

November/December 2015

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

Nancy Starczyk Picked For Top Realtor Honor Pg. 3

**C.A.R. sponsored legislation for
Team Names Clarification ... Pg. 2**

**California Home Sales
Decrease In October
As Affordability Crunch
Impacts Housing Market,
C.A.R. Reports ... Pg. 4**

**Strong Summer Sales
Continue Well Into Fall ... Pg. 5**

**Tech, Realtors Go
Together When Buying
A Home ... Pg. 6**

2016 SRAR Board Elected ... Pg. 7


**Realtor Action Fund
Winners Announced ... Pg. 7**

**Realtors Contribute To
Affordable Apartment
Complex ... Pg. 7**

**Homebuyer
Grants ... Pg. 8**

Sponsor A Child ... Pg. 9

**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 3rd, up to 100 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) 818-4223-748

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 to someone else's name? ☐ YES ☐ NO
If yes, please provide the name: _____
Do you prefer to credit card, complete the information below. Checks may be made to: SRAR Foundation and sent to: _____
Office Tel at 7222 Wilshire Blvd. Van Nuys, CA 91405
CV# _____ Expiration Date: _____
Name as it appears on card: _____ Total Amount to be charged: _____
Signature to authorize charge: _____

Completed forms will be held confidentially. For more information, please call 818-766-0444. By sponsoring this child, please send form along with check by mail!

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

**Holiday
TOY
Drive**

benefiting
"Spark of Love"

Collect new, unwrapped toys for needy children!

**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.



Volume 95 • Issue 11

**BROUGHT TO YOU BY THE 2015
RISK MANAGEMENT
COMMITTEE**

**C.A.R. SPONSORED LEGISLATION FOR TEAM
NAMES CLARIFICATION**

**REVISION TO TEAM NAME LAW EFFECTIVE
JULY 16, 2015.**

CLARIFIED ISSUES AS FOLLOWS:

- TEAM NAMES ARE NOT FICTITIOUS NAMES (DBAS) AND NEED NOT BE FILED AT A COUNTY RECORDER;
- ONLY ONE MEMBER OF THE TEAM NEED INCLUDE THEIR CALBRE LICENSE NUMBER AND NAME IN ADVERTISING MATERIALS
 - BROKER IDENTITY MEANS THE NAME THAT THE BROKER GENERALLY USES;
- AND THE BROKER LICENSE NUMBER MUST APPEAR IN ANY TEAM NAME (OR AGENT OWNED DBA) ADVERTISING.

THIS BILL BECAME LAW THROUGH URGENCY DECLARATION ON JULY 16 OF THIS YEAR (2015). IT IS A FOLLOW-UP LAW TO THE TEAM NAME LAW PASSED LAST YEAR. IT SEEKS TO CLARIFY FOUR AMBIGUITIES IN THE ORIGINAL LAW.

FIRST, THIS LAW STATES THAT A TEAM NAME (AS DEFINED IN THE ORIGINAL LAW) IS NOT A FICTITIOUS BUSINESS NAME (DBA) UNDER THE REAL ESTATE LAW OR ANY OTHER LAW. THUS, IT IS NOT NECESSARY TO FILE A TEAM NAME AS A DBA AT THE COUNTY RECORDER, NOR IS IT NECESSARY TO APPLY WITH THE BUREAU OF REAL ESTATE FOR USE OF THE TEAM NAME.

SECOND, IN ADVERTISING USING A TEAM NAME, AT LEAST ONE OF THE TEAM MEMBER'S LICENSE NUMBER AND NAME NEED APPEAR IN THE ADVERTISEMENT. IT MAY BE ANY LICENSED MEMBER OF THE TEAM. OTHER TEAM MEMBERS' NAMES AND LICENSES NUMBERS MAY OPTIONALLY APPEAR.

THIRD, THE BROKER NAME THAT APPEARS ALONGSIDE A TEAM NAME (OR AGENT OWNED DBA) MUST BE THE NAME THAT THE BROKER USES TO CONDUCT BUSINESS IN GENERAL OR A SUBSTANTIAL DIVISION OF THE REAL ESTATE FIRM.

LASTLY, THE LICENSE NUMBER OF THE BROKER MUST APPEAR WHEN ADVERTISING TEAM NAMES (OR AGENT OWNED DBAS).

SENATE BILL 146. CODIFIED AS BUSINESS AND PROFESSIONS CODE §§10159.5, 10159.6 AND 10159.7. EFFECTIVE DATE IS JULY 16, 2015

CONSUMER PRICE INDEXES

MAY 2015

\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	OCT 2014	SEP 2014	OCT 2015	SEP 2014	OCT 2015	OCT 2015
Los Angeles - Riverside - Orange County	243.341	245.431	245.812	0.7	1.0	0.2

ADVERTISEMENT

METRO RETROFITTING™
CERTIFIED RETROFITTING COMPLIANCE SERVICES
gometroretro.com



**CERTIFIED RETROFITTING
COMPLIANCE SERVICES**
Since 1996

- Water Conserving Toilets & Fixtures
- Automatic Seismic Gas Shut-Off Valves
- Smoke & Carbon Monoxide Alarms
- Water Heater Strapping
- Sliding Door Safety Glazing

CONTACT US TODAY!
www.gometroretro.com
800.450.3660



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

President
Gaye Rainey

President-Elect
Gina Uzunyan

Chief Executive Officer
Jim Link

Santa Clarita Valley Division
President
Bob Khalsa

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

NANCY STARCZYK PICKED FOR TOP REALTOR HONOR

BY GAYE RAINEY, PRESIDENT, AND
DAVID R. WALKER

SOUTHLAND REGIONAL ASSOCIATION
OF REALTORS®

THE 9,100-MEMBER SOUTHLAND REGIONAL ASSOCIATION OF REALTORS RECENTLY BESTOWED ITS TOP HONOR ON SANTA CLARITA VALLEY REALTOR NANCY STARCZYK. RANA LINKA AND LAUREN GREER ALSO WERE HONORED.

Starczyk is the Association's 2016 president-elect and has served multiple terms as president of the Association's



Nancy Starczyk, right, the 2015 Realtor of the year, with Rana Link, the 2015 Association Service Award recipient.

Santa Clarita Division along with being a driving force behind the government affairs committee in the San Fernando and Santa Clarita Valleys.

She is known for her unbridled energy and unswerving dedication to her community and her profession.

"It truly is an honor ... to have Nancy among us," said Patti Petralia, the 2014 recipient of the SRAR Realtor of the year Award in introducing Starczyk. "She has a passion for nature, is very enterprising, is very entrepreneurial, and is someone who is always giving back."

"I'm very honored to stand with all of you," Starczyk said. "You make a difference." Starczyk, Linka and Greer also will be honored at the Association's January installation banquet. Gary



2015 honorees from right to left, Lauren Greer, Affiliate Award; Nancy Starczyk, Realtor of the Year; Rana Linka, Association Service Award, and Gaye Rainey, the 2015 president of the Southland Regional Association of Realtors.

Washburn, the 2012 recipient of SRAR's Association Service Award announced the selection of Linka as the 2015 honoree.

"She has served 40 years at SRAR ... and is helping people all the time," Washburn said.

Lauren Greer, the recipient of SRAR's 2015 Affiliate Award, received the honor from Arnie Garfinkel, the 2014 recipient. "Thank you for letting me be part of this great organization," Greer said, noting that being selected would "make my grandpa's day."

The awards were presented at the Association's 17th Awards Gala Luncheon. Realtor Tom Carnahan served as the event's master of ceremonies.

SRAR President Gaye Rainey thanked directors and the dozens of volunteers and staff who drive the Association forward, noting that much has been accomplished in 2015 due to "all of your hard work."

Committee chairs honored at the gala included: Jeff Kahn, budget and finance; Bob Khalsa, commercial investment; Melanie McShane, education; Wendy

Cox, grievance; Jeff Phillips, MLS rules and compliance; Herb Lambert, professional standards; Winnie Davis, Realtor action fund; Nancy Troxell, technology; Olivia Chavez, young Realtors; Nancy Starczyk, SRAR & sCV government affairs; Shelley Valencia, SCV affiliates. Not in attendance yet also honored were: Steve Spile, risk management; Celeste Heathington, equal opportunity housing; Judy Ann Von Arb, events; Jim Ezell, charitable foundation; and John Seletos, ethics and arbitration.

Rainey also praised and thanked the members of SRAR's executive committee and board of directors, including: Jerry Ascencio, Patricia Beltran, Tom Carnahan, Ana Maria Colón, Winnie Davis, Wendy Furth, Roger Hance, Bob Khalsa, Rana Linka, Bud Mauro, Alice McCain, Patti Petralia, Fred Sabine, Nancy Starczyk, Dan Tresieras, Nancy Troxell, Gina Uzunyan, Dean Vincent, Gary Washburn, Steve White and Pat "Ziggy" Zicarelli, who is also president-elect of the 175,000-member California Association of Realtors.

CALIFORNIA HOME SALES AND PRICE DECREASE IN OCTOBER AS AFFORDABILITY CRUNCH IMPACTS HOUSING MARKET, C.A.R. REPORTS

- Existing, single-family home sales totaled 403,510 in October on a seasonally adjusted annualized rate, down 5.1 percent from September and up 1.3 percent from October 2014.

