REALTOR®REPORT

The Official Publication of Southland Regional Association of Realtors®

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PREPARE NOW FOR 2018 ACCOUNTING RULES

Lessees need to start preparing now for the new lease accounting and revenue recognition changes that will likely go into effect in 2018, according to Ellen Bartholemy, director of accounting services at Hall & Co. She is referring to new accounting rules that were approved this year that will-once in effect- change the way lessees record lease payments. Bartholemy says that there are many people in the dark about the new standards, and that everyone should be working with their accountant to plan for the change.

"There are companies that aren't considering these changes," she tells GlobeSt. com. "People do need to work closely with their accountants on these new rules to see the impact that it is going to have. It is going to be very important to have an accountant that is well versed in real estate. They need to be starting now, even if it isn't going to be effective until 2018. They really need to be thinking about how the leases that they are in now or that they are signing now are going to be affecting their balance sheets and their banking. There isn't going to be an exception made for existing leases, so lessees really need to start planning for this."

Bartholemy explains that one of the functions of these new rules will change the reporting for lessees. "Lessees are going to be required to record lease payments as a liability, and that is a huge change," she adds. "Historically, the lease payments were a disclosure item in the financial statements; they weren't recorded in the balance sheet. So, it will affect the equity in the company and it will affect their assets and liabilities."

It isn't only business owners that need to be aware of the changes, either. Lessees and owners/operators will also need to make changes. "Bankers need to understand this impact too. A lot of our clients have bank covenants or have to have a certain amount of net worth," says Bartholemy. "This could potentially affect their net worth and the debt to equity ratios."

To add more complexity, the IRS is also looking at how these rules will affect book taxes. This could mean that companies will have to file a change of accounting method, and according to Bartholemy, that is not something that companies can do on their own.

by Kelsi Maree Borland.....Reprinted with permission from Globe Street

	CON	SUMER F	PRICE IND	DEXES		
		MAY	2015			
				PER	CENT CH	ANGE
\$	'	NDEXES		YI	EAR ENDI	NG
	SEP 2014	AUG 2014	SEP 2015	AUG 2014	SEP 2015	SEP 2015
Los Angeles - Riverside - Orange County	243.623	246.328	245.431	1.1	0.7	-0.4

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PENDING SALES STRONG, MULTIPLE OFFERS DOWN

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

AN INCREASE IN THE NUMBER OF HOMESSELLING BELOW LIST PRICE, A DROP IN THENUMBER OF MULTIPLE OFFERS, AND STILL STRONG SALES ARE BEING REPORTED AS ONE OF THE BEST HOME BUYING SUMMER SEASONS IN YEARS WINDS DOWN.

Pending escrows, a measure of future sales activity in the San Fernando Valley, remained strong with the Southland Regional Association of Realtors reporting a 23.5 percent increase in the number of open escrows

At the regional level, pending sales were higher on a year-over-year basis in the San Francisco Bay Area, Southern California, and Central Valley, but following seasonal patterns were lower on a monthly basis.

Asurvey by the California Association of Realtors found multiple trends emerging in the market, especially as limited inventory and affordability make a purchase more difficult for buyers in all but the top price ranges.

For example, the share of sales closing below asking price increased in August to 48 percent. More than one-fourth of homes — 27 percent — closed above asking price, and 25 percent closed at asking price.

For the one in four homes that sold above asking price, the premium paid over asking price decreased to an average of 8.2 percent, down from 11 percent in July and down from 8.4 percent in August 2014.

The 48 percent of homes that sold below asking price sold for an average of 11 percent below asking price in August, up from 9.6 percent in July.

The share of properties statewide receiving multiple offers decreased in August to 58 percent, down from 67 percent in July and 61 percent in August 2014.

And the average number of offers per property dipped to 2.4 from 3.0 in July and 2.5 in August 2014.

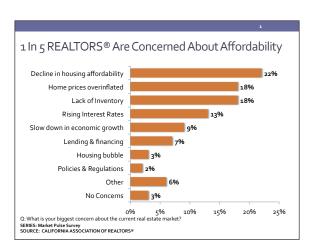
Not surprisingly, given the time of year, Realtors who responded to the survey reported that floor calls, listing appointments, and open house traffic all declined in August. When asked what Realtors' biggest concerns are, 22 percent indicated

low housing affordability, 18 percent said overinflated home prices, and another 18 percent are concerned about the shortage of available homes for sale.

Home sales in the San Fernando Valley during August posted 577 home sales, a 20.7 percent increase over a year ago, but off from July's 603 sales which was the first time sales exceeded

the 600 benchmark since May 2013.

The median price of homes sold in the Valley during August was \$580,000, up 6.8 percent from August 2014. Home prices have been hovering at or just below levelsnot seen since 2007.



15 Million Households Likely to Spend Half of Income on Rent

A difficult rental market is likely to get even tougher over the next decade in Los Angeles and nationwide as an estimated 14.8 million households could be spending half of their income on rent.

Ideally, households should spend no more than 30 percent of income on housing. But the number of U.S. households that plunge at least half their income on rent — dubbed the "severely cost-burdened" — could increase 25 percent to 14.8 million over the next decade.

More than 1 million households headed by Hispanics and more than 1 million headed by the elderly could pass into those ranks. In Los Angles and New York, among other cities, more than one-third of middle-income renters were severely rent-burdened, noting the need for more affordable units. The grim figures come from a recent report from Enterprise Community Partners, an affordable-housing nonprofit group, and Harvard's Joint Center on Housing Studies. Even if wages grow a full percentage point per year faster than rents, the number of severely-cost burdened households will barely fall, from 11.8 million in 2015 to 11.6 million in 2025. In the baseline scenario, where rents and wages (and inflation) increase at 2 percent each year, the researchers expect the number to reach 13.1 million.

There were 11.2 million severely burdened renter households in 2013, competing for 7.3 million units affordable to them, the report said. If rents continue to soar faster than wages, the number of households spending more than half their income on rent will rise, too.

2016 BOARD OF DIRECTORS ANNOUNCED

CONGRATULATIONS TO THE FOLLOWING REALTORS WHO WERE ELECTED TO SERVE ON THE SRAR BOARD OF DIRECTORS FOR TWO-YEAR TERMS BEGINNING JANUARY 1, 2016



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REALTORS HELP UNVEIL HOME LOAN TOOLS

BY GAYE RAINEY, PRESIDENT, AND DAVID R. WALKER SOUTHLAND REGIONAL ASSOCIATION OF REALTORS® REALTORS RECENTLY JOINED WITH THE HEAD OF THE CONSUMER FINANCIAL PROTECTION BUREAU TO HIGHLIGHT THE FEDERAL AGENCY'S "KNOW BEFORE YOU OWE" INITIATIVE AS CHANGES ARE BEING IMPLEMENTED TO THE MORTGAGE CLOSING PROCESS.

The agency rolled out a set of online tools to help consumers get better acquainted with what the Know Before You Owe initiative means for them.

The new tools are intended to improve consumers understandin of the mortgage process, aid in comparison shopping and help prevent surprises at the closing table. Rule changes associated with Know Before You Owe took effect yesterday, Oct. 3.

As part of this initiative, the Truth in Lending Act – Real Estate Settlement and Procedures Act Integrated Disclosure rule, or TRID, will integrate existing closing disclosures with new requirements from the Dodd-Frank Act.

The CFPB's online tools are directed at consumers who may still be unaware of the Know Before You Owe initiative. The tools are available online at: www.consumerfinance.gov/owning-a-home.

"The journey to home ownership begins with Realtors, and CFPB's new online tools are a great resource for agents to help clients shop for a mortgage and prepare for the changes coming their way," said Elizabeth Mendenhall, vice president-elect of the National Association of Realtors, who joined CFPB Director Richard Cordray in announcing the new online tools.

"Our new mortgage forms reduce the information gap between lenders and consumers, shedding light on a process that often feels like a mystery," Cordray said. "It is time consumers have more power in the mortgage process, and our new forms and online tools will help make that a reality."

The toolkit offers a guide to the new mortgage closing forms, a closing factsheet, a disclosure timeline and educational videos to assist consumers.

Realtors across the country have worked through the summer to educate themselves on rule changes related to Know Before You Owe so they can continue providing expert advice to clients as the new rules go into effect.

The CFPB has responded to concerns from NAR and others in the industry by announcing it would be "sensitive" to companies making a good-faith effort to comply with the new rules.

"CFPB's cooperation is important to ensuring Realtors have what they need to educate clients on what's ahead," Mendenhall said. "We look forward to working with CFPB in the months ahead to ensure Realtor concerns are considered throughout implementation and thank them for their continued attention to our issues."

Calabasas Realtor Susan Stearns Wins National Good Neighbor Award

Realtor Susan Stearns with Berkshire Hathaway, California Properties in Calabasas, Calif., was one of five winners chosen by the National Association of Realtors for Realtor Magazine's 2015 Good Neighbor Award. Stearns was selected for her three decades of volunteer leadership to the non-profit New Horizons.

"This year's Good Neighbor Award winners work tirelessly to increase the quality of life for so many individuals and families, while also enriching communities countrywide," says NAR President Chris Polychron. "The passion, dedication and commitment shared by this year's winners serve as an inspiration to us all. I am proud to honor Susan's dedication to building a brighter future for adults with disabilities."



The other four 2015 Good Neighbor Award winners are Daniel L. Goodwin, Oak Brook, Ill., for founding New Directions Housing Corp.; Nancy E. Hines, Avon, Ind., for co-founding Ovar'coming Together, Inc.; John Kersten, Utica, Mich., for raising \$15 million for Easter Seals Michigan; and Barbara Mills, Inverness, Fla., for founding Operation Welcome Home.



Susan Stearns has volunteered for 30 years with New Horizons, a nonprofit that provides group home and independent living support, employment services as well as educational and recreational programming to adults with intellectual disabilities. Serving as president and board chair for two years and fund-raising chair for eight years, Stearns founded several fund-raising events that have raised more than \$2.5 million. As ambassador and advocate for the nonprofit she has recruited many volunteers, board members and donors. New Horizons serves more than 1,000 adults with special needs.

To read Stearns' full story go to realtor.org/gna. Stearns and the other four winners will receive a \$10,000 grant for their charity and will be presented with trophies on Saturday, Nov. 14, during the 2015 Realtors Conference & Expo in San Diego.







Affordability Pinch

15 Million Households Likely to Spend Half of Income on Rent

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IT'S A SURPRISE TO TOO MANY

SHOPPING FOR HOME LOANS SAVES MONEY

BY GAYE RAINEY, PRESIDENT, AND DAVID R. WALKER SOUTHLAND REGIONAL ASSOCIATION OF REALTORS® NEARLY HALF OF ALL HOME BUYERS FAIL TO SHOP AROUND BEFORE APPLYING FOR A HOME LOAN — GOING WITH THE FIRST LENDER THEY CONTACT — WITH 70 PERCENT SAYING THEY PREFER TO RELY ON OTHERS TO DO THEIR HOMEWORK FOR THEM, A RECENT FEDERAL GOVERNMENT STUDY CONCLUDED.

It's equivalent to trusting a stranger with the family checkbook.

And that level of laziness can wind up costing a home buyer thousands of dollars as even those with stellar credit scores see interest rates for a mortgage vary by more than half of a percentage point.

On a 30-year, fixed-rate loan totaling \$400,000, an increase from 4.0 percent to 4.5 percent could translate to paying \$120 more per month, or about \$7,200 more over five years.

Even a difference of 0.25 percentage points on a similar loan could add up to an additional \$20,000 in interest charges over 30 years.

In an effort to wake up borrowers, the federal Consumer Financial Protection Bureau released results from a survey of 5,000 recent borrowers, paying particular attention to responses from first-time home buyers.

The CFPB survey found that half of consumers who take out a mortgage for a home purchase failed to shop prior to submitting an application, seriously considering only a single lender or mortgage broker before applying.

The primary source of information relied on by mortgage borrowers was their lender or broker, followed by a real estate agent. Fewer consumers obtain information from outside sources, such as websites, financial and housing counselors, or personal acquaintances, such as friends, relatives or coworkers.

Those who are unfamiliar with the mortgage process are less likely to shop and more likely to rely on real estate agents and personal contacts, the CFPB survey found.

Seventy percent of home buyers said they rely on their lender or mortgage broker to obtain information about home loans. Yet lenders and mortgage brokers have a stake in the purchase, the CFPB notes, and may not place a borrowers best interest first.

Before applying, borrowers need to determine their credit or FICO score to determine their credit worthiness. FICO scores can be purchased, but many credit card companies and banks now offer it for free.

In addition to lenders recommended by a buyer's Realtor, they also should contact other banks, credit unions and mortgage brokers, including their own bank which might offer a low rate to a loyal customer.

Online tools can help compare. For example, Bankrate.com has a rate comparison

tool. The CFPB also released a new tool to help people compare interest rates in their area

Ideally, contact multiple lenders, applying to three that offer the lowest rate, along with limited and low closing costs.

Most importantly, negotiate, even asking a lender to drop fees they charge but other lenders do not.

Determine how long it will take each loan to close, realizing that delays could impede the purchase or lead to higher rates.

