

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

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TOY Drive


benefit
"Spark a Change"

Collect new, unwrapped toys

**October 1, 2015
thru
December 11, 2015**

To obtain a collection box for your office, contact Oscar Sol at 818-947-2298 or oscar@srar.com

Bring all collected toys to the SRAR Van Nuys office by December 11, 2015.



Sponsor a Child in Need
SRAR's Kids' Holiday Party

For just \$25, you could make a child's holiday dreams come true!

Each year, with support of the SRAR Charitable Foundation, SRAR selects children from a local school in a low-income area of the San Fernando Valley to give them a memorable and happy holiday experience.

On Thursday, December 1st, up to 80 children will come to the SRAR office in Van Nuys where they will be treated to a delicious lunch, a visit from Santa Claus, and presented with gifts that they can share with their family.

You can help spread the holiday cheer by sponsoring one of these children. Take a moment to sponsor a child today! Your sponsorship is tax deductible. SRAR Charitable Foundation: 501(c)(3) 955-422748

Name _____ # of Children to Sponsor at \$25 each _____
Tel # _____ Email _____
Do you prefer to sponsor a child anonymously? ☐ YES ☐ NO
Do you prefer to sponsor a child in someone else's name? ☐ YES ☐ NO
If yes, please provide the name: _____
To sponsor by credit card, complete the information below. Checks may be made to "SRAR Foundation" and sent to Oscar Sol at 7212 Balboa Blvd, Van Nuys, CA 91405.
CCV # _____ Expiration Date _____
Name as it appears on card _____ Total Amount to be Charged _____
Signature to authorize charge: _____

Completed forms with credit card information may be faxed to 818-786-4741. If sponsored by check please send form along with check by mail.

Toy Drive ... Pg. 8

Sponsor A Child ... Pg. 9

BE IT'S YOUR
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SHINE
HERE

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3

REASONS
WHY YOU
SHOULD
BE HERE
THIS
FALL

Get tips ranging from safety to new technologies to listing presentations. Plus, hear regulatory updates and economic forecasts from Lawrence Yun, NAR's chief economist.

Meet agents, brokers and other real estate pros from more than 50 countries; they are very willing to share tips as to what works in their markets – and referrals, of course!

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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 Bartholemey, 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. Bartholemey 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.”

Bartholemey 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 Bartholemey. “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 Bartholemey, that is not something that companies can do on their own.

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

CONSUMER PRICE INDEXES						
MAY 2015						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	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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REALTOR® REPORT

The Official Publication of SRAR

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

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 HOMES SELLING BELOW LIST PRICE, A DROP IN THE NUMBER 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.

A survey 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.

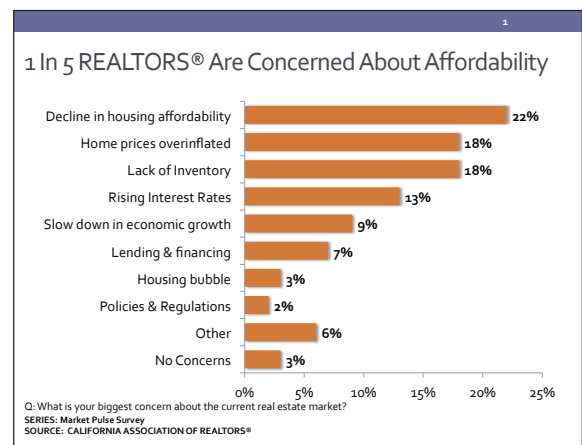
And the average number of offers per property dipped to 2.4 from 3.0 in July and 2.5 in August 2014.

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 levels not 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.

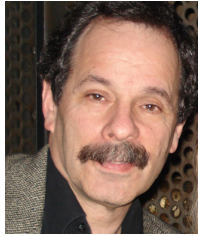
Ideally, households should spend no more than 30 percent of income on housing. But the number of U.S. households that plunge at least half their income on rent — dubbed the “severely cost-burdened” — could increase 25 percent to 14.8 million over the next decade.

More than 1 million households headed by Hispanics and more than 1 million headed by the elderly could pass into those ranks. In Los Angeles 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



JEFF KAHN



BOB KHALSA



MARTY KOVACS



DIANE SYDELL



CINDY WU FREEDMAN



MELANIE MCSHANE



PATTI PETRALIA



STEVE WHITE



HOWARD KATCHEN



PAUL MARKS



ERIKA KAUZLARICH-BIRD



JUDY ANN VON ARB



WINNIE DAVIS

COMPLETING THE SECOND YEAR OF THEIR TWO-YEAR TERM WILL BE:



PATRICIA BELTRAN



FRED SABINE



GINA UZUNYAN



RANA LINKA



NANCY STARCZYK



M. DEAN VINCENT



GAYE RAINEY



NANCY TROXELL



GARY WASHBURN

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 understanding 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 Overcoming 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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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.

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 borrower's 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.

The Valley is a Small World, After All!

Perhaps more than any other professional, Realtors every day experience first hand the reality of life here in the San Fernando Valley — Ours is a multicultural, multiethnic community comprised of people and languages representative of virtually every race and culture on the planet.

To succeed in local real estate requires openness and acceptance of different people and ideas, which is why more than 400 professionals turned out for the Southland Regional Association of Realtors multicultural mixer, a funfest of food, dance, and customs from around the world. SRAR thanks attendees, organizers, volunteers and especially our Global Sponsors who helped make this event a success, including: IM Home Inspections; Allstate, Ira Hart; Chase; Escrow Technologies; Franklin Loan Center; Cutco; Allstate, Paola Tarabotto; Metro Retrofitting; and Spile, Leff & Goor.



