## REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

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Volume 95 • Issue 11

## 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

	CON	SUMER F	RICE IN	DEXES		
		MAY	2015			
				PER	CENT CH	ANGE
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	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

2

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# 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 Tresierras, 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 <u>CALIFORNIA ASSOCIATION OF REALTORS</u>® (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 salesto-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.

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SAN FERNANDO VALLEY

## 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 where 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.

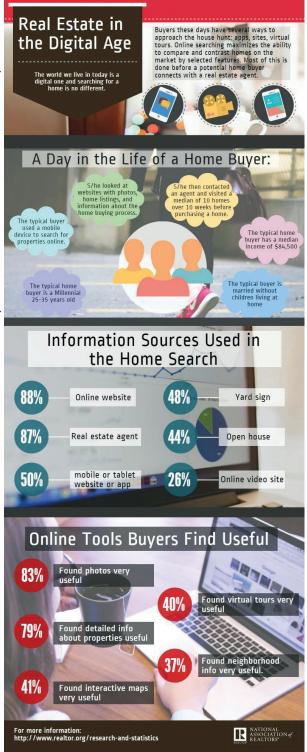
The Real Estate in a Digital Age report also found greater technology use by Realtors and real estate firms to better meet the needs of clients. Ninety-three percent Realtors prefer to communicate with their clients via email, 85 percent via text messages, and 31 percent by instant messaging.

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

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 Truillo. field deputy for L.A. County Supervisor Sheila Kuehl.







#### **Realtor Action Fund Winners Announced**

#### **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









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.

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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





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Signature to authorize charge:

# Posting

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 Ambership Committee at once. In the event a qualified complaint is received, the complaint will be forwarded to the applicant and to the Chairman of the Membership Committee to ascertain that the complaint comes within the purview of the 7 point criteria established by the National Association of Reathors®. If it does not, the Membership Committee Chairman shall appoint a panel of 3 members from the committee to interview the applicant. The Panel shall make its recommendation and render a final decision.

#### RESPONSIBLE REALTOR® APPLICANTS

#### 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 Terreza 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. CNDC 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 Harth / West Group / Studio City
Anwar, Christina / Rodeo Realty / Sherman Oaks
Arsanos, Melisa / Re/MAX of Santa Clarita / Santa Clarita
Bain, Machari Laila / Exit Platinum Realty / Woodland Hills
Baltierrez-Fernandez, Joanne / HomeSmart NCG / Northridge
Baum, Lynn Rochelle / Nationwide Real Estate Executives / Los
Angeles

Bechard, Jonelle Lynn / Rodeo Realty / Sherman Oaks Blair, Lynn Carol / Bourique Realty / Tarzana Bondareva, Alena / Re/Max Estates / Sherman Oaks Boormad-Shueli, Moran / Coldwell Banker Residential Brokerage / Shudia City

Branch, Donna Rae / Keller Williams Realty Encino-Sherman Oaks / Encino

Braun, Jonathan / HomeSmart NCG Inc. / Valencia Brooks, Heather / Boutique Realty / Tarzana Buenrostro, Emmanuel / Keller Williams Encino-Sherman Oaks / Fnrino

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 Heakyeong / Metro Pocific Real Estate / Valencia Cooper, Michael Alan / Agents of LA Inc. / Los Angeles Darrow, Elizabeth / Ewing Sotheby's I.R. / Calabasas Dawud, Dawid Assad / Coldwell Banker Quality Properties / Northridge Decton, Mirtchell 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 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 Foye, David / Rodeo Realty / Encino Felix, Jody Lanza / Realty Executives / Newhall Flores de Goacher, Karla Karina / Pinnade Estate Properties, Inc. / Mission Hills

Frank, Jessica Megan / Keller Williams VIP Properties / Valencia Frydman, Victoria / Gray Stripes Realty, Inc. / Porter Ranch Garcia, Deborah Lynn / Dilbeck Real Estate / Valencia Garibyan, Oganes / MCFs, Inc. / Glendale Gierel Lima, Evelina / Exit Platinum Realty / Woodland Hills Gobrial, Salwa Naineem / Pinnade Estate Properties / Northridge Grube, Brian Charles / Coldwell Banker Calabasas / Calabasas Haman, Leila / Keller Williams Realty Calabasas / Calabasas Henderson, Richard / Keller Williams Realty Calabasas / Calabasas Humphreys, Michelle / RE/MAX of Valencia / Valencia Juimes, 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 Gooks

Jones, Michelle D. / Rodeo Realty / Woodland Hills
Joshghani, 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 & Inv. / Granada Hills
Kawecki, Alicia Denise / Keller Williams Realty Calabasas / Calabasas
Khadem. Kevkhosrow / Coldwell Banker Calabasas / Calabasas

Khalilmanesh, Sina / Berkshire Hathaway HomeServices California Properties / Sherman Oaks Korouni, Kayvan / Realty American Group / Woodland Hills Kuratli, 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 / Northridae 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 Minassian, 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 Pejman, Salehi / Keller William Realty Encino-Sherman Oaks / Encino Pena, Cynthia Liza / Centennial Realty Group / Canyon Country Pope, Joseph Anthony / Century 21 Peak / Woodland Hills Pouldar, 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, Patricio Sebastian / Keller Williams Encino-Sherman Oaks Sanders, Sandra J. / Keller Williams VIP Properties / Valencia

Sarkissian, Nyrie O. / Keller Williams Encino-Sherman Oaks / Encino

Scuoler, Kathryn / Keller Williams Encino-Sherman Oaks / Encino Sepehripour, 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 / AGL 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 Topadzhikvan, Avetis / 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 Esquerra / 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 Rassouli, Elham / Rodeo Realty / Calabasas Zalamea, Mauricio / Pinnade Estate Properties / Northridae Zimmerman, Kristina Marie / Pinnacle Estate Properties, Inc. /