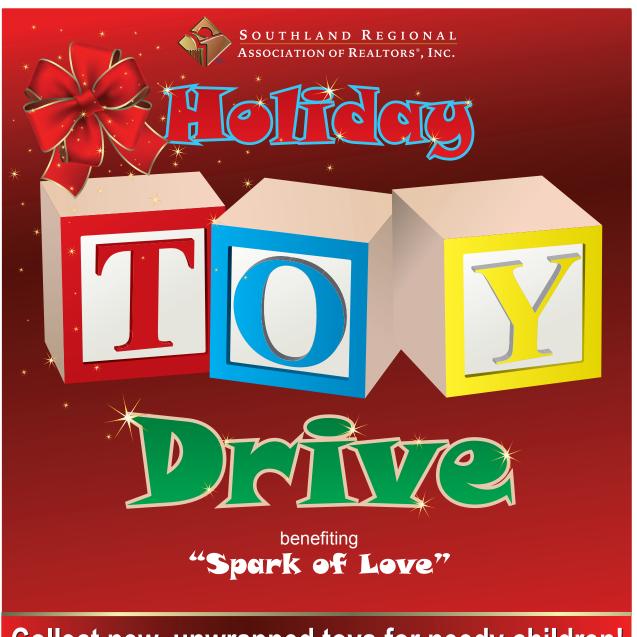
While an experienced Realtor is invaluable ally, remember that the ultimate outcome, the full responsibility, falls squarely on individual buyers and sellers.



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Rosales, Christian Humberto / Coldwell Banker Calabasas / Calabasas Rosenberg, Jacquelyn Leigh / Pinnacle Estate Properties, Inc. / Encino Ryden, Vanessa Christine / Keller Williams Realty / Westlake Village Salinas, Maria Sandra / Century 21 Cosarove Realty / Woodland Hills Samseli, Trisha Ann / NextHome Team Link Realtors / Westlake Village Sandoval, Christine Tolentino / Coldwell Banker Vista Realty / Valencia Scoble, Ingrid Rangel / Realty Smart / Calabasas Seow, Darren / Coldwell Banker Calabasas / Calabasas Silver, Karen Levenberg / Coldwell Banker Residential Brokerage / Studio City Smiler, Ellen Mae / Rodeo Realty / Woodland Hills Smith III. Robert / Keller Williams Realty / Northridge Smolen, JoAnn / The Agents / Leona Valley Stone, Stephanie Anne / Keller Williams North Valley / Porter Ranch Tchayelian, Krikor / Rodeo Realty / Sherman Oaks Varner, Tvler Marshall / HomeSmart NCG Inc. / Valencia Yerekhman, Michelle I. / Century 21 Hollywood / Hollywood Yueksel, Zamire Ablet / Stanford Raffles Realty, Inc. / Los Angeles Zaaa, Edan / A-Team Realty, Inc. / Woodland Hills Zargaryan, Narine / Pinnade Estate Properties / Northridae Zavala, Nicole Amanda / Kimberly Tennies / Santa Clarita Zoutomou, Marie Ceale / Keller Williams Encino-Sherman Oaks / Encino

