

September/October 2015

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

2016 BOARD OF DIRECTORS ELECTION

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2015 REALTORS®

Conference & Expo

November 13-16

San Diego Pg. 2

2015

Multicultural

Mixer Pg. 6

**Signs, Signs,
Everywhere Pg. 3**

SPEED "APPING" Pg. 4

**Murder Mystery
Dinner Party Pg. 9**



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3

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"SIGNS, SIGNS, EVERYWHERE THERE'S SIGNS"



Signs of an improving market are all over the place – including the numerous open house signs you see on every street corner each

weekend. While we all want to see the return of a good market, seeing multiple signs on one street corner obstructing walkways, etc. can become somewhat of a nuisance. But who regulates these signs? And who do you contact when they become a problem? Do you call your local Association? No! The City of Los Angeles (311) actually regulates the usage of signs in public areas, including open house signs. SRAR does not have any authority to enforce any such regulations for real estate signage in public areas.

In fact, according to **Section 28.04 of the Los Angeles Municipal Code**, placing hand-bills or signs in any public area of the City is actually against the law. But don't panic just yet! According to Gary Harris, (Chief of Investigation and Enforcement for the City of Los Angeles, Bureau of Street Services), the City of Los Angeles entered into an agreement with California REALTORS® in the early 90's that allows REALTORS® the privilege of placing signs in public areas as long as they agree to abide by certain rules:

1. All agents placing signs in public areas adjacent to any other private or public property

MUST obtain permission from that property owner prior to placing their signs.

2. Signs must NEVER be placed in areas that obstruct vehicle or pedestrian traffic, including roadway medians, or in areas that block access ramps for the disabled.

3. Signs must be displayed in a considerate manner that does not clutter walkways, public easements, street corners, etc.

4. All signs MUST be removed immediately following the close of the open house.

The City of Los Angeles, according to Harris, would like to continue the cooperative working agreement it has with the REALTORS® of Los Angeles. However, complaints have started to come in on a pretty regular basis.

Therefore, Harris has requested that local Associations within the City of LA help spread the word about the importance of respecting the City's cooperative agreement it has with the REALTOR community regarding public signage. If the above guidelines continue to be misused and complaints continue to filter into the City, the law could be enforced that would not allow signs in public areas at all.

We don't want that to happen. So do your part and be sure to follow the above guidelines when placing signs in public areas. If in doubt, just don't do it! Be respectful of not only your fellow REALTORS®, but also the community in which your signs are placed. Be sure to get proper permission before placing your signs. And by all means, remove your signs at the end of the day. If we all do our part, we can ensure that the cooperative agreement we have with the City on signs in public areas continues.

NOTE: The above information pertains to the public display of signs within the City of Los Angeles ONLY. Different cities, like Santa Clarita, West Hollywood, Beverly Hills, and Burbank, have their own regulations on this issue. Be sure to check with the City in which you are placing signs to be sure you are following the law accordingly.

City of Los Angeles – 311

City of Santa Clarita – (661) 259-2489

City of West Hollywood - (323) 848-6400

City of Burbank - (818) 238-3950

City of Beverly Hills – (310) 285-1119

NOMINATING COMMITTEE ANNOUNCES 2016 BOARD OF DIRECTORS SLATE

The Board of Directors election will be held on October 13. There are thirteen openings for Directors. The following members are recommended by the Board Nominating Committee to serve on the Directorate for a two year term commencing January 1, 2016:

Tom Carnahan, Celeste Heathington, Jeff Kahn, Howard Katchen, Erika Kauzlarich-Bird, Bob Khalsa, Marty Kovacs, Paul Marks, Melanie McShane, Patti Petralia, Diane Sydell, Judy Ann Von Arb and Steve White.

CONSUMER PRICE INDEXES						
MAY 2015						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	JULY 2014	JUN 2014	JULY 2015	JUN 2014	JULY 2015	JULY 2015
Los Angeles - Riverside - Orange County	243.727	245.459	247.066	0.8	1.4	0.7

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REALTOR® REPORT

The Official Publication of SRAR

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VOTE!!! BOARD OF DIRECTORS ELECTION

Voting for the 2016 SRAR Board of Directors will begin September 28, 2015 and remain open through NOON, Tuesday, October 13, 2015. Members will elect thirteen (13) directors from fifteen (15) applicants. Directors will be elected for a two-year term commencing January 1, 2016 and ending December 31, 2017.

The primary method of voting is electronic. Members need only go to the association's website at www.srar.com, click on the election button and follow the instructions. Voting is fast, simple, secure and confidential.

All REALTOR® members in good standing are eligible to vote. Members who do not have internet access may request a written ballot by contacting Donna at (818) 947-2253. All members may vote only once; therefore, members who request a written ballot will be blocked from voting online.

Take an active role in the future of your association by exercising your right to vote for the individuals who will lead the association for the next two years.

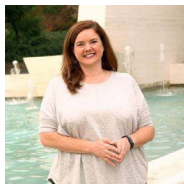


JEFFREY KAHN

Slate Candidate

YEAR JOINED SRAR: 1979

SRAR- Executive Committee, Board of Directors, Chairman Finance Committee, Chairman Bylaws Committee, Strategic Planning Committee, Risk Management Committee, Professional Standards Committee, Ethics and Arbitration Committee, Short Sale Task Force, Nominating Committee, CAR-Director, MLS Committee, Standard Forms Committee, Task Force for the Residential Purchase Agreement Revision. CARETS Director, I think I have served our association well over the years on the Board of Directors and would like to continue serving our association in this capacity. I believe I bring an open mind to the table when discussing the various issues impacting our industry. I am currently active as an office manager as well as an attorney handling Risk Management issues for real estate agents.



MELANIE MCSHANE

Slate Candidate

YEAR JOINED SRAR: 2005

I would like to be on the SRAR Board of Directors because I believe that our Association is more than just a means to get access to listings. SRAR is widely recognized as a leading association and I am proud to be involved. I have served as the Education Chair over the last year and have been a member of the committee for 2 years. I attended the Leadership Academy and have been a member of the Governmental Affairs Committee. I am currently President Elect for the So Cal Chapter of CRS which allows me to promote fabulous education for REALTORS. I am actively involved in the community working with LAPD and the PTA. I have an MBA from CSUN, and a BA from USC. I look forward to serving the Association at a new level and engaging with all of the members.