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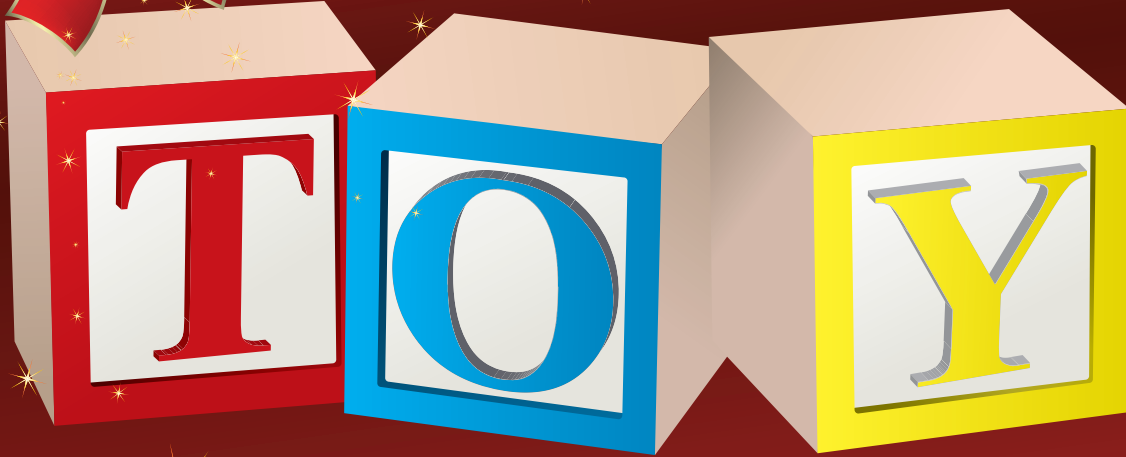
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*October 1, 2015
thru
December 11, 2015*

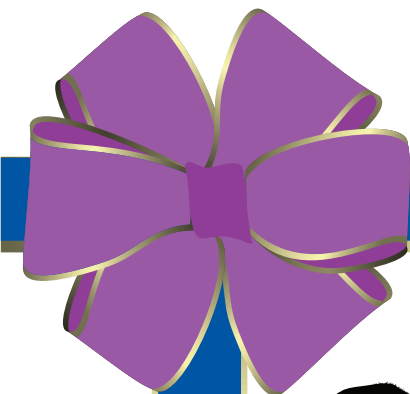
To obtain a collection box for your office, contact Oscar Sol at 818-947-2298 or oscars@srar.com

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You can help spread the Holiday cheer by sponsoring one of these children. Take a moment to sponsor a child today! Your sponsorship is tax deductible. SRAR Charitable Foundation 501c3 #95-4323748

Name: _____ # of Children to Sponsor at \$25 each: _____

Tel #: _____ Email: _____

Do you prefer to sponsor a child anonymously? ☐ YES ☐ NO

Do you prefer to sponsor a child in someone else's name? ☐ YES ☐ NO

If yes, please provide the name: _____

To sponsor by credit card, complete the information below. Checks may be made to 'SRAR Foundation' and sent to Oscar Sol at 7232 Balboa Blvd. Van Nuys, CA 91406.

CC#: _____ Expiration Date: _____

Name as it appears on card: _____ Total Amt to be Charged: _____

Signature to authorize charge: _____

Completed forms with credit card information may be faxed to 818-786-4541. If sponsoring by check, please send form along with check by mail

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 Chairman of the Membership Committee to ascertain that the objection 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

Chulak, Michael
Pacific Realtors
30343 Canwood St. #204
Agoura Hills, CA. 91301

Cohen, Michele Mantel
Michele Cohen
6930 Owensmouth Ave. Suite 201
Canoga Park, CA. 91303

Frabotta, Elaine
Elaine Frabotta Realty
376 Oldstone Ct.
Simi Valley, CA. 93065

Furth, Wendy
Furth & Associates
17328 Ventura Blvd. Suite #362
Encino, CA. 91316

Goldbaum, Steven Craig
Steve Goldbaum
9440 Reseda Blvd. #203
Northridge, CA. 91324

Herndon III, Dudley LeRoy
City Lights Financial Express,
Inc.
29134 Roadside Dr., Ste. 106
Agoura Hills, CA. 91301

Myers, Keith
RE/MAX Olson & Associates,
Inc.
11141 Tampa Ave.
Porter Ranch, CA. 91326

Paet, Brent Anthony
On Course Property
Management Inc.
6520 Platt Ave. #567
West Hills, CA. 91307

Scheiner, Barak
Barak Scheiner
22738 Leonora Drive
Woodland Hills, CA. 91367

Thomas, Clark Mitchell
Clark Thomas
18510 Mayall St. #K
Northridge, CA. 91324

Watson, Debby Lynne
Watson Realty
4421 Alta Tupelo Dr.
Calabasas, CA. 91302

Woodhead, Cindy L.
Cindy Woodhead
23105 Victory Blvd.
West Hills, CA. 91307

Yin, Hannah
Anxin Financial, Inc.
3252 Willow Canyon St.
Thousand Oaks, CA. 91362