Colore C	ACTIVE INVENTORY: NEW LISTINGS. NEW LISTINGS. 130 TOTAL ACTIVE LISTINGS. 130 TOTAL ACTIVE LISTINGS. 130 TOTAL ACTIVE LISTINGS. 130 AVERAGE LIST PRICE IN THOUSANDS. 130 AVERAGE LIST PRICE IN THOUSANDS. 130 AVERAGE BOM PRICE IN THOUSANDS. 130 AVERAGE BOM PRICE IN THOUSANDS. 131 AVERAGE BOM PRICE IN THOUSANDS. 132 PENDING SALES: NEW ESCROWS OPENED. 137 NEW OPEN ESCROWS AVERAGE LIST PRICE. 138 CLOSED SALES: NEW OPEN ESCROWS CLOSED. N	## ES 171 174 175 176 176 176 178 178 178 1782 1782 1782 1782 1782 1782 1782 1782 1782 1782 1882		WN 181 181 370 79 751.9 625.0 1,269 1,269 20 1,517 1,517 1,517 1,399 98.437 177 11,399 98.437 11,399 98.437 11,399 98.437 11,399 98.437 11,399 98.437 11,399 98.437 11,399 98.437 11,399 98.437 11,399 98.437 11,399 98.437 11,399 98.437 11,399 98.50	WS 192 432 432 739 1,549,4 850,0 1,581 846,4 845,5 1,606 1,606 1,507 1,607 1,5	SFV TOT 828 1,728 983.8 615.0 627.2 627.2 779.1	EXT	TOTAL 1,437 3,118 3,118 3,118 499.0 499.0 5,72.5 766.8 766.8 10,608 10,608 10,608 11,230 9,820 9,820
154 154 181 182 828	NEW LISTINGS. TOTAL ACTIVE LISTINGS. AVERAGE DAYS ON MARKET. AVERAGE DAYS ON MARKET. AVERAGE DAYS ON MARKET. AVERAGE DAYS ON MARKET. BOWNS. BOWNS. BOWN TO SALE RATIO. EXPIRATIONS. PENDING SALES. NEW OPEN ESCROWS OPENED. TOTAL YTD ESCROWS OPENED. NEW OPEN ESCROWS AVERAGE LIST PRICE. NEW OPEN ESCROWS CLOSED. NEW OPEN ESCROWS CLOSED. NEW OPEN ESCROWS CLOSED. NEW OPEN ESCROWS CLOSED. STORAL YTD ESCROWS CLOSED. NEW OPEN ESCROWS CLOSED. STORAL YTD ESCROWS CL	171	1,0 1,0 1,7 7,7 7,7 1,0 1,0 1,0 1,0 1,0 1,0 1,0 1,0 1,0 1,0	181	192 432 432 79 1549.4 850.0 1581 845.5 845.5 1606 1748.5 1748.5 17501 17501 17501 17501 17501 17501 17501 17501 17501 17501 187 17501	828 1,728 283.75 983.8 6147 627.2 779.1 131 764 6,661 6,661 6,661 789 789 789 789 779 789 789 642.5 6173 3,926.750 604.9	609 1,390 601 6 350.0 3,285 3,285 47.2 44.9 90 90 90 80.9 44.1 44.1 435.5 435.5 1,615.801 1,615.801 1,615.801 1,615.801 1,615.801 3,855 3,847 3,	1,437 3,118 83 813.4 499.0 9,432 5,72.5 766.8 766.8 10,608 10,608 10,608 11,189 10,608 11,189 11,230 12,508.5 568.
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100 625 0 650 0 615 0 680 0 625 0 625 0 650 0 610 0 625 0 615 0 611 0 625 0 615 0 612 0 615 0 613 0 615 0 614	MEDIAN LET PRICE IN THOUSANDS. BOMS. BOMS. AVERAGE BATIO. AVERAGE RATIO. EXPIRATIONS. PENDING SALES. NEW DESCROWS OPENED. TOTAL YTD ESCROWS AVERAGE LIST PRICE. NEW OPEN ESCROWS AVERAGE LIST PRICE. NEW OPEN ESCROWS AVERAGE LIST PRICE. SOLOWS OPENED. AND SCROWS AVERAGE LIST PRICE. AND SCROWS AVERAGE. AND	1,343 680.0 1,343 668.2 860.2 30.3 1,392 1,392 1,322 1,3	7	625.0 1.269 520.7 776.9 20 1.517 1.517 1.517 1.399 98.437 1.77 1.399 98.437 781.984 556.1 556.1 145.	1,581 846.4 846.4 845.5 845.5 1,606 7,48.5 1,501 11,501 137.34 535.0 535.0 84.5	615.0 6147 627.2 779.1 131 764 6,661 6,661 642.5 789 789 77.267 3,926.750 604.9	350.0 3285 3.285 470.2 744.9 90 90 3.947 3.947 3.847 201.312 1.615.801 1.615.801 1.615.802 3.647	499.0 9,432 572.5 766.8 221 1,189 10,608 568.5 568.5 11,230 9,820 6,820 6,820 5,542.551
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143	AVERAGE BOM PRICE IN THOUSANDS. AVERAGE BOM PRICE IN THOUSANDS. BOM TO SALE RATIO		6 T T T T T T T T T T T T T T T T T T T	520.7 716.9 176. 1,517 580.7 1,399 98.437 1781.984 1,1984 1,1984 1,11 556.1 145 145 181.9		627.2 779.1 131 764 6,661 642.5 789 6,173 6,173 3,926.750 6,049.0	470.2 744.9 90 90 3.947 3.947 441 201.312 201.312 1,615.801 1,615.801 1,615.801 3.65 3.65 3.65 3.65 3.65 3.65 3.65 3.65	72.5 766.8 221 1,189 10,608 68.5 1,230 9,820 9,820 678.579 678.579
193	PENDING SALE HAILU EXPIRATIONS PENDING SALE HAILU PENDING SALE HAILU NEW ESCROWS OPENED TOTAL YTD ESCROWS AVERAGE LIST PRICE CLOSED SALES: NEW OPEN ESCROWS AVERAGE LIST PRICE TOTAL YTD ESCROWS CLOSED NEW OPEN ESCROWS CLOSED TOTAL YTD ESCROWS CLOSED VOLUME OF NEW SALE DOLLARS IN MILLIONS SOUTH OF TOTAL YTD SALES IN MILLIONS NOLUME OF TOTAL YTD SALES IN MILLIONS AVERAGE SALE PRICE IN THOUSANDS COOP SALES AVERAGE SALE PRICE IN THOUSANDS COOP SALES AVERAGE SALE PRICE IN THOUSANDS SOUTH OF COOP SALES AVERAGE SALE PRICE IN THOUSANDS SOUTH OF SALES AVERAGE DAYS TOTAL TOT	80.9 30 1,392 763.1 1,322 1,322 103.317 97.0 662.3 662.3 662.3 129 129 81	, 1	716.9. 20. 1.517. 1.517. 580.7. 1.399. 98.437. 781.984. 781.984. 1,1 556.1 556.1 145.		79.1 764 6.661 642.5 789 6.173 7.267 3.926.750 6.04.9	744.9 90 3.947 3.947 441 201315. 201315. 1,615.801 1,615.801 1,615.801 3.647 3	, 1,189 10,608 10,608 1230 1,230 9,820 678,579 5,542,551
1,19	PENDING SALES: 127 NEW ESCROWS OPENED 127 TOTAL YD ESCROWS AVERAGE LIST PRICE 1,027 NEW OPEN ESCROWS AVERAGE LIST PRICE 368.8 CLOSED SALES: 1388.8 NEW OPEN ESCROWS CLOSED 368.8 TOTAL YD ESCROWS CLOSED 350.942 VOLUME OF NEW SALE DOLLARS IN MILLIONS 50.942 VOLUME OF TOTAL YD SALES IN MILLIONS 339.938 AVERAGE SALE PRICE IN THOUSANDS 339.938 AVERAGE SALE PRICE IN THOUSANDS 389.00 COOP SALES 110 PERCENT OF COOP SALES 110 ALES AT LIST PRICE 170 ALES AT LIST PRICE 170 ALES AT LIST PRICE 92	134 1,392 38 763.1 156 11,322 103.317 974.078 662.3 662.3 662.3 129 129 81 81	1	176. 1.517. 1.40. 580.7. 1.399. 98.437. 781.984. 1,1 556.1 556.1 145. 81.9. 95.	. 184 . 1,606 . 47 . 748.5 . 1,501 . 1,501 . 1537 . 1545 . 121.545 . 137.84 . 535.0 . 158 . 158	764 6,661 642.5 789 6,173 4,77.267 3,926.750 604.9		1,189 10,608 10,608 568.5 1,230 9,820 678.579 5,542.551
1143	NEW ESCROWS OPENED TOTAL YID ESCROWS OPENED TOTAL YID ESCROWS AVERAGE LIST PRICE CLOSED SALES: NEW OPEN ESCROWS AVERAGE LIST PRICE SCROWS AVERAGE LIST PRICE TOTAL STORMS CLOSED VOLUME OF NEW SALE DOLLARS IN MILLIONS VOLUME OF TOTAL YID SALES IN MILLIONS SOURCE SALE PRICE IN THOUSANDS COOP SALES AVERAGE SALE PRICE IN THOUSANDS COOP SALES AVERAGE SALE PRICE IN THOUSANDS SOURCE SOURCE TOTAL STORMS SOURCE SOURCE SOURCE TOTAL SALES AVERAGE DAYS ON MARKET SOURCE SO	134. 1,392. 156. 156. 1,322. 103.317. 974.078. 662.3. 662.3. 662.3. 129. 129. 81.	7 1.8 1.8 1.8 1.8 1.8 1.8 1.8 1.8 1.8 1.8	176. 1,1517. 40. 580.7. 1,399. 98.437. 781.984. 1,17. 556.1 556.1 145. 81.9. 95.		764 6,661 642.5 789 6,173 4,77.267 3,926.750 604.9	425 3.947 43.51 441 201.31 1,615.801 1,615.801 1,615.801 3.65 3.65 3.65 3.65 3.65 3.65 3.65 3.65	1,189 10,608 10,608 568.5 1,230 9,820 678.579 5,542.551
1,19,	TOTAL YTD ESCROWS OPENED TOTAL YTD ESCROWS OPENED NEW OPEN ESCROWS AVERAGE LIST PRICE LOSED SALES: NEW OPEN ESCROWS AVERAGE LIST PRICE 133 CLOSED SALES: NEW ESCROWS CLOSED 133 TOTAL YTD ESCROWS CLOSED SOULUME OF TOTAL YTD SALES IN MILLIONS AVERAGE SALE PRICE IN THOUSANDS AVERAGE SALE PRICE IN THOUSANDS COOP SALES: REDRICE IN THOUSANDS S39 AVERAGE DAYS ON MARKET 100 SALES AT LITP PRICE S27 AVERAGE DAYS ON MARKET 100 SALES AT LITP PRICE S27 AVERAGE DAYS ON MARKET 100 SALES AT LITP PRICE S27 AVERAGE DAYS ON MARKET 100 SALES AT LITP PRICE S27 AVERAGE DAYS ON MARKET 100	1,392	1 1 1 87 80 7 80 7 80 8 9 8 9 8 9 8 7 8 8 7 8 8 8 8 8 8 8 8 8	1,517. 1,40 1,399. 1,399. 1,399. 1,399. 1,1984. 1,17. 1,1984. 1,19	1,606 747 748.5 11501 137.975 737.8 535.0 84.5	6,661 41 41 789 6,173 477,267 3,926,750 604,9	3,947 ————————————————————————————————————	10,608 ————————————————————————————————————
136	NEW OFEN ESCHOWS AVERAGE LIST PRICE	763.1 156 1,322 103.317 974.078 662.3 569.0 129 129 82.7 81 81	8	580.7 1399 1399 98437 781.984 1,1 556.1 145. 81.9 95.	748.5 .187 .1501 137.975 .737.8 .535.0 .84.5	642.5 789 6.173 6.173 3.926.750 604.9	435.5 441 3.647 201312 1,615.801 456.5 355.0 365 82.8 82.8	
1.016	CLOSED SALES: NEW ESCROWS CLOSED 133 TOTAL YTD ESCROWS CLOSED 935 VOLUME OF NEW SALE DOLLARS IN MILLIONS VOLUME OF TOTAL YTD SALES IN MILLIONS AVERAGE SALE PRICE IN THOUSANDS MEDIAN SALE PRICE IN THOUSANDS COOP SALES AVERAGE DAYS ON MARKET 100 SALES AT LIST PRICE 110 SALES AT LIST PRICE 927 AVERAGE DAYS ON MARKET 927 928 927 927 927 927 927 927	156	8 0	177 1.1399. 1.399. 98.437 781.984. 1.17 556.1 145. 81.9 95.	.187 .1501 .1501 .137.975 .737.8 .535.0 .535.0 .84.5	789	3,441 2013,447 2013,647 1,615,801 456,5 355 355 82,8	1,230 9,820 678.579 5,542.551
1,00	NEW ESCROWS CLOSED 133 TOTAL YD ESCROWS CLOSED 385 VOLUME OF NEW SALE DOLLARS IN MILLIONS 50.942 VOLUME OF TOTAL YTD SALES IN MILLIONS 339.938 AVERAGE SALE PRICE IN THOUSANDS 379.6 MEDIAN SALE PRICE IN THOUSANDS 386.0 COOP SALES 71000000000000000000000000000000000000	156	1.87. 87. 9. 6.	177 1.399 98.437 781.984 1.1 556.1 145. 81.9 95.	.1,501 17,975 137,975 121,545 737,8 535,0 158	789	201312 201312 1,615.801 456.5 355.0 82.8 82.8	1,230 9,820 678.579 5,542.551
## 1,016	TOTAL YTD ESCROWS CLOSED	1,322 103,317 974,078 662,3 662,0 129 129 82.7 81 81	87 87 709 6 6 4	1,399	1,501 137.975 121.545 737.8 535.0 84.5	6,173 477.267 3,926.750 604.9	3,647 201.312 1,615.801 456.5 355.0 365 82.8 82.8	9,820 678,579 5,542,551
Marie	VOLUME OF NEW SALE DOLLAHS IN MILLIONS	103.317 974.078 662.3 569.0 129 82.7 81 81)	98.437 781.984 1,1 566.1 525.0 145. 81.9 95.	137.975 121.545 737.8 535.0 84.5	477.267 3,926.750 604.9 499.0	201.312 1,615.801 456.5 355.0 365.0 82.8 92.8	5,542.551
Color Colo	AVERAGE SALE PRICE IN THOUSANDS		0.4	525.0 525.0 145. 81.9 95.	737.8 535.0 158 84.5		456.5 355.0 365. 82.8 294	100,442,00
Head of the control	MEDIAN SALE PRICE IN THOUSANDS	. 569.0 129 82.7 81 76	4		535.0 158 84.5	499.0	355.0 365 82.8 94	551.7
111	COOP SALES	129		. 145. 81.9. 95. 91.	158 84.5		365 82.8 94	460.0
## ## ## ## ## ## ## ## ## ## ## ## ##	PERCENT OF COOP SALES	82.7 81 76 48.7		81.9. 95. 91.	84.5	653	82.8 94 	1,018
Second	SALES AT LIST PRICE	91 76 48.7		93.	000	82.8	230	82.8
50.0 51.4 43.9 52.2 46.9 47.8 43.3 45.7 88.3 97.8 97.4 95.3 88.3 97.8 43.3 45.7 88.3 97.8 45.7 45.7 1 5 7 7 12 1 15 10 7 4 1 1 1 4 4 PRICE CHANGE - PRICE REDUCTION REDUCED \$ 1 ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 51 8 6 6 51 8 6 6 51 8 6 6 51 13 6 6 60 6 6 6 6 70 8 7 7 6 174 106 62 10 6 174 105 66 6 6 177 64 42 6 177 64 42 6 177 64 42 6 177 64 42 6 177 64 7 </td <td></td> <td>48.7</td> <td></td> <td>51.4</td> <td>82</td> <td>412</td> <td></td> <td>642</td>		48.7		51.4	82	412		642
## 46.9 # 47.8 # 43.3 # 45.7 # 45.7 # 46.9 # 97.4 # 95.3 # 97.4 # 95.3 # 18. # 97.4 # 95.3 # 18. # 97.4 # 95.3 # 18. # 97.4 # 95.3 # 18. # 97.4 # 95.3 # 97.8 # 97.4 # 95.3 # 97.8 # 97.4 # 95.3 # 97.8 # 97.4 # 95.3 # 97.8 # 97.4 # 97.7 # 97.2 # 97.	PERCENT OF SALES AT LIST PRICE71.4				43.9	52.2	52.2	52.2
## ## ## ## ## ## ## ## ## ## ## ## ##	SALES TO LISTING INVENTORY RATIO	41.6		47.8	43.3	45.7	31.7	39.4
## 12	FINAL SALE TO NEW LISTING RATIO	91.2		97.8	97.4	95.3	72.4	9.58
1	CLOSED SALES ITE	œ	4	Ľ	ď	ά	6	30
FRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. LISTINGS TOTAL # ACTIVE NO. ACTIVE	SELLER CONCESSIONS	0	1	0	0) -	0	,
PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 51	SHORT SALE6		5	7	12	31	24	55
PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED\$ \$1	STANDARD123	152	125	164	171	735	397	1132
ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 5 1		0			-	4	0	71
51 8 6 6923 1 1 1900 13 2 18833 44 3 2 18833 43 3 2 18833 44 3 3 6 18833 44 4 4 4 4 77 2 2 11 4768 73 22 11 4768 229 85 48 4144 189 81 43 4144 189 81 44 468 229 85 84 1422 205 106 48 1422 205 106 48 1422 228 106 36 9458 177 64 42 10375 177 64 42 10375 13 82 25 20832 13 82 20832 13 82 10375 13 10 10 14 10 10 15 10 10 12 10 10 13 10 10 13 10 <	SELLING DRICE DANGE.	SELLING TIME 3. SELL TIME	PRICE CHANGE ACTIVE NO. LISTII	SCE		€9	AVERAGE PRICE	CE REDUCTION %
1 1900 1 1900	LESS THAN 100.000	99	51	œ	9		6923	4.2
13 3 2 18833 43 13 6 3089 7 2 8 8 5631 184 22 10 109732 184 22 10 109732 184 22 10 109732 184 22 40 17743 189 44 4144 189 44 4142 204 43 4142 205 10468 82 204 44 468 205 10468 82 17 64 42 10468 17 64 42 10468 13 43 42 2032 13 43 42 2032 13 43 42 2032 13 43 42 2032 13 43 42 2032 13 43 42 2032 13 43 43 42 2032 13 43 43 44 44 14 12 16 2032 1036 13 13 13 13 13 13	100,000 T0 109,999	138		2	, –	,	11900	6.6
43 43 44 43 75 26 69 22 173 10 184 77 189 81 189 81 189 81 189 81 189 82 180 81 180 82 180 82 180 82 180 82 180 82 180 103 180 103 180 121 180 121 180 121 180 121 180 121 180 132 180 133 180 121 180 1330 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180 180	110,000 TO 119,999	86	13	3	2		18833	13.2
(5) (5) <td>120,000 TO 139,999</td> <td></td> <td>43</td> <td>13</td> <td>9</td> <td></td> <td>. 3089</td> <td>2.3</td>	120,000 TO 139,999		43	13	9		. 3089	2.3
783 22 10 109732 184 77 40 7743 189 85 48 7414 189 81 48 7414 189 81 48 7414 189 81 48 7414 20 109 48 742 205 109 48 1422 205 109 48 1422 205 106 59 10824 174 106 38 9458 177 64 42 10375 177 64 42 10375 132 43 42 20832 134 27 16 28994 84 27 16 28994 84 27 16 28994 84 27 16 28994 84 27 16 28994 84 27 16 28994 84 27 16 28994 84 27 16 28994 84 27 16 28994 84 27 10 10 84 27 10 10 <td>140,000 TO 159,999</td> <td>23</td> <td>75</td> <td>26</td> <td>20 1</td> <td></td> <td>. 5631</td> <td>3.2</td>	140,000 TO 159,999	23	75	26	20 1		. 5631	3.2
184	160,000 IO 179,999	20	69	22	L	7	. 4/68	2.4
229 86 48 4144 189 81 43 4145 189 81 43 468 204 48 468 468 205 109 48 1422 233 116 62 8240 233 116 62 8240 174 106 82 1048 17 64 42 10375 132 43 25 20832 134 27 16 28934 137 82 55 78581 138 82 55 78581 131 121 18 213723 131 123 675 19355 10,00	100,000 IO 188,888	42	184		01		7743	9.0 8.0
189	250,000 TO 299,999	42	229	85	48		4144	0 80
214 133 64 4668 205 109 62 8240 233 116 62 8240 174 105 59 10468 175 64 42 21335 177 64 42 21335 177 64 42 21335 177 64 42 21335 18 27 2894 18 213723 318 123 18 318 213723 318 213723 318 213723 319 675 19355 40,01	300,000 TO 349,999	42	189	81	43		. 7135	1.7
205 109 48 1422 233 116 62 840 174 105 59 10468 137 105 1035 228 121 75 10375 17 64 42 21330 184 27 16 28994 184 27 16 28994 237 28 28 28 238 21 18 213723 3118 1230 678 19355 SALES SSJ542,551,000	350,000 TO 399,999	38	214	133	64		. 4668	8.0
253 110 62 8240 174 105 59 10468 137 70 36 9458 228 121 75 10375 177 64 42 21330 132 42 21330 134 27 16 28994 128 18 25 28994 128 18 213723 131 1230 675 19355 19355 155 55 55 19355 40,01	400,000 TO 449,999	27	205	109	48		. 1422	6.7
137 70 36 9458	45U,UUU I U 4889,888	33	174	110	79 20 05		. 8240 10468	5.1.3
228 121 75 10375 177 64 42 21330 132 43 25 20632 18 27 16 28994 228 2894 18881 228 18 213723 318 123723 19355 10,000 675 19355 40,01 40,001	550,000 TO 599,999	0000	137	20	36		9458) e
177 64 42 21330 132 132 132 132 132 132 132 132 132 132 132 132 132 132 132 132 132 1330	600,000 TO 699,999	36	228	121	75		10375.	-
132 2832 25 20832 26 20832 27 26 20832 27 2894 25 2894 27 29 29 29 29 29 29 29 29 29 29 29 29 29	700,000 TO 799,999	35	177	64	42		21330	2.4
82 56 78894 228 82 55 78891 3118 1230 675 19355. SS,5542,551,000 80,01	800,000 TO 899,999	36	132	43	25		20832	2.1
SS,542,551,000	900,000 10 999, 999	43	84	2/	J616		28994	2.1
SALES TOTAL - \$ VOLUME SALES S	MORE THAN 9 DOO OOD	81	378	91	CC		13723	4.0 7.8
SALES SALES ST. S VOLUME SALES 10,000 10,01	MONE IIIAN 2,000,000	40	3118	1230	675	7	19355	0.5
\$5,542,551,000 10,01								
	14,333	202	55,542,551	\$ VOLUME ,000				10,018