TOM CARAHAN

Slate Candidate

Past President

YEAR JOINED SRAR: 1976

I currently serve as liaison to the Grievance Committee locally and 2 years ago was the liaison for the Professional Standards Committee. I also serve on Ethics and Arbitration Committee as well as a panelist for show cause hearings. At CAR I serve on the MLS Committee (and am past Chairman) as well as a Legal Action Fund Trustee. I also serve on interboard panels. At NAR I currently serve on the MLS Committee (and was Chairman in 2005) and on the Professional Standards Committee. I have been an active member of SRAR for the past 39 years and feel I am a contributor. I am an active REALTOR selling Residential, Income properties and commercial (having done many 1031 tax deferred exchanges). I have also been an Expert Witness for 27 years, having been retained on over 500 cases.



PAUL MARKS

Slate Candidate

YEAR JOINED SRAR: 2006

I consider real estate as much a public service as it is a business. To that end my experience includes service on SRAR's Grievance, MLS Rules, and Governmental Affairs Committee. I am currently on my first year on the Professional Standards Committee. I am a past president of the Chatsworth/Porter Ranch Chamber of Commerce and the current president of the LAPD Devonshire PALS Board of Directors. I have a BA degree in political science from Claremont McKenna College. I am a retired LAPD captain.



BOB KHALSA

Slate Candidate

YEAR JOINED SRAR: 2002

I have been serving both SRAR and SCV Division of SRAR. At SRAR it includes Grievance Committee member 2009 to 2011, Vice Chair in 2011; Commercial & Investment Division member 2009 to 2013, Vice Chair 2012, Director Liaison 2013 and Chair 2014 & 2015; Ethics and Arbitration Committee in 2011; and SRAR Board Member from 2013 to 2015. In SRAR's SCV Division I have been a Council Member since 2009, President in 2013 & 2015 & Commercial Chair from 2011. My extensive experience in Residential & Commercial Real Estate besides Property Management, gives me a unique ability to take a comprehensive and holistic approach to any real estate matter that requires both attention and conceptual thinking at the Board level. As an MBA with Finance background it allows me to oversee our financial health. Rest assured, I will continue to serve our Association to the best of my abilities.



PATTI PETRALIA

Slate Candidate

Past President

YEAR JOINED SRAR: 1977

I began my service to the Association in 1990 serving first on the Grievance Committee. Over 38 years I have served on numerous committees, as Vice Chair and Chair of many and the great privilege to serve as President in 2010. I have continued my commitment to volunteerism as Chair and Vice Chair of Governmental Affairs 2011-2015. Ethics and Arbitration; Board of Directors 2011, 2014, 2015. I was honored to be recognized as REALTOR of the Year in 2014. As a CAR Director I have served on several committees as well as Regional Rep, Regional Chair, Nominating, Vice Chair of REALTOR Risk Management and will be an Alternate CREPAC Trustee 2015-2016. In 2011 and 2012 I served as a NAR Director for our Association and will again in 2016. I believe in the REALTOR Action Fund and have been a major donor since 2012. I am the sales manager for the past 17 years overseeing our Valley offices in Porter Ranch and Woodland Hills. I would like the opportunity to continue serving as a 2016-2017 Director to be a voice for all of our membership. I respectfully ask for your consideration.



ERIKA KAUZLARICH-BIRD

Slate Candidate

YEAR JOINED SRAR: 1996

I am passionate about our association and our profession. I am committed to bring forth excellence in representing our Association and its members. SCV Council, SRAR BOD, C.A.R. Director, Key Contact Scott Wilk, Local RAF Committee, GA Committee.



MARTIN "MARTY" KOVACS

Slate Candidate

YEAR JOINED SRAR: 2000

SCV Division Council member, SCV Division Governmental Affairs Committee, SCV Division Governmental Affairs Committee Chair, MLS Committee, MLS Committee Vice Chair, Assessment Panelist, SRAR Governmental Affairs Committee.

**STEVE WHITE***Slate Candidate**Past President***YEAR JOINED SRAR: 1986**

REALTOR Leadership volunteer since 1992. Committed to identifying our industry's so-called Black Swans (i.e. Amazon a black swan to booksellers, Uber a black swan to taxi industry and etc) and moving proactively to keep the REALTOR at the center of the transaction. Recent SRAR experience: 2006 President; Director; Executive Committee, Nominating Committee; CAR/NAR Director Nominating Committee Recent CAR experience: Candidate for 2017 President-Elect; Committee Liaison to Political Committees; CREPAC Chair, Vice-Chair & Trustee; CREIEC Chair & Trustee; Legislative Committee Chair; BRE Commissioner Recommendation Task Force Chair. Recent NAR experience: Risk Management Committee; Executive Committee; Meeting & Conference Committee; Marketing Forum Vice Chair; Issues Mobilization Committee.

**JUDY ANN VON ARB***Slate Candidate***YEAR JOINED SRAR: 2004**

I have served as Chair for Events & Community Relations Committee; a member for Governmental Affairs Committee, RAF Committee and Strategic Task Force #3. Current member C.A.R. Committees: Legislative, Technology and Global. Attended NAR meetings, lobbying Legislators on the hill. 2014 President Women's Council of REALTORS® SFV, Graduate of SRAR Leadership Academy. National Professional

Designations: CNE, SRES, SFR, ePro. Licenses held: Broker/Owner, P/C & life insurance, Notary Signing Agent. Additional experience: New Home Sales, Loan Officer & Processor. As your Director, I will provide my personal insights into the various matters addressed by the Board. As a vocal supporter of the missions set forth and an advocate on behalf of the Association, I will work with high ethical standards beside other Board members for new ideas and changes. Thank you for your support.

**DIANE SYDELL***Slate Candidate***YEAR JOINED SRAR: 1999**

I have extensive involvement in SRAR committees and it has been a positive experience for me. I have served on the Grievance Committee from 2008-2014 and was Chair of the committee in both 2013 & 2014.

I am currently on the Professional Standards Committee and am Vice Chair of Ethics & Arbitration Committee. I strive to uphold the Code of Ethics and enjoy sharing my knowledge with fellow Realtors®. I am also currently on the Governmental Affairs Committee and participating actively with our elected officials throughout the Los Angeles Area. I am an active participant on the Strategic Planning task force for the SRAR. On this task force we are making improvements to our organization and setting a standard for our members. I have been recognized as having exceptional leadership and decision making expertise. I feel comfortable to say I have made a positive impact and would like to further my involvement with the Association by serving as a member of the Board of Directors.