- Statewide sales were above the 400,000 mark for the seventh straight month.

- October's statewide median home price was \$475,990, down 1.3 percent from September and up 5.7 percent from October 2014.

LOS ANGELES (Nov. 17) – California's housing market softened in October as both statewide sales and median price contracted from the previous month and is still on target to meet forecast projections, the CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.) <http://www.car.org/> said today.

Home sales exceeded the 400,000 level in October for the seventh consecutive month and posted higher on a year-to-year basis for the ninth straight month. Closed escrow sales of existing, single-family detached homes in California totaled a seasonally adjusted annualized rate of 403,510 units in October, according to information collected by C.A.R. from more than 90 local REALTOR® associations and MLSs statewide. The statewide sales figure represents what would be the total number of homes sold during 2015 if sales maintained the October pace throughout the year. It is adjusted to account for seasonal factors that typically influence home sales.

The October figure was down 5.1 percent from the revised 425,120 level in September and up 1.3 percent compared with home sales in October 2014 of a revised 398,510. The year-to-year increase was the lowest since January 2015 and was significantly below the six-month average of 9.7 percent observed between April 2015 and September 2015.

“The slowdown in October's home sales could be attributed to the financial turmoil and global economic uncertainty that took

place in August and September, as some prospective buyers took a wait-and-see approach,” said 2016 C.A.R. President Ziggy Zicarelli. “With job growth increasing the most since late 2014 and interest rates remaining below 4 percent, the demand for housing should continue to grow at a modest pace. Statewide sales are on track to finish the year with a mid-single-digit increase from last year.”

The median price of an existing, single-family detached California home slipped 1.3 percent in October to \$475,990 from a revised \$482,150 in September. October's median price was 5.7 percent higher than the revised \$450,460 recorded in October 2014. The median sales price is the point at which half of homes sold for more and half sold for less; it is influenced by the types of homes selling as well as a general change in values.

“Housing affordability is an issue in many parts of California, and the impact it has on sales varies from region to region. In the Bay Area, a persistent shortage of homes for sale put upward pressure on housing prices and is now presenting significant affordability challenges to home buyers in the region,” said C.A.R. Vice President and Chief Economist Leslie Appleton-Young. “With home prices in the Bay Area averaging more than 7 percent higher than a year ago, we're now seeing the negative effect on sales due to low housing affordability as higher prices have put homebuying out of reach for many potential buyers.”

Other key points from C.A.R.'s October 2015 resale housing report include:

- While sales continued to improve from last year at the state level, the number of active listings continued to drop from the previous year. Active listings for California dropped 5.6 percent from September and decreased 7.6 percent from October 2014.

- While sales were slightly higher from a year ago at the state level, the number of active listings continued to drop from the previous year. The October Unsold Inventory Index remained at 3.7 months for the third straight month, unchanged from September

and down from 3.8 months in October 2014. The index indicates the number of months needed to sell the supply of homes on the market at the current sales rate. A six- to seven-month supply is considered typical in a normal market.

- The median number of days it took to sell a single-family home increased in October to 35.5 days, compared with 32.6 days in September and 38.7 days in October 2014.

- According to C.A.R.'s newest housing market indicator which measures the sales-to-list price ratio*, properties are generally selling below the list price, except in the San Francisco Bay Area, where a lack of homes for sale is pushing sales prices higher than original asking prices. The statewide measure suggests that homes sold at a median of 98.2 percent of the list price in October, up from 97.7 percent at the same time last year. The Bay Area is the only region where homes are selling above original list prices due to constrained supply with a ratio of 102.2 percent in October, up from 101.2 percent a year ago.

- The average price per square foot** for an existing single-family home was \$237 in October 2015, up from \$231 in October 2014. Price per square foot at the state level has been stabilizing in the last few months as the statewide median price began leveling off and slowing to an average increase of 1.4 percent in the past three months.

- San Francisco had the highest price per square foot in October at \$778/sq. ft., followed by San Mateo (\$745/sq. ft.), and Santa Clara (\$572/sq. ft.). The three counties with the lowest price per square foot in October were Siskiyou (\$115/sq. ft.), Madera (\$120/sq. ft.), and Kings and Tulare both at \$121/sq. ft.

- Mortgage rates were unchanged in October, with the 30-year, fixed-mortgage interest rate averaging 3.80 percent, down from 3.89 percent in September and from 4.04 percent in October 2014, according to Freddie Mac. Adjustable-mortgage interest rates also were essentially the same, averaging 2.56 percent in October, down incrementally from 2.59 percent in September but up from 2.41 percent in October 2014.

STRONG SUMMER SALES TO CONTINUE WELL INTO FALL

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

THE SAN FERNANDO VALLEY'S HOME RESALE MARKET IGNORED TYPICAL SEASONAL TRENDS DURING SEPTEMBER TO POST AN 18.5 PERCENT INCREASE IN HOME SALES AND A 24.7 PERCENT JUMP IN CONDOMINIUM CLOSED ESCROWS WITH THE SUMMER'S UPBEAT ACTIVITY LIKELY TO CONTINUE WELL INTO THE FALL, THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS REPORTED TODAY.

A total of 582 single-family homes closed escrow across the Valley, up 18.5 percent from September 2014.

Typically, a seasonal slowdown begins to appear in September as vacations end and schools reopen; yet this year sales increased slightly from August with pending sales — a measure of future activity — 9.5 percent higher than a year ago.

Similarly, Realtors helped close escrow on 207 condominium transactions, up 24.7 percent from 12 months ago and 10.1 percent ahead of this August. It was the third consecutive month this year that condo sales exceeded the 200-sale benchmark, a pattern not seen since 2013 when seven months of that year were higher than 200 condo sales.

"It's been a remarkably intense local market," said Gaye Rainey, president of the 9,100-member Southland Regional Association of Realtors. "We're not seeing any slowdown, which is unusual for this time of year. Inventory is way down, so that most likely will apply a brake to activity."

Rainey said it's too soon to say if the recent implementation of new federal disclosure rules is having

an impact on local home and condo transactions. The rules require use of new forms and mandate specific time periods when they must be provided to consumers.

"Most likely the new rules will not have an impact on the buyer or seller's side if agents anticipate issues and deal with them in a timely manner," Rainey said. "Lenders say you can count on escrows closing in 45 days, but there are some lenders who say a closing within 30 days is still possible."

So, we're telling agents if they look for escrow to close within 40 days they should be fine."

Rainey and Link cautioned parties to a sale to be particularly wary of repairs or changes coming near the anticipated close of escrow. Late changes may trigger new three day waiting periods during which time the other party has the right to accept or reject the revisions, thus possibly adding a delay.

Link said the unseasonably heavy

sales activity might be partly in reaction to anticipated increases in interest rates on home loans, which remain near historically low levels.

The market is busy "due to low rates and the threat of rate hikes, reasonably strong confidence in the economy, and the fact that most owners now are in an equity position so those who are selling no longer have to consider a short sale," Link said. "Also, refinancing is very strong as more owners decide to improve their residence and stay put, but the decision to stay in place contributes to no inventory."

The inventory of homes listed for sale on the Multiple Listing Service operated by the Association continued to dwindle with the 1,728 active listings off 6.7 percent from a year ago. At the current pace of sales, that inventory represents a 2.2-month supply, compared to the 2.8-month stockpile of September 2014 and the 6-month supply deemed to represent a balanced market.

Santa Clarita Home Sales Up 12%

Realtors closed escrow on 210 single-family homes during September in the Santa Clarita Valley, up 12.3 percent from a year ago, the Southland Regional Association of Realtors reported recently.



Bob Khalsa, President,
Santa Clarita Valley Div.

Not surprisingly, sales slackened on a month-to-month basis, falling 15.3 percent from the heavy pace set this July and August. Sales peaked in July with 255 homes changing owners.

"It's been a strong summer for home sales," said Bob Khalsa, president of the Santa Clarita Division of the Southland Regional Association of Realtors. "That's likely to continue into fall with pending sales up 20 percent."

Escrow also closed on 102 condominium sales, up 9.7 percent over September 2014, marking the fifth consecutive month above the 100-sale benchmark. The 15.7 percent month-to-month drop in the condo total was due in part to August having posted the highest monthly total since August 2013. The median price of Santa Clarita homes was \$515,000,

up 5.1 percent over a year ago. The condominium median price of \$325,000 was up 16.1 percent from September 2014.

Santa Clarita's limited inventory got even tighter during September, with a mere 620 active listings reported at the end of the month, down 12.2 percent from a year ago. At the current pace of sales, the region needs at least double that number.

TECH, REALTORS GO TOGETHER WHEN BUYING A HOME

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

CONSUMERS ARE USING THE INTERNET AS A TOOL DURING THE HOME SEARCH MORE THAN EVER BEFORE, YET A RECENT SURVEY FOUND SOMETHING UNEXPECTED ALSO HAS EMERGED—CONSUMERS ALSO NEED AND ARE INCREASINGLY UTILIZING THE KNOWLEDGE AND EXPERTISE OF EXPERIENCED REALTORS.

That finding in the report titled “Real Estate in the Digital Age” runs counter to conventional wisdom that had predicted experienced real estate professionals would be in less demand as Internet usage surged.

“Consumers have the ability to do more home buying research online and be more connected during the home search process than ever before, but research proves they are still seeing the value a Realtor brings to the transaction, from the initial search to well after the closing,” said Chris Polychron, president of the National Association of Realtors, which commissioned the report.