SAN FERNANDO VALLEY

1,080 1,168 1.153 1,228 1,230 SALES 1,445 1,634 1,733 1,820 989,1 1,695 1,437 ,593 397 LIST 67.4 63.5 8.79 127.5 57.7 72.6 9.69 66.3 74.4 69.3 58.7 52.7 SALES 10 LIST 82.1 393.2 473.0 582.2 574.2 60003 536.8 536.8 463.6 581.4 6,161.6 \$525,464 (COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO) 589.4 553 ME 2014 **COMPARABLE SALES ANALYSIS 2010-2015** 11,726 1,105 1,124 1,086 1,065 1,033 98/ 732 903 ,083 1165 999 905 SALES 16,902 1,338 ,548 1,711 1,673 1,146 1,432 1,102 ,388 ,565 809 1,524 867 LIST 77.8 71.9 84.0 73.0 74.9 80.71 67.4 73.0 75.6 76.5 95.6 133.4 SALES 10 LIST 68 TOTAL MONTH BY MONTH 396.3 353.8 470.8 630.6 584.9 623.6 543.8 6,315.3 559.3 573.4 \$479,270 536 486.7 556. ₩ W W 2013 13,177 1,133 1,176 1,196 1,072 1,106 ,337 ,265 985 821 881 ,091 SALES 1,218 1,549 1,506 1,610 1,446 16,407 1,288 1,377 1,399 1,064 1,551 1,581 LIST 71.6 102.5 59.9 57.9 82.2 9.68 89.0 96.3 97.3 82.9 163.8 93.1 87 SALES TO TIST \$392,470 262.9 448.8 497.9 484.0 508.3 452.9 534.9 5366.5 427.4 515 419.7 502.7 322.1 ☆일≝ 2012 1,216 1,114 13,674 856 1085 1,140 1,280 1,273 1,058 1,246 1,266 877 1263 SALES ,515 1,314 15,732 1,458 1,429 1,276 1,339 1,387 1,308 367 ,087 771 1,481 LIST 74.6 54.3 77.4 66.3 60.5 63.6 64.9 69.3 103.4 45.7 67.1 ALES TO TIST 59.1 99 \$395,470 430.7 303.5 394.2 422.3 4867.4 430.4 385.3 382.2 368.7 422.7 452.6 435.7 439.1 ∽ቯ픺 2011 1.017 1,112 1,050 1,114 1,145 12,308 1,023 1,033 753 1052 1,048 985 SALES 1,512 19,053 1,786 1,646 1,740 1,732 1,752 1,363 1,273 1,707 1,075 ,875 ,592 LIST 49 61.9 51.3 51.6 59.9 80.5 55.6 52.6 50.7 63.8 60.4 52.7 SALES TO TIST 53.7 \$429,200 5415.2 484.5 523.3 526.9 443.8 430.4 356.8 410 523.7 ο: 563 349.7 ~ĕ₩ 371 431 2010 SOUTHLAND REGIONAL ASSOCIATION OF REALTORS, INC. 12.617 1,188 1,104 1,045 872 1,131 1,235 1,269 1,029 ,034 883 SALES 963 864 22.318 2,212 1,830 1,780 ,936 2,153 1,726 1,298 2,231 2,051 ,993 1,431 ,677 LIST TOTAL JUNE SEPT MAR APR MAY AUG NOV DEC AVG. SALE PRICE JAN FEB JUL OCT

51.4

387.5

743

SALES TO TIST

~일록

2015

56.3

397.8

987

67.4

657.4

66.1

603.7

72.4

680.7

9.69

733.9

1,266

78.4

9.077

,321

72.4

692

85.6

678.5

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR SEPTEMBER 2015

SAN FERNANDO VALLEY						0-11-0-1		
ACTIVE INVENTORY	<u>EN</u>	ES	CS	WN	WS	SFV TOTA		TOTA
New Listings								1,1(
Total Active Listings		243	201	283 റോ	359	1,263 78		2,42
Average Days on Market		14 1 160 N	1 310 7	02 845 7	04 1 760 7	1,186.0	69 622 N	015
Median List Price in Thousands						749.0		
BOMS			716	961	1.219	4,409	2.440	6.84
Average BOM Price in Thousands	326.1	799.9	779.2	563.1	971.6	724.6	501.5	645
BOM to Sale Ratio	650.5	882.0	761.7	658.2	840.7	757.6	691.2	732
Expirations		23	24	17	25	102	08	18
PENDING SALES								
New Escrows Opened	93	83	104	140	144	564	343	90
Total YTD Escrows Opened	769	916	779	1.242	1.253	4.959	3.268	8.2
New Open Escrows Average Days on Market	42	38	33	40	43	40	54	
New Open Escrows Average List Price		963.7	809.7	625.0	861.8	731.7	442.5	622
CLOSED SALES:								
New Escrows Closed	97	100	94	146	145	582	353	9
Total YTD Escrows Closed		872	700	1.136	1.175	4,590	3.037	7.6
Volume of New Sales Dollars in Millions	39.510	80.559	72.345	87.990	121.617	402.022	165.198	567.2
Volume of total YTD Sales in Millions	278.162	779.577	604.465	686.154	996.468	3,344.826	1,352.175	4,697.0
Average Sale price in Thousands	407.3	805.6	769.6	602.7	838.7	690.8	468.0	606
Median Sale Price in Thousands	400.0	665.0	540.0	570.0	650.0	555.0	330.0	50
Coop Sales						471		
Percent of Coop Sales		77 <u>.0</u>	77.7	80.1	84.8	80.9	83.9	8
Average Days on Market		77	86	98	94	92	97	
Sales at List Price		52	46	//	64	309	188	4
Percent of Sales at List Price		52.0	48.9	52.7	44.1	53.1	53.3	5
Sales to Listing Inventory Ratio		41.2	4b.8	51.b	40.4	46.1 95.7	30.3	3i
Final Sale to New Listing Ratio	103.2	04.0	07.0	100.1	95.4	95.7	1 1.7	0
CLOSED SALES TYPE								
Foreclosure/REO						14		
Seller Concessions	0	0		0	0	1	0	
Short Sale	6	1	4	3	9	23	21	
	00	0.7	0.5					
Standard	89 'CONDON	0 /////////////////////////////	1 SALES S	TATISTIC	1 CS FOR	SEPTEM	1BER 201	15
Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY		0 ИINIUM \$ ES	SALES S	TATISTIC	1 CS FOR WS	SEPTEN SFV TOTA	7 1BER 201 L EXT	15 TOTA
Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings	CONDON EN 36	//INIUM S ES 52	SALES S CS 46	TATISTIC WN 46	1 CS FOR WS 40	SEPTEM SFV TOTA 220	1BER 201 L EXT	15 TOTA
Standard	CONDON EN 36	MINIUM S ES52	SALES S CS46 89	TATISTIC WN 46 87	CS FOR WS40	SEPTEM SFV TOTA 220465	1BER 201 L EXT 117 226	15 TOTA
Standard		//INIUM S ES 52 132 73	SALES S CS 4689	TATISTIC WN 4687	1	SEPTEM SFV TOTA 22046569	1BER 201 L EXT117226111	15 TOTA
Standard		/INIUM \$ ES	SALES S	TATISTIC WN	1	3	1BER 201 L EXT 117226111496.4	TOT / 366
Standard		### AINIUM S ### ES ### 132 ### 73 ### 479.3 ### 459.9	SALES S CS468958437.5365.0	TATISTIC WN 468768446.8409.0		SEPTEN SFV TOTA 220 465 69 434.6 387.0	1BER 201 L EXT	TOTA 3
Standard		### 132	SALES S CS	TATISTIC WN 46		SEPTEM SFV TOTA 220 465 69 434.6 387.0 1.738	1BER 201 L EXT 117 226 111 496.4 419.0 845	
Standard	89		SALES S CS	TATISTIC WN 46		SEPTEM SFV TOTA 220 465 69 434.6 387.0 1,738 380.0	1BER 201 L EXT	
Standard			SALES S CS	TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5		3	7	15 TOT/ 3
Standard			SALES S CS	TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5		3	7	15 TOT/ 3
Standard				TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 38.2		3	1BER 201 L EXT 117 226 111 496.4 419.0 845 379.7 960.2 110 110	33 60 454 397 2,5i 379 875
Standard				TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 36			1BER 201 L EXT 117	33. 66 454 397 2,5 379 875
Standard				TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 36 275			1BER 201 L EXT 117	
Standard				TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 36 275 39			7	3
Standard				TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 36 275 39			7	3
Standard	89			TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 36 275 39 408.7			1BER 201 L EXT 117	15 TOT/ 3
Standard				TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 36 275 39 408.7				15 TOT/ 3
Standard				TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 36 275 39 408.7				15 TOT/ 3
Standard	89			TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 36 275 39 408.7			7	
Standard				TATISTIC WN 46			7	
Standard Other SAN FERNANDO VALLEY CTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price BLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands				TATISTIC WN 46				15 TOT/ 3
Standard Other SAN FERNANDO VALLEY CTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed Total YTD Sales in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands				TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 3 36 275 39 408.7 31 263 10.447 95.829 337.0 320.0				15 TOT/ 3
SAN FERNANDO VALLEY CTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands	89			TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 3 36 275 39 408.7 408.7 263 10.447 95.829 337.0 320.0				15 TOT/ 3
SAN FERNANDO VALLEY CTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOMS EXPERIENCE OF THOUSANDS AVERAGE BOM PRICE IN THOUSANDS ENDING SALES New Escrows Opened Total YTD Escrows Average Days on Market New Open Escrows Average List Price SLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Percent of Coop Sales	89			TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 3 36 275 39 408.7 263 10.447 95.829 337.0 320.0 28 90.3 80				15 TOT/ 3 36 454 397 2.5 379 2.3 398 2.2 1.111.3 845.5 377 377 377 377 377 377 377 377 377 37
SAN FERNANDO VALLEY CTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price ELOSED SALES: New Escrows Closed Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands	89			TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 3 36 275 39 408.7 263 10.447 95.829 337.0 28 90.3 80				15 TOT/ 3
Standard	89			TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 36 275 39 408.7 31 263 10.447 95.829 337.0 28 90.3 80 14 45.2		3		15 TOT/ 3
SAN FERNANDO VALLEY CTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price ELOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price	89			TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 36 275 39 408.7 31 263 10.447 95.829 337.0 320.0 28 90.3 80 14 45.2 35.6		3		15 TOT/ 3
SAN FERNANDO VALLEY CTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price BLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price	89			TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 36 275 39 408.7 31 263 10.447 95.829 337.0 320.0 28 90.3 80 14 45.2 35.6		3		15 TOT/ 3
SAN FERNANDO VALLEY SAN FERNANDO VALLEY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio	89			TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 3 36 275 39 408.7 31 263 10.447 95.829 337.0 28 90.3 80 14 45.2 35.6 67.4		3		22 22,3 366 375 377 377 377 377 360 21 111.3 377 360 442 42
SAN FERNANDO VALLEY SAN FERNANDO VALLEY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio CLOSED SALES TYPE	89			TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 3 36 275 39 408.7 31 263 10.447 95.829 337.0 28 90.3 80 14 45.2 35.6 67.4		3		20 21 22 23 33 397 379 875 21 21 21 395 22 23 395 395 395 395 395 397 379 379 379 379 379 379 379
SAN FERNANDO VALLEY SAN FERNANDO VALLEY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio CLOSED SALES TYPE Foreclosure/REO	89			TATISTIC WN 46 87 68 446.8 409.0 308 388.2 993.5 36 275 39 408.7 31 263 10.447 95.829 337.0 28 80 90.3 80 14 45.2 35.6 67.4		3		20 21 22 23 33 397 379 875 21 21 111.3 845.5 360 21 49 49 49 49 49
SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed T	89			TATISTIC WN 46		3		330 397 379 379 379 379 379 379 379 379 379

