other	0	0	1	0	0	0	0	0	1	0	1

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR MAY 2015

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	34	1	22	18	5	44	124	17	141
Total Active Listings	0	0	28	2	22	16	8	66	142	29	171
Average Days on Market	0	0	62	56	70	50	58	60	61	64	61
Average List Price in Thousands	0.0	0.0	264.8	296.5	254.2	341.8	359.8	384.8	333.3	352.3	336.5
Median List Price in Thousands	0.0	0.0	247.0	165.0	239.0	344.9	345.0	370.0	329.9	365.0	330.0
BOMS	0	0	5	2	4	4	0	11	26	6	32
Average BOM Price in Thousands	0.0	0.0	243.2	270.0	204.8	338.2	0.0	379.2	311.5	445.3	336.6
BOM to Sale Ratio	0.0	0.0	20.8	100.0	17.4	22.2	0.0	30.6	23.9	54.5	26.7
Expirations	0	0	0	0	0	0	1	1	2	1	3

PENDING SALES

New Escrows Opened	0	0	27	1	24	11	9	49	121	11	132
Total YTD Escrows Opened	0	0	109	3	92	61	30	176	471	43	514
New Open Escrows Average Days on Market	0	0	30	41	21	17	21	40	31	32	31
New Open Escrows Average List Price	0.0	0.0	235.3	250.0	259.5	301.9	349.8	394.2	319.1	392.1	325.2

CLOSED SALES:

New Escrows Closed	0	0	24	2	23	18	6	36	109	11	120
Total YTD Escrows Closed	0	0	93	2	70	55	21	130	371	29	400
Volume of New Sales Dollars in Millions	0.000	0.000	5.893	0.455	6.066	6.012	2.044	12.915	33.385	4.104	37.489
Volume of Total YTD Sales in Millions	0.000	0.000	23.708	0.455	17.734	18.428	7.335	45.643	113.303	9.976	123.279
Average Sale price in Thousands	0.0	0.0	245.5	227.5	263.7	334.0	340.7	358.7	306.3	373.1	312.4
Median Sale Price in Thousands	0.0	0.0	245.0	180.0	250.0	345.0	315.0	350.0	315.0	330.0	315.0
Coop Sales	0	0	21	2	18	15	6	32	94	8	102
Percent of Coop Sales	0.0	0.0	87.5	100.0	78.3	83.3	100.0	88.9	86.2	72.7	85.0
Average Days on Market	0	0	91	66	80	83	96	81	84	93	85
Sales at List Price	0	0	12	1	11	11	2	16	53	2	55
Percent of Sales at List Price	0.0	0.0	50.0	50.0	47.8	61.1	33.3	44.4	48.6	18.2	45.8
Sales to Listing Inventory Ratio	0.0	0.0	85.7	100.0	104.5	112.5	75.0	54.5	76.8	37.9	70.2
Final Sale to New Listing Ratio	0.0	0.0	70.6	200.0	104.5	100.0	120.0	81.8	87.9	64.7	85.1

CLOSED SALES TYPE

Foreclosure / REO	0	0	1	0	0	0	0	0	1	0	1
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	1	0	1	0	1	1	4	0	4
Standard	0	0	21	2	21	18	5	35	102	10	112
Other	0	0	1	0	1	0	0	0	2	1	3

RESIDENTIAL PROPERTIES LISTED

495

MAY 2015 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP ESCROW OPENED

455

RESIDENTIAL PROP ESCROW CLOSED

381

ACTIVE INVENTORY:

NEW LISTINGS	11	8	89	27	38	95	27	116	411	84	495
TOTAL ACTIVE LISTINGS	45	30	130	37	57	112	49	173	633	162	795
AVERAGE DAYS ON MARKET	104	144	66	97	79	50	58	69	69	81	71
AVERAGE LIST PRICE IN THOUSANDS	580.3	881.4	580.6	565.0	513.2	562.7	610.3	549.5	545.0	324.5	565.1
MEDIAN LIST PRICE IN THOUSANDS	585.0	768.0	489.0	460.0	479.0	539.9	750.0	549.5	545.0	324.5	499.9
BOMS	1	3	21	9	7	17	3	29	90	22	112
AVERAGE BOM PRICE IN THOUSANDS	530.0	514.9	636.2	463.2	314.0	442.1	711.0	535.7	522.5	364.5	491.5
BOM TO SALE RATIO	33.3	50.0	31.3	40.9	20.0	24.6	33.7	33.7	29.1	30.6	29.4
EXPIRATIONS	2	1	6	6	1	5	1	3	25	9	34