“Realtors bring great value to buyers from every generation, demographic and location as well as in every financial and familial situation,” he said. “So, while consumers have more technological tools available at their fingertips, Realtors are now more than ever a part of the home buying and selling equation.”

The report found that locating the right property was ranked as the most difficult step in the multi-faceted home-buying process. Since the Internet is now the first place many people go for information, it’s not surprising that four in 10 buyers looked for properties online as a first step in the home buying process, up from 36 percent in 2010.

However, 88 percent of buyers in 2014 purchased their home with assistance from a real estate agent, up from 83 percent in 2010.

While 94 percent of millennials and 84 percent of baby boomers used online websites in their home search, only 65 percent of the Silent Generation — those ages 69 to 89 years — did the same.

Older boomers, those aged 60 to 68 years, used a mobile device to search for properties at less than half the rate of millennials — 30 percent versus 66 percent.

When it comes to website listing features, photos and online property information were more important to millennials, while

virtual tours and direct contact with a real estate agent were more important to baby boomers.

Despite visual content growing in popularity and importance, older home buyers found virtual tours more useful than younger buyers: 45 percent among the Silent Generation and baby boomers compared to 36 percent among millennials.

As for the length of time it takes for consumers to find a home, millennials typically looked for about 11 weeks, while baby boomers and members of the Silent Generation searched for 8 weeks.

Internet use also impacted the length of a home search; those who used the Internet to search homes visited more homes and searched for longer, looking at 10 homes over a 10-week period, versus four homes in four weeks for those not looking on the web.

While not all consumers use the Internet in their home search, a growing number are first finding their future home online. Forty-three percent of buyers first found the home they ended up purchasing on the web; that number was just 8 percent in 2001. In 2001, nearly half—48 percent—of buyers found the home they purchased from a real estate agent; today that number is 33 percent.

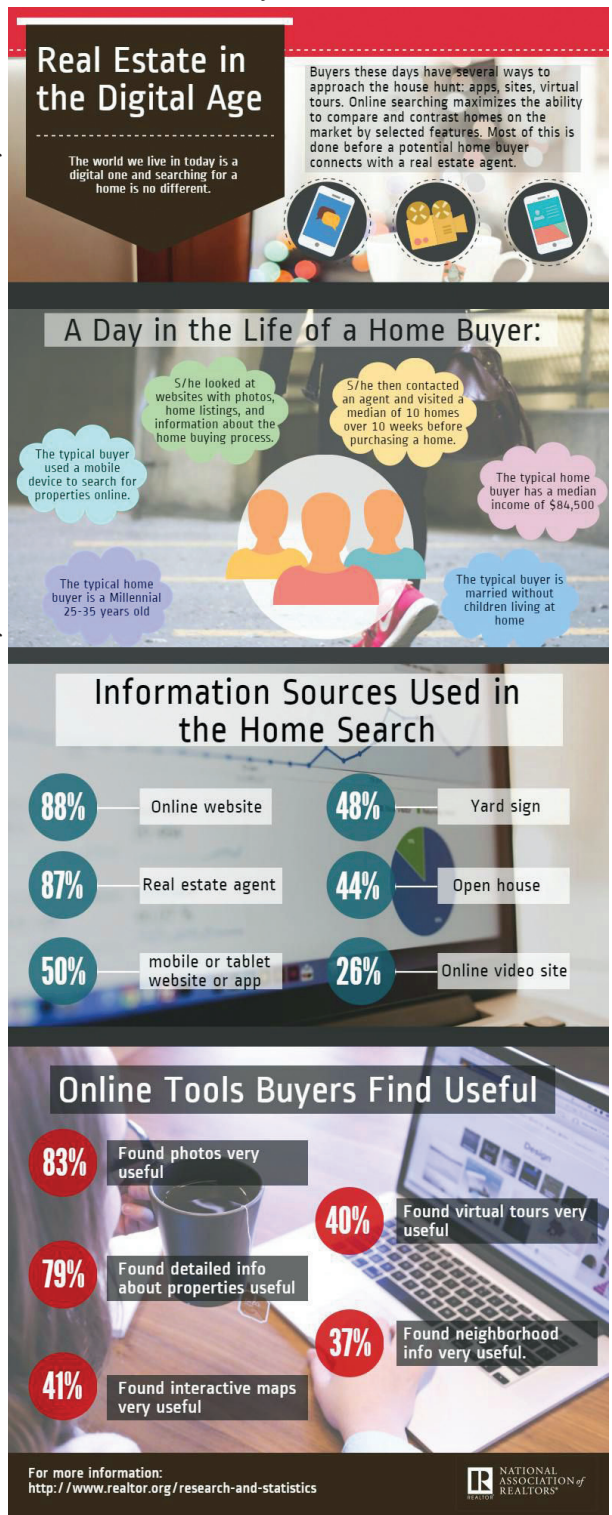
The Real Estate in a Digital Age report also found greater technology use by Realtors and real estate firms to better meet the needs of clients. Ninety-three percent Realtors prefer to communicate with their clients via email, 85 percent via text messages, and 31 percent by instant messaging.

Social media is also popular with Realtors, though 70 percent of female Realtors are active on social media compared to only 58 percent of male Realtors.

Some social media platforms are more popular than others among Realtors: Facebook and LinkedIn are most utilized by Realtors, at 80 percent and 71 percent, respectively.

Realtors and firms know that they must adapt to technology to better serve their clients; however, staying current is not always an easy feat.

In fact, 46 percent of all real estate firms cite keeping up with technology as one of the biggest challenges they face over the next two years.



Realtors Contribute to Affordable Apartment Complex

The Southland Regional Association of Realtors charitable foundation was among multiple agencies to contribute to development of the Moonlight Villas project, a new affordable apartment complex in Pacoima designed to provide young adults and families with safe and supportive housing.

The 27-unit complex was built specifically for transition-aged youth — ages 18 to 25 — and single mothers who are homeless or are especially vulnerable to becoming homeless.

SRAR's charitable foundation contributed \$5,000 most recently with donations over the last several years totaling \$30,000. Penny Lane Centers, Abbey Road and Los Angeles Housing Partnership dedicated the center's community room as thanks for the contribution from Realtors. The opening of the public-private collaborative effort came just days after the Los Angeles City Council declared a state of emergency on homelessness.

"I am proud and grateful to have Moonlight Villas in the District," said L.A. City Councilmember Felipe Fuentes, 7th District. "Individuals who need our help the most will have the chance to lead productive lives without fear of being on the streets."

Amenities at Moonlight Villas include a community room, internet services, full-time case managers and services coordinators to assist the tenants with the supportive services. There is also a full-time property manager. The Moonlight Villas complex was financed through a combination of federal housing tax credits, tax-exempt multi-family housing conduit revenue bonds issued by the City of Los Angeles, state Multifamily Housing Program funds, state housing credits and private investment.



Pictured left to right: Ingrid Hines, Penny Lane Center; Los Angeles City Councilman Felipe Fuentes, Hermes Ayala, field representative for Assemblywoman Patty Lopez; Mark Levinson, vice chair, member and business services, Greater San Fernando Chamber of Commerce; Manuel Bernal, director of finance, Los Angeles Housing and Community Investment Department; Ivelise Markovits, CEO and founder of Penny Lane Centers; Brady Gunther, CEO and President of Los Angeles Housing Partnership; and Benita Trujillo, field deputy for L.A. County Supervisor Sheila Kuehl.



2016 SRAR Board Elected

Congratulations to the following Realtors who were elected to serve on the Southland Regional Association of Realtors' Board of Directors for two-year terms beginning Jan. 1, 2016:

Jeff Kahn, Melanie McShane, Paul Marks, Bob Khalsa, Patti Petralia, Erika Kauzlarich-Bird, Marty Kovacs, Steve White, Judy Ann Von Arb, Diane Sydell, Howard M. Katchen, Winnie Davis, and Cindy Wu

Completing the second year of their two-year term will be:

Patricia Beltran, Rana Linka, Gaye Rainey, Fred Sabine, Nancy Starczyk, Nancy Troxell, Gina Uzunyan, M. Dean Vincent, Gary Washburn

Realtor Jina Uzunyan has been elected to serve as SRAR's 2016 president. Realtor Nancy Starczyk will be the 2016 president-elect.

The following Realtors have been elected to serve three-year terms on the Santa Clarita Valley Division Council beginning Jan. 1, 2016:

Nicole Stinson, Nancy Starczyk, Amanda Etcheverry

Completing their remaining terms on the Santa Clarita Division Council are:

Sara Darabi, Jennifer Getz, Phyllis Grekin, Mark Jenkins, Debbie Hawkins, Bob Khalsa, Bob Kellar, Marty Kovacs, Earl Valladares, M. Dean Vincent



Realtor Action Fund Winners Announced



Three local Realtors won an iPad Air 2 recently as the recipients of the 2015 drawing presented by the Realtors Action Fund of the Southland Regional Association of Realtors.

The lucky winners are pictured above with SRAR and RAF leaders, including, from left to right: Winnie Davis, RAF Chair; Robert Mariscal, The Real Estate Plaza; Mark Bayliss, Gold Coast Investments; Denise O'Reilly, Keller Williams; Gina Uzunyan, 2016 SRAR president; and Gaye Rainey, 2015 SRAR president.