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR SEPTEMBER 2015

Het bellings	CTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
Time Angle (1989) 44												
Average Bargon Mather 83 179 84 89 77 53 78 57 77 89 80 40 40 40 40 40 40 40												
Average Leaf Price in Presuments 573 3 756 4 772 0 503 2 663 574 0 500 6 703 0 600 6 703 705 0 600 500 704 0 600 600 600 600 600 600 600 600 600	Average Days on Market	87	129	84	82	77	58	78				80
Melani Lish Pini I Pillumands	Average List Price in Thousands	579.3	756.4	723 0	630.3	668.3	624.2	818 1				639.9
BOMS	Median List Price in Thousands	550.0	749 0	625.0	515.0	595.0	589.9	765.0	625.0			569.0
Average 200 Pirke in Timourands. 494.9 515.8 486.5 443.0 516.6 481.0 714.7 593.3 515.8 338.5 482.0 Experience of the company	ROMS	81	43	354	167	98	294	93	400	1 530		1 879
SOUND SAGE Fall SOUND 2750 775 578 9 544 700 581 714 3 728 6 787 774 774 774 775 7	Average ROM Price in Thousands	404.0	615.8	460 5	443 N	516.5	481 N	7147	586 3	515.8	338 5	482 9
Expirations 2	ROM to Cala Ratio	ann n	2 150 N	727 5	443.0 878.0	5///	700.0	581.2	71/12	728.6	758 7	721 N
EMDINES ALES	Fynirations	900.0 2	2,100.0 3	131.3 8	010.9 2	J44.4 Δ	700.0 6	101.3	114.3 10		7 JO.7	1 34.0 45
New Extractor Operand	'			0	∠	Т		1				
Total MTD Exposes Opening E8	Now Fearous Opened	12	5	50	20	10	17	12	60	244	56	200
New Open Ecrows Auerge (Barg and Market 151 75 47 44 49 44 68 40 52 53 52	New Esciows Opened	IJ			3U	10	41	10	00	244	470	
New Open Extornal Aurentification New Open Extornal Aurentific	New Ones Francisco Average Davis on Market	00	43	431	ZZI	102	445	130	322		4/0	دا د,ک
LOSEID SALES	New Open Escrows Average List Price	131	/ 0 5/11 0	4/ 602.0	44 404.2	49 545.2	44 510.2	00 600 1	4U 596 7	32 550 7		
Non-Extension Closed 9	•	400.0		002.0	404.3	J4J.Z	J1U.Z	099.1			331.1	010.0
Total YTD Extraors Disease		0	2	40	10	10	40	16	EC	210	46	250
Volume of the Sales Dollars in Millions	New Escrows Closed		Z	40								
Volume of that YTO Sales in Millions	lotal YID Escrows Closed		30	389	202	140	404	117	481	1,842	434	2,2/0
Average Sale price in Thousands	Volume of New Sales Dollars in Millions	4.480	1.36/	22.363	8.306	10.849	22.606	10.569	35.824	116.363	15.181	131.545
Median Sape Price in Thousands	Volume of total YTD Sales in Millions	35.15/	21.585	191.483	93.200	/ / .863	214.268	86.847	291.1/9	1,011.582	.148.011	.1,159.592
Median Sale Price in Thousands	Average Sale price in Thousands	497.8	683.5	465.9	437.1	602.7	538.2	660.6	639.7	554.1	330.0	513.8
Corp Sales 7 7 2 43 18 15 40 11 48 164 42 27 78 17 18 15 5 40 11 48 164 42 27 78 18 18 100 0. 66 6 947 813 55 2 688 857 87 6 913 88 3 401 10 1 99 10 Market 27 85 110 0. 6 22 96 24 10 10 1 99 10 Market 27 85 110 0. 52 11 7 20 6 22 96 24 10 10 1 99 10 Market 27 85 110 0. 52 11 7 20 6 22 96 24 10 10 1 99 10 Market 27 85 110 0. 52 11 7 20 6 22 96 24 10 10 1 99 10 Market 27 85 110 0. 52 1 11 7 20 6 22 96 24 10 10 1 99 10 Market 27 85 10 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Median Sale Price in Thousands	540.0	542.0	437.0	430.0	505.0	500.0	650.0	577.5	515.0	245.0	490.0
Precent of Cong Sales	Coon Sales	7	2	43	18	15	40	11	48	184	42	226
Average Degs on Market	Parcent of Coon Salas	77 8	100.0	89 6	94 7	83.3	95.2	68.8	85 7	87 6	91.3	88.3
Sales at List Price	Average Days on Market	235	120	84	118	78	85	88	83	94	101	95
Present of Sales at Lis Price. 444 500 521 579 3839 476 375 393 457 522 465 Sales to Listing insentiny Ratio. 205 8.0 463 3.422 383 477 410 566 626 226 293 393 Final Sale to New Listing Ratio. 1125 400 889 950 900 875 1455 875 913 852 901 LOSED SALES TYPE Freetlessure (FRIC) 0 0 1 1 0 0 0 0 0 2 2 2 465 Solide Concessions 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Sales at List Price	4	1	25	11	7	20	6	22	96		120
Sales to Listing Nation 20.5 8.0 43.3 42.2 38.3 47.7 41.0 56.6 42.6 29.3 39.1 Institute National Patrice National Patr	Doroont of Calae at Liet Drice	44.4	50.0	52 1	57 9	38.9	47.6	37.5	39.3	45.7		46.0
Final Sale to New Listing Patilo	Salas to Listing Inventory Ratio	20.5	8.0	45.3	42.2	38.3	47 7	41 0	56.6	42 6	29.3	30 /
Company Figure	Cinal Cala to New Listing Patio	112 5	40 N	40.0 88 Q	95 N	90.0	87.5	145.5	87 5	91 3	85.2	 90 1
Fineclosury / RED	· ·	112.0		00.5	50.0	50.0	07.0	170.0			00.2	
SAIR CONCESSIONS 0 0 0 1 1 0 2 0 0 0 5 5 2 2 7 5 Sandard 9 2 4 46 17 17 17 40 16 55 202 41 244 244 00her. 0 0 0 0 1 1 0 0 0 0 0 1 1 224 00her. SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER 2015 SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER 2015 CTIVE INVENTORY AC ADUL CC CA NE SAU SR VAL SCYTOT EXT TOTA New Listings 0 0 0 27 2 2 26 20 2 44 119 12 131 Total Active Listings 0 0 0 29 1 26 13 5 48 127 199 144 Average Days on Market 0 0 0 64 66 70 38 79 439 0 399 9 494 0 377 Average List Price in Thousands 0 0 0 0 255 9 513 0 255 4 403 2 87 9 439 0 399 9 494 0 377 Average Days on Market 0 0 0 0 255 9 513 0 255 4 403 2 87 9 439 0 399 9 494 0 371 Average Days on Market 0 0 0 0 255 9 513 0 255 4 403 2 87 9 47 0 350 0 444 0 351 0 BOMS 3 3 169 18 123 90 40 253 699 101 350 800 BOMS 3 3 169 18 123 90 40 253 699 101 350 800 BOMS 3 3 169 18 123 90 40 253 699 101 350 290 800 BOMS 3 3 447 364 3 228 8 281 2 393 3 306 6 291 0 351 7 298 7 BOM To sale Ratio 0 0 0 2 2 0 0 0 1 3 6 2 5 685 3 1,010 0 714 3 5 90 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	LOSED SALES TYPE											
Short Sale			0	1	1	0	0	0	0	2	2	4
Sandrard 9 2 46 17 17 40 16 55 202 41 244 245			0	0	0	0	0	0	0	0	0	
SANTA CLARITA VALLEY CONDOMINUM SALES STATISTICS FOR SEPTEMBER 2015 SANTA CLARITA VALLEY CONDOMINUM SALES STATISTICS FOR SEPTEMBER 2015 SANTA CLARITA VALLEY CONDOMINUM SALES STATISTICS FOR SEPTEMBER 2015 SANTA CLARITA VALLEY CONDOMINUM SALES STATISTICS FOR SEPTEMBER 2015 SANTA CLARITA VALLEY CONDOMINUM SALES STATISTICS FOR SEPTEMBER 2015 SANTA CLARITA VALLEY CONDOMINUM SALES STATISTICS FOR SEPTEMBER 2015 SANTA CLARITA VALLEY CONDOMINUM SALES STATISTICS FOR SEPTEMBER 2015 SANTA CLARITA VALLEY CONDOMINUM SALES STATISTICS FOR SEPTEMBER 2015 SANTA CLARITA VALLEY CONDOMINUM SALES STATISTICS FOR SEPTEMBER 2015 SANTA SANTA CLARITA VALLEY CONDOMINUM SALES STATISTICS FOR SEPTEMBER 2015 SANTA SANTA CLARITA VALLEY CLARITA VALLEY CONDOMINUM SALES STATISTICS FOR SEPTEMBER 2015 SANTA SANTA CLARITA VALLEY CLARI	Short Sale	0	0	1	1	0	2	0	1	5		7
SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER 2015	Standard	9	2	46	17	17	40	16	55	202	41	243
SANTA CLARITA VALLEY COND SALES STATISTICS FOR SEPTEMBER 2015	Other	0	0	0	0	1	0	0	0	1	1	2
Total ArDie Listings 0 0 0 29 1 26 18 5 48 127 19 144 Average Days on Market 0 0 0 64 68 70 38 79 451 57 69 58 77 69 58 78 78 78 79 69 513 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0												ΤΟΤΔ
Average Days on Market 0 0 0 64 68 70 38 79 51 57 69 55 Average List Price in Thousands 0.0 0.0 285 9 513.0 255 4 403.2 387 9 439.0 359 9 449.0 377.4 Median List Price in Thousands 0.0 0.0 265 0 513.0 259 9 407.0 350.0 444.0 351.0 BOMS 3 3 3 3 169 18 123 90 40 253 669 101 800 Average BOM Price in Thousands 471.0 418.3 244 7 364 3 228.8 281 2 393.3 390.6 291 0 3517. 298.7 BOM To Sale Ratio 0.0 0.0 1,207 1 900.0 473 1 529 4 1,333.3 632 5 685 3 1,010.0 714.3 Expirations 0.0 0.0 1,207 1 900.0 473 1 529 4 1,333.3 632 5 685 3 1,010.0 714.3 Expirations 0.0 0.0 2 0 0 0 1 3 6 2 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	CTIVE INVENTORY New Listings	AC	ADUL	CC	CA	NE	SAU	SR	VAL 42	SCVTOT	EXT	
Average List Price in Thousands	CTIVE INVENTORY New Listings	AC 0 0	ADUL 00	CC 2729	CA 21	NE 26 26	SAU 20 18	SR 25	VAL 4248	SCVTOT 119 127	EXT 1219	131
Median Lis Price in Thousands 0.0 0.0 265.0 513.0 239.5 359.5 369.9 407.0 330.0 444.0 351.0 BOMS .3 3 169 18 123 90 40 253 699 101 800 Average BOM Price in Thousands 471.0 4418.3 224.7 364.3 228.8 281.2 393.3 330.6 291.0 351.7 298.7 BOM To Sale Ratio 0.0 0.0 1.207.1 900.0 473.1 529.4 1,333.3 632.5 .685.3 1,010.0 714.2 Expitations .0 0.2 0.0 0.0 1.3 6.2 2.8 EXDINING SALES	CTIVE INVENTORY New Listings	AC0000	ADUL 0000	272964	CA 11	NE 262670	20	SR 2579	VAL 424851	SCVTOT 11912757	121969	131
BOMS 3 3 169 18 123 90 40 253 699 101 800 Average BOM Price in Thousands 471 0 418 3 .244 7 .364 3 .228 8 .281 2 .393 3 .306 .291 0 .351 7 .290	CTIVE INVENTORY New Listings	AC00000	ADUL 000000	27 29 64 285.9	CA 2168513.0	NE 262670	20	SR 2579	VAL 424851	SCVTOT 11912757	121969	131
Average BOM Price in Thousands	CTIVE INVENTORY New Listings	AC00000	ADUL 000000	27 29 64 285.9	CA 2168513.0		20	SR 2	VAL 42485151		121969494.0	131
BOM To Sale Ratio	CTIVE INVENTORY New Listings	AC0000	000000		CA 2168513.0513.0	26	20	SR 2	42 48 51 439.0 407.0		12	131 146 59 377.4
Expirations	CTIVE INVENTORY New Listings Total Active Listings. Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS.	0	0		CA 2	26	20	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	42 48 51 439.0 407.0 253	\$CVTOT 119 127 57 359.9 350.0 699	121969494.0101	131 146 377.4 351.0
New Escrows Opened O	CTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands BOMS Average BOM Price in Thousands	0	ADUL 0	27	CA 2		20	2		\$CVTOT 119 127 57 359.9 350.0 699 291.0	EXT12	131 146 59 377.4 351.0 800
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Total YTD Escrows Opened. 0 0 196 9 179 131 44 352 911 87 998 New Open Escrows Average Days on Market 0 0 0. 35 8 28 28 17 38 32 52 34 New Open Escrows Average List Price 0.0 0.0 .281.1 355.5 263.4 347.3 373.0 344.6 315.7 338.0 32 52 **Deep Escrows Average List Price 0.0 0 0 14 2 2 6 17 3 40 102 10 112 Total YTD Escrows Closed 0 0 0. 177 6 159 122 41 314 819 74 893 Volume of New Sales Dollars in Millions 0.000 0.000 4.100 0.770 6.659 5.578 1.032 14.505 32.645 30.25 35.670 Volume of Total YTD Sales in Millions 0.000 0.000 4.6187 2.064 40.783 40.775 14.554 114.760 259.123 26.475 285.598 Median Sale Price in Thousands 0.0 0.0 0.0 292.8 385.0 256.1 328.1 344.0 362.6 320.0 302.5 318.5 Median Sale Price in Thousands 0.0 0.0 0.0 286.3 305.0 235.0 333.0 345.0 347.0 325.0 330.0 325.0 Coop Sales 0.0 0.13 2 20 13 3.3 38 4 8 99 Percent of Coop Sales 0.0 0.0 92.9 100.0 76.9 76.5 100.0 82.5 82.4 80.0 82.1 Average Days on Market 0.0 0.7 4 74 61 152 91 80 74 Sales at List Price 0.0 0.7 5 44 74 61 152 91 80 74 Sales at List Price 0.0 0.7 6.9 76.5 100.0 82.5 82.4 80.0 82.1 Average Days on Market 0.0 0.4 83 200.0 100.0 94.5 88.8 0.0 60.0 52.0 70.0 53.6 Sales to Listing Inventory Ratio 0.0 0.0 48.3 200.0 100.0 94.5 88.0 0.0 60.0 52.0 70.0 53.6 Final Sale to New Listing Ratio 0.0 0.0 48.3 200.0 100.0 94.0 60.0 83.3 80.3 52.6 76.7 Final Sale to New Listing Ratio 0.0 0.0 0.0 1.0 0.0 0.0 0.0 0.0 0.0 0.0	CTIVE INVENTORY New Listings	AC 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	27	CA 2	26	20 18 38 403.2 359.5 90 281.2 529.4	SR 2 5 79 387.9 369.9 40 393.3 1,333.3	VAL 42 48 51 439.0 407.0 253 330.6 632.5	\$CVTOT 119	EXT12	131 146 59 377.4 351.0 800
New Open Escrows Áverage Days on Market 0 0 0. 35 8 28 28 17 38 32 52 34 New Open Escrows Average List Price 0.0 0.0 281.1 355.5 263.4 347.3 373.0 344.6 315.7 338.0 317.5 38.0 38.0 38.0 38.0 38.0 38.0 38.0 38.0	CTIVE INVENTORY New Listings	AC	ADUL 0. 0. 0. 0. 0. 0. 3. 418.3. 0.0.	27 29 64 285 9 265 0 169 244 7 1,207 1	2	NE	20	SR 2	VAL 42. 48. 51. 439.0. 407.0. 253. 330.6. 632.5. 3	\$CVTOT 119 127 57 359.9 350.0 699 291.0 685.3 6	EXT 12	131 146 59 377.4 351.0 800