SECOND POSTING

Briese, Hans-Jurgen
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

REALTOR® APPLICANTS

Aboud, Eric David / Ramsey-Shilling Assoc. / Torrance Lake
Abshah, Mehran Ron / Royal Rep Realty / Woodland Hills
Astacio, Nancy / Rodeo Realty / Sherman Oaks
Aziev, Roustam / Capital Universal Realty, Inc. / Chatsworth
Bahadrian, Ara / Berkshire Hathaway HomeServices California
Properties / Northridge
Basirramand, Alborz / Keller Williams Realty / Northridge
Benson, James / Classic Real Estate Inc. / Valencia
Best, Brandon Jonathan / RE/MAX of Valencia / Valencia
Bishop, Rachelle / Pinnacle Estate Properties / Northridge
Burgos, Ricardo Ernesto / EB Properties Inc. / Reseda
Calderon, Lorena Beatriz / Park Regency Realty / Granada Hills
Callahan, Forrest Philip / Re/Max Traditions / Simi Valley
Carver, Jacqueline Ann / A-Team Realty, Inc. / Woodland Hills
Chamorro, Mary Carmen / Siris Realty Group, Inc. / Sherman Oaks
Chan, Tom / Realty One Group Solutions / Santa Clara
Chandra, Kevin Kristoffer / Keller Williams North Valley /
Porter Ranch
Chang, Richard Won Suk / Berkshire Hathaway HomeServices
California Properties / Northridge
Chose, Marilyn Elizabeth / Rodeo Realty / Sherman Oaks
Chen, Dezhang / Brightstone Estate Properties / Winnetka
Cohen, Alan / Dilbeck Real Estate / Calabasas
Cohen, John / A-Team Realty, Inc. / Woodland Hills
Dameshek, Cindi Ann / Berkshire Hathaway HomeServices California
Properties / Sherman Oaks
Deguio, Bien M. / Century 21 All Moves / Granada Hills
DeLoney-Forte, Devin Andreus / Keller Williams Realty-Studio
City / Studio City
Derderian, Elizabeth / Park Regency Realty / Granada Hills
Diaz, Diana Dolores / Dilbeck Real Estate / Studio City
Dienst, Paul Stanley / Century 21 Hilltop / Simi Valley
Drosanos, Brian / Berkshire Hathaway HomeServices California
Properties / Northridge
Duley, Martha Frances / Rodeo Realty / Calabasas

Eherle, Garrett / Re/Max of Valencia / Valencia
Emalkina, Maria Gennadiyevna / JohnHart Real Estate / Sherman Oaks
Essang, Iboro J. / Tiposti Investment Group / Sherman Oaks
Ferkelman, Yuri M. / Kam Realty Enterprises / Beverly Hills
Felix, Michael Wesley / Keller Williams VIP Properties / Valencia
Flores, Jose Reynaldo / Park Regency Realty / Granada Hills
Ghokassian, Jasmen Hasmik / Titus Realty, Inc. / Panorama City
Gil, Alexandra / Century 21 All Moves / Granada Hills
Gillespie, Maribeth Gerardo / Keller Williams VIP Properties / Valencia
Glasser, Miri / Pinnacle Estate Properties, Inc. / Calabasas
Goldstein, Cindy S. / Berkshire Hathaway
HomeServices California Properties / Calabasas
Gonzales, Mark Brandon / Redfin Corporation / Irvine
Gonzalez Garcia, Elizabeth Alicia / Pinnacle Estate Properties, Inc. / Calabasas
Grajeda, Yadira Vanessa / Pinnacle Estate Properties, Inc. / Encino
Gross, Marc Jeremy / Berkshire Hathaway
HomeServices California Properties / Northridge
Haddad, Iman / First American Realty Group / Chatsworth
Hairapetian, Anthony Vartan / Pinnacle Estate Properties, Inc. / Calabasas
Hakami, Mahnaz / Mega Realty, Inc. / Tarzana
Hakobian, Vatche H. / Sarkis Arpaian / Reseda
Handelman, Craig Stuart / Keller Williams Realty / Northridge
Herrera Benavides, Ricardo A. / Park Regency Realty / Granada Hills
Hodges, Amber Renee / MCD Realty, Inc. / Simi Valley
Hoffman, Stephen E. / Coldwell Banker Residential Brokerage / Studio City
Hollinger, Jodylyn Raelyn / RE/MAX of Valencia / Valencia
Hopkinson, Melissa Ashley / Berkshire Hathaway
HomeServices California Properties / Calabasas
Hwang, Geon Bae / Best Realty & Investment, Inc. / Granada Hills
Jennings, Stacie L. / Twin Oaks Realty / Calabasas
Jenson, Jennifer Joelle / Re/Max Olson & Associates, Inc. / Westlake Village
Kaufman, Andrea / Dilbeck Real Estate / Calabasas
Kephart, Peggy Helen / Olivia Magana Davidson / Panorama City
Khodadadian, Aghigh / Berkshire Hathaway
HomeServices California Properties / Sherman Oaks

Kim, Dai Young / Keller Williams North Valley / Porter Ranch
King, Diane Marie / HomeSmart NCG Inc. / Valencia
Lexington, Neal Jay / Rodeo Realty, Inc. / Sherman Oaks
Lopez, Julie / Century 21 All Moves / Granada Hills
Lopez, Mauricio Solis / Exclusive Realty / Newhall
Lopolo, Sammy Keith / Pinnacle Estate Properties, Inc. / Encino
Maddox, Clyde Antonio / Rodeo Realty / Studio City
Martinez, Anselmo D. / Coldwell Banker / Sherman Oaks
Mesrobian, Sylvia / Realty One Group Solutions / Santa Clarita
Minassian, Elvin J. / Keller Williams Realty / Northridge
Munyan, Arteen Dorian / California Golden Rock Realty Corporation
/ Woodland Hills
Monroe, Charles Eugene / Rodeo Realty / Calabasas
Monterroso, Donizita / Coldwell Banker Greater Valleys /
Granada Hills
Nachbar, Crystal Lynn / Rodeo Realty / Woodland Hills
Nasser, Niloufar / Pinnacle Estate Properties / Northridge
Nikakhtar, Amin / Keller Williams Realty / Westlake Village
Oviti, Farshid / Re/Max Grand / Tarzana
Padilla, Ramon / San Fernando Realty, Inc. / San Fernando
Palahnik, Darine Carol / Newcastle Realty / Santa Clarita
Pantelyuk, Igor Yuryevich / Maxim Frid / Los Angeles
Perez, Jessica / Keller Williams Realty Calabasas / Calabasas
Price, Jill Patricia / New Beginnings Realty / Newbury Park
Quijano, Nelly Morena / Solution Realty / Granada Hills
Quinn, Dean Roy / Agents of LA Inc. / Oak Park
Rad, Robert S. / Rodeo Realty / Calabasas
Ramos-Rivera, Maria Eugenia / Realty Smart / Calabasas
Riboh, Daniel J. / Coldwell Banker Residential Brokerage / Studio City
Richardson, Marlay Russell / Brook G. Fain / Topanga
Riggs, Steven John / City Lights Financial Express, Inc. / Agoura Hills
Right, Jacylyn Alexia / Rodeo Realty / Encino
Rivera, Jody / Coldwell Banker Calabasas / Calabasas
Rodriguez, Frank / Charity Alliance Realty / Granada Hills
Rogers, Candace / RE/MAX of Valencia / Valencia