Valencia

1.00   1.00	ALL SALES STATIBITIES	SFV TOT  876  1,659  1,659  981.5  981.5  670.3  470.3  773.	
CS   WNN   WS   SFV TOT	CS         WN         WS           150.         203         203           281         367         407           281         367         407           281         367         407           281         367         407           281         367         408           1,120.1         733.6         1,490.8           4,968         6,282         7,218           4,968         6,282         7,218           4,968         6,282         7,218           3,81.2         3,610.3         4,513           3,81.2         3,610.3         4,513           1,230         1,659         1,770           1,230         1,770         1,669           1,145         1,770         1,770           1,230         1,659         1,770           1,230         1,770         1,770           1,230         1,770         1,770           1,230         1,770         1,770           1,230         1,770         1,770           1,230         1,40.8         1,33           1,230         1,40.8         1,38           1,230         1,40.8 <th>SFV TOT       876       1,659       1,659       1,659       1,659       981.5       619.0       36       773</th> <th></th>	SFV TOT       876       1,659       1,659       1,659       1,659       981.5       619.0       36       773	
150   203   778   786   867   786   867   786   867   786   867   786   867   786   867   786   867   867   786   867   867   786   867	150	1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1	
1,1201   1	281	4	
1,120   1,12	1,120,1   1,145,1   1,120,1   1,145,1   1,120,1   1,145,1   1,120,1   1,145,1   1,120,1   1,145,1   1,120,1   1,145,1   1,120,1   1,145,1   1,120,1   1,145,1   1,120,1   1,145,1   1,120,1   1,145,1   1,120,1   1,145,1   1,120,1   1,145,1   1,120,1   1,12	1 4	
1820   6000   8000   6000	635.0   600.0   629.0   629.0   629.0   629.0   628.2   7.218   2.2   628.2   861.0   628.2   861.0   628.2   861.0   628.2   861.0   628.2   861.0   628.2   861.0   628.2   861.0   628.2	4	
The Introductions	4,968.     6,282     7,218     584       3,851.2     3,613.3     4,511.3     3       3,851.2     3,613.3     4,511.3     3       3,851.2     3,61.2     4,611.3     3       1,828.7     1,770     4     4       1,230.     1,659     1,770     4       1,44.     38     4     4       1,24.     1,659     1,770     4       1,45.     1,673     1,670     4       1,145.     1,673     1,601     4       1,145.     1,673     1,601     4       1,145.     1,673     1,601     4       1,145.     1,673     1,601     4       1,145.     1,174     4     4       1,136.     1,174     4     4       1,137     1,174     4     4       1,137     1,174     1,18     1,18       1,138     1,174     1,18     1,18       1,102     1,18     1,18     1,18       1,103     1,19     1,18     1,18       1,103     1,19     1,18     1,18       1,103     1,19     1,18     1,18       1,104     1,19     1,18     1,18       1,105	4	
138	3,851.2     3,610.3     4,511.3     3       1,851.2     3,610.3     4,511.3     3       1,8     1,62     1,96       1,44.4     38     1,661       1,45.4     1,62     1,77       1,45.4     1,62     1,77       1,44.4     1,661     1,661       1,145.     1,73     1,661       1,145.     1,73     1,661       1,145.     1,73     1,661       1,145.     1,174     1,661       1,145.     1,174     1,661       1,145.     1,174     1,661       1,145.     1,174     1,661       1,145.     1,74     1,661       1,145.     1,77     1,661       1,145.     1,174     1,661       1,145.     1,174     1,461       1,145.     1,174     1,32       490.     1,11     62       1,28     1,77     62       1,28     1,47     4     4       4,59     4,74     3,93     3       4,59     4,74     3,93     3       86.0     85.7     78.8     8       86.0     85.7     78.8       86.0     85.7     78.8       86.0     <	4	7
1851   2   3610   3   34   3985   3	3,8512 3,610.3 4,511.3 3  183 162 196 1,770  123 1,659 1,770  144	4	
133	133		
153	133   162   196   1,770   1,659   1,770   1,770   1,659   1,770   1,674   1,770   1,674   1,770   1,671   1,671   1,671   1,28,748		
1,290	1,230		
124	129		1
129	129		/ · · · · · · · · · · · · · · · · · · ·
129	129		
129	129   174   160   174   160   174   165   174   1745   166   1745   166   1745   1755   175		
## 1,145	1,145		
Name	March   Marc		
1972   1973   1973	10   10   10   10   10   10   10   10	۲	۵
1972   1975	PRICE CHANGE - PRICE REDUCTION   192   15   15   15   15   15   15   15   1		0
103	103   151   131   131   132   158   86.8   81.9   88.8   89.9   99.8	0	
798 868 819 825  778 88 88 819 89 89 819  778 88 88 89 99 89 819  78 40 8 85 7 88 88 886  860 71 862 887  860 857 88 886  87 441  87 6 69 887  87 6 69 887  87 6 69 887  87 6 69 887  87 6 69 887  87 6 69 887  87 6 69 887  87 6 69 887  87 6 69 887  88 88 886  88 6 7 88 888  88 6 88 6	798 868 819 819 89 868 88 819 89 89 88 88 88 88 88 88 88 88 88 88 88		
Active   A	78. 88. 99 69 71. 62 69. 71. 62 86.0. 86.7. 78.8 86.0. 86.7. 78.8 86.0. 65.7. 78.8 86.0. 65.7. 78.8 86.0. 71. 62 86.0. 71. 62 86.7. 78.8 86.0. 86.7. 78.8 86.0. 86.7. 78.8 86.0. 86.7. 78.8 87. 88.2 88.8 88.99 88.8 88.8 88.8 88.8 88.8		80
Color	535 4471 62 388 388 455 459 474 393 388 388 388 388 388 388 388 388 388		
2 440.8 46.9 46.9 46.9 46.9 46.1 46.9 46.1 46.1 46.1 47.4 393.3 44.1 47.4 393.3 44.1 47.4 393.3 44.1 47.4 393.3 44.1 47.4 393.3 44.1 47.4 47.4 47.1 47.1 47.1 47.1 47.1	2. 40.8 38.8 38.8 38.8 38.8 38.8 38.8 38.8 3		
PRICE CHANGE - PRICE REDUCTION   PRICE CHANGE   PRICE REDUCTION   PRICE CHANGE   P	PRICE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED  ASSOCIATION TO TOTAL # SOLD T		
PRICE CHANGE - PRICE REDUCTION  - PRICE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  49  49  49  49  49  49  49  49  49  4	PRICE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED  49 13 2 39 10 3 2 2 13 13 15 15 15 15 15 15 15 15 15 15 15 15 15		
PRICE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  12.	2	0.50	0.9
## Solution	0.00.00.00.00.00.00.00.00.00.00.00.00.0	22	27
PRICE CHANGE - PRICE REDUCTION  PRICE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  4 4 3 12 2 2 2 2 3 3 3 4 4 4 4 4 4 4 4 4 4 4 4	Section   Sect		L
T22	122   163   150   68		
ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  49	ACTIVE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  49 13 12 2 2 2  39 10 15 2 2  57 22 22 12  57 22 12  178 64 43  192 76 45  193 75 45  22 12  23 17  24 45  25 12  27 12  28 43  28 43  29 43  20 41  20 45		
ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$  A 4	ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED  12 12 2 2 2 2 2 12 3 3 15 13 13 15 12 12 12 12 12 12 12 12 12 12 12 12 12		50