New Open Escrows Average List Price 0.0 0.0 .281.1 .355.5 .263.4 .347.3 .373.0 .344.6 .315.7 .338.0 .317.5	CTIVE INVENTORY New Listings	AC	ADUL 0	27 29 64 285 9 265 0 169 244 7 1,207 1	CA 2	NE 26 26 70 255.4 239.5 123 228.8 473.1 0 27	20	SR 2	VAL 42. 48. 51. 439.0. 407.0. 253. 330.6. 632.5. 3. 46.	\$CVTOT 119	EXT 12	131 146 59 377.4 351.0 800
New Escrows Closed	CTIVE INVENTORY New Listings	AC	ADUL 0. 0. 0. 0. 0.0. 0.0. 3. 418.3. 0.0. 0. 0.0. 0.0. 0.0. 0.0. 0.0. 0.	27 29 64 285 9 265 0 169 244 7 1,207 1 2	CA 2	NE 26 26 70 255.4 239.5 123 228.8 473.1 0 27 179	20	SR 2	VAL 42. 48. 51. 439.0. 407.0. 253. 330.6. 632.5. 3. 46. 352.	\$CVTOT 119 127 57 359 9 350 0 699 291 0 685 3 6 121 911	EXT 12	
New Escrows Closed 0 0.14 2 26 17 3 40 102 10 112 Total YTD Escrows Closed .0 0.0 177 6 159 122 41 314 819 .74 .893 Volume of New Sales Dollars in Millions .0.000 .0.00	CTIVE INVENTORY New Listings Total Active Listings	AC 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ADUL 0	27 29 64 285 9 265 0 169 244 7 1,207 1 2	CA 2	NE 26 26 70 255.4 239.5 123 228.8 473.1 0 27 179 28	20	SR 2	VAL 42. 48. 51. 439.0 407.0. 253. 330.6. 632.53. 46. 352. 38.	\$CVTOT 119	EXT 12	
Total YTD Escrows Closed 0 0.177. 6 159. 122. 41. 314. 819. 74. 893. Volume of New Sales Dollars in Millions. 0.000 0.000. 4.100. 0.770. 6.659. 5.578. 1.032. 14.505. 32.645. 3.025. 35.670. Volume of Total YTD Sales in Millions. 0.000. 0.000. 46.187. 2.064. 40.783. 40.775. 14.554. 114.760. 259.123. 26.475. 285.596. Average Sale price in Thousands. 0.0 0.0. 292.8. 385.0. 256.1. 328.1. 344.0. 362.6. 320.0. 302.5. 318.5. Median Sale Price in Thousands. 0.0 0.0. 286.3. 305.0. 235.0. 333.0. 347.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0.	New Listings	AC 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ADUL 0	27 29 64 285 9 265 0 169 244 7 1,207 1 2	CA 2	NE 26 26 70 255.4 239.5 123 228.8 473.1 0 27 179 28	20	SR 2	VAL 42. 48. 51. 439.0 407.0. 253. 330.6. 632.53. 46. 352. 38.	\$CVTOT 119	EXT 12	
Total YTD Escrows Closed 0 0.177. 6 159. 122. 41. 314. 819. 74. 893. Volume of New Sales Dollars in Millions. 0.000 0.000. 4.100. 0.770. 6.659. 5.578. 1.032. 14.505. 32.645. 3.025. 35.670. Volume of Total YTD Sales in Millions. 0.000. 0.000. 46.187. 2.064. 40.783. 40.775. 14.554. 114.760. 259.123. 26.475. 285.596. Average Sale price in Thousands. 0.0 0.0. 292.8. 385.0. 256.1. 328.1. 344.0. 362.6. 320.0. 302.5. 318.5. Median Sale Price in Thousands. 0.0 0.0. 286.3. 305.0. 235.0. 333.0. 347.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0. 325.0. 330.0.	CTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations. ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price	AC	ADUL 0 0 0 0.0 0.0 3 418.3 0.0 0. 0	27 29 64 285.9 265.0 169 244.7 1,207.1 2 23 196 35 281.1	2	26	20	SR 2 5 79 387.9 369.9 40 393.3 1,333.3 1 3 44 17 373.0	VAL 42. 48. 51. 439.0. 407.0. 253. 330.6. 632.5. 3. 46. 352. 38. 344.6.	\$CVTOT 119 127 57 359.9 350.0 699 291.0 685.3 6 121 911 32 315.7	EXT 12	
Volume of New Sales Dollars in Millions. 0.000 .000 .4.100 0.770 6.659 .5.578 1.032 14.505 .32.645 .3.025 .35.670 Volume of Total YTD Sales in Millions. 0.000 0.000 46.187 2.064 40.783 .40.775 14.554 .114.760 259.123 26.475 .285.598 Average Sale price in Thousands. 0.0 0.0 .292.8 .385.0 .256.1 .328.1 .344.0 .362.6 .320.0 .302.5 .318.5 Median Sale Price in Thousands. 0.0 0.0 .286.3 .305.0 .235.0 .333.0 .345.0 .347.0 .325.0 .330.0 .325.0 .300.0 .325.0 .330.0 .325.0 .330.0 .325.0 .330.0 .325.0 .330.0 .325.0 .330.0 .325.0 .330.0 .325.0 .330.0 .325.0 .330.0 .325.0 .330.0 .325.0 .330.0 .325.0 .330.0 .325.0 .330.0 .325.0 .330.0 .325.0 .330.0 .325.0	CTIVE INVENTORY New Listings	AC 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ADUL 0 0 0 0.0 0.0 3 418.3 0.0 0. 0	27 29 64 285.9 265.0 169 244.7 1,207.1 2 23 196 35 281.1	2	26	20	SR 2 5 79 387.9 369.9 40 393.3 1,333.3 1 3 44 17 373.0	VAL 42. 48. 51. 439.0. 407.0. 253. 330.6. 632.5. 3. 46. 352. 38. 344.6.	\$CVTOT 119 127 57 359.9 350.0 699 291.0 685.3 6 121 911 32 315.7	EXT 12 19 69 494.0 444.0 101 351.7 1,010.0 2 13 87 52 338.0	
Volume of Total YTD Sales in Millions 0.000 0.000 46.187 2.064 40.783 40.775 14.554 114.760 259.123 26.475 285.598 Average Sale price in Thousands 0.0 0.0 292.8 385.0 256.1 328.1 344.0 362.6 320.0 302.5 318.5 Median Sale Price in Thousands 0.0 0.0 286.3 305.0 235.0 333.0 345.0 347.0 325.0 330.0 325.0 Coop Sales 0 0 13 2 20 13 3 33 84 8 9 Percent of Coop Sales 0.0 0.0 92.9 100.0 76.5 100.0 82.5 82.4 80.0 82. Average Days on Market 0 0 75 44 74 61 152 91 80 74 80 Sales at List Price. 0 0 7 0 12 10 0 24 53 7 60 </td <td>CTIVE INVENTORY New Listings</td> <td>AC</td> <td>ADUL 0 0 0 0.0 0.0 3 418.3 0.0 0. 0</td> <td>27 29 64 285.9 265.0 169 244.7 1,207.1 2 23 196 35 281.1</td> <td>2</td> <td>NE 26 26 70 255.4 239.5 123 228.8 473.1 0 27 179 28 263.4</td> <td>20</td> <td>SR 2 5 79 387.9 369.9 40 393.3 1,333.3 1 3 44 17 373.0</td> <td>VAL 42 48 51 439.0 407.0 253 330.6 632.5 352 38 344.6 40</td> <td>\$CVTOT 119 127 57 359.9 350.0 699 291.0 685.3 6 121 911 32 315.7</td> <td>EXT 12 19 69 494.0 101 351.7 1,010.0 2 13 87 52 </td> <td></td>	CTIVE INVENTORY New Listings	AC	ADUL 0 0 0 0.0 0.0 3 418.3 0.0 0. 0	27 29 64 285.9 265.0 169 244.7 1,207.1 2 23 196 35 281.1	2	NE 26 26 70 255.4 239.5 123 228.8 473.1 0 27 179 28 263.4	20	SR 2 5 79 387.9 369.9 40 393.3 1,333.3 1 3 44 17 373.0	VAL 42 48 51 439.0 407.0 253 330.6 632.5 352 38 344.6 40	\$CVTOT 119 127 57 359.9 350.0 699 291.0 685.3 6 121 911 32 315.7	EXT 12 19 69 494.0 101 351.7 1,010.0 2 13 87 52	
Average Sale price in Thousands 0.0 0.0 292.8 385.0 256.1 328.1 344.0 362.6 320.0 302.5 318.5 Median Sale Price in Thousands 0.0 0.0 286.3 305.0 235.0 333.0 345.0 347.0 325.0 330.0 325.0 Coop Sales 0 0 13 2 20 13 3 33 84 8 92 Percent of Coop Sales 0.0 0.0 92.9 100.0 76.9 76.5 100.0 82.5 82.4 80.0 82.1 Average Days on Market 0 0 .75 44 .74 61 152 .91 .80 .74 .80 Sales at List Price 0 0 .7 0 12 10 0 .24 53 .7 .60 Percent of Sales at List Price 0 0 0 0 0 .46.2 58.8 0.0 .60.0 52.0 .70.0	CTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed Total YTD Escrows Closed	AC	ADUL 0 0 0 0.0 0.0 3 418.3 0.0 0. 0	27 29 64 285 9 265 0 169 244 7 1,207 1 2 23 196 35 281 1	CA 2	26	20	SR 2 79 387.9 369.9 40 393.3 1,333.3 1 3 44 17 373.0 3 41	VAL 42	\$CVTOT 119 127 57 359.9 350.0 699 291.0 685.3 6 121 911 32 315.7	EXT 12 19 69 4940 101 351.7 1,010.0 2 13 87 52 338.0 10 74	131 144 55 377 4 351 (800 298 7 714 5 8 317 9 8 317 9 8 317 9
Median Sale Price in Thousands 0.0 0.0 286.3 305.0 235.0 333.0 347.0 325.0 330.0 325.0 Coop Sales 0 0 13 2 20 13 3 33 84 8 92 Percent of Coop Sales 0.0 0.0 92.9 100.0 76.9 76.5 100.0 82.5 82.4 80.0 82.1 Average Days on Market 0 0 .75 .44 .74 .61 .152 .91 .80 .74 .80 Sales at List Price 0 0 .7 0 .12 .10 0 .24 .53 .7 .60 Percent of Sales at List Price 0 0 0 0 .46.2 .58.8 0.0 .60.0 .52.0 .70.0 .53.6 Sales to Listing Inventory Ratio 0 0 0 .46.2 .58.8 0.0 .60.0 .52.0 .70.0 .53.6 ELOSED SALES TYPE	CTIVE INVENTORY New Listings	AC 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ADUL	27 29 64 285 9 265 0 169 244.7 1,207.1 2 23 23 196 35 281.1	CA 2	26	20	SR 2 5 79 387.9 369.9 40 393.3 1,333.3 1,333.3 1,333.3 3 44 17 373.0 3 41 1.032	VAL 42. 48. 51. 439.0. 407.0. 253. 330.6. 632.5. 35. 46. 352. 38. 344.6. 40. 314.	\$CVTOT 119 127 57 359.9 350.0 699 291.0 685.3 6 121 911 32 315.7 102 819 32.645	EXT 12 19 69 4940 4440 101 351.7 1,010.0 2 13 87 52 338.0 10 74 3.025	131 144 55 377.4 351.0 800 298.7 714.3 6 134 317.9
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Percent of Coop Sales 0.0 0.0 92.9 100.0 76.9 76.5 100.0 82.5 82.4 80.0 82.7 Average Days on Market 0 0 75 44 74 61 152 91 80 74 80 Sales at List Price 0 0 7 0 12 10 0 24 53 7 60 Percent of Sales at List Price 0.0 0.0 50.0 0.0 46.2 58.8 0.0 60.0 52.0 70.0 53.6 53.6 76.7	New Listings	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ADUL	27 29 64 285 9 265 0 169 244 7 1,207 1 2 23 196 35 281 1 14 177 4 100 46 187 292 8	2	26 26 27 27 27 27 28 263.4 26 27 27 27 27 28 263.4 26 159 6.659 40.783 256.1	20	SR 2 79 387.9 369.9 40 393.3 1,333.3 1,333.3 44 17 373.0 3 41 1.032 14.554 344.0	VAL 42. 48. 51. 439.0 407.0. 253. 330.6. 632.5. 3. 46. 352. 38. 344.6. 40. 314. 14.505. 114.760. 362.6.	\$CVTOT 119 127 .57 359.9 350.0 699 291.0 .685.3 .6 121 911 32 315.7 102 819 32.645 259.123 320.0	EXT 12	133 144 55 146 147 147 147 147 147 147 147 147 147 147
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Standard 0 0 13 2 25 16 3 39 98 10 108 Other 0 0 0 0 0 0 0 0 0 0 0	CTIVE INVENTORY New Listings Total Active Listings Average Days on Market. Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Average Days on Market Sales at List Price Percent of Coop Sales Average Days on Market Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio LOSED SALES TYPE Foreclosure / REO Seller Concessions	AC	ADUL	27 29 64 285.9 265.0 169 244.7 1,207.1 2 23 196 35 281.1 14 177 4.100 46.187 292.8 286.3 13 92.9 75 7 50.0 48.3 51.9	2	26	20	SR 2 5 79 387.9 369.9 40 393.3 1,333.3 1 1 3 44 17 373.0 3 41 1.032 14.554 344.0 345.0 152 0 0.0 60.0 150.0 0 0	42	\$CVTOT 119 127 57 359.9 350.0 699 291.0 685.3 6 121 911 32 315.7 102 819 32.645 259.123 320.0 325.0 82.4 82.4 80 53 52.0 80.3 85.7	EXT 12 19 69 494.0 101 351.7 1,010.0 2 13 87 52 338.0 10 74 3.025 302.5 330.0 8 80.0 74 7 70.0 52.6 83.3	131 146 59 377.4 351.0 800 298.7 714.3 8 134 998 317.9 112 893 35.670 285.598 318.5 325.0 600 53.6 60 76.7 85.5
Other	CTIVE INVENTORY New Listings Total Active Listings Average Days on Market. Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations. ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price ELOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Average Days on Market Sales at List Price Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio ELOSED SALES TYPE Foreclosure / REO Seller Concessions Short Sale	AC	ADUL	27 29 64 285.9 265.0 169 244.7 1,207.1 2 23 196 35 281.1 14 177 4.100 46.187 292.8 286.3 13 92.9 75 7 50.0 48.3 51.9	2	26	20	SR 2 5 79 387.9 369.9 40 393.3 1,333.3 1 1 3 44 17 373.0 3 41 1.032 14.554 344.0 345.0 152 0 0.0 60.0 150.0 0 0 0 0	42	\$CVTOT 119 127 57 359.9 350.0 699 291.0 685.3 6 121 911 32 315.7 102 819 32.645 259.123 320.0 325.0 82.4 82.4 80 53 52.0 80.3 85.7	### EXT ### 12 ### 19 ### 69 ### 494.0 ### 101 ### 351.7 ### 1,010.0 ### 2 ### 2 ### 338.0 ### 10 ### 3.025	131 146 59 377.4 351.0 800 298.7 714.3 8 134 998 317.9 112 893 35.670 285.598 318.5 325.0 600 53.6 60 76.7 85.5
	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations. ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Average Days on Market Sales at List Price Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio LOSED SALES TYPE Foreclosure / REO Seller Concessions Short Sale Standard	AC	ADUL	27 29 64 285.9 265.0 169 244.7 1,207.1 2 23 196 35 281.1 14 177 4.100 46.187 292.8 286.3 13 92.9 75 7 50.0 48.3 51.9 0 0 1 1 13	2	26	20 18 38 403.2 359.5 90 281.2 529.4 0 20 131 28 347.3 17 122 5.578 40.775 328.1 33.0 16 61 10 58.8 94.4 85.0 0 0 0 16	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	42	\$CVTOT 119 127 57 359.9 350.0 699 291.0 685.3 6 121 911 32 315.7 102 819 32.645 259.123 320.0 325.0 82.4 82.4 80 53 52.0 80.3 85.7	### EXT ### 12 ### 19 ### 69 ### 494.0 ### 101 ### 351.7 ### 1,010.0 ### 2 ### 2 ### 338.0 ### 10 ### 3.025	