**HOWARD KATCHEN***Slate Candidate***YEAR JOINED SRAR: 2002**

Board of Directors decisions impact you and your business. Your ideas, thoughts and needs are important and deserve to be heard, represented and acted upon. My aims: 1) To keep you informed 2) To be responsive to your needs 3) To involve you in issues affecting real estate 4) To provide you desired professional, personal benefits, resources and services. I'm a graduate of

SRAR's Leadership Institute, served on committees for several years and am now an active member of Government Affairs (G/A), Technology and Events Committees. I'm Captain in G/A Office Liaison Mobilization Program and G/A Key Contact to City Councilman 4th District. I serve on the Sherman Oaks Neighborhood Council Board, Treasurer and Finance Committee Chair and as City of Los Angeles Budget Advocate. I graduated from USC and London School of Economics and London Business School. Your vote is appreciated and will help me help you!

**WINNIE DAVIS***Petition Candidate**Past President***YEAR JOINED SRAR: 1975**

Specializing in sale of Residential homes, condos, townhomes & multiple apartments. Closed 40 to 100+ escrows annual for the last 15+ yrs.

I have served on numerous committees as Vice Chair, Chair, Executive Committee & great privilege to serve as 2007 President. SRAR Icon 2014 & REALTOR of the Year 2009. I continue with my passion & volunteerism. Founded SRAR RAF team, Chair 2014/15. Liaison to GA 2013/14.

CAR Director: Chair RAF 2015, Co-Chair 2015 Legislative Day; RAF Vice Chair 2014, Chair RE Finance Issues 2013; Chair HAF 2012; Executive Committee 2011; Chair RE Finance 2010. Serving Workforce Housing Task Force 2014/15 & named RAF Member Participation Task Force 2016.

NAR Director: Chair 2015 Diversity Committee; Public Policy Coordinating & Multicultural RE Leadership Advisory 2014/15. Vice Chair Diversity 2014, Vice Chair Diversity Forum 2012. RAF major donor & President Circle member. Love the opportunity to continue on BOD to help serve our Association, its members & our community. I respectfully ask for your support.

**CINDY WU FREEDMAN***Petition Candidate***YEAR JOINED SRAR: 2009**

Real Estate affects everyone in the community and provides stabilization for families in the San Fernando Valley and SCV. For the past 5 years, I have served on various committees at SRAR. My passion for Education, Global and Diversity has helped me to make a difference in the following committees: Chair of the Passport to Successful Real Estate Sub-committee, Events Committee, Young Real Estate Professionals (YREP), Equal Opportunity and Cultural Diversity Committee, and Education Committee. With many global investors on the rise, I am committed to making SFV a destination for global clients, and henceforth increasing your business and your bottom line. I am a working agent and I am active on our advocacy issues and homeownership rights. I am a strong believer in fairness and cultural diversity. As a Director, I would like to encourage more participating from our members on committees and the Association. I would appreciate your vote.

**CELESTE HEATHINGTON***Slate Candidate***YEAR JOINED SRAR: 1998**

2013 & 2015 Chair of Equal Opportunity & Housing Committee. Served on Equal Opportunity Committee since 2012. Currently serving on the Grievance Committee and recently served on the Governmental Affairs Committee.

Recent member of the Women's Council of REALTORS® and volunteered at the Tarzana Neighborhood Council Earthquake preparedness drill at Tarzana Park. My goal is to increase awareness of the benefits that SRAR, CAR and NAR provide us with. Being a voice of real estate helps me with my professionalism in real estate.



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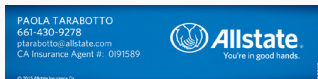
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The following Real Estate Brokers have applied for REALTOR® membership. If you have any objections to an applicant's admittance, the objection should be submitted in writing to the Membership Committee at once. In the event a qualified complaint is received, the complaint will be forwarded to the applicant and 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

Briese, Hans-Jürgen
Power Broker
3960 Prado Del Maiz
Calabasas, CA. 91302

Datta, Anosuya
Citywide Funding
4924 Balboa Blvd., #250
Encino, CA. 91316

Gobrial, Stephen Nady
Stephen Nady Gobrial
9560 Topanga Canyon Blvd.,
Suite 203
Chatsworth, CA. 91311

Graziano, Caroline May
Lemark Realty
468 N. Camden Dr. #200
Beverly Hills, CA. 90210

Hultman, Jay
Avenue Realty & Investment
3366 Alginet Dr.
Encino, CA 91436

Lizarraga, Anna Marie
Golden Global Realty
10315 Woodley Ave. #107
Granada Hills, CA. 91344

Madaen, Bahram
Madaen Realty
16787 Beach Blvd. #777
Huntington Beach, CA. 92647

Paige-Gatling, Bridget
Bridget Paige-Gatling
26500 Agoura Road #789
Calabasas, CA. 91302

Paulsin, George M.
George M. Paulsin
301 S. Lincoln St.
Burbank, CA. 91506

Taylor, Victoria Coy
Canyon Property
Management
19310 Soledad Cyn. Rd.
Canyon Country, CA. 91351

Thompson, Timothy Nealon
Gold Coast Investments
1191 Beechwood Street
Camarillo, CA. 93010

Thongchua, Norton
Norton Thongchua
17016 Blanche Pl.
Granada Hills, CA. 91344

Waters, Angela Kay
Axiom Financial Group
32 Discovery #160
Irvine, CA. 92618

Winter, Randal G.
Randal G. Winter
24257 San Fernando Rd.
Newhall, CA. 91321

SECOND POSTING

Aleman, Santos Evelio
Santos Aleman Real Estate
10153 1/2 Riverside Drive #207
Toluca Lake, CA. 91602

Chorebanian, Christopher Paylag
American Realty Centre, Inc.
120 S. Glendale Avenue
Glendale, CA. 91205

Edwards, Kathy Lynne
Kathy Edwards
5740 El Canon Avenue
Woodland Hills, CA. 91367
Katzman, Maor
Maor Katzman
5530 Corbin Ave. #320
Tarzana, CA. 91356

Kohan, Omid Daniel
Renaissance Realty And Investments
19730 Ventura Blvd. #21
Woodland Hills, CA. 91364

Mather, Larry Dean
Larry Mather, Broker
28255 Bakerton Ave.
Canyon Country, CA. 91351