49     13     12     29933     14       14     3     2     29933     14       12     3     6157     3       12     967     3       13     23793     11       14     15     13     23793     11       15     15     12     10606     5       16     33     17     9121     4       178     76     43     6431     1       178     76     43     6431     1       178     76     43     7835     1       170     128     67     54622     2       161     50     31     8629     1       161     50     31     8629     1       161     50     31     8629     1       161     50     31     8629     1       161     50     34     44     26239       170     63     44     26239     1       134     45     33     2844     1       134     45     50     2923     2       138     26     7     2     2       138     26     17     2     2   <	LESS THAN 100,000  LESS THAN 100,000  100,000 TO 19999  10,000 TO 199999  110,000 TO 199,999  120,000 TO 199,999  130,000 TO 299,999  140,000 TO 299,999  150,000 TO 299,999  170 To 249,999	€9	PRICE REDUCTION %
12	100,000 TO 109,999     40       100,000 TO 109,999     49       110,000 TO 119,999     49       120,000 TO 139,999     49       120,000 TO 159,999     46       160,000 TO 179,999     61       180,000 TO 179,999     66       180,000 TO 249,999     66       250,000 TO 299,999     76       350,000 TO 349,999     45       350,000 TO 349,999     37       460,000 TO 449,999     34       460,000 TO 449,999     34       450,000 TO 449,999     34       460,000 TO 449,999     34       470,000 TO 449,999     34       480,000 TO 449,999       480,000 TO 449,999     <	10 16500	1,000 1,000
12	10,000 TO 119,999     12       10,000 TO 139,999     .37       120,000 TO 139,999     .37       140,000 TO 159,999     .63       160,000 TO 179,999     .64       180,000 TO 249,999     .64       250,000 TO 249,999     .64       250,000 TO 249,999     .64       250,000 TO 249,999     .64       250,000 TO 249,999     .76       250,000 TO 249,999     .78	29933	14.0
39     10     3     5157     3       63     15     13     23793     11       17     10806     5       178     23     17     10806     5       178     75     43     6431     1       192     79     43     6431     1       192     79     45     6431     1       192     79     45     6328     1       186     91     45     5024     0       197     128     67     54962     2       241     108     57     54962     2       241     108     57     54962     2       241     108     57     54962     2       241     108     57     54962     2       256     63     44     26239     3       134     45     33     28814     2       134     45     50     29633     1       136     24     44     50     29633     1       256     256     256     1     1       260     256     256     1     1       260     256     256     1     1       <	120,000 TO 139,999     37       140,000 TO 159,999     61       140,000 TO 159,999     15       140,000 TO 179,999     12       160,000 TO 199,999     17       180,000 TO 249,999     17       200,000 TO 249,999     39       250,000 TO 349,999     37       350,000 TO 349,999     37       460,000 TO 349,999     37       460,000 TO 349,999     34       470,000 TO 349,999     34	20002	9.0
1.5   1.5	140,000 TO 159,999     61     63     15     13       160,000 TO 179,999     46     57     22     12       180,000 TO 249,999     64     76     43       250,000 TO 249,999     76     45     45       350,000 TO 289,999     37     75     45       350,000 TO 289,999     37     186     91     46       450,000 TO 289,999     37     186     91     46       450,000 TO 289,999     34     197     128     67	3 5157	ල ල
57     22     12     10806     5       16     33     17     9121     4       172     33     17     9121     4       192     43     6431     1     2       173     75     45     5836     1       173     75     45     7835     1       1 19     46     3389     0     0       1 19     46     5024     0     0       1 10     10     67     5024     0     0       1 10     10     67     5024     0     0       1 10     10     67     5024     0     0       1 10     10     44     26239     1     1       1 10     10     44     26239     1     1       1 10     10     10     10     1     1       1 10     10     10     10     1     1       1 10     10     10     10     1     1       1 10     10     10     10     1     1     1       1 10     10     10     10     10     1     1     1       1 10     10     10     10     10     1 <td>160,000 TO 179,999     22     12       180,000 TO 199,999     .64     .64     .76     .43       200,000 TO 299,999     .39     .45     .45       350,000 TO 299,999     .37     .45     .45       350,000 TO 399,999     .37     .46     .46       400,000 TO 499,999     .34     .46     .46       440,000 TO 449,999     .34     .47     .48     .67       450,000 TO 499,999     .34     .241     .108     .67</td> <td>13. 23793.</td> <td>11.5</td>	160,000 TO 179,999     22     12       180,000 TO 199,999     .64     .64     .76     .43       200,000 TO 299,999     .39     .45     .45       350,000 TO 299,999     .37     .45     .45       350,000 TO 399,999     .37     .46     .46       400,000 TO 499,999     .34     .46     .46       440,000 TO 449,999     .34     .47     .48     .67       450,000 TO 499,999     .34     .241     .108     .67	13. 23793.	11.5
178   9121   4   4   4   4   4   4   4   4   4	180,000 TO 199,999     33     17       200,000 TO 299,999     76     43       250,000 TO 299,999     36     45     43       300,000 TO 349,999     75     45       350,000 TO 389,999     37     173     46       460,000 TO 449,999     34     197     128     67       450,000 TO 449,999     34     128     67	1210806	5.5
178	220,000 TO 249,999 76 43 43 250,000 TO 299,999 77 76 43 43 250,000 TO 349,999 77 76 78 79 78 79 78 79 78 79 79 78 79 79 79 79 79 79 79 79 79 79 79 79 79	17	4.0
192   79   43   7200   22   23   24   24   24   24   24   24	250,000 TO 299,999 79 43 45 300,000 TO 289,999 75 45 45 45 300,000 TO 349,999 75 45 45 45 45 45 45 45 45 45 45 45 45 45		1.8
1/3	340,000 TO 349,999 (72 45 27 186 79 1	4343	2.2
197   128   47   5324   10   10   10   10   10   10   10   1	350,000 TO 389,989 128 67 67 480,000 TO 49,999 67 67 470,000 TO 449,999 67 67 470,000 TO 49,999 67 67 67 67 67 67 67 67 67 67 67 67 67		1.6
197   108   57   5954   20   20   20   20   20   20   20   2	440,100 0 449,399 0 0 7 440,100 0 449,099 3 3 4 108 57 8 57		5.0
161   162   162   163   164   164   164   165		5024	5.0
161   161   162   16829   170   170   182   12687   150   170   182   182   183   184   184   184   185	500 000 TO	71847	2 6
19687   1968	550 000 TO 509 999 550 000 TO 509 550 000 TO 500 TO 5	31 8629	- 6.
170   63   44   26239   3   3   3   3   3   3   3   3   3	600.000 TO 699.999 45 78	78 12687	5.2
134 45 33 28814 2 89 26 16 28243 1 226 26 16 28243 2 226 26 16 28243 2 226 26 26 26 2 226 27500 2 80,156,227,000 34 11,142	700,000 TO 799,999	4426239	3.1
89 28243 1-1 1-1 1-1 1-1 1-1 1-1 1-1 1-1 1-1 1-	800,000 TO 899,999 45	33	2.7
356 227,000 SALES SO	900,000 TO 999, 999	1628243	1.8
RMLS TOTAL - \$ VOLUME SALE \$6,156,227,000 11,1	1000,000 10 1999 999	50	2.0
SALE	MOHE IHAN 2,000,000	674	5.2
\$6,156,227,000 11,1	N	6/4 2119Z	1.5
*THE ASSOCIATION DOES NOT VEDICA ACTIVITY OF ORDER	RMLS TOTAL - \$		SALES 44 4 4 4 2
#TILE ACCOUNTION DOTES NOT VEDIEV ACTION OF OCEN ECODOMIC	77.00		111
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# SAN FERNANDO VALLEY COMPARABLE SALES ANALYSIS 2010-2015