CC	CC CA NE SAU SR VAL SS										RESIDENTIAL PROP.	RESIDENTIAL	L PROP.
CC CA NE SAU SR VAL 106 181. 106 182. 46 185. 46 186. 13 186. 12 187. 46 188. 16 188. 16 188. 17 188. 16 189. 189. 189. 189 189. 185. 485. 0 189. 185. 485. 0 189. 185. 485. 0 189. 185. 485. 0 189. 185. 485. 0 189. 185. 485. 0 189. 185. 485. 0 189. 185. 485. 0 189. 189. 189. 0 189. 189. 189. 0 189. 189. 189. 0 189. 189. 189. 0 189. 189. 189. 0 189. 189. 189. 0 189. 189. 189. 0 189. 189. 189. 0 199. 189. 189. 0 1	Colored Name		DE X		KESIDE DENTIAL SA	ES STATIST	2		K		434	ESCROW CLC	
191 106 44 147 147 148 44 147 147 148 44 147 147 148 44 147 147 148 48 148	Section Sect	ACTIVE INVENTORY.	AC	ADUL	သ	CA	N	SAU	SR	VAL	SCV TOTAL	١.	FOTAL
135. 46. 147 168	135. 46. 173 106. 474 147 148 14	NEW LISTINGS	8	5	81	22	46	68	13	106	349	36	415
## Comparison of the compariso	## CEST	TOTAL ACTIVE LISTINGS.	44	25	135	46	73	106	44	147	620	176	962
Secondary Seco	Secondary Seco	AVERAGE DAYS ON MARKET	87	129	80	82	75	54	787	62	73	86	76
\$23	\$22 185 221 384 185 289 28 189 28 4 4342 6180 6892 6892 6892 8810 6892 6892 6892 6892 6892 6892 6892 6892	MEDIAN LIST PRICE IN THOUSANDS	550.0	749.0	499.1	513.0	485.0	564.9	750.0	569.3.	559 O	330.0	525.0
990.8 435.4 435.4 435.4 434.2 618.0 4873. 990.8 435.5 8810 502.3 4 6.65.6 6.70.0 6802.2 427. 228 331 574.4 180.4 180.4 180.6 637.9 814.6 1.75.6 284.4 180.	983. 881.0	BOMS	84	46	523	185	221	384	133	.653	2,229	450	2,679
## 55 ## 10 502 3 ## 500 600 2 ## 500 600 2 ## 500 600 2 ## 500 600 2 ## 500 600 2 ## 500 600 2 ## 500 600 2 ## 500 600 2 ## 500 600 600 2 ## 500 600 600 600 2 ## 500 600 600 600 600 600 600 600 600 600	## 10. ##	AVERAGE BOM PRICE IN THOUSANDS	406.4	602.9	390.8	435.4	356.4	434.2	618.0	487.3	445.3	341.4	427.9
10.0	10.0	BOM TO SALE RATIO	933.3	2,300.0	843.5	881.0	502.3	650.8	700.0	680.2	714.4	803.6	728.0
## 192	## ## ## ## ## ## ## ## ## ## ## ## ##	PTAIN ON TO	2	3	10	2	4	9	2	13	42	1	53
## 4 # 526	## 627 286 381 574 180 874 ## 44 4762 3762 386 389 389 389 389 ## 44 4762 3762 4616 8739 4816 4782 ## 526 2 21 44 569 2826 119 366 ## 526 2 21 44 569 2826 119 366 ## 526 2 20 17 509 28184 11601 400 465 399 ## 526 2 20 17 509 28184 11601 400 465 399 ## 527 670 85 264 118 646 256 043 101400 465 399 ## 527 670 85 264 118 646 256 043 101400 465 399 ## 527 670 85 264 118 646 256 043 101400 465 399 ## 526 2 20 1 1 1 1 1 1 0 0 0 0 0 ## 526 2 20 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	NEW EXCROMO OPENED	13	ע	5	30	45	67	9	106	365	09	434
## 4 4 4 5 36 38 456 4816 4782 ## 56 208 208 229 229 2526 198 96 66 66 66 66 66 67 9 19 66 66 66 66 66 67 9 19 66 66 66 66 66 66 66 67 9 19 66 66 66 66 66 66 66 66 66 66 66 66 66	## 4 4 4 2 376.2 36 39 56 39 89 89 89 80 80 80 80 80 80 80 80 80 80 80 80 80	TOTAL YTD ESCROWS OPENED	83 - 83	43	627	236	331	574	180	874	2.948	565	3.513
## 4762	### 4762 3762. 4416 6.8379. 4416 6.4782 862 862 862 869 869 8526 158 868 869 869 869 869 869 869 869 869 86	NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	151	75	44	42	36	39		39	45	53	47
26.42 21 44 59 96 199 96 186 26.20 22 184 11601 50.30 22 184 11601 50.30 22 184 11601 50.30 23 25.64 11601 50.30 22 184 11601 50.30 23 25.04 116 649 256.04 1100 405.899 426.8 422 23.92 272.0 4777 610.6 520.0 460.0 20 22 111 76 56 25.7 47.0 650.0 460.0 20 22 111 76 56 25.7 47.0 650.0 460.0 20 22 111 76 56 25.7 47.0 650.0 20 20 22 111 76 56 25.7 47.0 650.0 20 20 22 111 76 56 25.7 47.0 650.0 20 20 22 111 76 25.2 20 20 20 20 20 20 20 20 20 20 20 20 20	26.62 21 24 44 559 19 66 785 785 785 786 786 786 786 786 786 786 786 786 786	NEW OPEN ESCROWS AVERAGE LIST PRICE	466.0	541.0	476.2	376.2	461.6	637.9	481.6	478.2	332.4	455.0	
26.462 200 200 220 526 1168 775 20 50 50 50 50 50 50 50 50 50 50 50 50 50	264 206 206 207 209 526 1168 775 2030 2030 2037 670 203 2040 2031 400 4050 3030 2037 670 2037 670 2031 400 4050 3030 4050 2031 6010 6050 0 4050 2031 6010 6050 0 4050 2031 6010 6050 0 4050 2031 6010 6050 0 4050 2031 6010 6050 0 4050 2031 6010 6050 0 4050 2031 6010 6050 0 4050 2031 6010 6050 0 4050 2031 6010 6050 0 4050 2031 6010 6050 0 4050 2031 6010 6050 0 4050 2031 6010 6050 0 4050 2031 6010 6050 0 4050 2031 6010 6050 0 4050 2031 6010 6050 0 4050 2031 6010 6050 2031 6010 6010 6010 6010 6010 6010 6010 6	OLOSED SALES:	d	c	60	5	7	C	Ç	90	240	S C	896
26.422 9.076 17.509 28.184 111.601 50.330 227.670 96.264 118.646 255.043 101.400 405.599 227.677 96.264 118.646 255.043 101.400 405.599 22.4 4.32	26 422 9 076 17509 28184 111601 56 330 227 670 96 284 118646 255 043 101 400 22 496 284 18646 255 043 101 400 372 0 372 0 470 0 650 0 460 0 372 0 477 0 660 0 460 0 372 0 477 0 660 0 460 0 372 0 477 0 660 0 460 0 372 0 40 0 372 0 480 8 32 111 75	TOTAL YTD ESCROWS CLOSED.	74	35	566	208	299	526	158	795	2.661	508	3.169
## 116 646 255,043 101 400 405,939 ## 426 8 432 2 337 9 4777 610 6 5243 ## 419 2 327 9 4777 610 6 5243 ## 419 2 32 32 32 34 ## 55	## 116 646 255,043 101400 405,939 ## 422 397,9 4777 6106 5243 ## 4192 397,9 4777 6106 5243 ## 4192 397,9 4777 6106 5243 ## 55 252 2720 2737 844 ## 52 2720 2737 844 ## 52 2721 2737 844 ## 52 2737 844 ## 52 2737 844 ## 52 2737 844 ## 52 2737 844 ## 53 2737 844 ## 53 2737 844 ## 54 242 256 36 ## 55 2432 3737 ## 56 254 432 368 ## 56 254 432 368 ## 56 254 432 368 ## 56 257 342 ## 56 257 342 ## 57 275 347 ## 57 ## 57 347 ## 57 ## 57 347 ## 57 ## 57 ## 57 ## 57 ## 57 ## 57 ## 57 ## 57 ## 57 ## 57 ## 57 ## 57 ## 57 ## 57 ## 57 ## 57 ## 57 ## 57 ## 57 ##	VOLUME OF NEW SALE DOLLARS IN MILLIONS	4.480	1.367		9.076	17.509	28.184	11.601	50.330	149,008		167.214
41898 4322 3979 4777 6106 5243. 41898 4322 2720 4700.0 6600 4600.0 56 20 272 455 898.8 737 844.8 59 21 11 76 30.0 660.0 32 11 17751 337.0 660.0 33 12 12 12 12 12 12 12 12 12 12 12 12 12	## 492	VOLUME OF TOTAL YTD SALES IN MILLIONS	35.157	21.585	. 237.670	95.264	118.646	255.043	101.400	405.939	1,270.705		445.190
## ## ## ## ## ## ## ## ## ## ## ## ##	## 450.00 2 / 2 / 2 / 2 / 3 / 3 / 4 / 4 / 4 / 4 / 4 / 4 / 4 / 3 / 4 / 4	AVERAGE SALE PRICE IN THOUSANDS	497.8	683.5	426.8	432.2	397.9	477.7	610.6	524.3	477.6		454.4
90.3 95.2 79.5 89.8 73.7 844 22 111 76 76 78 86 28 711 76 76 98 86 86 86 29 111 76 76 78 87 844 88 86 88 86 45.7 60.3 3.6 86 45.7 60.3 5.5 7 43.2 66.3 10 0 0 0 0 2 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	90.3 95.2 79.5 89.8 73.7 844 2 111 76 76 86.8 86.8 86.8 86.8 86.8 86.8 86.	MEDIAN SALE PRICE IN THOUSANDS	540.0	542.0	419.9	430.0	272.0	470.0		460.0.	449.9	250.0	435.0
## 11	## 52 111 76 78 98 86 86 46 46 46 46 46 46 46 46 46 46 46 46 46	PERCENT OF COOP SALES	77.8	100.0	90.3	95.2	79.5	898	73.7	84 4	85.9	89.3	86.4
19 30 6 46 46 479 45 45 603 45 45 603 45 45 603 45 45 603 45 45 603 45 45 603 45 45 603 45 45 603 45 45 603 45 45 603 45 45 603 47 40 65 65 479 65 65 65 65 65 65 65 65	19 30 6 46 479 479 475	AVERAGE DAYS ON MARKET	235	120	82	111	76	78.	86	86	88	96	06
Section Sect	State	SALES AT LIST PRICE	4	1	32	11	19	30		46	149	31	180
1	The color of the	PERCENT OF SALES AT LIST PRICE	44.4	50.0	51.6	52.4	43.2	50.8	31.6	47.9	47.8	55.4	48.9
1	1	SALES TO LISTING INVENTORY RATIO	20.5	8.0	45.9	45.7	60.3	55.7	43.2	65.3	50.3	31.8	46.2
1	1	CLOSED SALES TYPE	5.3.	 D				0.00			t	0.40	7:00
Main of the color of the colo	Mathematical Color Mathema	FORECLOSURE/REO	0	0	1	1	0	1	0	.0	3	2	5
IME - PRICE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$ ACTIVE NO. LISTING	Mar. Price Change Price Reduction Price Change Price Change Price Reduction Price Price Reduction Price Price Reduction Price Price Reduction Price	SELLER CONCESSIONS	0	o	o	0	0	0	0	0	o	Õ	0 (
ME - PRICE CHANGE - PRICE REDUCTION	Main PRICE CHANGE - PRICE REDUCTION A	STANDARD	0	0.00		- 0		7 9	0 0	N 5	8 000	Z Z	26.1
ACTIVE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$ 10	ME - PRICE CHANGE - PRICE REDUCTION A	OTHER	0	0 0	0	0	42	0.0	0	94	300	0	
ME - PRICE CHANGE - PRICE REDUCTION A	ME - PRICE CHANGE - PRICE REDUCTION A				i I								1
10 4 4 3 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	10		AVG. 8	SELLING TI	•	CHANGE NO. LISTII	SCE	UCTION 'AL# SOLD	~		\$ AVERAGE PE	RICE REDUCT	% NOI
10	10 10 10 10 10 10 10 10	SELLING PRICE RANGE:		1 2									
0 1 7 3 8 8 8 4 8 4 8 4 8 4 8 4 42 32 38 17 42 35 38 17 42 35 24 17 42 24 24 11 50 25 60 24 60 23 61 13 62 30 62 30 62 30 62 30 62 30 62 30 62 30 62 30 62 30 64 13 16 0 18 0 18 0 18 0 18 0 18 0 18 0 18 0 18 0 18 0 18 0 18 0 18 0 18 0	1	LESS THAN 100,000	*	CD		10		4			1/950		9.91
8 4 4 2 5598 8 8 4 4 2 5598 8 8 4 3 10630 16 7 7 1 5000 42 32 20 7787 42 35 20 7785 44 22 24 1 7 66 23 16 22124 67 45 23 16 22124 62 23 16 22124 62 23 16 22124 62 42 26 15797 61 13 12 38871 7 1 1 25000 67 5 5 5 67 7 1 1 7 1 1 25000 7 1 1 25000 8 1,445,190,000 1 1	Name	100,000 TO 109,999		90		- 0				- +	0006		0.4.0
8	8	150,000 TO 139 999		90		7		er.		· m	10630		7.4
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16 7 16 7 17 9 17 9 42 32 38 17 60 24 61 23 11 7278 60 24 23 11 62 25 23 16 22 17495 46 22 23 16 24 22 61 13 61 13 61 13 7 1 18 0 0 0 18 0	16	160,000 TO 179,999		29		8		8		3	2807		1.5
42 32 20 7787 38 35 21 7020 60 24 11 7020 66 23 21 7786 66 23 22 7786 66 23 16 22124 46 23 16 22124 62 33 20 1577 62 42 26 15715 61 13 12 36871 18 0 0 17807 18 0 0 0 0 18 0 0 0 0 18 7 1 250000 7 1 1657 250000 \$1,445,190,000 20 20 10	12 12 12 12 12 12 12 12	180,000 TO 199,999		31		16		7		1	5000		2.0
1	1	200,000 TO 249,999		36		42		32		20	7787		3.1
60 24 11 7278 67 50 25 7566 68 23 26 27 62 23 16 22124 62 30 20 15797 62 30 20 15797 62 30 20 15797 63 30 20 20 15797 64 22 22 24 65 30 20 15797 66 61 13 8 4 24807 67 7 1 1 225000 67 7 1 1 255000 67 7 1 1 18657 68 4 4 5,190,000	60 24 11 7278 67 50 25 7566 68 23 26 7566 68 23 0 27 17495 62 23 16 22124 62 30 26 15797 62 30 16797 62 30 16797 62 30 16797 62 16797 63 16715 64 4 24807 67 67 1 1 2 250000 67 7 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	300,000 TO 288,888		42		41		35		21	7020		1 6
67 7566 7566 7566 7566 7566 7566 7566 7	67 7566 67 7566 88 39, 27 77566 89 39, 27 77495 80 62 23 62 62 74 80 62 22 6 7577 80 61 42 62 74 80 62 22 6 7577 80 62 28 88 80 7 7 1 1 255000 80 1551 347 211 16657 80 100ES NOT VERIFY ACTUAL CLOSED ESCROWS.	350,000 TO 399,999		34				24.		11	7278		1.8
58 39 27 17495 46 22124 46 223 30 20 15797 16 22124 17 16 22124 17 16 22124 17 16 22124 18 28 16 16 17 16 22124 18 18 18 18 18 18 18 18 18 18 18 18 18	58 39 27 17495 46 23 28 16 22124 66 42 26 15797 106 42 26 16715 106 42 26 16715 106 42 28671 11 13 4 24807 11 18 0 0 0 11 18 0 0 0 0 12 751 347 250000 0 0 11 16657 250000 0 0 0 11 250000 0 0 0 0 12 1445,190,000 0 0 0 0 10 10 10 0 0 0 0 10 10 10 0 0 0 0 0 10 10 10 0	400,000 TO 449,999		33		67		50		25	7566		4.1
## 15797	## 1	450,000 TO 499,999		46		58		39.		27	17495		დ c
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61 12 36871	61 12 36871 28 8 8 8 4 4 24807 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	600,000 TO 609 999		94		106		24		29	16715		4.0
28 8 8 4 24807 18 0 0 0 0 N/A 5 5 5 5 5 25000 751 347 211 16057 \$1,445,190,000	28 87 4 24807 18 0 0 0 0 N/A 18 751 1 252000 1915 RMLS TOTAL - \$ VOLUME \$ 1,445,190,000 SN DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	700,000 TO 799,999		37		61		13.		12	36871		4.7
18	18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	800,000 TO 899,999		30		28		8.		4	24807		2.6
015 RMLS TOTAL - \$ VOLUME \$1,445,190,000	015 RMLS TOTAL - \$ VOLUME \$ 1,250000 \$ 1,0000 \$	900,000 TO 999, 999		0		18		0		0	N/A		0.0
015 RMLS TOTAL - \$ VOLUME \$1,445,190,000	15 RMLS TOTAL - \$ VOLUME \$1,445,190,000 N DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	1,000,000 TO 1,999,999		//		6/		1.0		- P	124300		1.6
\$1,445,190,000	\$1,445,190,000 Sh poes not verify actual closed escrows.	TOTALS.		43		751		347.		211	16057		2.9
\$1,445,190,000	\$1,445,190,000 *THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	CTINGS		36			# NO 1	ME				CALE	u
	*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	4,290		3	,	45,190	000	ı E				2,79	, -
	*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.											ı	