Nelson, Trevor Carl
Pegasus Investment Real Estate Advisory
4411 El Caballero Drive
Tarzana, CA. 91356

O'Carroll, Michael Raymond
Michael O'Carroll
824 Niles St.
Bakersfield, CA. 93305

Ruff, Mark Stephen
Mark Ruff
4175 Tujunga Ave. #5
Studio City, CA. 91604

Silva, Cori Leigh
Silva Realty
25366 Splendido Ct.
Stevenson Ranch, CA. 91381

Ting, Jimmy
Jimmy Chi Min Ting
7772 Santa Monica Blvd.
West Hollywood, CA. 90046

Vartabetian, Ani
Ani Vartabetian
17529 San Jose St.
Granada Hills, CA. 91344

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Abrams, Raul / Realty One Group Solutions / Santa Clarita
Acevedo, Julie Ann / Coldwell Banker Residential Brokerage / Studio City
Adams, Jill Marie / Savolio Real Estate Services / Encino
Agopian, Christine / Keller Williams Realty Encino-Sherman Oaks / Encino
Aguilar, Andrew A. / Chosa Realty, Inc. / San Fernando
Akerly, Robert Raymond / HomeSmart NCG Inc. / Valencia
Alojo, Jose Antonio / The Real Estate Plaza, Inc. / Granada Hills
Andrews, Carter Lynn / Coldwell Banker Calabasas / Calabasas
Antonio, Edward / Park Regency Realty / Granada Hills
Arnoldes, Shiran / Keller Williams Realty Calabasas / Calabasas
Arnold, John R. / Keller Williams Realty Encino-Sherman Oaks / Encino
Atwood, Laurie / Keller Williams VIP Properties / Valencia
Avelisyan, Mher / Oaktree Realty / Woodland Hills
Ayala, Julia Divi / Rodeo Realty / Encino
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Barrington, Maily / Interio Real Estate Services / Valencia
Benaboa, Ariel David / A-team Realty, Inc. / Woodland Hills
Ben-Simon, Doreen / Keller Williams Realty Encino-Sherman Oaks / Encino
Biggs, Michelle Lawson / Keller Williams World Media Center / Burbank
Bridgeman, Jeanne Ellery / Coldwell Banker Quality Properties / Northridge
Brooks, James L. / Centennial Realty Group / Canyon Country
Buniatyan, Arutyun / Park Regency Realty / Granada Hills
Butcher, Aimee D. / Realty Executives / Valencia
Chapman, John Patrick / George Lawrence Realty / Woodland Hills
Chingcoanga, Jhoanne / HomeSmart NCG Inc. / Valencia
Clapham, Chelsea Rose / Realty Executives / Newhall
Coie, Rachael Susan / Avenue Realty & Investment / Encino
Crane, Denise L. / Dilbeck Real Estate / Valencia
Dagher, Jack George / Keller Williams-Studio City / Studio City
D'Agostino, Johnny / Edge Property Management, Inc. / Sherman Oaks
Davis, Lindsay / Keller Williams Realty / Westlake Village
Davood, Souzan / Rodeo Realty / Studio City
DeHoon, Thomas D. / Keller Williams North Valley / Porter Ranch
Derderian, Daniela Ursula / Coldwell Banker Calabasas / Calabasas

Doyle, Maureen Candice / Keller Williams North Valley / Porter Ranch
Duran, Katerina Marie / Keller Williams Realty Calabasas / Calabasas
Epstein, Gregory Edmund / Keller Williams Realty / Northridge
Farhad, Morvarid / Re/Max Grand / Tarzana
Figueroa, Fanny Fabiola / Interio Real Estate Services / Valencia
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Garcia, Brenda Rose / Peak Realty Co / Woodland Hills
Garcia-Castillo, Carlos / Pinnacle Estate Properties / Northridge
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Ghoddoussi, Jonathan Michael / Sandlot Homes / Encino
Ghodsizadeh, Sharon Gergie / Keller Williams Realty Calabasas / Calabasas
Gorin, Lois Sue / George Lawrence Realty / Woodland Hills
Greenberg, Doran / Berkshire Hathaway HomeServices California Properties / Calabasas
Gregorian, Tania / Troop Real Estate, Inc. / Valencia
Guo, Zhiping / Century 21 All Moves / Granada Hills
Javaherian, Henry / Renaissance Realty And Investments / Woodland Hills
Karam, Nesrin / JohnHart Corp. / Glendale
Karami, Susan / Rodeo Realty / Calabasas
Katschumian, Harout / Premiere Pacific Realty / Sherman Oaks
Krejkic, Kirsten / Keller Williams Realty / Northridge
Labellarte, Gloria / Interio Real Estate Services / Rancho Cucamonga
Lane, Aimee Gross / Coldwell Banker Residential Brokerage / Studio City
LeClair, Edward Joseph / Agents of LA Inc. / Oak Park
Leonard, Heather Anne / iRealty / Stevenson Ranch
Leonard, Shelley Kay / Realty Executives / San Fernando
Looney, Bryce Joseph Donald / Keller Williams VIP Properties / Valencia
Lopez, Francisco Antonio / Titan Realty & Investment / Northridge
Lopez, Julian / Century 21 O.J. Realty / North Hollywood
Mac Leann, Christine Aljaya / Realty Source / San Diego
Magowan, Leslie Robin / Dilbeck Real Estate / Studio City
Manucci, Gregory Brian / RE/MAX Olson & Associates, Inc. / Porter Ranch
Matosian, Maral Suzy / Rodeo Realty / Calabasas
May, Ayana Valia / Rodeo Realty / Woodland Hills