PENDING SALES:

NEW ESCROWS OPENED	1	4	74	29	43	68	27	117	373	82	455
TOTAL YTD ESCROWS OPENED	42	25	340	137	175	298	101	474	1,592	322	1,914
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	476.9	541.2	444.8	462.7	424.7	491.9	580.1	501.1	481.9	337.2	455.8
NEW OPEN ESCROWS AVERAGE LIST PRICE											
CLOSED SALES:											
NEW ESCROWS CLOSED	3	6	67	22	35	69	21	86	309	72	381
TOTAL YTD ESCROWS CLOSED	32	23	278	102	140	238	70	370	1,253	237	1,490
VOLUME OF NEW SALE DOLLARS IN MILLIONS	1.114	3.201	28.279	9.335	12.055	33.102	13.258	43.115	143.399	24.512	167.911
VOLUME OF TOTAL YTD SALES IN MILLIONS	15.051	13.674	112.710	45.949	55.820	114.666	43.818	191.729	593.216	74.769	667.986
AVERAGE SALE PRICE IN THOUSANDS	371.2	533.5	421.2	424.3	344.4	479.7	631.4	501.3	464.1	340.4	440.7
MEDIAN SALE PRICE IN THOUSANDS	405.0	534.0	408.5	407.0	337.5	475.0	600.0	492.5	435.0	285.0	410.0
COOP SALES	2	6	57	19	29	58	17	71	259	59	318
PERCENT OF COOP SALES	66.7	100.0	85.1	86.4	82.9	84.1	81.0	82.6	83.8	81.9	83.5
AVERAGE DAYS ON MARKET	95	161	103	85	113	80	112	88	91	125	97
SALES AT LIST PRICE	0	3	30	13	19	35	8	39	147	29	176
PERCENT OF SALES AT LIST PRICE	0.0	50.0	44.8	59.1	54.3	50.7	38.1	45.3	47.6	40.3	46.2
SALES TO LISTING INVENTORY RATIO	6.7	20.0	61.4	51.5	59.5	61.4	49.7	49.7	48.8	44.4	47.9
FINAL SALE TO NEW LISTING RATIO	27.3	75.0	75.3	81.5	92.1	72.6	77.8	74.1	75.2	85.7	77.0

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	1	2	0	0	0	1	4	8	12
SELLER CONCESSIONS	0	0	0	0	0	1	0	0	1	1	2
SHORT SALE	0	0	2	1	1	6	2	3	9	4	13
STANDARD	3	6	62	20	33	67	19	82	292	58	350
OTHER	0	0	2	0	1	0	0	0	3	1	4

SELLING PRICE RANGE:

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	11	3	3	10133
100,000 TO 109,999	0	0	0	N/A
110,000 TO 119,999	1	1	1	30900
120,000 TO 139,999	97	1	1	5000
140,000 TO 159,999	59	5	4	8100
160,000 TO 179,999	86	10	8	10091
180,000 TO 199,999	50	9	4	31133
200,000 TO 249,999	53	34	21	10766
250,000 TO 299,999	52	25	16	9055
300,000 TO 349,999	62	46	23	5519
350,000 TO 399,999	42	53	25	5791
400,000 TO 449,999	40	60	27	8619
450,000 TO 499,999	21	52	15	2183
500,000 TO 549,999	50	51	15	8354
550,000 TO 599,999	31	27	15	11725
600,000 TO 699,999	27	104	18	12806
700,000 TO 799,999	67	74	13	22319
800,000 TO 899,999	93	28	3	25200
900,000 TO 999,999	26	1	0	N/A
1,000,000 TO 1,999,999	184	40	5	290000
MORE THAN 2,000,000	0	5	0	N/A
TOTALS	49	760	217	13305

2015 RMLS TOTAL - \$ VOLUME

\$667,986,000

SALES

1,541

LISTINGS

2,341

*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]

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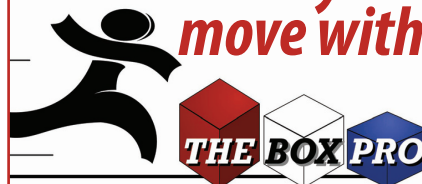


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Co-Chair: Rudy Leon
Phone: (818) 642-7839

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.

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Chairperson: Brian Hatkoff, CCIM

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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:

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