(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO) TOTAL MONTH BY MONTH

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS, INC.

•		2010	0			2011	=			2012	2			2013	က			2014	4			2015	15	
	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 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	982	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	20.7	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	9.69
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	9.69	1,686	1,321	9:022	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	666	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	87.8	1,418	1,124	632.9	79.3
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	902	463.6	82.1				
DEC	1,298	1,045	431.2	80.5	1,075	1,112	435.7	103.4	771	1263	534.9	163.8	818	1,091	536	133.4	298	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	6,161.6	69.3				
AVG. SALE PRICE		\$429,200	,200			\$395,470	,470			\$392	\$392,470		<del>- 07</del>	\$479,270	270		Ö	\$525,464	164			-		

#### SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR OCTOBER 2015

SAN FERNANDO VALLE				****	1110	0 = 1/ = 0 = 4		
ACTIVE INVENTORY	<u>EN</u>	ES	CS	WN	WS	SFV TOTA		TOTA
New Listings	100	120	112	162	162	556	443	1,09
Total Active Listings							94	
Average Days on Market		1 200 7	1 350 7		1 605 6		651.9	010
Median List Price in Thousands	434.2 429 N	1,200.7 990 N	1,339.7 700 N		1,093.0 040 N	1,103.3 730 N	350.0	515. 565
BOMS	3 181				5 678	755.0 21 479	13,785	35 26
Average BOM Price in Thousands	369.3	888 7	893 0	607 4	984 8	772 9	479.4	658
BOM to Sale Ratio							4,376.2	
Expirations		25	14	28	31	109	96	1,200
•								
PENDING SALES  New Escrows Opened	0.4	06	05	117	150	E 40	257	0.0
Total YTD Escrows Opened	94	90	CO		100		307	00
New Open Escrows Opened New Open Escrows Average Days on Market	003	۱٫۰۱۱	001	1,340			3,336	،٥,9
		42 1 001 6	40 070 N		01	45 770 2	00	
New Open Escrows Average List Price	394.3	1,001.0	97 0.0	032.4	047.7	110.3	382.0	020
CLOSED SALES:								
New Escrows Closed	87	87	91	137	121	523	315	8
Total YTD Escrows Closed		957	791	1,271	1,296	5,106	3,314	
Volume of New Sales Dollars in Millions		84.000	71.874	85.577	103.039	377.649	140.122	517.7
Volume of total YTD Sales in Millions							,477.483	
Average Sale price in Thousands		965.5		624.7	851.6		444.8	61
Median Sale Price in Thousands			549.9	596.0	6/5.0	562.0	310.0	490
Coop Sales	70.4	69	/2	121	101	426	258	6
Percent of Coop Sales		/9.3	/9.1	88.3	83.5	81.5	81.9	8
Average Days on Market		94	/0	92	91	88	106	
Sales at List Price	55	42	56	53	4/	253	155	4
Percent of Sales at List Price		48.3	61.5	38.7	38.8	48.4	49.2	48
Sales to Listing Inventory Ratio		39.0	44.4	47.2	35.7	42.6	28.0	3
Final Sale to New Listing Ratio	87.0		81.3	84.6			71.1	/t
CLOSED SALES TYPE								
Foreclosure/REO	7		2	2	4	18	4	
	0	Λ	0	0	0	0	1	
		🛈						
Seller Concessions	4	0	1	5	3	13	18	
Seller Concessions	4 75	0 84	1 86	130	113	488	283	7
Seller Concessions	4 75	0 84	1 86	130	113	488	18 283 9	77
Seller Concessions Short Sale Standard Other	4 75 1		1 86 2	130 0	113 1	488	283 9	77 1
Seller Concessions	4		1	130 0 STATIST	113 ICS FO	488 44	283 9 3ER 2015	77
Seller Concessions	4			130 0 STATIST WN	113 11 TICS FOI WS	488 4 R OCTOE SFV TOTA	283 9 BER 2015	7 5
Seller Concessions	4			130 0 STATIST WN 41	11311	488444	3ER 2015 L EXT	7 <b>TOTA</b>
Seller Concessions	Y CONDO  EN  31			STATIST WN4177	1131  TICS FOI  WS 4168	R OCTOE SFV TOTA 220 431	283	7  TOTA
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLE  ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market				STATIST WN417773	II31 ICS FOI WS416871	R OCTOE SFV TOTA 	2839	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLE  ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands				STATIST WN	1131	R OCTOE SFV TOTA 		
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLE  CTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands					1131	R OCTOE SFV TOTA 220 431 79 457.3 415.0		
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLE  CTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS				STATIST WN  417773480.8439.51,322			283	
Seller Concessions				STATIST WN  417773480.8439.51,322374.4			283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  CTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands BOMS Average BOM Price in Thousands BOMS BOM to Sale Ratio							283	
Seller Concessions							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  ACTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations	4						283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  ACTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOMS Expirations							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOMS Expirations PENDING SALES New Escrows Opened							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  CTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOMS Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOMS Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES:							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  SAN FERNANDO VALLE  CTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES  New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  SAN FERNANDO VALLE  CTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES  New Escrows Opened Total YTD Escrows Opened  New Open Escrows Average Days on Market New Open Escrows Average List Price  SLOSED SALES: New Escrows Closed Total YTD Escrows Closed							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  CTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  SLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  CTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOMS Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  SLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  CTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  SLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  CTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOMS Expirations  PENDING SALES New Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average Days on Market New Open Escrows Average List Price SLOSED SALES: New Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  CTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES  New Escrows Opened Total YTD Escrows Average Days on Market New Open Escrows Average Days on Market New Open Escrows Average List Price  SLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  CTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES  New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  SLOSED SALES: New Escrows Closed Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  CTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOMS Expirations  PENDING SALES  New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  SLOSED SALES: New Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Percent of Coop Sales Average Days on Market							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  New Listings Average Days on Market Average List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES  New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Average Days on Market Sales at List Price							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  New Listings Average Days on Market Average Days on Market BOMS Average BOM Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES  New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  SLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price							283	
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  SAN FERNANDO VALLE  ACTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES  New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Average Days on Market Sales at List Price Percent of Sales at List Price. Sales to Listing Inventory Ratio			SALES  CS  38  38  76  69  473.8  399.0  1,493  369.9  3,928.9  4  48  379  51  333.5  38  354  14.861  119.592  391.1  375.4  31  81.6  95  13  34.2  50.0	**************************************			283	33 486 410 10,9 390 3,839 2,6 397 402 2,4 115.2 959.7 402 366 441 441 441 441 441 441 441 441 441 4
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  SAN FERNANDO VALLE			SALES  CS  38  38  76  69  473.8  399.0  1,493  369.9  3,928.9  4  48  379  51  333.5  38  354  14.861  119.592  391.1  375.4  31  81.6  95  13  34.2  50.0	**************************************			283	77 77 77 77 77 77 77 77 77 77 77 77 77
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  SAN FERNANDO VALLE  SAN FERNANDO VALLE  ACTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES  New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Sales at List Price Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio  CLOSED SALES TYPE			SALES  CS  38  38  76  69  473.8  399.0  1,493  369.9  3,928.9  4  48  379  51  333.5  38  354  14.861  119.592  391.1  375.4  31  81.6  95  13  34.2  50.0  100.0				283	77 77 77 77 77 77 77 77 77 77 77 77 77
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  SAN FERNANDO VALLE							283	TOTA 33 36 486 410 10,98 390 3,839 2,66 241 115,20 959,76 402 402 402 402 404 410 410 411 45
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  New Listings Average Days on Market  Average List Price in Thousands BOMS  Average BOM Price in Thousands BOM to Sale Ratio  Expirations  PENDING SALES  New Escrows Opened  Total YTD Escrows Opened  New Open Escrows Average Days on Market  New Open Escrows Average List Price  SLOSED SALES:  New Escrows Closed  Total YTD Escrows Closed  Volume of New Sales Dollars in Millions  Volume of New Sales Dollars in Millions  Average Sale price in Thousands  Median Sale Price in Thousands  Median Sale Price in Thousands  Median Sale Price in Thousands  Coop Sales  Percent of Coop Sales  Average Days on Market  Sales at List Price  Sales to Listing Inventory Ratio  Final Sale to New Listing Ratio  CLOSED SALES TYPE			SALES  CS  38  38  76  69  473.8  399.0  1,493  369.9  3,928.9  4  48  379  51  333.5  38  354  14.861  119.592  391.1  375.4  31  81.6  95  13  34.2  50.0  100.0	STATIST WN  41			283	TOTA
Seller Concessions Short Sale Standard Other			SALES  (SS)  38  76  69  473.8  399.0  1,493  369.9  3,928.9  4  48  379  51  333.5  38  354  14.861  119.592  391.1  375.4  31  81.6  95  13  34.2  50.0  100.0	37. 302. 14.704. 370.0 30. 81.1 18. 48.6 48.1 90.2 2 0.0 0.0			283	TOTA  31  32  486  410  10,98  390  3,839  32  2,65  247  115,20  959,76  402  369  24  41  41  41  45  89
Seller Concessions Short Sale Standard Other  SAN FERNANDO VALLE  SAN FERNANDO VALLE  ACTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES  New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio  CLOSED SALES TYPE Foreclosure/REO Seller Concessions	4		SALES  CS  38  38  76  69  473.8  399.0  1,493  369.9  3,928.9  4  48  379  51  333.5  38  354  14.861  119.592  391.1  375.4  31  81.6  95  13  34.2  50.0  100.0  0  0  0  2  36	37. 302. 14.704. 370.0 30. 81.1 75. 18. 48.6 48.1 90.2 2. 0. 0. 0. 33. 33. 33. 33. 37. 9. 37. 30. 30. 30. 30. 30. 30. 30. 30. 30. 30			283	TOTA  31  31  32  486  410  390  390  3839  32  465  402  959 76  402  959 76  402  844  841  411  415  89

#### SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR OCTOBER 2015

Rev Listings	ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTA
Total Active Larger_   49	New Listings	22	6	59	20	16	35	18	61	237		280
Average Depo on Minet.	Total Active Listings	49	26	115	46	45	70	38	97	486		637
Averaging Lat Prince   Transcards   9003   7752   7771   5417   5853   5832   5836   59142   7123   4453   5891   5890   7970   5891   5891   5891   7990   5891   5891   7990   5891   5891   7990   5891   5891   7990   7990   7990	Average Days on Market	86	140	77	102				67	81	91	83
Medical Intelligent   Principle   Medical Intelligent   Medical	Average List Price in Thousands	600.3	775.2	707.1	641.7	683.5	633.7	833.6				658.1
BONS	Median List Price in Thousands	550.0	719.2	559.0	525.0	615.0	599 0	759.0				579 0
Appragn BM Price in Plastaneria	ROMS	370	189	1 705	831	588	1 711	452	1 962	7 808	1 992	9 800
80th Inshirable	Average ROM Price in Thousands		630 1	512.2	460.2	5/12 7	518 1	715 A		551 1	252	510 0
Experience   Part   P	DOM to Cala Datio			JIJ.Z	403.Z 2 057 1	042.1 2 266 7	2 710.1	7 1 J. <del>4</del>		ე იიი ი	2.00.Z	0.010.3 0.010.0
PRINCE SALES	Fynirations	4,111.1 2	4,720.0 2	3,332.1 6	3,957.1 1	3,200. <i>1</i> 1	3,7 19.0 3	3,700.7 A	4,174.5 8	3,000.0 27	0,000.0 12	ے ع.د ا 0,0 ا ت
Nee Excoros Opened	'		∠		1	1		Т	0			00
Times VTD Economic Openined   56	Now Foroug Opposed	16	2	17	21	10	26	10	40	201	16	247
New Open Extranse Arrange Dupy on Market   86   10   70   43   40   44   75   37   55   62   55	Total VTD Engrave Opened	10		47	∠۱ ೧/11	167	476		43	201 2 207	40 510	241
New Open Servane Armings Light Prize	New Open February Average Dave on Medicat		44	411		107	470	144		Z,ZUI		۲,۱ کر
Common   C	New Open Escrows Average Days on Market		10 351 5		45 118 Q	40 516.7	44 536 3	756.7	57 626 Q	55 556 8	0∠ 370 ∕I	
New Extension Closed	,	47 5.0		040.0		010.1		1 00.4	020.3		7.0.4	022.1
Tight YTD Extraors Closed  83	LUSEU SALES:	0	4	40	04	40	40	40	47	20.5	F0	0.57
Volume of the Sales Dilates in Millines												25/
Volume of total YTO Sales in Millions  87.77  82.702  715.771  104.472  86.841  27.887  87.487  87.887  87.887  87.887  98.87  9												2,556
Average Sele price in Thousands.  398	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	
Miceira Sale Price in Thousands.	Volume of total YTD Sales in Millions	38.727	23.720	215.771	103.472	86.841	237.887	94.687	318.819	1119.924	177.684	1297.608
Cop Seles	Average Sale price in Thousands	396.7	533.8	506.0	510.3	523.8	513.5					500.0
Percent of Cop Sales   8.89   75.0   83.3   95.2   66.7   804   83.3   91.5   84.4   86.5   84.4   86.5   84.4   86.5   84.4   86.5   84.4   86.5   84.4   86.5   84.4   86.5   84.4   86.5   84.4   86.5   84.4   86.5   84.4   86.5   84.4   86.5   84.4   86.5   84.4   86.5   84.4   86.5   84.4   86.5   84.4   86.5   84.2   84.5	Median Sale Price in Thousands	400.0	595.0	457.5	540.0	480.0	487.0	655.0	550.0			479.0
Present of Comp Sales	Coop Sales	8	3	40	20	12	37	10	43	173	45	218
Average Disp on Market	Percent of Coon Sales	88.9	75.0	83.3	95.2	66.7	80.4	83.3	91.5	84.4	86.5	84.8
Sales at its Prince	Average Days on Market	124	278	77	106	91	89	125.	83	94	106	97
Percent of Sales at List Prices  184	Sales at List Price	2	1	23	12	9	26	4	21	98	30	128
Sales to Using Inventory Ratio	Parcent of Calce at Liet Drice	22.2	25.0	47 9	57 1	50.0	56.5	33.3	447	47.8	57.7	49 8
SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2015	Calca to Listing Inventory Datio	18 /	15./	/11 7	45.7	40 N	65.7	31.6	18.5	12.2	3/1/	
Functionary / Fixed   Processors   Process	Sales to Listing Inventory Ratio	// 10.4		41.7 81./		112.5	131 /	66.7	77 N	86 5		01.8
Foreitory / REC				01.7	100.0	۱۱۷.۷	101.7	00.1	11.0		120.5	
Seller Concessions	CLOSED SALES TYPE											
Short Sale	Foreclosure / REO	0	0	2	2	1	0	1	0	6	3	(
SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2015	Seller Concessions	0	0	0	0	0	0	0	0	0	0	(
Sandard   9   3   45   17   15   40   11   47   187   47   234   234   234   234   234   234   234   234   234   234   234   234   234   234   234   234   234   234   236	Short Sale	0	1	1	2	0	5	0	0	9	2	11
SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2015	Standard	9	3	45	17	15	40	11	47	187	47	234
SANTA CLARITA VALLEY CONDOMINUM SALES STATISTICS FOR OCTOBER 2015	Other	0	0	0	0	2	1	0	0	3	0	3
Total Artic Eistings 0 0 0 19 1 19 15 7 48 109 28 13 Average Days on Market 0 0 0 109 99 38 59 81 69 70 69 77 69 77 Average Days on Market 0 0 0 0 0 278 6 499 0 282 5 434 2 437 4 404 6 368 4 455 2 382 2 Median List Price in Thousands 0 0 0 0 270 0 499 0 289 5 409 0 415 0 384 9 368 5 380 0 300												TOTA
Average Days on Market. 0 0 0 109 99 38 59 81 69 70 69 77 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 0.0 270.0 499.0 289.5 434.2 437.4 404.6 368.4 435.2 382.1 Median List Price in Thousands 0.0 0 0.0 270.0 499.0 289.5 434.2 437.4 404.6 368.4 435.2 382.1 Median List Price in Thousands 0.0 0 0.0 270.0 499.0 289.5 434.9 0.0 415.0 384.9 358.5 360.0 360.0 BOMS 7 4 818 49 608 482 157 1.244 3.369 362.3 365.3 308.1 BOM to Sale Ratio 0.0 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 0.0 1 0.0 0 1 2 1 2 1 3.5  PENDING SALES  New Escrows Opened 0.0 0.25 1 25 14 3 3 37 105 8 115 Total YID Escrows Opened 0.0 0.218 9 202 146 46 382 1,003 99 31.099 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  ELOSED SALES  New Escrows Opened 0.0 0.265.4 280.0 249.8 375.6 351.0 384.0 320.8 341.0 322.2  ELOSED SALES  New Escrows Closed 0.0 0.0 22 2 19 14 2 34 93 8 107 Total YID Escrows Closed 0.0 0.0 199 8 178 136.4 33 348 912 82 99 Volume of Total YID Sales in Millions 0.000 0.000.5 248 308.0 45.98 45.682 15.273 179.1 19.97 29.841 2787 32.624  Volume of Total YID Sales in Millions 0.000 0.000.5 264.8 308 0.45.98 45.682 15.273 179.1 19.97 29.841 2787 32.624  Volume of Total YID Sales in Millions 0.000 0.000.5 264.8 308 0.45.98 45.682 15.273 179.1 19.97 29.841 2787 32.624  Volume of Total YID Sales in Millions 0.000 0.000.5 264.8 308 0.45.98 45.682 15.273 179.1 19.97 29.841 2787 32.624  Volume of Total YID Sales in Millions 0.000 0.000.5 24.8 308 0.45.98 45.682 15.273 179.1 19.97 29.841 2787 32.624  Volume of Total YID Sales in Millions 0.000 0.000.5 264.8 308 0.45.98 45.682 15.273 179.1 19.97 29.841 2787 32.624  Volume of Total YID Sales in Millions 0.000 0.000.5 264.8 308 0.45.98 45.682 15.273 179.1 19.97 29.841 2787 32.624  Volume of Total YID Sales in Millions 0.000 0.000.5 265.8 30.00 30.00 335.0 315.0 263.0 315.0 263.0 315.0 263.0 315.0 263.0 315.0	CTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	
Average List Price in Thousands	CTIVE INVENTORY New Listings	<b>AC</b>	<b>ADUL</b>	<b>CC</b>	<b>CA</b>	<b>NE</b> 17	<b>SAU</b>	<b>SR</b> 4	<b>VAL</b>	<b>SCVTOT</b> 78	<b>EXT</b>	92
Median List Price in Thousands         0.0         0.0         270.0         499.0         269.5         409.0         415.0         334.9         338.5         330.0         330.0           BOMS         7         4         .818         .49         .608         .482         .157         .1244         .336.9         .362         .373           Average BOM Price in Thousands         .471.9         .411.0         .257.8         .328.1         .246.2         .308.1         .369.9         .349.6         .303.6         .365.5         .308.1           BOM To Sale Ratio         .0         .0         .0         .0         .0         .2450.0         .3,200.0         .3,442.9         .7,850.0         .3,658.8         .3622.6         .4,525.0         .3,694           Expirations         .0         .0         .25         .1         .25         .14         .3         .37         .105         .8         .117           Total YID Escrows Opened         .0         .0         .218         .9         .202         .146         .46         .382         .1003         .93         .109           Vew Escrows Opened         .0         .0         .0         .27         .62         .23         .29	CTIVE INVENTORY  New Listings	<b>AC</b> 0 0	<b>ADUL</b> 00.	<b>CC</b> 13 19	<b>CA</b> 01	<b>NE</b> 17 19	<b>SAU</b> 11 15	<b>SR</b> 4 7	<b>VAL</b> 3348	<b>SCVTOT</b> 78 109	<b>EXT</b> 1428	92