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 Cosgrove Realty / Woodland Hills
Samseli, Trisha Ann / NextHome Team Link Realtors / Westlake Village
Sandova, Christine Tolentino / Coldwell Banker Vista Realty / Valencia
Stable, 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
Tchayelion, Kirilov / Rodeo Realty / Sherman Oaks
Varner, Tyler Marshall / HomeSmart NCG Inc. / Valencia
Yerekhman, Michelle L. / Century 21 Hollywood / Hollywood
Yueksel, Zaimre Ablet / Stanford Raffles Realty, Inc. / Los Angeles
Zaga, Edan / A-Team Realty, Inc. / Woodland Hills
Zargaryan, Nairine / Pinnacle Estate Properties / Northridge
Zavala, Nicole Amanda / Kimberly Tannies / Santa Clarita
Zoutomou, Marie Cecile / Keller Williams Encino-Sherman Oaks / Encino

<div> <div> RESIDENTIAL PROPERTIES LISTED 1,437 </div> <div> SEPTEMBER 2015 SFV RESIDENTIAL MLS SUMMARY MONTHLY RESIDENTIAL SALES STATISTICS </div> <div> RESIDENTIAL PROP. ESCROW OPENED 1,189 </div> <div> RESIDENTIAL PROP. ESCROW CLOSED 1,230 </div> </div>									
ACTIVE INVENTORY:									
	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL	
NEW LISTINGS	130	171	154	181	192	828	609	1,437	
TOTAL ACTIVE LISTINGS	261	375	290	370	432	1,728	1,390	3,118	
AVERAGE DAYS ON MARKET	79	74	63	79	79	75	93	83	
AVERAGE LIST PRICE IN THOUSANDS	386.9	926.2	1,049.0	751.9	1,549.4	983.8	601.6	813.4	
MEDIAN LIST PRICE IN THOUSANDS	385.0	630.0	630.0	625.0	850.0	615.0	499.0	615.0	
BOMS	910	1,343	1,044	1,269	1,581	6,147	3,285	9,432	
AVERAGE BOM PRICE IN THOUSANDS	295.4	668.2	661.0	520.7	846.4	627.2	470.2	572.5	
BOM TO SALE RATIO	684.2	860.9	767.6	716.9	845.5	779.1	744.9	766.8	
EXPIRATIONS	19	30	29	20	33	131	90	221	
PENDING SALES:									
NEW ESCROWS OPENED	127	134	143	176	184	764	425	1,189	
TOTAL YTD ESCROWS OPENED	1,027	1,392	1,119	1,517	1,606	6,661	3,947	10,608	
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	47	38	34	40	47	41	51	45	
NEW OPEN ESCROWS AVERAGE LIST PRICE	368.8	763.1	711.9	580.7	748.5	642.5	435.5	568.5	
CLOSED SALES:									
NEW ESCROWS CLOSED	133	156	136	177	187	789	441	1,230	
TOTAL YTD ESCROWS CLOSED	935	1,322	1,016	1,399	1,501	6,173	3,647	9,820	
VOLUME OF NEW SALE DOLLARS IN MILLIONS	50.942	103.317	87.046	98.437	137.975	477.267	201.312	678.579	
VOLUME OF TOTAL YTD SALES IN MILLIONS	339.938	974.078	709.205	781.984	1,121.545	3,926.750	1,615.801	5,542.551	
AVERAGE SALE PRICE IN THOUSANDS	379.6	662.3	640.0	556.1	737.8	604.9	456.5	551.7	
MEDIAN SALE PRICE IN THOUSANDS	386.0	569.0	480.0	525.0	535.0	499.0	355.0	460.0	
COOP SALES	110	129	111	145	156	653	365	1,018	
PERCENT OF COOP SALES	82.7	82.7	81.6	81.9	84.5	82.8	82.8	82.8	
AVERAGE DAYS ON MARKET	100	81	84	95	88	89	94	91	
SALES AT LIST PRICE	95	76	68	91	82	412	230	642	
PERCENT OF SALES AT LIST PRICE	71.4	48.7	50.0	51.4	43.9	52.2	52.2	52.2	
SALES TO LISTING INVENTORY RATIO	51.0	41.6	46.9	47.8	43.3	45.7	31.7	39.4	
FINAL SALE TO NEW LISTING RATIO	102.3	91.2	88.3	97.8	97.4	95.3	72.4	85.6	
CLOSED SALES TYPE									
FORECLOSURE/REO	3	3	4	5	3	18	12	30	
SELLER CONCESSIONS	0	0	1	0	0	1	0	1	
SHORT SALE	6	1	5	7	12	31	24	55	
STANDARD	123	152	125	164	171	735	397	1,132	
OTHER	1	0	1	1	1	4	8	12	
SELLING TIME - PRICE CHANGE - PRICE REDUCTION									
	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %				
SELLING PRICE RANGE:									
LESS THAN 100,000	68	51	8	6	6923			4.2	
100,000 TO 109,999	138	1	2	1	11900				
110,000 TO 119,999	86	13	3	2	18833				
120,000 TO 129,999	56	43	13	6	3089				
130,000 TO 139,999	23	75	26	8	5631				
140,000 TO 149,999	59	69	22	11	4768				
150,000 TO 159,999	30	73	22	10	109732				
160,000 TO 169,999	42	184	77	40	7743				
170,000 TO 179,999	42	229	85	48	4144				
180,000 TO 189,999	42	189	81	43	7135				
190,000 TO 199,999	36	214	133	64	4668				
200,000 TO 209,999	27	205	109	48	1422				
210,000 TO 219,999	36	233	116	62	8240				
220,000 TO 229,999	33	174	105	59	10468				
230,000 TO 239,999	30	137	70	36	9458				
240,000 TO 249,999	36	228	121	75	10375				
250,000 TO 259,999	35	177	64	42	21330				
260,000 TO 269,999	36	132	43	25	20832				
270,000 TO 279,999	43	84	27	16	28994				
280,000 TO 289,999	56	379	82	55	78581				
290,000 TO 299,999	81	228	21	18	213723				
300,000 TO 309,999	40	3118	1230	675	19355				
TOTALS									
LISTINGS	14,333	2015 RMLS TOTAL - \$ VOLUME				SALES			
		\$5,542,551,000				10,018			