Mendez, Oscar Rafael / Valley View Realty, Inc. / Mission Hills
Mestaz, Mark Anthony / Berkshire Hathaway HomeServices California Properties / Northridge
Minassian, Albert / Bona Real Estate Reseda / Reseda
Moreno, Carlo E. / Renaissance Realty And Investments, Inc. / Woodland Hills
Nersesyan, Marimar / Empire Estate Group, Inc. / Woodland Hills
Novak-Lardner, Brooke Alexandra / Keller Williams Realty Encino-Sherman Oaks / Encino
Parsai, Faraz / Keller Williams Realty Calabasas / Calabasas
Pattugalan-Green III, Vernon Glenn / The Cosmopolitan Group / Encino
Pavlova, Galina / Sotheby's International Realty / Pacific Palisades
Perez, Erick / Interio Real Estate Services / Northridge
Powers, Adam James / Interio Real Estate Services / Valencia
Prieto, Beatriz Adriana / Magna Real Estate Services / Northridge
Quevedo, Josefina / Keller Williams VIP Properties / Valencia
Quintanilla, Carlos A. / Pinnacle Estate Properties, Inc. / Northridge
Register, Lory McKay / Nationwide Real Estate Executives / Los Angeles
Reque, Jorge L. / Pinnacle Estate Properties, Inc. / Northridge
Robinson, Chris / Keller Williams Realty-Studio City / Studio City
Rubinstein, Ariel J. / Coldwell Banker Residential Brokerage / Studio City
Rudner, Erika / Rodeo Realty / Calabasas
Saab, Wissam H. / Saab Properties / Porter Ranch
Sagryan, Meri / Max/Well Realty / Woodland Hills
Sagryan, Vahé / Premiere Pacific Realty / Sherman Oaks
Sanchez, Michelle Elisha / Nationwide Real Estate Executives / Los Angeles
Sanchez, Miguel Angel / E Real Estate / Porter Ranch
Sanchez, Veronica / San Fernando Realty, Inc. / San Fernando
Sayani, Katrina / Keller Williams Encino-Sherman Oaks / Encino
Schwarz, Ron / First Capital Real Estate Group / Woodland Hills
Seif, Amir Mohammad / Coldwell Banker / Studio City
Shapiro, Erez Shazar / Capital Realty, Inc. / Tarzana
Shirokova, Tatyana / Elite Realty And Mortgage / Canoga Park
Shoshan, Ayelet / Realty Smart / Calabasas
Sian, Ruby / Century 21 All Moves / Granada Hills
Simmons-Brill, Sabrina / Realty One Group Solutions / Santa Clarita

Sinanian, Avedis / Titus Realty, Inc. / Panorama City
Singh, Dhanbir Kaur / Coldwell Banker Quality Properties / Northridge
Singh, Jaswant / Pinnacle Estate Properties / Northridge
Singletary, Abraham / HomeBased Realty / Valencia
Soto, Miguel Manuel / The Real Estate Plaza / Granada Hills
Spearmen Jr., Anthony Wayne / Keller Williams Realty / Northridge
Steen, Adam Edward / Homequest Real Estate Corp. / China Hills
Stein, Aaron Brian / Keller Williams Encino-Sherman Oaks / Encino
Stennette, Isaacson / Pinnacle Estate Properties / Northridge
Strand, Erica Elizabeth / Pinnacle Estate Properties, Inc. / Northridge
Talwar, Preet / White Oak Realty, Inc. / Granada Hills
Topalian, Haroutyun / Keller Williams World Media Center / Burbank
Utomo, Kenneth / B&Co Realty / Glendale
Vahansaryan, Vahé / Seward Real Estate And Financial, Inc. / Sunland
Valeri, Sam / Rodeo Realty / Northridge
Wayne, Taryn Long / Berkshire Hathaway HomeServices California Properties / Calabasas
Westover, Gabriella / Realty One Group Solutions / Santa Clarita
White, Daryl / RE/MAX of Santa Clarita / Santa Clarita
Wilroy, Evelyn Ho Viet Tram / Realty World Legends / Valencia
Woods, Julliam / RE/MAX Olson & Associates, Inc. / Porter Ranch
Yonko, Brandon Christopher / HomeSmart NCG Inc. / Valencia
Zeytounian, Sona / Rodeo Realty / Woodland Hills

RESIDENTIAL PROPERTIES LISTED
1,695

AUGUST 2015 SFV RESIDENTIAL MLS SUMMARY
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED
1,379

RESIDENTIAL PROP. ESCROW CLOSED
1,228

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	160	250	199	225	243	1,077	618	1,695
TOTAL ACTIVE LISTINGS	272	374	330	392	491	1,859	1,335	3,194
AVERAGE DAYS ON MARKET	74	66	55	66	78	68	93	79
AVERAGE LIST PRICE IN THOUSANDS	376.1	923.1	1,107.2	752.3	1,463.5	982.5	606.6	825.4
MEDIAN LIST PRICE IN THOUSANDS	379.9	645.0	625.0	629.0	849.0	600.0	358.1	510.0
BOMS	36	39	32	44	53	204	119	323
AVERAGE BOM PRICE IN THOUSANDS	369.0	730.9	734.2	598.8	1,101.3	735.3	398.6	611.2
BOM TO SALE RATIO	28.3	22.5	28.1	25.7	29.4	26.7	25.7	26.3
EXPIRATIONS	17	25	25	23	33	123	91	214

PENDING SALES:

NEW ESCROWS OPENED	154	177	151	217	185	884	495	1,379
TOTAL YTD ESCROWS OPENED	921	1,277	991	1,364	1,440	5,993	3,570	9,563
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	45	30	42	41	45	41	50	44
NEW OPEN ESCROWS AVERAGE LIST PRICE	378.9	734.4	642.5	588.7	718.2	617.6	441.3	554.3

CLOSED SALES:

NEW ESCROWS CLOSED	127	173	114	171	180	765	463	1,228
TOTAL YTD ESCROWS CLOSED	806	1,168	880	1,224	1,319	5,397	3,214	8,611
VOLUME OF NEW SALE DOLLARS IN MILLIONS	47,679	134,070	86,556	102,347	122,595	493,248	198,762	692,010
VOLUME OF TOTAL YTD SALES IN MILLIONS	290,862	871,303	622,389	684,702	986,512	3,455,768	1,416,897	4,872,665
AVERAGE SALE PRICE IN THOUSANDS	375.4	775.0	759.3	598.5	681.1	644.8	429.3	563.5
MEDIAN SALE PRICE IN THOUSANDS	385.0	610.0	500.0	539.0	570.0	515.0	330.0	463.0
COOP SALES	103	139	90	144	149	625	390	1,015
PERCENT OF COOP SALES	81.1	80.3	78.9	84.2	82.8	81.7	84.2	82.7
AVERAGE DAYS ON MARKET	99	76	86	85	82	85	111	94
SALES AT LIST PRICE	90	96	61	89	93	429	225	654
PERCENT OF SALES AT LIST PRICE	70.9	55.5	53.5	52.0	51.7	56.1	48.6	53.3
SALES TO LISTING INVENTORY RATIO	46.7	46.3	34.5	43.6	36.7	41.2	34.7	38.4
FINAL SALE TO NEW LISTING RATIO	79.4	69.2	57.3	76.0	74.1	71.0	74.9	72.4