BOMS	ACTIVE INVENTORY  New Listings	<b>AC</b> 0 00	<b>ADUL</b> 0. 0. 0.		<b>CA</b> 0199	1719	11 15 59	<b>SR</b> 47	<b>VAL</b> 334869	78	<b>EXT</b> 142869	92
Average BOM Price in Thousands	New Listings	AC000	ADUL 0000000	13	<b>CA</b> 0199499.0.			<b>SR</b> 4781437.4			14	92 137 70
BOM To Sale Ratio	New Listings	AC00000	ADUL		0199499.0499.0	NE 17		<b>SR</b> 4	33	78	14 28 69 435.2 380.0	92 137 70 382.7
Expirations   Description	New Listings	AC		13	0	NE 17 19 38 282.5 269.5 608	\$AU	81	33	78		92 70 382. 360.0
New Escrows Opened	New Listings	AC	0	13. 19. 109. 278.6. 270.0. 818. 257.8	0	NE 17 19 38 282.5 269.5 608 246.2	\$\begin{align*} \begin{align*} \delta 11 \\ \delta 15 \\ \delta 59 \\ \delta 434.2 \\ \delta 409.0 \\ \delta 82 \\ \delta 308.1 \end{align*}	\$R 4		78		
New Escrows Opened	New Listings	AC	ADUL 0. 0. 0. 0. 0. 4. 411.0. 0.0	13. 19. 109. 278.6. 270.0. 818. 257.8. 3,718.2.	CA 0. 1. 99. 499.0. 499.0. 328.1. 2,450.0.	NE 17 19 38 282.5 269.5 608 246.2 3,200.0	\$\begin{align*} \$11 \\ 15 \\ 59 \\ 434.2 \\ 409.0 \\ 482 \\ 308.1 \\ 3,442.9 \end{align*}	SR 4	VAL  33  48  69  404.6  384.9  1,244  349.6  3,658.8			92 
Total YTD Escrows Opened	New Listings	AC	ADUL 0. 0. 0. 0. 0. 4. 411.0. 0.0	13. 19. 109. 278.6. 270.0. 818. 257.8. 3,718.2.	CA 0. 1. 99. 499.0. 499.0. 328.1. 2,450.0.	NE 17 19 38 282.5 269.5 608 246.2 3,200.0	\$\begin{align*} \$11 \\ 15 \\ 59 \\ 434.2 \\ 409.0 \\ 482 \\ 308.1 \\ 3,442.9 \end{align*}	SR 4	VAL  33  48  69  404.6  384.9  1,244  349.6  3,658.8			
New Open Escrows Áverage Days on Market	New Listings	AC	ADUL 0 0 0 0 0 0 0 4110 0 0	13	CA	NE 17 19 38 282 5 269 5 608 246 2 3 200 0 1	\$\begin{align*} \text{11} \\ \text{15} \\ \text{59} \\ \text{434.2} \\ \text{409.0} \\ \text{482} \\ \text{308.1} \\ \text{3,442.9} \\ \text{0} \\ \text{0} \\ \text{0} \\ \text{0} \\ \text{1} \\ \text{0} \\ \te	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  33  48  69  404.6  384.9  1,244  349.6  3,658.8  1			92 
New Open Escrows Average List Price	New Listings	AC	ADUL 0	13	CA	NE 17. 19. 38. 282 5. 269 5. 608. 246 2. 3,200.0. 1.	\$\begin{align*} \text{11} \\ \text{15} \\ \text{59} \\ \text{434.2} \\ \text{409.0} \\ \text{482} \\ \text{308.1} \\ \text{3,442.9} \\ \text{0.1} \\ \text{14}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  33  48  69  404 6  384.9  1,244  349.6  3,658.8  1		14	92 
New Escrows Closed	New Listings	AC	ADUL 0	278.6 270.0 818 257.8 3,718.2 257.8 257.8 257.8 257.8 257.8	CA	NE 17 19 38 282 5 269 5 608 246 2 3,200.0 1 25 202	\$\begin{align*} \text{11} \\ \text{15} \\ \text{59} \\ \text{434.2} \\ \text{409.0} \\ \text{482} \\ \text{308.1} \\ \text{3,442.9} \\ \text{14} \\ \text{146} \\ \text{17} \\ \text{17} \\ \text{17} \\ \text{17} \\ \text{17} \\ \text{18} \\ \text{17} \\ \text{18} \\ \text{19} \\	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  33  48  69  404 6  384.9  1,244  349.6  3,658.8  1  37  382		14 28 380.0 362 356.5 4,525.0 1	9; 13; 70; 382; 360,0; 3,73; 308,0; 3,694;
New Escrows Closed	New Listings	AC	ADUL	278.6. 270.0. 818. 257.8. 3,718.2. 0. 25. 218. 40	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 1 25 202	\$\begin{align*} \$\text{SAU} \\ \tag{11} \\ \tag{15} \\ \tag{59} \\ \tag{434.2} \\ \tag{409.0} \\ \tag{482} \\ \tag{308.1} \\ \tag{3,442.9} \\ \tag{0} \\ \tag{14} \\ \tag{146} \\ \tag{23} \end{align*}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  33  48  69  4046  3849  1,244  349.6  3,658.8  1  37  382  43	\$CVTOT	14	9: 133 77 382 360. 360. 3,73 308. 3,694
New Escrows Closed	New Listings	AC	ADUL	278.6. 270.0. 818. 257.8. 3,718.2. 0. 25. 218. 40	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 1 25 202	\$\begin{align*} \$\text{SAU} \\ \tag{11} \\ \tag{15} \\ \tag{59} \\ \tag{434.2} \\ \tag{409.0} \\ \tag{482} \\ \tag{308.1} \\ \tag{3,442.9} \\ \tag{0} \\ \tag{14} \\ \tag{146} \\ \tag{23} \end{align*}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  33  48  69  4046  3849  1,244  349.6  3,658.8  1  37  382  43	\$CVTOT	14	9: 133 77 382 360. 360. 3,73 308. 3,694
Total YTD Escrows Closed         0         0         199         8         178         136         43         348         912         82         99           Volume of New Sales Dollars in Millions         0.000         0.000         0.000         6.062         1.016         5.205         4.912         0.719         11.927         29.841         2.787         32.620           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         318.50           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           Median Sale Price in Thousands         0.0         0.0         266.5         320.0         335.0         315.0         263.0         315.0         266.5         320.0         335.0         315.0         263.0         315.0         266.5         320.0         335.0         315.0         263.0         315.0         266.5         320.0         335.0         315.0         315.0         315.0         315.0         315.0         315.0         315.0 <td< td=""><td>CTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price</td><td>AC</td><td>ADUL</td><td>278.6. 270.0. 818. 257.8. 3,718.2. 0. 25. 218. 40</td><td>CA</td><td>NE 17 19 38 282.5 269.5 608 246.2 3,200.0 1 25 202</td><td>\$\begin{align*} \$\text{SAU} \\ \tag{11} \\ \tag{15} \\ \tag{59} \\ \tag{434.2} \\ \tag{409.0} \\ \tag{482} \\ \tag{308.1} \\ \tag{3,442.9} \\ \tag{0} \\ \tag{14} \\ \tag{146} \\ \tag{23} \end{align*}</td><td>\$\begin{array}{cccccccccccccccccccccccccccccccccccc</td><td>VAL  33  48  69  4046  3849  1,244  349.6  3,658.8  1  37  382  43</td><td>\$CVTOT </td><td>14</td><td>9: 133 77 382 360. 360. 3,73 308. 3,694</td></td<>	CTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price	AC	ADUL	278.6. 270.0. 818. 257.8. 3,718.2. 0. 25. 218. 40	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 1 25 202	\$\begin{align*} \$\text{SAU} \\ \tag{11} \\ \tag{15} \\ \tag{59} \\ \tag{434.2} \\ \tag{409.0} \\ \tag{482} \\ \tag{308.1} \\ \tag{3,442.9} \\ \tag{0} \\ \tag{14} \\ \tag{146} \\ \tag{23} \end{align*}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  33  48  69  4046  3849  1,244  349.6  3,658.8  1  37  382  43	\$CVTOT	14	9: 133 77 382 360. 360. 3,73 308. 3,694
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         32.62           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         .318.50           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           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         8           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.           Average Days on Market         0         0         0         12         1         8         9	CTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price	AC	ADUL 0	25. 218. 40. 265.4.	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 1 25 202 62 249.8	\$\begin{align*} \begin{align*} \delta 11 \\ \delta 59 \\ \delta 434.2 \\ \delta 09.0 \\ \delta 82 \\ \delta 308.1 \\ \delta 3,442.9 \\ \delta 0 \end{align*} \delta 146 \\ \delta 23 \\ \delta 375.6 \end{align*}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  33  48  69  404.6  384.9  1,244  349.6  3,658.8  1  37  382  43  384.0	\$CVTOT	14	99. 133 77 382. 382. 360. 3,73 308. 3,694. 11. 1,09