*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	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	1085	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	1052	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	1165	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	1,437	1,230	678.5	85.6						
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 SEPTEMBER 2015

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	94	119	108	135	152	608	492	1,100
Total Active Listings	177	243	201	283	359	1,263	1,164	2,427
Average Days on Market	76	74	65	82	84	78	89	83
Average List Price in Thousands	436.2	1,169.0	1,319.7	845.7	1,760.7	1,186.0	622.0	915.5
Median List Price in Thousands	419.0	839.9	899.0	719.0	995.0	749.0	345.9	550.0
BOMS	631	882	716	961	1,219	4,409	2,440	6,849
Average BOM Price in Thousands	326.1	799.9	779.2	563.1	971.6	724.6	501.5	645.1
BOM to Sale Ratio	650.5	882.0	761.7	658.2	840.7	757.6	691.2	732.5
Expirations	13	23	24	17	25	102	80	182
PENDING SALES								
New Escrows Opened	93	83	104	140	144	564	343	907
Total YTD Escrows Opened	769	916	779	1,242	1,253	4,959	3,268	8,227
New Open Escrows Average Days on Market	42	38	33	40	43	40	54	45
New Open Escrows Average List Price	396.5	963.7	809.7	625.0	861.8	731.7	442.5	622.3
CLOSED SALES:								
New Escrows Closed	97	100	94	146	145	582	353	935
Total YTD Escrows Closed	707	872	700	1,136	1,175	4,590	3,037	7,627
Volume of New Sales Dollars in Millions	39.510	80.559	72.345	87.990	121.617	402.022	165.198	567.220
Volume of total YTD Sales in Millions	278.162	779.577	604.465	686.154	996.468	3,344.826	1,352.175	4,697.001
Average Sale price in Thousands	407.3	805.6	769.6	602.7	838.7	690.8	468.0	606.7
Median Sale Price in Thousands	400.0	665.0	540.0	570.0	650.0	555.0	330.0	506.0
Coop Sales	81	77	73	117	123	471	296	767
Percent of Coop Sales	83.5	77.0	77.7	80.1	84.8	80.9	83.9	82.0
Average Days on Market	103	77	86	98	94	92	97	94
Sales at List Price	70	52	46	77	64	309	188	497
Percent of Sales at List Price	72.2	52.0	48.9	52.7	44.1	53.1	53.3	53.2
Sales to Listing Inventory Ratio	54.8	41.2	46.8	51.6	40.4	46.1	30.3	38.5
Final Sale to New Listing Ratio	103.2	84.0	87.0	108.1	95.4	95.7	71.7	85.0
CLOSED SALES TYPE								
Foreclosure/REO	2	2	3	4	3	14	10	24
Seller Concessions	0	0	1	0	0	1	0	1
Short Sale	6	1	4	3	9	23	21	44
Standard	89	97	85	138	132	541	315	856
Other	0	0	1	1	1	3	7	10