Members of the Southland Regional Association of Realtors who contributed at least \$20 to the RAF were entered into a drawing. The winners were selected during SRAR's recent Multicultural Mixer.

The Realtor Action Fund thanks everyone who contributed! Please continue to contribute. Members will have an opportunity to enter the next drawing when paying their dues billing.

One of the most important services organized real estate provides for real estate owners, buyers and professionals is representation in the halls of government. The RAF raises money to advance real estate issues at the local, state, and federal levels of government.

CRISNet MLS
IS HARD AT WORK FOR YOU, THE MEMBER
SIMPLY USE THIS LINK TO SUBMIT YOUR
QUESTIONS OR SUGGESTIONS

http://www.srar.com/include/suggestion_box/?s=mls



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

HomeBuyer *Grants*

*For homes purchased in San Fernando
and Santa Clarita Valleys!*

Southland Regional Association of REALTORS®, in partnership with the California Association of REALTORS® Housing Affordability Fund, is currently offering \$2,000 grants to qualified home buyers.

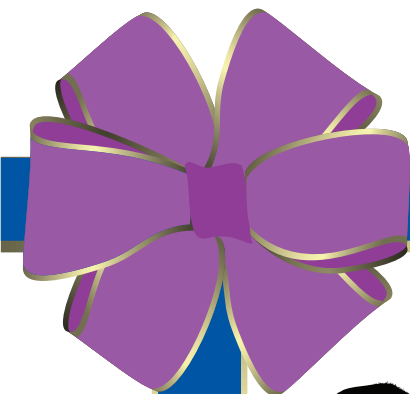
Applicants must meet certain requirements, including income limitations.

For information on this program, including a full list of requirements, visit www.srar.com/grants or contact Michelle Gerhard at 818-947-2271 or via email at michelleg@srar.com



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 3rd, 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 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 complaint comes within the purview of the 7 point criteria established by the National Association of Realtors®. If it does not, the complainant is notified and the applicant is admitted to membership. If it does, the Membership Committee Chairman shall appoint a panel of 3 members from the committee to interview the applicant. The Panel shall make its recommendation to the Membership Committee, which shall then forward its recommendation to the Board of Directors. If the committee recommends disapproval of the application, the Board of Directors will review the recommendation and render a final decision.

FIRST POSTING

Avedissian, Narbeh
Narbeh Avedissian
12400 Ventura Blvd. #744
Studio City, CA. 91604

Dean, Robert
Robert Dean-Broker
2355 Westwood Blvd. #273
Los Angeles, CA. 90064

Jones, Alvin J.
Alvin J. Jones
13205 Riverside Dr. #101
Sherman Oaks, CA. 91423

Kistler, Randy
Re/Max Grand
18946 Ventura Blvd.
Tarzana, CA. 91356

Marquez, Ramey Joseph
eXp Realty
500 La Terresa Blvd., Suite 150
Escondido, CA. 92029

Oganesyan, Sarkis
Sarkis Oganesyan
1025 North Howard St.
Glendale, CA. 91207

Rogow Maman, Melinda
Blue Diamond Realtors
8901 Eton Avenue #9
Canoga Park, CA. 91304

Sparrow III, Victor H.
CNDK Real Estate
18107 Sherman Way, Suite 205
Reseda, CA. 91335

Veloria, Alex
Metro Valley Mortgage & Realty, Inc.
20555 Devonshire St. #381
Chatsworth, CA. 91311

Zeytuntsyan, Gary
Gary Zeytuntsyan
8116 Kelvin Ave.
Winnetka, CA. 91306

SECOND 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

REALTOR® APPLICANTS

Acosta, Luz / Re/Max Traditions / Simi Valley
Agopian, Rosi / Coldwell Banker Calabasas / Calabasas
Aguilera, Rosa / RV Realty Enterprise / Van Nuys
Amador, Teresa / S&R Properties / Arleta
Amooyee, Soheila / Keller Williams Realty Calabasas / Calabasas
Anaya, Marina Angel / Caps Realty Inc. / Sherman Oaks
Anderson, Shelley / Re/Max Traditions / Simi Valley
Andonian, Giorgio Hratch / West Group / Studio City
Anwar, Christina / Rodeo Realty / Sherman Oaks
Arsanos, Melissa / RE/MAX of Santa Clarita / Santa Clarita
Bain, Mashari Laila / Exit Platinum Realty / Woodland Hills
Baltierrez-Fernandez, Joanne / HomeSmart NCG / Northridge
Baum, Lynn Rochelle / Nationwide Real Estate Executives / Los Angeles
Bechar, Jonelle Lynn / Rodeo Realty / Sherman Oaks
Blair, Lynn Carol / Boutique Realty / Tarzana
Bondareva, Alena / Re/Max Estates / Sherman Oaks
Boormad-Shueli, Moran / Coldwell Banker Residential Brokerage / Studio City
Branch, Donna Rae / Keller Williams Realty Encino-Sherman Oaks / Encino
Braun, Jonathan / HomeSmart NCG Inc. / Valencia
Brooks, Heather / Boutique Realty / Tarzana
Buenrostra, Emmanuel / Keller Williams Encino-Sherman Oaks / Encino
Cabot, Tina / Estate Realty Group, Inc. / Santa Clarita
Cabrera, Brisa / Keller Williams VIP Properties / Valencia
Cardwell, Joseph Leon / Troop Real Estate, Inc. / Valencia
Castro, Melvin Alexander / The Real Estate Plaza / Granada Hills
Castro-Rosas, Miralba Mercedes / Realty Smart / Calabasas
Cerone, Daniel Stephen / Coldwell Banker Residential Brokerage / Studio City
Chayko, Evgenia / Elite Realty and Mortgage / Canoga Park
Cho, Helen Heakyong / Metro Pacific Real Estate / Valencia
Cooper, Michael Alan / Agents of LA Inc. / Los Angeles
Darrow, Elizabeth / Ewing Sotheby's I.R. / Calabasas

Dawud, David Assad / Coldwell Banker Quality Properties / Northridge
Decton, Mitchell G. / Hampton Realty & Investment / San Gabriel
Dellinger, Cyrene / Keller Williams Realty / Simi Valley
Doblan, David Oshani / Reliant Realty / Sherman Oaks
Dukmajian, Angela / Keller Williams Realty Calabasas / Calabasas
Eckhart, Nicholas A. / Coldwell Banker Calabasas / Calabasas
Emmoyan, Arusyak / Realty One Group Solutions / Santa Clarita
Espina Gomez, Carmen Patricia / Century 21 Peak / Granada Hills
Farra, Taline / Innovate Realty / Winnetka
Faye, David / Rodeo Realty / Encino
Felix, Jody Lanza / Realty Executives / Newhall
Flores de Goacher, Karla Karina / Pinnacle Estate Properties, Inc. / Mission Hills
Frank, Jessica Megan / Keller Williams VIP Properties / Valencia
Fryman, Vitoria / Gray Stripes Realty, Inc. / Porter Ranch
Garcia, Deborah Lynn / Dilbeck Real Estate / Valencia
Garibyan, Oganes / MCFE, Inc. / Glendale
Gierel Lima, Evelina / Exit Platinum Realty / Woodland Hills
Gobrial, Salwa Naieem / Pinnacle Estate Properties / Northridge
Grube, Brian Charles / Coldwell Banker Calabasas / Calabasas
Haman, Leila / Keller Williams Realty Calabasas / Calabasas
Henderson, Richard / Keller Williams North Valley / Porter Ranch
Horton Gronemeyer, Tracey A. / Coldwell Banker Calabasas / Calabasas
Humphreys, Michelle / RE/MAX of Valencia / Valencia
Jaimes, Krista / Keller Williams Realty Antelope Valley / Palmdale
Jex, Stephanie / Redfin Corporation / Irvine
Ji, Jeongguk / Edward Real Estate Service / Los Angeles
Jimenez-Jimenez, Mayte / California Real Estate Consultants / Thousand Oaks
Jones, Michelle D. / Rodeo Realty / Woodland Hills
Joshi, Farzin Mohammad / Crestico Realty / Woodland Hills
Kane, Karen Lee / Coldwell Banker Residential Brokerage / Studio City
Kang, Eun Young / Best Realty & Investment, Inc. / Granada Hills
Karimian, Laleh / Michael Green Realty & Inc. / Granada Hills
Kawecki, Alicia Denise / Keller Williams Realty Calabasas / Calabasas
Khadem, Keykhasrow / Coldwell Banker Calabasas / Calabasas