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         318.50           Average Sale price in Thousands         0.0         0.0         .275.5         508.2         274.0         .350.9         .350.8         .320.9         .348.4         .323           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         .81           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.           Average Days on Market         0         0         .81         .34         .71         .60         .58         .80         .74         .78         .74         .78         .74         .78         .74         .78         .74         .78         .74         .78         .74         .78	New Listings Total Active Listings Average Days on Market Average List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations.  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  LOSED SALES: New Escrows Closed	AC	ADUL 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	25. 218. 40. 265.4.	CA	NE 17 19 38 282 5 269 5 608 246 2 3 200 0 1 25 262 249 8	\$\begin{align*} \begin{align*} \delta 11 \\ \delta 5 \\ \delta 99.0 \\ \delta 434.2 \\ \delta 09.0 \\ \delta 82 \\ \delta 308.1 \\ \delta 3,442.9 \\ \delta 0 \end{align*} \delta 146 \\ \delta 3 \\ \delta 75.6 \\ \delta 14	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  33  48  69  404.6  384.9  1,244  349.6  3,658.8  1  37  382  43  384.0	\$CVTOT	### 14 ### 14 ### 14 ### 14 ### 14 ### 14 ### 14 ### 14 ### 14 ### 15 #### 15 ### 15 ### 15 ### 15 ### 15 ### 15 ### 15 ### 15 ### 15 #### 15 ### 15 ### 15 ### 15 ### 15 ### 15 ### 15 ### 15 ### 15 #### 15 ### 15	9:133
Average Sale price in Thousands	New Listings	AC	ADUL 0	25. 218. 40. 265.4. 22. 199.	CA	NE 17 19 38 282 5 269 5 608 246 2 3,200.0 1 25 202 62 249.8	\$\begin{align*} \begin{align*} \delta 11 \\ \delta 5 \\ \delta 34.2 \\ \delta 99.0 \\ \delta 482 \\ \delta 308.1 \\ \delta 3,442.9 \\ \delta 146 \\ \delta 23 \\ \delta 75.6 \\ \delta 14 \\ \delta 136 \\ \delta 136 \\ \delta 136 \\ \delta 15 \\ \delta 15 \\ \delta 16 \\ \delta 136 \\ \delta 15 \\ \delta 17 \\ \delta	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  33  48  69  404 6  384.9  1,244  349.6  3,658.8  1  37  382  43  384.0  344  348	\$CVTOT	### 14 ### 14 ### 14 ### 14 ### 14 ### 14 ### 14 ### 14 ### 14 ### 15 #### 15 ### 15 ### 15 ### 15 ### 15 ### 15 ### 15 ### 15 ### 15 #### 15 ### 15 ### 15 ### 15 ### 15 ### 15 ### 15 ### 15 ### 15 #### 15 ### 15	99. 133 77. 382. 360. 3,73 308. 3,694.  11: 1,09 44. 322.
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.           Average Days on Market         0         0         81         34         71         60         58         80         74         78	New Listings	AC	ADUL 0	25. 218. 40. 265.4. 22. 199. 6.062	CA	NE 17 19 38 282 5 269 5 608 246 2 3,200.0 1 25 202 62 249.8 19 178 5 205	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  33  48  69  404 6  384.9  1,244  349.6  3,658.8  1  37  382  43  384.0  344  348  11,927	\$CVTOT	### 14 ####### 14 ### 14 ### 14 ### 14 ### 14 ### 14 ########	9; 13; 382; 360, 3,73; 308; 3,694; 11; 1,09; 4( 322; 10; 99; 32,62(
Coop Sales         0         0         19         2         17         12         2         29         81         7         8           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.           Average Days on Market         0         0         81         34         71         60         58         80         74         78         7           Sales at List Price         0         0         12         1         8         9         1         16         47         1         4           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           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           Final Sale to New Listing Ratio         0.0         0.0         11.8         127.3         50.0         103.0         119.2         57.1         109           SLOSED SALES TYPE	New Listings	AC	ADUL 0	25. 218. 40. 265.4. 22. 199. 6.062. 52.248	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 1 25 202 62 249.8 19 178 5.205 45.988	\$\begin{array}{c} \$\text{SAU} \\ \tag{11} \\ \tag{59} \\ \tag{434.2} \\ \tag{409.0} \\ \tag{82} \\ \tag{308.1} \\ \tag{308.1} \\ \tag{308.1} \\ \tag{14} \\ \tag{146} \\ \tag{23} \\ \tag{375.6} \\ \tag{14} \\ \tag{136} \\ \tag{4.912} \\ \tag{45.682} \end{array}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  33  48  69  404 6  384.9  1,244  349.6  3,658.8  1  37  382  43  384.0  344  348  11.927  126.687	\$CVTOT	### 14 ###### 14 ### 14 ### 14 ### 14 ### 14 ### 14 #### 14 ########	9 13 382 360 3694 11 11 11 10 99 99 32.62 318.50
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.           Average Days on Market         0         0         81         34         71         60         58         80         74         78         7           Sales at List Price         0         0         12         1         8         9         1         16         47         1         4           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           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           Final Sale to New Listing Ratio         0.0         0.0         118.8         127.3         50.0         103.0         119.2         57.1         109           SLOSED SALES TYPE           Foreclosure / REO         0         0         0         0         0         0         0         0         0         0         0	New Listings	AC	ADUL	25. 218. 40. 265.4. 22. 199. 6.062. 52.248. 275.5.	CA	NE 17 19 38 282 5 269 5 608 246 2 3,200.0 1 25 202 62 249.8 19 178 5 205 45,988 274.0	\$\begin{array}{c} \$\text{SAU} \\ \tag{11} \\ \tag{59} \\ \tag{434.2} \\ \tag{409.0} \\ \tag{482} \\ \tag{308.1} \\ \tag{308.1} \\ \tag{308.1} \\ \tag{442.9} \\ \tag{14} \\ \tag{146} \\ \tag{23} \\ \tag{375.6} \\ \tag{14} \\ \tag{136} \\ \tag{4.912} \\ \tag{45.682} \\ \tag{350.9} \end{array}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  33  48  69  404 6  384.9  1,244  349.6  3,658.8  1  37  382  43  384.0  344  348  11,927  126,687  350.8	\$CVTOT	### 14 #### 14 #### 14 ### 14 ### 14 #### 14 #### 14 #### 14 ########	9 13 382 360 360 11 11 11 11 10 99 32.62 318.50 323 323 323 323 323 382 382 323 323 323
Average Days on Market 0 0 0 81 34 71 60 58 80 74 78 7 Sales at List Price 0 0 0 12 1 8 9 1 16 47 1 4 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 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. 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.  SLOSED SALES TYPE Foreclosure / REO 0 0 0 0 0 0 1 1 1 1 1 Seller Concessions 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	New Listings	AC 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ADUL	25. 218. 225. 40. 225. 2248. 275.5. 264.0	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 1 1 25 202 62 249.8 178 178 45.988 274.0 266.5	\$\begin{array}{c} \$\text{SAU} \\ \tag{11} \\ \tag{15} \\ \tag{59} \\ \tag{434.2} \\ \tag{409.0} \\ \tag{482} \\ \tag{308.1} \\ \tag{308.1} \\ \tag{144.9} \\ \tag{23} \\ \tag{375.6} \\ \tag{146} \\ \tag{136} \\ \tag{4.912} \\ \tag{45.682} \\ \tag{350.9} \\ \tag{320.0} \end{array}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL  33  48  69  404.6  384.9  1,244  349.6  3,658.8  1  37  382  43  384.0  344  348  311,927  126,687  350.8  335.0	\$CVTOT	### 14 #### 14 #### 14 ### 14 ### 14 #### 14 #### 14 #### 14 ########	9 13 382 360 360 11 11 11 11 10 99 32.62 318.50 323 323 323 323 323 382 382 323 323 323