SANTA CLARITA VALLEY

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

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS', INC.

	% SALES TO LIST	49.3	53.8	67.1	0.79	11	81.7	81	98.4	88.7					
2015	\$ VOL MIL.	84.3	92.6	155	213.2	167.9	203.4	205.3	205.7	167.2					
20	SALES	200	219	327	376	381	443	442	439	398					
	LIST	406	407	487	195	495	542	246	446	415					
	% SALES TO LIST	6.09	51.3	53.2	76.2	73.4	8.69	74.6	82.1	75.1	97.3	120.3	160.8	160.8	
4	\$ VOL MIL.	96.2	88.2	103.2	155.5	157.6	153.2	1.721	159.9	145.9	149.6	136.8	161.9	1642.5	369
2014	SALES	238	214	261	369	367	344	373	362	341	356	308	365	3898	\$421,369
	LIST	168	417	491	484	005	493	005	441	454	396	256	727	2050	S
	% SALES TO LIST	6.69	68.9	90.1	87.3	86.7	73.5	82.6	83.7	9.08	81.7	7.66	109.2	84.5	
3	\$ VOL MIL.	84.2	89.7	132	139.1	140.1	142.7	163.7	147.4	129.1	131.9	131.9	165.2	1597	850
2013	SALES	248	255	345	364	373	346	404	375	332	335	323	407	4107	\$388,850
	LIST	355	370	383	417	430	471	489	448	412	410	324	214	4723	
	% SALES TO LIST	58.7	61.5	75.7	85.2	84.2	104.6	101	96.2	107.3	109.5	105.3	179.8	66	
2	\$ VOL MIL.	83.8	78.7	6701	109	118	135.0	122.6	120.2	118.2	121.2	96	145.9	1356.5	060′
2012	SALES	276	27.5	348	364	384	432	392	406	337	347	298	419	4278	\$317,090
	LIST	470	447	460	427	456	413	388	422	314	317	283	233	4360	
	% SALES TO LIST	46.4	42.3	53	53.2	61.7	68.7	71.1	76.3	66.5	70.5	96.2	135.2	<i>L</i> 9	
1	\$ VOL MIL.	75.2	74.2	104	901	115.8	128	115.7	130	103.4	106.5	104.8	122.9	1286.5	\$315,090
2011	SALES	241	222	310	329	363	397	364	406	336	346	354	415	4,083	\$315
	LIST	519	525	585	819	588	578	512	532	505	491	368	307	6,128	
	% SALES TO LIST	48.5	49.3	59.8	59.3	79.1	64.8	53.5	26.7	55	53.1	7.07	75.2	60.3	
0	\$ VOL MIL.	82.7	89.4	123.4	118.1	135.9	123.4	115.8	111.3	106.4	93.1	97.3	102.6	1299.4	,482
2010	SALES	231	241	354	328	368	357	302	312	297	279	299	308	3,676	\$353,482
	LIST	476	489	592	553	465	551	564	550	540	525	423	407	6,135	
1		JAN	FEB	MAR	APR	MAY	JUNE	JUL	AUG	SEPT	OCT	NON	DEC	TOTAL	AVG. SALE PRICE

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CROWN CONSTRUCTION

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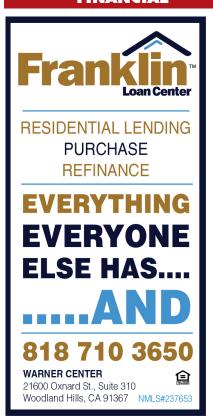
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AREA MEETING ANNOUNCEMENTS

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 Auditorlum 7232 Balboa Blvd., Van Nuys

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R.E. NETWORK Fridays (expt. holidays)

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:

October 9 23 October November 13 November Happy Thanksgiving December 11 December Happy Holidays