CLOSED SALES TYPE

FORECLOSURE/REO	2	5	3	2	2	14	24	38
SELLER CONCESSIONS	0	0	0	1	0	1	2	3
SHORT SALE	8	1	4	7	3	23	25	48
STANDARD	114	167	107	160	172	720	403	1,123
OTHER	3	0	0	1	3	7	9	16

SELLING PRICE RANGE:

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %	
LESS THAN 100,000	50	43	13	8	120670	23.7
100,000 TO 109,999	205	3	2	2	24900	19.1
110,000 TO 119,999	48	15	4	3	10475	7.2
120,000 TO 139,999	54	40	17	11	7908	5.2
140,000 TO 159,999	77	65	26	17	11250	6.4
160,000 TO 179,999	46	65	20	16	7945	4.2
180,000 TO 199,999	60	75	25	11	21944	7.4
200,000 TO 249,999	65	211	85	53	10721	4.1
250,000 TO 299,999	58	215	95	47	7706	2.3
300,000 TO 349,999	37	180	71	36	8821	1.8
350,000 TO 399,999	34	219	95	41	1493	0.1
400,000 TO 449,999	39	213	115	61	9577	1.9
450,000 TO 499,999	35	235	115	55	4561	0.6
500,000 TO 549,999	34	171	91	42	93	10.2
550,000 TO 599,999	26	160	78	38	1711	12.8
600,000 TO 699,999	52	237	105	55	22411	2.2
700,000 TO 799,999	33	188	81	41	18464	2.1
800,000 TO 899,999	37	134	42	27	30581	2.8
900,000 TO 999,999	46	89	33	20	31590	2.6
1,000,000 TO 1,999,999	42	401	97	58	51431	1.9
MORE THAN 2,000,000	56	235	18	14	341600	8.6
TOTALS	44	3194	1228	656	19660	0.4

LISTINGS
12,896

2015 RMLS TOTAL - \$ VOLUME
\$4,872,665,000

SALES
8,788

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS

*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	1,387	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	1,820	1,266	733.9	69.6
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	1,686	1,321	770.6	78.4
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	1,695	1,228	692	72.4
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 AUGUST 2015

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	111	161	141	166	197	776	506	1,282
Total Active Listings	176	234	237	308	411	1,366	1,123	2,489
Average Days on Market	71	68	57	68	79	70	90	79
Average List Price in Thousands	432.4	1,126.5	1,352.5	838.1	1,656.2	1,170.6	625.3	924.6
Median List Price in Thousands	420.0	899.9	899.0	719.0	929.9	749.0	350.0	579.0
BOMS	24	26	25	38	42	155	99	254
Average BOM Price in Thousands	421.6	859.0	845.2	637.6	1,295.0	852.9	379.2	668.3
BOM to Sale Ratio	25.8	21.5	29.8	27.0	30.4	26.9	25.1	26.2
Expirations	14	21	19	18	30	102	80	182
PENDING SALES								
New Escrows Opened	118	114	104	175	144	655	395	1,050
Total YTD Escrows Opened	694	844	684	1,118	1,123	4,463	2,963	7,426
New Open Escrows Average Days on Market	44	31	42	44	43	41	53	46
New Open Escrows Average List Price	407.2	892.7	783.0	636.5	813.4	701.9	449.7	607.0
CLOSED SALES:								
New Escrows Closed	93	121	84	141	138	577	394	971
Total YTD Escrows Closed	612	772	606	992	1,034	4,016	2,692	6,708
Volume of New Sales Dollars in Millions	38.024	109.711	76.820	90.639	105.640	420.834	163.924	584.758
Volume of total YTD Sales in Millions	239.332	699.003	532.349	599.319	877.574	2,947.577	1,189.395	4,136.972
Average Sale price in Thousands	408.9	906.7	914.5	642.8	765.5	729.3	416.1	602.2
Median Sale Price in Thousands	400.0	671.0	623.9	570.0	639.0	580.0	299.0	500.0
Coop Sales	76	95	66	117	113	467	328	795
Percent of Coop Sales	81.7	78.5	78.6	83.0	81.9	80.9	83.2	81.9
Average Days on Market	97	76	79	85	84	84	113	96
Sales at List Price	65	65	45	76	73	324	190	514
Percent of Sales at List Price	69.9	53.7	53.6	53.9	52.9	56.2	48.2	52.9
Sales to Listing Inventory Ratio	52.8	51.7	35.4	45.8	33.6	42.2	35.1	39.0
Final Sale to New Listing Ratio	83.8	75.2	59.6	84.9	70.1	74.4	77.9	75.7
CLOSED SALES TYPE								
Foreclosure/REO	2	4	2	2	2	12	20	32
Seller Concessions	0	0	0	1	0	1	2	3
Short Sale	8	1	2	5	3	19	22	41
Standard	80	116	80	132	130	538	341	879
Other	3	0	0	1	3	7	9	16

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST 2015

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	49	89	58	59	46	301	112	413
Total Active Listings	96	140	93	84	80	493	212	705
Average Days on Market	79	62	51	57	72	64	111	78
Average List Price in Thousands	272.9	583.1	482.1	437.8	473.6	461.1	507.2	475.0
Median List Price in Thousands	249.9	469.0	398.0	419.9	369.0	379.0	399.9	385.0
BOMS	12	13	7	6	11	49	20	69
Average BOM Price in Thousands	263.8	474.8	337.6	353.0	361.9	363.3	494.6	401.3
BOM to Sale Ratio	35.3	25.0	23.3	20.0	26.2	26.1	29.0	26.8
Expirations	3	4	6	5	3	21	11	32
PENDING SALES								
New Escrows Opened	36	63	47	42	41	229	100	329
Total YTD Escrows Opened	227	433	307	246	317	1,530	607	2,137
New Open Escrows Average Days on Market	47	29	43	30	54	39	39	39
New Open Escrows Average List Price	286.2	447.9	331.6	389.4	383.7	376.4	408.1	386.0
CLOSED SALES:								
New Escrows Closed	34	52	30	30	42	188	69	257
Total YTD Escrows Closed	194	396	274	232	285	1,381	522	1,903
Volume of New Sales Dollars in Millions	9.655	24.360	9.736	11.708	16.955	72.414	34.839	107.252
Volume of total YTD Sales in Millions	51.530	172.300	90.040	85.383	108.938	508.191	227.502	735.693
Average Sale price in Thousands	284.0	468.5	324.5	390.3	403.78	385.2	504.9	417.3
Median Sale Price in Thousands	287.0	446.5	310.0	384.9	400.0	370.0	415.0	382.5
Coop Sales	27	44	24	27	36	158	62	220
Percent of Coop Sales	79.4	84.6	80.0	90.0	85.7	84.0	89.9	85.6
Average Days on Market	104	75	106	84	76	87	94	89
Sales at List Price	25	31	16	13	20	105	35	140
Percent of Sales at List Price	73.5	59.6	53.3	43.3	47.6	55.9	50.7	54.5
Sales to Listing Inventory Ratio	35.4	37.1	32.3	35.7	52.5	38.1	32.5	36.5
Final Sale to New Listing Ratio	69.4	58.4	51.7	50.8	91.3	62.5	61.6	62.2
CLOSED SALES TYPE								
Foreclosure/REO	0	1	1	0	0	2	4	6
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	2	2	0	4	3	7
Standard	34	51	27	28	42	182	62	244
Other	0	0	0	0	0	0	0	0