Khalilmanesh, Sina / Berkshire Hathaway HomeServices California Properties / Sherman Oaks
Korouni, Kayvan / Realty American Group / Woodland Hills
Kurathi, Dan / Coldwell Banker / Sherman Oaks
Lee, Hyun Ja / Troop Real Estate, Inc. / Valencia
Lee, Kenneth / Realty One Group Solutions / Santa Clarita
Lewandowski, Michael Lee / Pinnacle Estate Properties / Northridge
Limon, Saul / Rodeo Realty / Encino
Mansfield, Jill Rene / On The House Homes / Chatsworth
Marshall, Michael C. / RE/MAX of Valencia / Valencia
Mc Cullough, Kinda / Keller Williams Realty / Northridge
McLymont, Karen Minnette / Thrive California / Calabasas
McManus, Michael Edward / Coldwell Banker Calabasas / Calabasas
McMartin, John S. / GPC Realty Group / Panorama City
Mere, Bertha / Pinnacle Estate Properties, Inc. / Mission Hills
Miller, Cynthia / Keller Williams Realty Antelope Valley / Palmdale
Minasian, Madlena / Realty Smart / Calabasas
Miranda, Antulio E. / Realty Executives / Newhall
Nordella, Brian Phillip / Realty Executives / Newhall
Ochoa, Lilia Ivette / Pinnacle Estate Properties, Inc. / Mission Hills
Odle, Mark Steven / RE/MAX of Santa Clarita / Santa Clarita
Onink, Gustavo / New Beginnings Realty / Newbury Park
Paez, Rosario / Rodeo Realty / Calabasas
Pashley, Trevor R. / Rodeo Realty / Studio City
Peiman, Salehi / Keller William Realty Encino-Sherman Oaks / Encino
Pena, Cynthia Liza / Centennial Realty Group / Canyon Country
Popo, Joseph Anthony / Century 21 Peak / Woodland Hills
Poudar, Kevin / Keller Williams Encino-Sherman Oaks / Encino
Revil, Isabel / Century 21 Peak / Granada Hills
Rogow, Barry / Blue Diamond Realtors / Canoga Park
Rosen, Sharona / Coldwell Banker Calabasas / Calabasas
Rottman, Steven Lee / Coldwell Banker / Sherman Oaks
Salazar, Patricia Sebastian / Keller Williams Encino-Sherman Oaks / Encino
Sanders, Sandra J. / Keller Williams VIP Properties / Valencia
Sarkissian, Nyrrie O. / Keller Williams Encino-Sherman Oaks / Encino

Schooler, Kathryn / Keller Williams Encino-Sherman Oaks / Encino
Sephehpour, Darius / Sunrise Dream Realty, Inc. / Valencia
Sharafshahi, Saum / Coldwell Banker / Sherman Oaks
Shearer, Michael L. / Keller Williams North Valley / Porter Ranch
Silananda, Boonthida / RE/MAX of Valencia / Valencia
Smith, Monica Palma / Home Smart NCG / Northridge
Sorensen, Jennifer Lynn / North American Realty / Sherman Oaks
Sotere, Eva / AGI Brentwood Inc. / Los Angeles
Starling, Rico James / Keller Williams Realty Calabasas / Calabasas
Thakker, Abha Mediratta / Rodeo Realty / Northridge
Thompson, Andrea Maria / Berkshire Hathaway HomeServices California Properties / Calabasas
Tinsley, Bradford Eugene / Coldwell Banker / Sherman Oaks
Tobin, Carrie Ann / Keller Williams Antelope Valley / Palmdale
Toledo, Helen / RV Realty Enterprise / Van Nuys
Tolentino, Leonila / Century 21 Peak / Woodland Hills
Topadzhikyan, Avelis / Brookfield Partners, Inc. / Tarzana
Torres De La Barrera, Alberto / Panorama Realty Services / Arleta
Urbanski, Rose Marie / Pinnacle Estate Properties, Inc. / Calabasas
Varela, Marina / R.R. Gable, Inc. / Simi Valley
Villegas, Daniel H. / Coast to Coast Realty / Northridge
Vitug, Edward Esquerro / Berkshire Hathaway HomeServices California Properties / Northridge
Wartanian, Linda / Coldwell Banker Calabasas / Calabasas
Weilbacher, Michael / Rodeo Realty / Sherman Oaks
Weiss, Zachary Aaron / Berkshire Hathaway HomeServices California Properties / Sherman Oaks
Yazdani-Rossouli, Elham / Rodeo Realty / Calabasas
Zalamea, Mauricio / Pinnacle Estate Properties / Northridge
Zimmerman, Kristina Marie / Pinnacle Estate Properties, Inc. / Valencia

RESIDENTIAL PROPERTIES LISTED

1,418

OCTOBER 2015 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,228

RESIDENTIAL PROP. ESCROW CLOSED

1,124

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	131	189	150	203	876	542	1,418
TOTAL ACTIVE LISTINGS	244	360	281	407	1,659	1,328	2,987
AVERAGE DAYS ON MARKET	85	77	69	78	82	98	87
AVERAGE LIST PRICE IN THOUSANDS	407.2	939.4	1,120.1	783.6	1,490.8	636.1	827.9
MEDIAN LIST PRICE IN THOUSANDS	405.0	679.0	635.0	600.0	829.0	360.0	519.0
BOMS	4,373	6,216	4,968	6,282	7,218	17,188	46,245
AVERAGE BOM PRICE IN THOUSANDS	339.0	742.7	735.8	558.4	670.3	466.4	594.5
BOM TO SALE RATIO	3,470.6	4,346.9	3,851.2	3,610.3	4,511.3	3,969.5	4,114.3
EXPIRATIONS	16	28	18	33	129	112	241

PENDING SALES:

NEW ESCROWS OPENED	128	154	133	162	773	455	1,228
TOTAL YTD ESCROWS OPENED	1,140	1,536	1,230	1,770	7,335	4,296	11,631
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	38	39	44	38	44	54	48
NEW OPEN ESCROWS AVERAGE LIST PRICE	361.8	798.2	745.4	560.0	740.4	404.9	560.6

CLOSED SALES:

NEW ESCROWS CLOSED	126	143	129	174	732	392	1,124
TOTAL YTD ESCROWS CLOSED	1,056	1,463	1,145	1,573	6,898	3,997	10,895
VOLUME OF NEW SALE DOLLARS IN MILLIONS	44.186	110.235	86.735	100.281	458.612	174.365	632.977
VOLUME OF TOTAL YTD SALES IN MILLIONS	382.432	1,082.983	795.931	881.918	1,238.748	1,774.217	6,156.227
AVERAGE SALE PRICE IN THOUSANDS	350.7	770.9	672.4	576.3	732.3	444.8	563.1
MEDIAN SALE PRICE IN THOUSANDS	363.0	577.0	492.0	535.0	575.0	331.0	450.0
COOP SALES	96	123	103	151	604	321	925
PERCENT OF COOP SALES	76.2	86.0	79.8	86.8	82.5	81.9	82.3
AVERAGE DAYS ON MARKET	104	88	78	88	91	102	95
SALES AT LIST PRICE	69	67	69	71	62	188	526
PERCENT OF SALES AT LIST PRICE	54.8	46.9	53.5	40.8	46.2	48.0	46.8
SALES TO LISTING INVENTORY RATIO	51.6	39.7	45.9	47.4	44.1	29.5	37.8
FINAL SALE TO NEW LISTING RATIO	96.2	75.7	86.0	85.7	78.8	72.3	79.3

CLOSED SALES TYPE

FORECLOSURE/REO	9	3	2	4	22	5	27
SELLER CONCESSIONS	0	0	0	0	0	1	1
SHORT SALE	6	0	3	5	19	20	39
STANDARD	107	139	122	163	681	356	1037
OTHER	4	1	2	2	10	10	20

SELLING PRICE RANGE:

LESS THAN 100,000	83	49	13	12	16500	18.5
100,000 TO 109,999	106	4	3	2	29933	14.0
110,000 TO 119,999	49	12	4	2	967	0.4
120,000 TO 139,999	37	39	10	3	5157	3.3
140,000 TO 159,999	61	63	15	13	23793	11.5
160,000 TO 179,999	46	57	22	12	10806	5.5
180,000 TO 199,999	66	64	33	17	9121	4.0
200,000 TO 249,999	64	178	76	43	6431	1.8
250,000 TO 299,999	39	192	79	43	7200	2.2
300,000 TO 349,999	45	173	75	45	7835	1.6
350,000 TO 399,999	37	186	91	46	3389	0.3
400,000 TO 449,999	34	197	128	67	5024	0.3
450,000 TO 499,999	34	241	108	57	54952	2.3
500,000 TO 549,999	49	160	70	43	18417	3.1
550,000 TO 599,999	29	161	50	31	8629	1.3
600,000 TO 699,999	45	236	119	78	12687	5.2
700,000 TO 799,999	46	170	63	44	26239	3.1
800,000 TO 899,999	49	134	45	33	28814	2.7
900,000 TO 999,999	35	89	26	16	28243	1.8
1,000,000 TO 1,999,999	46	356	74	50	29533	2.0
MORE THAN 2,000,000	53	226	20	17	217500	5.2
TOTALS	44	2987	1124	674	21192	1.5

LISTINGS

15,751

2015 RMLS TOTAL - \$ VOLUME

\$6,156,227,000

SALES

11,142

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS



SAN FERNANDO VALLEY

[illegible]