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER 2015

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	36	52	46	46	40	220	117	337
Total Active Listings	84	132	89	87	73	465	226	691
Average Days on Market	86	73	58	68	55	69	111	82
Average List Price in Thousands	283.0	479.3	437.5	446.8	510.3	434.6	496.4	454.8
Median List Price in Thousands	259.9	459.9	365.0	409.0	399.0	387.0	419.0	397.0
BOMS	279	461	328	308	362	1,738	845	2,583
Average BOM Price in Thousands	226.0	416.1	403.1	388.2	424.9	380.0	379.7	379.9
BOM to Sale Ratio	775.0	823.2	781.0	993.5	861.9	839.6	960.2	875.6
Expirations	6	7	5	3	8	29	10	39
PENDING SALES								
New Escrows Opened	34	51	39	36	40	200	82	282
Total YTD Escrows Opened	258	476	340	275	353	1,702	679	2,381
New Open Escrows Average Days on Market	61	39	36	39	60	46	38	44
New Open Escrows Average List Price	293.2	436.5	451.0	408.7	341.0	390.8	406.2	395.3
CLOSED SALES:								
New Escrows Closed	36	56	42	31	42	207	88	295
Total YTD Escrows Closed	228	450	316	263	326	1,583	610	2,193
Volume of New Sales Dollars in Millions	10.982	22.757	14.701	10.447	16.359	75.245	36.114	111.359
Volume of total YTD Sales in Millions	61.777	194.500	104.741	95.829	125.077	581.924	263.626	845.550
Average Sale price in Thousands	305.1	406.4	350.0	337.0	389.5	363.5	410.4	377.5
Median Sale Price in Thousands	294.0	405.0	315.0	320.0	365.0	346.0	382.0	360.0
Coop Sales	29	52	38	28	35	182	69	251
Percent of Coop Sales	80.6	92.9	90.5	90.3	83.3	87.9	78.4	85.1
Average Days on Market	92	88	79	80	71	82	80	82
Sales at List Price	25	24	22	14	18	103	42	145
Percent of Sales at List Price	69.4	42.9	52.4	45.2	42.9	49.8	47.7	49.2
Sales to Listing Inventory Ratio	42.9	42.4	47.2	35.6	57.5	44.5	38.9	42.7
Final Sale to New Listing Ratio	100.0	107.7	91.3	67.4	105.0	94.1	75.2	87.5
CLOSED SALES TYPE								
Foreclosure/REO	1	1	1	1	0	4	2	6
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	1	4	3	8	3	11
Standard	34	55	40	26	39	194	82	276
Other	1	0	0	0	0	1	1	2

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR SEPTEMBER 2015

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	8	5	54	20	20	48	11	64	230	54	284
Total Active Listings	44	25	106	45	47	88	39	99	493	157	650
Average Days on Market	87	129	84	82	77	58	78	67	77	89	80
Average List Price in Thousands	579.3	756.4	723.0	630.3	668.3	624.2	818.1	781.0	699.7	452.0	639.9
Median List Price in Thousands	550.0	749.0	625.0	515.0	595.0	589.9	765.0	625.0	614.5	319.9	569.0
BOMS	81	43	354	167	98	294	93	400	1,530	349	1,879
Average BOM Price in Thousands	404.0	615.8	460.5	443.0	516.5	481.0	714.7	586.3	515.8	338.5	482.9
BOM to Sale Ratio	900.0	2,150.0	737.5	878.9	544.4	700.0	581.3	714.3	728.6	758.7	734.0
Expirations	2	3	8	2	4	6	1	10	36	9	45

PENDING SALES

New Escrows Opened	13	5	58	30	18	47	13	60	244	56	300
Total YTD Escrows Opened	83	43	431	227	152	443	136	522	2,037	478	2,515
New Open Escrows Average Days on Market	151	75	47	44	49	44	68	40	52	53	52
New Open Escrows Average List Price	466.0	541.0	602.8	484.3	545.2	510.2	699.1	586.7	558.7	331.1	516.3

CLOSED SALES:

New Escrows Closed	9	2	48	19	18	42	16	56	210	46	256
Total YTD Escrows Closed	74	35	389	202	140	404	117	481	1,842	434	2,276
Volume of New Sales Dollars in Millions	4.480	1.367	22.363	8.306	10.849	22.606	10.569	35.824	116.363	15.181	131.545
Volume of total YTD Sales in Millions	35.157	21.585	191.483	93.200	77.863	214.268	86.847	291.179	1,011.582	148.011	1,159.592
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
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
Coop Sales	7	2	43	18	15	40	11	48	184	42	226
Percent of Coop Sales	77.8	100.0	89.6	94.7	83.3	95.2	68.8	85.7	87.6	91.3	88.3
Average Days on Market	235	120	84	118	78	85	88	83	94	101	95
Sales at List Price	4	1	25	11	7	20	6	22	96	24	120
Percent of Sales at List Price	44.4	50.0	52.1	57.9	38.9	47.6	37.5	39.3	45.7	52.2	46.9
Sales to Listing Inventory Ratio	20.5	8.0	45.3	42.2	38.3	47.7	41.0	56.6	42.6	29.3	39.4
Final Sale to New Listing Ratio	112.5	40.0	88.9	95.0	90.0	87.5	145.5	87.5	91.3	85.2	90.1

CLOSED SALES TYPE

Foreclosure / REO	0	0	1	1	0	0	0	0	2	2	4
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	1	1	0	2	0	1	5	2	7
Standard	9	2	46	17	17	40	16	55	202	41	243
Other	0	0	0	0	1	0	0	0	1	1	2

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER 2015

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	27	2	26	20	2	42	119	12	131
Total Active Listings	0	0	29	1	26	18	5	48	127	19	146
Average Days on Market	0	0	64	68	70	38	79	51	57	69	59
Average List Price in Thousands	0.0	0.0	285.9	513.0	255.4	403.2	387.9	439.0	359.9	494.0	377.4
Median List Price in Thousands	0.0	0.0	265.0	513.0	239.5	359.5	369.9	407.0	350.0	444.0	351.0
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	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	714.3
Expirations	0	0	2	0	0	0	1	3	6	2	8

PENDING SALES

New Escrows Opened	0	0	23	2	27	20	3	46	121	13	134
Total YTD Escrows Opened	0	0	196	9	179	131	44	352	911	87	998
New Open Escrows Average Days on Market	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	317.9

CLOSED SALES:

New Escrows Closed	0	0	14	2	26	17	3	40	102	10	112
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	285.598
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	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	50.0	0.0	46.2	58.8	0.0	60.0	52.0	70.0	53.6
Sales to Listing Inventory Ratio	0.0	0.0	48.3	200.0	100.0	94.4	60.0	83.3	80.3	52.6	76.7
Final Sale to New Listing Ratio	0.0	0.0	51.9	100.0	100.0	85.0	150.0	95.2	85.7	83.3	85.5

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	1	0	0	1	0	1
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	1	0	1	0	0	1	3	0	3
Standard	0	0	13	2	25	16	3	39	98	10	108
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED
415

SEPTEMBER 2015 SCV RESIDENTIAL MLS SUMMARY
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED
434

RESIDENTIAL PROP. ESCROW CLOSED
368

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	8	5	81	22	46	68	13	106	349	66	415
TOTAL ACTIVE LISTINGS	44	25	135	46	73	106	44	147	620	176	796
AVERAGE DAYS ON MARKET	87	129	80	82	75	54	78	62	73	86	76
AVERAGE LIST PRICE IN THOUSANDS	579.3	756.4	629.1	627.7	521.3	586.7	789.3	668.3	630.1	456.6	591.8
MEDIAN LIST PRICE IN THOUSANDS	550.0	749.0	499.0	513.0	485.0	569.0	750.0	591.8	525.0	330.0	525.0
BOMS	84	46	523	185	221	384	133	653	2,229	450	2,679
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
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
EXPIRATIONS	2	3	10	2	4	6	2	13	42	11	53

PENDING SALES:

NEW ESCROWS OPENED	13	5	81	32	45	67	16	106	365	69	434
TOTAL YTD ESCROWS OPENED	63	43	627	236	331	574	180	874	2,948	565	3,513
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	63	75	44	42	36	39	59	39	45	53	47
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	
CLOSED SALES:											
NEW ESCROWS CLOSED	9	2	62	21	44	59	19	96	312	56	368
TOTAL YTD ESCROWS CLOSED	74	35	566	208	299	526	158	795	2,661	508	3,169
VOLUME OF NEW SALE DOLLARS IN MILLIONS	4.480	1.367	26.462	9.076	17.500	28.184	11.601	50.330	149.008	18.206	167.214
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	174.485	1,445.190
AVERAGE SALE PRICE IN THOUSANDS	497.8	683.5	426.8	432.2	397.9	477.7	610.6	524.3	477.6	325.1	454.4
MEDIAN SALE PRICE IN THOUSANDS	540.0	542.0	419.9	430.0	272.0	470.0	650.0	460.0	449.9	250.0	435.0
COOP SALES	7	2	56	20	35	53	14	81	268	50	318
PERCENT OF COOP SALES	77.8	100.0	90.3	95.2	79.5	89.8	73.7	84.4	85.9	89.3	86.4
AVERAGE DAYS ON MARKET	235	120	82	111	76	78	98	86	89	96	90
SALES AT LIST PRICE	4	1	32	11	19	30	6	46	149	31	180
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
SALES TO LISTING INVENTORY RATIO	20.5	8.0	45.9	45.7	80.3	65.3	43.2	65.3	50.3	31.8	46.2
FINAL SALE TO NEW LISTING RATIO	112.5	40.0	76.5	95.5	95.7	86.8	146.2	90.6	89.4	84.8	88.7

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	1	1	0	1	0	0	3	2	5
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	2	1	1	2	0	2	8	2	10
STANDARD	9	2	59	19	42	56	19	94	300	51	351
OTHER	0	0	0	0	1	0	0	0	1	1	2

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	65	10	4	3	166
100,000 TO 109,999	198	1	1	1	48
110,000 TO 119,999	26	0	1	1	20900
120,000 TO 129,999	106	3	7	3	10630
130,000 TO 139,999	31	8	4	2	5598
140,000 TO 149,999	30	8	8	2	2807
150,000 TO 159,999	29	8	8	3	153
160,000 TO 169,999	31	16	7	1	5000
170,000 TO 179,999	36	42	32	20	7787
180,000 TO 189,999	33	38	17	9	3925
190,000 TO 199,999	42	41	35	21	7020
200,000 TO 209,999	34	67	24	11	7278
210,000 TO 219,999	33	60	50	25	7566
220,000 TO 229,999	46	58	39	27	17495
230,000 TO 239,999	43	46	23	16	22124
240,000 TO 249,999	44	62	30	20	15797
250,000 TO 259,999	64	106	42	26	16715
260,000 TO 269,999	37	61	13	12	36871
270,000 TO 279,999	30	28	8	4	24807
280,000 TO 289,999	0	18	0	0	N/A
290,000 TO 299,999	77	67	5	5	124300
300,000 TO 309,999	124	7	1	1	250000
MORE THAN 2,000,000	43	751	347	211	16057
TOTALS					

2015 RMLS TOTAL - \$ VOLUME
\$1,445,190,000

LISTINGS
4,290

SALES
2,791

RESIDENTIAL PROPERTIES LISTED
415

SEPTEMBER 2015 SCV RESIDENTIAL MLS SUMMARY
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED
434

RESIDENTIAL PROP. ESCROW CLOSED
368

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	8	5	81	22	46	68	13	106	349	66	415
TOTAL ACTIVE LISTINGS	44	25	135	46	73	106	44	147	620	176	796
AVERAGE DAYS ON MARKET	87	129	80	82	75	54	78	62	73	86	76
AVERAGE LIST PRICE IN THOUSANDS	579.3	756.4	629.1	627.7	521.3	586.7	789.3	668.3	630.1	456.6	591.8
MEDIAN LIST PRICE IN THOUSANDS	550.0	749.0	499.0	513.0	485.0	569.0	750.0	591.8	525.0	330.0	525.0
BOMS	84	46	523	185	221	384	133	653	2,229	450	2,679
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
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
EXPIRATIONS	2	3	10	2	4	6	2	13	42	11	53