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR AUGUST 2015

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	17	4	61	32	22	62	13	57	268	63	331
Total Active Listings	48	28	113	57	51	101	43	102	543	168	711
Average Days on Market	94	153	83	75	76	53	67	68	76	82	78
Average List Price in Thousands	567.2	784.2	751.8	570.4	672.7	581.3	770.4	758.4	681.7	399.4	615.0
Median List Price in Thousands	550.0	699.9	625.0	503.9	575.0	537.0	729.0	600.0	599.0	312.0	555.0
BOMS	0	3	10	4	7	10	5	16	55	28	83
Average BOM Price in Thousands	0.0	599.3	479.1	486.2	557.9	497.8	728.6	522.8	535.0	460.6	509.9
BOM to Sale Ratio	0.0	150.0	23.8	15.4	36.8	17.2	25.0	23.9	22.2	49.1	27.2
Expirations	0	2	10	3	3	4	0	9	31	8	39

PENDING SALES

New Escrows Opened	7	5	62	22	24	49	22	62	253	56	309
Total YTD Escrows Opened	72	39	381	200	134	403	125	465	1,819	428	2,247
New Open Escrows Average Days on Market	139	159	40	61	59	35	58	45	51	60	53
New Open Escrows Average List Price	490.0	484.8	479.5	437.0	546.6	569.3	702.3	663.5	564.4	362.2	527.8

CLOSED SALES:

New Escrows Closed	14	2	42	26	19	58	20	67	248	57	305
Total YTD Escrows Closed	66	33	341	183	122	363	101	425	1,634	388	2,022
Volume of New Sales Dollars in Millions	6.250	1.820	20.566	11.653	10.341	31.383	15.878	40.020	137.911	23.956	161.867
Volume of total YTD Sales in Millions	31.127	20.218	169.210	84.894	67.013	191.912	76.293	255.355	896.024	132.834	1,028.858
Average Sale price in Thousands	446.4	910.0	489.7	448.2	544.3	541.1	793.9	597.3	556.1	420.3	530.7
Median Sale Price in Thousands	450.0	670.0	465.0	440.0	504.0	523.0	727.0	559.0	523.0	288.0	507.0
Coop Sales	11	2	36	24	16	49	15	55	208	49	257
Percent of Coop Sales	78.6	100.0	85.7	92.3	84.2	84.5	75.0	82.1	83.9	86.0	84.3
Average Days on Market	112	92	101	75	90	89	104	86	91	114	95
Sales at List Price	3	0	20	15	7	32	6	32	115	29	144
Percent of Sales at List Price	21.4	0.0	47.6	57.7	36.8	55.2	30.0	47.8	46.4	50.9	47.2
Sales to Listing Inventory Ratio	29.2	7.1	37.2	45.6	37.3	57.4	46.5	65.7	45.7	33.9	42.9
Final Sale to New Listing Ratio	82.4	50.0	68.9	81.3	86.4	93.5	153.8	117.5	92.5	90.5	92.1

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	1	0	1	0	1	3	1	4
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	1	0	2	1	2	3	0	3	12	1	13
Standard	13	2	40	23	17	53	20	63	231	55	286
Other	0	0	0	1	0	1	0	0	2	0	2

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST 2015

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	27	3	23	18	4	28	103	12	115
Total Active Listings	0	0	29	2	29	18	6	48	132	24	156
Average Days on Market	0	0	72	110	61	39	50	46	55	83	60
Average List Price in Thousands	0.0	0.0	301.3	482.0	257.3	448.8	388.8	379.4	346.9	459.2	364.2
Median List Price in Thousands	0.0	0.0	299.9	424.0	235.0	359.9	365.0	373.0	338.5	450.0	340.0
BOMS	0	0	7	0	6	0	0	7	20	3	23
Average BOM Price in Thousands	0.0	0.0	276.0	0.0	241.6	0.0	0.0	313.5	278.8	262.0	276.6
BOM to Sale Ratio	0.0	0.0	25.9	0.0	24.0	0.0	0.0	14.9	16.5	23.1	17.2
Expirations	0	0	2	0	1	1	0	6	10	2	12

PENDING SALES

New Escrows Opened	0	0	20	3	17	15	3	39	97	9	106
Total YTD Escrows Opened	0	0	173	7	151	113	42	312	798	75	873
New Open Escrows Average Days on Market	0	0	25	4	26	32	63	41	33	53	35
New Open Escrows Average List Price	0.0	0.0	301.2	459.9	246.8	353.3	371.3	355.6	328.7	347.4	330.0

CLOSED SALES:

New Escrows Closed	0	0	27	1	25	16	5	47	121	13	134
Total YTD Escrows Closed	0	0	164	4	133	106	38	274	719	64	783
Volume of New Sales Dollars in Millions	0.000	0.000	7.287	0.589	6.442	5.342	2.000	17.036	38.696	5.162	43.858
Volume of Total YTD Sales in Millions	0.000	0.000	42.247	1.294	34.124	35.382	13.522	100.255	226.824	23.450	250.273
Average Sale price in Thousands	0.0	0.0	269.9	589.0	257.7	333.9	400.0	362.5	319.8	397.1	327.3
Median Sale Price in Thousands	0.0	0.0	257.0	589.0	242.5	350.0	395.0	343.0	325.0	377.0	325.5
Coop Sales	0	0	25	1	21	15	5	32	99	10	109
Percent of Coop Sales	0.0	0.0	92.6	100.0	84.0	93.8	100.0	68.1	81.8	76.9	81.3
Average Days on Market	0	0	60	49	91	64	127	81	78	67	77
Sales at List Price	0	0	19	1	12	11	1	33	77	7	84
Percent of Sales at List Price	0.0	0.0	70.4	100.0	48.0	68.8	20.0	70.2	63.6	53.8	62.7
Sales to Listing Inventory Ratio	0.0	0.0	93.1	50.0	86.2	88.9	83.3	97.9	91.7	54.2	85.9
Final Sale to New Listing Ratio	0.0	0.0	100.0	33.3	108.7	88.9	125.0	167.9	117.5	108.3	116.5

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	1	1	0	1	3	0	3
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	1	0	1	0	1	1	4	1	5
Standard	0	0	26	1	22	15	4	44	112	12	124
Other	0	0	0	0	1	0	0	1	2	0	2

RESIDENTIAL PROPERTIES LISTED

446

AUGUST 2015 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

415

RESIDENTIAL PROP. ESCROW CLOSED

439

ACTIVE INVENTORY:

AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
17	4	88	35	45	80	17	85	371	75	446
48	28	142	59	80	119	49	150	675	192	867
94	153	80	76	71	51	65	61	72	82	75
567.2	784.2	659.8	567.4	522.1	561.2	723.7	637.1	616.2	406.9	599.8
550.0	699.9	517.0	503.9	480.0	500.0	720.0	559.0	500.0	324.9	509.8
0	3	17	4	13	10	5	23	75	31	106
AVERAGE BOM PRICE IN THOUSANDS	599.3	395.5	486.2	411.9	497.8	728.6	459.1	466.7	441.4	459.3
BOM TO SALE RATIO	150.0	24.6	14.8	29.5	13.5	20.0	20.2	20.3	44.3	24.1
EXPIRATIONS	0	2	12	3	5	0	15	41	10	51

PENDING SALES:

7	5	82	25	41	64	25	101	350	65	415
72	39	554	207	285	516	167	777	2,617	503	3,120
139	159	37	54	45	35	59	44	46	48	48
490.0	484.8	436.0	439.8	422.3	518.7	662.6	544.6	499.1	360.1	477.3

CLOSED SALES:

14	2	69	27	44	74	25	114	369	70	439
66	33	505	187	255	469	139	699	2,353	452	2,805
VOLUME OF NEW SALE DOLLARS IN MILLIONS	1,820	27,853	12,242	16,783	36,725	17,878	57,057	176,607	29,118	205,726
VOLUME OF TOTAL YTD SALES IN MILLIONS	31,127	211,457	86,188	101,137	227,295	89,815	355,610	1,122,848	156,284	1,279,132
AVERAGE SALE PRICE IN THOUSANDS	446.4	910.0	403.7	453.4	381.4	715.1	500.5	478.6	416.0	468.6
MEDIAN SALE PRICE IN THOUSANDS	450.0	670.0	375.0	445.0	475.0	679.0	475.0	455.0	292.0	440.0
COOP SALES	11	2	61	25	37	20	87	307	59	366
PERCENT OF COOP SALES	78.6	100.0	86.4	92.6	84.1	80.0	76.3	83.2	64.3	83.4
AVERAGE DAYS ON MARKET	112	92	85	74	90	108	84	87	105	90
SALES AT LIST PRICE	3	0	39	16	19	7	65	192	36	228
PERCENT OF SALES AT LIST PRICE	21.4	0.0	56.5	59.3	43.2	28.0	57.0	52.0	51.4	51.9
SALES TO LISTING INVENTORY RATIO	29.2	7.1	48.6	45.8	55.0	51.0	76.0	54.7	36.5	50.6
FINAL SALE TO NEW LISTING RATIO	82.4	50.0	78.4	77.1	92.5	147.1	134.1	99.5	93.3	98.4

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	0	1	2	0	2	6	1	7
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0
SHORT SALE	1	0	3	1	3	1	4	16	2	18
STANDARD	13	2	66	24	68	24	107	343	67	410
OTHER	0	0	0	1	1	0	1	4	0	4

SELLING PRICE RANGE:

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
31	7	2	1	3500
LESS THAN 100,000	1	0	0	N/A
100,000 TO 109,999	4	0	0	N/A
110,000 TO 119,999	4	1	0	N/A
120,000 TO 139,999	10	4	3	6642
140,000 TO 159,999	33	15	3	8000
160,000 TO 179,999	103	63	4	9800
180,000 TO 199,999	93	14	4	5130
200,000 TO 249,999	32	52	18	7052
250,000 TO 299,999	33	36	14	13375
300,000 TO 349,999	38	51	20	5352
350,000 TO 399,999	41	60	22	10646
400,000 TO 449,999	39	69	24	11065
450,000 TO 499,999	39	74	23	14858
500,000 TO 549,999	35	52	24	10657
550,000 TO 599,999	37	73	20	15660
600,000 TO 699,999	40	106	34	20262
700,000 TO 799,999	39	68	16	33293
800,000 TO 899,999	67	27	5	5000
900,000 TO 999,999	7	20	1	88535
1,000,000 TO 1,999,999	80	63	8	437000
MORE THAN 2,000,000	43	4	1	14890
TOTALS	41	810	241	

2015 RMLS TOTAL - \$ VOLUME

\$1,279,132,000

SALES

2,423

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



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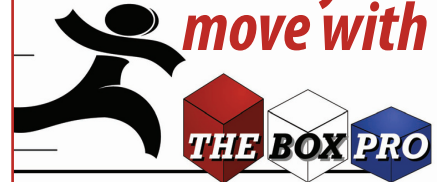


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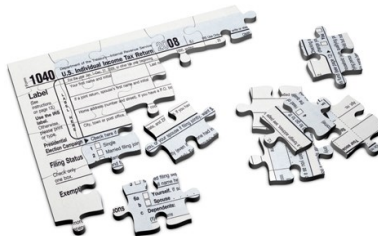
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OUTWEST

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
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Co Chairman: Bud Mauro Realtor®
Phone: (818) 349-9997 CELL: (818) 681-3343
Co Chairman: Valerie B. Miranda, REALTOR®
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:
September 11 September 25
October 9 October 23
November 13 November Happy Thanksgiving
December 11 December Happy Holidays