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR OCTOBER 2015

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	100	120	112	162	162	656	443	1,099
Total Active Listings	171	223	205	290	339	1,228	1,125	2,353
Average Days on Market	78	74	70	80	84	78	94	86
Average List Price in Thousands	454.2	1,200.7	1,359.7	800.8	1,695.6	1,165.5	651.9	919.9
Median List Price in Thousands	429.0	990.0	799.0	675.0	949.0	739.0	350.0	565.0
BOMS	3,181	4,185	3,475	4,960	5,678	21,479	13,785	35,264
Average BOM Price in Thousands	369.3	888.7	893.0	607.4	984.8	772.9	479.4	658.2
BOM to Sale Ratio	3,656.3	4,810.3	3,818.7	3,620.4	4,692.6	4,106.9	4,376.2	4,208.1
Expirations	11	25	14	28	31	109	96	205
PENDING SALES								
New Escrows Opened	94	96	85	117	150	542	357	899
Total YTD Escrows Opened	853	1,011	851	1,346	1,377	5,438	3,538	8,976
New Open Escrows Average Days on Market	36	42	40	37	61	45	58	50
New Open Escrows Average List Price	394.5	1,001.6	978.0	632.4	847.7	770.3	392.5	620.3
CLOSED SALES:								
New Escrows Closed	87	87	91	137	121	523	315	838
Total YTD Escrows Closed	791	957	791	1,271	1,296	5,106	3,314	8,420
Volume of New Sales Dollars in Millions	33.159	84.000	71.874	85.577	103.039	377.649	140.122	517.771
Volume of total YTD Sales in Millions	310.156	862.247	676.339	770.704	1,099.535	3,718.983	1,477.483	5,196.465
Average Sale price in Thousands	381.1	965.5	789.8	624.7	851.6	722.1	444.8	617.9
Median Sale Price in Thousands	380.0	700.0	549.9	596.0	675.0	562.0	310.0	490.0
Coop Sales	63	69	72	121	101	426	258	684
Percent of Coop Sales	72.4	79.3	79.1	88.3	83.5	81.5	81.9	81.6
Average Days on Market	93	94	70	92	91	88	106	95
Sales at List Price	55	42	56	53	47	253	155	408
Percent of Sales at List Price	63.2	48.3	61.5	38.7	38.8	48.4	49.2	48.7
Sales to Listing Inventory Ratio	50.9	39.0	44.4	47.2	35.7	42.6	28.0	35.6
Final Sale to New Listing Ratio	87.0	72.5	81.3	84.6	74.7	79.7	71.1	76.3
CLOSED SALES TYPE								
Foreclosure/REO	7	3	2	2	4	18	4	22
Seller Concessions	0	0	0	0	0	0	1	1
Short Sale	4	0	1	5	3	13	18	31
Standard	75	84	86	130	113	488	283	771
Other	1	0	2	0	1	4	9	13

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2015

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	31	69	38	41	41	220	99	319
Total Active Listings	73	137	76	77	68	431	203	634
Average Days on Market	103	80	69	73	71	79	123	93
Average List Price in Thousands	297.1	514.2	473.8	480.8	469.9	457.3	548.1	486.4
Median List Price in Thousands	270.0	485.0	399.0	439.5	385.0	415.0	410.0	410.0
BOMS	1,192	2,031	1,493	1,322	1,540	7,578	3,403	10,981
Average BOM Price in Thousands	257.9	441.9	369.9	374.4	404.6	379.4	413.8	390.1
BOM to Sale Ratio	3,056.4	3,626.8	3,928.9	3,573.0	3,948.7	3,625.8	4,419.5	3,839.5
Expirations	5	3	4	5	3	20	16	36
PENDING SALES								
New Escrows Opened	34	58	48	45	46	231	98	329
Total YTD Escrows Opened	287	525	379	313	393	1,897	758	2,655
New Open Escrows Average Days on Market	45	34	51	38	37	41	41	41
New Open Escrows Average List Price	271.5	461.6	333.5	371.9	390.6	375.4	450.0	397.6
CLOSED SALES:								
New Escrows Closed	39	56	38	37	39	209	77	286
Total YTD Escrows Closed	265	506	354	302	365	1,792	683	2,475
Volume of New Sales Dollars in Millions	11.028	26.235	14.861	14.704	14.136	80.963	34.243	115.206
Volume of total YTD Sales in Millions	72.275	220.735	119.592	111.213	139.212	663.028	296.734	959.762
Average Sale price in Thousands	282.8	468.5	391.1	397.4	362.4	387.4	444.7	402.8
Median Sale Price in Thousands	267.0	475.0	375.4	370.0	349.5	369.0	395.0	369.0
Coop Sales	33	54	31	30	30	178	63	241
Percent of Coop Sales	84.6	96.4	81.6	81.1	76.9	85.2	81.8	84.3
Average Days on Market	128	81	95	75	121	99	85	95
Sales at List Price	14	25	13	18	15	85	33	118
Percent of Sales at List Price	35.9	44.6	34.2	48.6	38.5	40.7	42.9	41.3
Sales to Listing Inventory Ratio	53.4	40.9	50.0	48.1	57.4	48.5	37.9	45.1
Final Sale to New Listing Ratio	125.8	81.2	100.0	90.2	95.1	95.0	77.8	89.7
CLOSED SALES TYPE								
Foreclosure/REO	2	0	0	2	0	4	1	5
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	0	2	0	2	6	2	8
Standard	32	55	36	33	37	193	73	266
Other	3	1	0	2	0	6	1	7

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR OCTOBER 2015

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	22	6	59	20	16	35	18	61	237	43	280
Total Active Listings	49	26	115	46	45	70	38	97	486	151	637
Average Days on Market	86	140	77	102	97	66	62	67	81	91	83
Average List Price in Thousands	600.3	775.2	707.1	641.7	683.5	633.7	833.6	814.2	712.3	483.5	658.1
Median List Price in Thousands	550.0	719.2	559.0	525.0	615.0	599.0	759.0	624.9	599.8	359.9	579.0
BOMS	370	189	1,705	831	588	1,711	452	1,962	7,808	1,992	9,800
Average BOM Price in Thousands	461.4	639.1	513.2	469.2	542.7	518.1	715.4	620.8	551.1	353.2	510.9
BOM to Sale Ratio	4,111.1	4,725.0	3,552.1	3,957.1	3,266.7	3,719.6	3,766.7	4,174.5	3,808.8	3,830.8	3,813.2
Expirations	2	2	6	1	1	3	4	8	27	12	39

PENDING SALES

New Escrows Opened	16	2	47	21	18	36	12	49	201	46	247
Total YTD Escrows Opened	95	44	471	241	167	476	144	569	2,207	543	2,750
New Open Escrows Average Days on Market	86	10	70	45	40	44	75	37	53	62	55
New Open Escrows Average List Price	479.8	351.5	546.8	448.9	516.7	536.3	756.4	626.9	556.8	370.4	522.1

CLOSED SALES:

New Escrows Closed	9	4	48	21	18	46	12	47	205	52	257
Total YTD Escrows Closed	83	39	437	222	157	450	129	528	2,045	511	2,556
Volume of New Sales Dollars in Millions	3,570	2,135	24,288	10,716	9,428	23,619	7,840	27,644	109,241	19,257	128,497
Volume of total YTD Sales in Millions	38,727	23,720	215,771	103,472	86,841	237,887	94,687	318,819	1,119,924	177,684	1,297,608
Average Sale price in Thousands	396.7	533.8	506.0	510.3	523.8	513.5	653.3	588.2	532.9	370.3	500.0
Median Sale Price in Thousands	400.0	595.0	457.5	540.0	480.0	487.0	655.0	550.0	500.0	300.0	479.0
Coop Sales	8	3	40	20	12	37	10	43	173	45	218
Percent of Coop Sales	88.9	75.0	83.3	95.2	66.7	80.4	83.3	91.5	84.4	86.5	84.8
Average Days on Market	124	278	77	106	91	89	125	83	94	106	97
Sales at List Price	2	1	23	12	9	26	4	21	98	30	128
Percent of Sales at List Price	22.2	25.0	47.9	57.1	50.0	56.5	33.3	44.7	47.8	57.7	49.8
Sales to Listing Inventory Ratio	18.4	15.4	41.7	45.7	40.0	65.7	31.6	48.5	42.2	34.4	40.3
Final Sale to New Listing Ratio	40.9	66.7	81.4	105.0	112.5	131.4	66.7	77.0	86.5	120.9	91.8

CLOSED SALES TYPE

Foreclosure / REO	0	0	2	2	1	0	1	0	6	3	9
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	1	1	2	0	5	0	0	9	2	11
Standard	9	3	45	17	15	40	11	47	187	47	234
Other	0	0	0	0	2	1	0	0	3	0	3

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2015

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	13	0	17	11	4	33	78	14	92
Total Active Listings	0	0	19	1	19	15	7	48	109	28	137
Average Days on Market	0	0	109	99	38	59	81	69	70	69	70
Average List Price in Thousands	0.0	0.0	278.6	499.0	282.5	434.2	437.4	404.6	368.4	435.2	382.1
Median List Price in Thousands	0.0	0.0	270.0	499.0	269.5	409.0	415.0	384.9	358.5	380.0	360.0
BOMS	7	4	818	49	608	482	157	1,244	3,369	362	3,731
Average BOM Price in Thousands	471.9	411.0	257.8	328.1	246.2	308.1	369.9	349.6	303.6	356.5	308.8
BOM to Sale Ratio	0.0	0.0	3,718.2	2,450.0	3,200.0	3,442.9	7,850.0	3,658.8	3,622.6	4,525.0	3,694.1
Expirations	0	0	0	0	1	0	0	1	2	1	3

PENDING SALES

New Escrows Opened	0	0	25	1	25	14	3	37	105	8	113
Total YTD Escrows Opened	0	0	218	9	202	146	46	382	1,003	93	1,096
New Open Escrows Average Days on Market	0	0	40	27	62	23	29	43	44	79	46
New Open Escrows Average List Price	0.0	0.0	265.4	280.0	249.8	375.6	351.0	384.0	320.8	341.0	322.2