PENDING SALES:

NEW ESCROWS OPENED	13	5	81	32	45	67	16	106	365	69	434
TOTAL YTD ESCROWS OPENED	63	43	627	236	331	574	180	874	2,948	565	3,513
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	63	75	44	42	36	39	59	39	45	53	47
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	
CLOSED SALES:											
NEW ESCROWS CLOSED	9	2	62	21	44	59	19	96	312	56	368
TOTAL YTD ESCROWS CLOSED	74	35	566	208	299	526	158	795	2,661	508	3,169
VOLUME OF NEW SALE DOLLARS IN MILLIONS	4.480	1.367	26.462	9.076	17.500	28.184	11.601	50.330	149.008	18.206	167.214
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	174.485	1,445.190
AVERAGE SALE PRICE IN THOUSANDS	497.8	683.5	426.8	432.2	397.9	477.7	610.6	524.3	477.6	325.1	454.4
MEDIAN SALE PRICE IN THOUSANDS	540.0	542.0	419.9	430.0	272.0	470.0	650.0	460.0	449.9	250.0	435.0
COOP SALES	7	2	56	20	35	53	14	81	268	50	318
PERCENT OF COOP SALES	77.8	100.0	90.3	95.2	79.5	89.8	73.7	84.4	85.9	89.3	86.4
AVERAGE DAYS ON MARKET	235	120	82	111	76	78	98	86	89	96	90
SALES AT LIST PRICE	4	1	32	11	19	30	6	46	149	31	180
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
SALES TO LISTING INVENTORY RATIO	20.5	8.0	45.9	45.7	80.3	65.3	43.2	65.3	50.3	31.8	46.2
FINAL SALE TO NEW LISTING RATIO	112.5	40.0	76.5	95.5	95.7	86.8	146.2	90.6	89.4	84.8	88.7

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	1	1	0	1	0	0	3	2	5
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	2	1	1	2	0	2	8	2	10
STANDARD	9	2	59	19	42	56	19	94	300	51	351
OTHER	0	0	0	0	1	0	0	0	1	1	2

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

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160,000 TO 169,999	31	16	7	1	5000
170,000 TO 179,999	36	42	32	20	7787
180,000 TO 189,999	33	38	17	9	3925
190,000 TO 199,999	42	41	35	21	7020
200,000 TO 209,999	34	67	24	11	7278
210,000 TO 219,999	33	60	50	25	7566
220,000 TO 229,999	46	58	39	27	17495
230,000 TO 239,999	43	46	23	16	22124
240,000 TO 249,999	44	62	30	20	15797
250,000 TO 259,999	64	106	42	26	16715
260,000 TO 269,999	37	61	13	12	36871
270,000 TO 279,999	30	28	8	4	24807
280,000 TO 289,999	0	18	0	0	N/A
290,000 TO 299,999	77	67	5	5	124300
300,000 TO 309,999	124	7	1	1	250000
MORE THAN 2,000,000	43	751	347	211	16057
TOTALS					

2015 RMLS TOTAL - \$ VOLUME
\$1,445,190,000

LISTINGS
4,290

SALES
2,791

RESIDENTIAL PROPERTIES LISTED
415

SEPTEMBER 2015 SCV RESIDENTIAL MLS SUMMARY
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED
434

RESIDENTIAL PROP. ESCROW CLOSED
368

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	8	5	81	22	46	68	13	106	349	66	415
TOTAL ACTIVE LISTINGS	44	25	135	46	73	106	44	147	620	176	796
AVERAGE DAYS ON MARKET	87	129	80	82	75	54	78	62	73	86	76
AVERAGE LIST PRICE IN THOUSANDS	579.3	756.4	629.1	627.7	521.3	586.7	789.3	668.3	630.1	456.6	591.8
MEDIAN LIST PRICE IN THOUSANDS	550.0	749.0	499.0	513.0	485.0	569.0	750.0	591.8	525.0	330.0	525.0
BOMS	84	46	523	185	221	384	133	653	2,229	450	2,679
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
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
EXPIRATIONS	2	3	10	2	4	6	2	13	42	11	53

PENDING SALES:

NEW ESCROWS OPENED	13	5	81	32	45	67	16	106	365	69	434
TOTAL YTD ESCROWS OPENED	63	43	627	236	331	574	180	874	2,948	565	3,513
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	63	75	44	42	36	39	59	39	45	53	47
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	
CLOSED SALES:											
NEW ESCROWS CLOSED	9	2	62	21	44	59	19	96	312	56	368
TOTAL YTD ESCROWS CLOSED	74	35	566	208	299	526	158	795	2,661	508	3,169
VOLUME OF NEW SALE DOLLARS IN MILLIONS	4.480	1.367	26.462	9.076	17.500	28.184	11.601	50.330	149.008	18.206	167.214
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	174.485	1,445.190
AVERAGE											

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Top Listings Sold Office Year-To-Date*

*Based on information from the Southland Regional/Association Board of Realtors (Alternatively, from the SO/CAL REGIONAL MLS) for the time frame of January 1, 2015 through August 31, 2015. Greater San Fernando Valley area Latitude, Longitude is around 34.24, 118.47.



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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.

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Guest Speakers

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Chairperson: Brian Hatkoff, CCIM
Phone: (818) 701-7789
Web: www.commercialdataexchange.com
Time: 8:30 A.M.
Location: SRAR Auditorium
7232 Balboa Blvd., Van Nuys
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R.E. NETWORK Fridays (expt. holidays)

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