CLOSED SALES:

New Escrows Closed	0	0	22	2	19	14	2	34	93	8	101
Total YTD Escrows Closed	0	0	199	8	178	136	43	348	912	82	994
Volume of New Sales Dollars in Millions	0.000	0.000	6.062	1.016	5.205	4.912	0.719	11.927	29.841	2.787	32.628
Volume of Total YTD Sales in Millions	0.000	0.000	52.248	3.080	45.988	45.682	15.273	126.687	288.959	29.542	318.501
Average Sale price in Thousands	0.0	0.0	275.5	508.2	274.0	350.9	359.5	350.8	320.9	348.4	323.1
Median Sale Price in Thousands	0.0	0.0	264.0	437.0	266.5	320.0	320.0	335.0	315.0	263.0	315.0
Coop Sales	0	0	19	2	17	12	2	29	81	7	88
Percent of Coop Sales	0.0	0.0	86.4	100.0	89.5	85.7	100.0	85.3	87.1	87.5	87.1
Average Days on Market	0	0	81	34	71	60	58	80	74	78	74
Sales at List Price	0	0	12	1	8	9	1	16	47	1	48
Percent of Sales at List Price	0.0	0.0	54.5	50.0	42.1	64.3	50.0	47.1	50.5	12.5	47.5
Sales to Listing Inventory Ratio	0.0	0.0	115.8	200.0	100.0	93.3	28.6	70.8	85.3	28.6	73.7
Final Sale to New Listing Ratio	0.0	0.0	169.2	0.0	11.8	127.3	50.0	103.0	119.2	57.1	109.8

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	0	0	1	1	1	2
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	1	0	0	0	0	0	1	1	2
Standard	0	0	21	2	19	14	2	33	91	6	97
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED

372

RESIDENTIAL PROP. ESCROW OPENED

360

RESIDENTIAL PROP. ESCROW CLOSED

358

OCTOBER 2015 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

NEW LISTINGS	22	6	72	20	33	46	85	22	94	372	57	315	57	372	57
TOTAL ACTIVE LISTINGS	49	26	134	47	64	85	145	45	145	774	179	595	179	774	179
AVERAGE DAYS ON MARKET	86	140	81	102	79	65	68	65	68	79	87	79	87	79	81
AVERAGE LIST PRICE IN THOUSANDS	600.3	775.2	646.3	638.7	564.5	598.5	579.9	772.0	678.6	649.3	476.0	649.3	476.0	609.2	609.2
MEDIAN LIST PRICE IN THOUSANDS	550.0	719.2	515.0	525.0	549.0	579.9	549.0	699.0	540.0	579.9	360.0	560.0	360.0	539.0	539.0
BOWS	377	193	2,523	880	1,196	2,193	609	609	3,206	1,177	2,354	1,177	2,354	13,531	13,531
AVERAGE BOM PRICE IN THOUSANDS	461.6	634.4	430.4	461.4	391.9	471.9	626.3	626.3	515.5	476.5	353.7	476.5	353.7	455.2	455.2
BOM TO SALE RATIO	4,188.9	4,825.0	3,604.3	3,826.1	3,222.4	3,655.0	4,350.0	4,350.0	3,958.0	3,750.7	3,923.3	3,750.7	3,923.3	3,779.6	3,779.6
EXPIRATIONS	2	2	6	1	2	3	3	4	9	29	13	29	13	42	42

PENDING SALES:

NEW ESCROWS OPENED	16	2	72	22	43	50	62	15	86	306	54	306	54	360	360
TOTAL YTD ESCROWS OPENED	95	44	689	250	369	622	622	190	951	3,210	636	3,210	636	3,846	3,846
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	86	10	60	44	53	38	40	65	52	50	65	50	65	52	52
NEW OPEN ESCROWS AVERAGE LIST PRICE	479.8	351.5	449.1	441.2	361.5	491.3	491.3	675.3	522.4	475.8	366.0	475.8	366.0	459.3	459.3

CLOSED SALES:

NEW ESCROWS CLOSED	9	4	70	23	37	60	56	14	81	298	60	298	60	358	358
TOTAL YTD ESCROWS CLOSED	83	39	636	230	335	586	586	172	876	2,957	593	2,957	593	3,550	3,550
VOLUME OF NEW SALE DOLLARS IN MILLIONS	3,570	2,135	30,350	11,732	14,633	28,531	28,531	8,559	39,571	139,081	22,044	139,081	22,044	161,125	161,125
VOLUME OF TOTAL YTD SALES IN MILLIONS	38,727	23,720	268,019	106,552	132,829	283,569	283,569	109,959	445,506	1,408,884	207,226	1,408,884	207,226	1,616,109	1,616,109
AVERAGE SALE PRICE IN THOUSANDS	396.7	533.8	433.6	510.1	395.5	475.5	475.5	611.4	488.5	466.7	367.4	466.7	367.4	450.1	450.1
MEDIAN SALE PRICE IN THOUSANDS	400.0	595.0	410.0	540.0	395.0	455.0	455.0	650.0	467.0	446.5	300.0	446.5	300.0	430.0	430.0
COOP SALES	8	3	59	22	29	49	72	12	72	254	52	254	52	306	306
PERCENT OF COOP SALES	88.9	75.0	84.3	95.7	78.4	81.7	88.9	85.7	88.9	85.2	86.7	85.2	86.7	85.5	85.5
AVERAGE DAYS ON MARKET	124	278	78	99	81	82	82	115	82	88	102	88	102	90	90
SALES AT LIST PRICE	2	1	35	13	17	35	37	5	37	145	31	145	31	176	176
PERCENT OF SALES AT LIST PRICE	22.2	25.0	50.0	56.5	45.9	58.3	58.3	35.7	45.7	48.7	51.7	48.7	51.7	49.2	49.2
SALES TO LISTING INVENTORY RATIO	18.4	15.4	52.2	48.9	57.8	70.6	55.9	31.1	55.9	50.1	33.5	50.1	33.5	46.3	46.3
FINAL SALE TO NEW LISTING RATIO	40.9	66.7	97.2	115.0	112.1	130.4	130.4	63.6	86.2	94.6	105.3	94.6	105.3	96.2	96.2

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	2	2	1	0	0	1	1	7	4	7	4	11	11
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	1	2	2	0	5	5	0	0	10	3	10	3	13	13
STANDARD	9	3	66	19	34	54	54	13	80	278	53	278	53	331	331
OTHER	0	0	0	0	2	1	1	0	0	3	0	3	0	3	3

SELLING PRICE RANGE:

SELLING PRICE RANGE:	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %	
LESS THAN 100,000	31	7	4	2	8000	12.2
100,000 TO 109,999	0	0	0	0	N/A	0.0
110,000 TO 119,999	0	0	0	0	N/A	0.0
120,000 TO 139,999	6	4	1	1	4500	3.3
140,000 TO 159,999	18	8	3	8	5010	3.3
160,000 TO 179,999	49	3	5	4	3400	1.9
180,000 TO 199,999	32	15	6	2	7825	3.7
200,000 TO 249,999	31	29	28	17	7579	3.0
250,000 TO 299,999	38	43	23	23	5766	1.9
300,000 TO 349,999	37	36	37	27	7211	2.1
350,000 TO 399,999	36	63	28	16	5181	1.1
400,000 TO 449,999	20	64	51	19	3794	0.8
450,000 TO 499,999	38	56	41	23	13972	2.5
500,000 TO 549,999	34	56	22	16	15307	2.8
550,000 TO 599,999	33	69	24	14	18213	2.9
600,000 TO 699,999	69	104	39	32	30361	4.2
700,000 TO 799,999	59	55	10	6	24780	3.0
800,000 TO 899,999	43	32	3	3	100000	10.4
900,000 TO 999,999	59	16	6	6	67733	6.5
1,000,000 TO 1,999,999	62	59	4	4	126975	9.0
MORE THAN 2,000,000	0	10	0	0	N/A	0.0
TOTALS	39	729	335	202	16055	2.7

LISTINGS

4,662

2015 RMLS TOTAL - \$ VOLUME

\$1,616,109,000

SALES

3,149

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for Realtors® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

CONSTRUCTION

CROWN CONSTRUCTION

G.C. (bonded & insured) License # B 850720

WE PROVIDE FAST- PROFESSIONAL

HOME INSPECTIONS & RETROFITING

PROPERTY INSPECTIONS

RESIDENTIAL INSPECTIONS/complete report / estimate of cost if requested. Cond/ \$150

RETROFITING

GAS SHUT-OFF VALVE / LOW-FLOW TOILET
WATER HEATER STRAPPING/ PRESSURE VALVE
AND OVERFLOW/ SMOKE DETECTORS/ BATTERY
AND HARD-WIRE/ G.F.I.C. / WATER HEATER
INSTALLATION/ INSPECTION AND CERTIFICATE OF
COMPLIANCE/ CARBON MONOXIDED.

WE BILL ESCROW FOR RETROFITING WORK.

PLUMBING/ PAINTING/ CARPENTRY/

STUCCO/REMODELING/ ADDITION.

WE DO IT ALL

OFFICE (818) 646-0042

CELL (818) 635-9910

E-MAIL: CROWN CANDO@GMAIL.COM

PROFESSIONAL SERVICES

SMALL TIME HAULING & CLEAN-UP

Garage & House Clear-outs

Large & Small jobs

818-881-0073

Exp. #1 (1-1-16)

ADVERTISERS: DON'T BE LEFT OUT!

It's Your Responsibility as an Advertiser to Keep Track of Your Ad's Expiration Date. Send in Your Renewal One Week Prior to Expiration Date to Guarantee Continued Exposure and Results From Your REALTOR® Report Classified Ads.

LICENSED LAND SURVEYOR

LOT LINES, LOT LINE ADJUSTMENT,

ARCHITECTURAL SURVEY,

CERT OF COMPLIANCE, FEMA ELEV CERT.

DAN MAY.....661-776-5554

Exp. #1 (1-1-16)

PERMIT PLAN

PERMIT PLAN

LEGALIZE ROOM ADDITION. BUILDING CODE
VIOLATION ALEX .. (818) 497-3799

Exp. #1 (1-2016)

ADVERTISERS: DON'T BE LEFT OUT!

It's Your Responsibility as an Advertiser to Keep Track of Your Ad's Expiration Date. Send in Your Renewal One Week Prior to Expiration Date to Guarantee Continued Exposure and Results From Your REALTOR® Report Classified Ads.

TERMITE INSPECTION

Termite Inspection Retrofitting Inspection

Termite Inspection

- Fast report (fax or e-mail)
- Bill to escrow
- Free inspection if competitive bid
- All works fully guaranteed
- We will beat or meet other bid

Retrofitting Inspection

- Gas shut-off valve
- Water conservation
 - Ultra low flow toilet
 - Shower head
 - Certificate of compliance
- Smoke detector
- Window safety glazing
- Carbon Monoxide Detector

'ECO HOME SAFE, INC'.

Call: (818) 886-7378

(310) 328-7378



Get two inspections for one call

MAINTENANCE & REPAIRS

GARY SCHIFF PLUMBING

Owner operated, Roto Rooter, Main Line Drain Cleaning.
Fast Reliable, inexpensive plumbing repairs. Water
heaters, garbage disposals, faucets, pressure regulators
and more. St Lic #683205.....(818) 700-1079

Exp. #1 (1-16)

BUILDING REPAIRS & REMODELING

NEALS KEY MOBIL LOCKSMITH

Perfect Closing Gift Re Key

Clients Home For Peace Of Mind

Quick On Time Service Convenient Billing.

Neals Key 818-363-8010

Exp. #4 (4-16)

PROFESSIONAL SERVICES

CaRealEstateLawFirm.com- A Real Estate Law Firm

Evictions, Easement Issues, Buyer/Seller Disputes
Broker/Agent Liability, Quiet Title, and more

Call 818-639-2626

Exp. #2 (2-2-16)

ADVERTISERS: DON'T BE LEFT OUT!

It's Your Responsibility as an Advertiser to Keep Track of Your Ad's Expiration Date. Send in Your Renewal One Week Prior to Expiration Date to Guarantee Continued Exposure and Results From Your REALTOR® Report Classified Ads.

REAL ESTATE

Park Regency Proudly Welcomes

**Richie
Herrera**



CalBRE license
#01974804

**Lorena
Calderon**



CalBRE license
#01978427

**Ed
Antonino**



CalBRE license
#01415237

**Sylvia
Powers**



CalBRE license
#01905997



WWW.PARKREGENCY.COM/AGENTCENTER

 FACEBOOK.COM/PARKREGENCY

818-363-6116 \ 10146 BALBOA BLVD., GRANADA HILLS, CA 91344
BRE #01231306



REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for Realtors® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

CONSTRUCTION



STYL'N CONSTRUCTION, INC.

R.E.O. / Foreclosures
Email: Styl'n@earthlink.net

Hey Brokers - We Do It All!

- Trash-Outs
- Initial Yard Clean-Up
- Initial Cleaning
- Emergency Preservation
- Pool Clean-Ups
- Monthly Services
- Lead Bids
- Retrofitting Bids
- FHA - HUD Lender Requirements
- Interior Paint
- Carpet - Vinyl - tile
- Exterior Paint

No One Has Our Experience Or Billing Terms!

STYL'N CONSTRUCTION INC.
9939 Canoga Avenue Unit "J"
Chatsworth, CA 91311
www.styl'nconstruction.com

Office: (818) 407-1327

Fax: (818) 407-1462

Licensed • Bonded & Insured • Lic. #806623

LEGAL

DENNIS P. BLOCK & ASSOCIATES

The Number One Law Firm Specializing in

TENANT EVICTIONS

UNLAWFUL DETAINER



**800 77 EVICT
(38428)**



- Guaranteed rapid filings
- No office visit required
- Free telephone consultations
- More experience than any other law firm
- Lockout Management service available

FULL COLLECTION SERVICES

Open Monday through Saturday

\$125 (uncontested plus costs)

www.evict123.com

REAL ESTATE

\$39 per month
**100%
COMMISSION**



GOLD STAR REALTY

We Offer:

Full Time Experienced Broker
Equipped Offices & Conference Rooms
Most Southland MLS Services
Friendly and Helpful staff

(818) 757-4567

20 YEARS IN BUSINESS

17815 Ventura Blvd., Suite 205, Encino

TERMITE INSPECTION & FUMIGATION

NORDHAGEN AND DAUGHTERS

EXTERMINATING
COMPANY INC.

TERMITE INSPECTIONS & FUMIGATIONS

SRAR 2002 "AFFILIATE OF THE YEAR"

YOU'VE TRIED THE REST...

YOU DEMAND THE BEST...

PUT US TO THE TEST !!!

- ◆ We do our OWN fumigations (No Sub-Contractor)
- ◆ Salaried inspectors (NO COMMISSIONS)
- ◆ FREE inspection if competitive bid
- ◆ Computer generated, emailed reports
- ◆ Recommended repairs performed by our company
- ◆ Licensed, insured and bonded

800-933-7378
818-886-3454
661-254-2133

800-649-1922 FAX
661-255-1902 FAX

Affiliate member SRAR
Affiliate member REOMAC
Member PCOC (Pest Control Operators of California)
CA Reg. #PR 2861

REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for Realtors® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

MARKETING

GET **more** LEADS

THE PREMIERE ONLINE MARKETING SOLUTION
FOR REAL ESTATE AGENTS & BROKERS

GET MORE
START YOUR FREE
30-DAY TRIAL
TODAY



CALL TOLL-FREE
888-277-9779

VISIT
Point2.com

Point2

ADVERTISING

ADVERTISE IN THE REALTOR® REPORT

Make your ad
POP!
With Color!

*Place a display ad and see your
Company advertised on our website!

visit the "print shop" link for more information at:

www.srar.com

or call

(818) 947-2244

*Ads on srar.com may vary from display ad in content and form. Web ads are designed by the SRAR Graphics Department. Southland Regional does not constitute endorsement of the products or services advertised in our publication, REALTOR REPORT, or on www.srar.com.

ADVERTISING



As a REALTOR®, you belong to
the most knowledgeable and
trustworthy group of professionals
the industry has to offer. But how do
you let clients know that?

Tell them. Show them.
Wear your REALTOR® pin
with pride.



Only REALTORS® are members of the National Association of REALTORS®

FINANCIAL

Franklin™
Loan Center

RESIDENTIAL LENDING
PURCHASE
REFINANCE

**EVERYTHING
EVERYONE
ELSE HAS....
.....AND**

818 710 3650

WARNER CENTER
21600 Oxnard St., Suite 310
Woodland Hills, CA 91367 NMLS#237653

PROFESSIONAL SERVICES

**UNFILED INCOME
TAXES???**

CALL US TODAY!

Gary Martin, E.A. * 818-709-2500

We'll help you solve your puzzle!



It's never too late to complete your taxes!

MARTIN TAX PREP

TaxPrep@socal.rr.com

LEGAL

The Law Offices of
SL&G

Spile, Leff & Goor, LLP

16501 Ventura Boulevard
#610
Encino, Ca 91436

818.784.6899
www.spilelaw.com

PRINTING

Southland Regional
Association of Realtors® Inc.

(818) 947-2246

PRINT SHOP & GRAPHIC DESIGN SERVICES

Make Us Your Choice For All Your Printing Needs!

Our in-house graphic design team is standing by, so call today!



- ANNOUNCEMENTS
- BROCHURES
- BUSINESS CARDS
- NCR FORMS
- DOOR HANGERS
- ENVELOPES
- FLYERS
- POST CARDS
- LABELS
- LETTERHEAD
- COLOR COPIES

Fast Turn Around! Competitive Pricing!

INSURANCE



Paola Tarabotto
661-430-9278
ptarabotto@allstate.com
CA Insurance Agent #: 0191589



In California, Allstate Agents may offer home insurance from nonadmitted or surplus line insurers as well as unaffiliated insurance companies. Allstate has no financial responsibility for home insurance policies purchased in California from unaffiliated insurance companies and isn't responsible for their claims. Subject to terms, conditions and availability. © 2013 Allstate Insurance Co.

144728

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 Auditorium
7232 Balboa Blvd., Van Nuys
Now Includes Business Opportunities

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:
November 13 November Happy Thanksgiving
December 11 December Happy Holidays