Sales at List Price       0       0       12       1       8       9       1       16       47       1       4         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         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         Final Sale to New Listing Ratio       0.0       0.0       118.8       127.3       50.0       103.0       119.2       57.1       109         SLOSED SALES TYPE         Foreclosure / REO       0       0       0       0       0       1	CTIVE INVENTORY  New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  LOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales	AC 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ADUL	25. 218. 40. 225. 4. 225. 52.248. 275. 5. 264.0. 19	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 1 1 25 202 62 249.8 178 45.988 274.0 266.5 17	\$\begin{array}{c} \$SAU \\ \tag{11} \\ \tag{15} \\ \tag{59} \\ \tag{434.2} \\ \tag{409.0} \\ \tag{482} \\ \tag{308.1} \\ \tag{3,442.9} \\ \tag{0.0} \\ \tag{14} \\ \tag{146} \\ \tag{23} \\ \tag{375.6} \\ \tag{14} \\ \tag{15.682} \\ \tag{45.682} \\ \tag{350.9} \\ \tag{320.0} \\ \tag{12} \\ \tag{13} \\ \tag{12} \\ \tag{12} \\ \tag{12} \\ \tag{12} \\ \tag{13} \\ \tag{12} \\ \tag{12} \\ \tag{12} \\ \tag{12} \\ \tag{13} \\ \tag{12} \\ \tag{12} \\ \tag{12} \\ \tag{12} \\ \tag{13} \\ \tag{12} \\ \tag{12} \\ \tag{13} \\ \tag{12} \\ \tag{12} \\ \tag{13} \\ \tag{12} \\\	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	33 48 69 404.6 384.9 1,244 349.6 3,658.8 1 37 382 43 384.0 348 348 319.27 126.687 126	\$CVTOT	### 14	9 13 382 360 360 11 11 11 11 10 99 32.62 318.50 323 323 323 323 323 382 382 323 323 323
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.           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.           Final Sale to New Listing Ratio         0.0         0.0         118.8         127.3         50.0         103.0         119.2         57.1         109.           SLOSED SALES TYPE           Foreclosure / REO         0         0         0         0         0         1         1         1           Seller Concessions         0	CTIVE INVENTORY  New Listings Total Active Listings Average Days on Market  Average List Price in Thousands  Median List Price in Thousands  BOMS Average BOM Price in Thousands  BOM to Sale Ratio  Expirations  PENDING SALES  New Escrows Opened  Total YTD Escrows Opened  New Open Escrows Average Days on Market  New Open Escrows Average List Price  SLOSED SALES:  New Escrows Closed  Total YTD Escrows Closed  Volume of New Sales Dollars in Millions  Volume of Total YTD Sales in Millions  Average Sale price in Thousands  Median Sale Price in Thousands  Coop Sales  Percent of Coop Sales	AC 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ADUL	25. 218. 40. 225. 4. 225. 225. 2248. 275. 5. 264.0. 19. 86.4	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 1 1 25 202 62 249.8 19 178 5.205 274.0 266.5 17 89.5	\$AU  11. 15. 59. 434.2. 409.0. 482. 308.1. 3,442.9. 0.  14. 146. 23. 375.6.  14. 136. 4.912. 45.682. 320.0. 12. 85.7.	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	33 48 69 404.6 384.9 1,244 349.6 3,658.8 1 37 382 43 384.0 348 348 11.927 126.687 350.8 350.8 350.8 29 85.3	\$\begin{array}{c} \text{.78} \\ \text{.109} \\ \text{.70} \\ \text{.368.4} \\ \text{.358.5} \\ \text{.3369} \\ \text{.303.6} \\ \text{.3369} \\ \text{.303.6} \\ \text{.362.6} \\ \text{.2} \\ \text{.105} \\ \text{.1,003} \\ \text{.44} \\ \text{.320.8} \\ \text{.320.8} \\ \text{.370.8} \\ \text{.320.8} \\ \text{.315.0} \\ .	### 14 ###### 14 #### 14 ### 14 ### 14 ########	9 13 382 360 360 11 11 11 11 10 99 32.62 318.50 323 323 323 323 323 382 382 323 323 323
Percent of Sales at List Price	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  BLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions. Volume of Total YTD Sales in Millions. Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Percent of Coop Sales Percent of Coop Sales Average Days on Market	AC 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ADUL	25. 218. 40. 265.4. 22. 199. 6.062. 275.5. 264.0. 19. 86.4. 81	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 1 1 25 202 62 249.8 19 178 5,205 45,988 274.0 266.5 17 89.5 71	\$AU  11. 15. 59. 434.2. 409.0. 482. 308.1. 3,442.9. 0.  14. 146. 23. 375.6.  14. 136. 4.912. 45.682. 350.9. 320.0. 12. 85.7. 60	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	33 48 69 404.6 384.9 1,244 349.6 3,658.8 1 37 382 43 384.0 348 11,927 126,687 126,687 126,687 29 85,3 80	\$CVTOT  78  109  70  368.4  358.5  3,369  303.6  3,622.6  2  105  1,003  44  320.8  93  912  29.841  288.959  320.9  315.0  87.1  74	### EXT    14	99. 133 77. 382. 360. 3,73 308. 3,694. 11: 1,099 44. 322. 10 99.9 32.62: 318.50 323. 315. 87.
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.         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         ELOSED SALES TYPE         Foreclosure / REO       0       0       0       0       0       1       1       1       1       1       1       2       59.1       1	CTIVE INVENTORY  New Listings Total Active Listings Average Days on Market  Average List Price in Thousands  Median List Price in Thousands  BOMS Average BOM Price in Thousands  BOM to Sale Ratio  Expirations  PENDING SALES  New Escrows Opened  Total YTD Escrows Opened  New Open Escrows Average Days on Market  New Open Escrows Average List Price  SLOSED SALES:  New Escrows Closed  Total YTD Escrows Closed  Volume of New Sales Dollars in Millions  Volume of Total YTD Sales in Millions  Average Sale price in Thousands  Median Sale Price in Thousands  Median Sale Price in Thousands  Coop Sales  Percent of Coop Sales  Average Days on Market  Sales at List Price	AC 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ADUL	25. 218. 40. 265.4 22. 199. 6.062. 52.248. 264.0. 264.0. 86.4. 81. 12.	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 1 1 25 202 62 249.8 19 178 5.205 45.988 274.0 266.5 17 89.5 71 8	\$\begin{array}{c} \$\text{SAU} \\ \tag{11} \\ \tag{59} \\ 434.2 \\ 409.0 \\ 482 \\ 308.1 \\ 3,442.9 \\ 0 \\ \tag{14} \\ 146 \\ 23 \\ 375.6 \\ \tag{14} \\ 136 \\ 4.912 \\ 45.682 \\ 320.0 \\ 320.0 \\ 2.85.7 \\ 60 \\ 9 \\ \end{array}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	33 48 69 404.6 384.9 1,244 349.6 3,658.8 1 37 382 43 384.0 348 11,927 126.687 11,927 126.687 29 85.3 80 16	\$CVTOT  78  109  70  368.4  358.5  3,369  303.6  3,622.6  2  105  1,003  44  320.8  93  912  29.841  288.959  320.9  315.0  87.1  74  47	### Company of the co	9:1 13:3 382:3 360.1 3,73:3 308.1 3,694.1 1,099 44.1 44.1 109:9 32.62:3 318.50:3 323:3 315.1 87.7
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    ELOSED SALES TYPE  Foreclosure / REO 0.0 0.0 0.0 0.0 0.0 1 1.1 1.1 1.1    Seller Concessions 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened Days on Market New Open Escrows Average Days on Market New Open Escrows Average List Price BLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price	AC 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ADUL	25. 218. 40. 265.4 22. 199. 6.062. 52.248. 264.0. 264.0. 86.4. 81. 12.	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 1 1 25 202 62 249.8 19 178 5.205 45.988 274.0 266.5 17 89.5 71 8	\$\begin{array}{c} \$\text{SAU} \\ \tag{11} \\ \tag{59} \\ 434.2 \\ 409.0 \\ 482 \\ 308.1 \\ 3,442.9 \\ 0 \\ \tag{14} \\ 146 \\ 23 \\ 375.6 \\ \tag{14} \\ 136 \\ 4.912 \\ 45.682 \\ 320.0 \\ 320.0 \\ 2.85.7 \\ 60 \\ 9 \\ \end{array}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	33	\$CVTOT  78  109  70  368.4  358.5  3,369  303.6  3,622.6  2  105  1,003  44  320.8  93  912  29.841  288.959  320.9  315.0  87.1  74  47	### Company of the co	9:1 13:3 382:3 360.1 3,73:3 308.1 3,694.1 1,099 44.1 44.1 109:9 32.62:3 318.50:3 323:3 315.1 87.7
CHOSED SALES TYPE           Foreclosure / REO         0         0         0         0         0         1 </td <td>New Listings</td> <td>AC</td> <td>ADUL </td> <td>25. 218. 40. 265.4. 22. 199. 6.062. 52.248. 275.5. 264.0. 264. 81. 12. 54.5.</td> <td>CA </td> <td>NE 17 19 38 282.5 269.5 608 246.2 3,200.0 11 25 202 62 249.8 19 178 5,205 45,988 274.0 274.0 171 89.5 71 89.5 71 88.42.1</td> <td>\$\begin{array}{c} \$SAU \\ \tag{11} \\ \tag{59} \\ 434.2 \\ 409.0 \\ 482 \\ 308.1 \\ 3,442.9 \\ 0 \\ \tag{14} \\ 146 \\ 23 \\ 375.6 \\ \tag{14} \\ 136 \\ 4.912 \\ 45.682 \\ 320.0 \\ 320.0 \\ 25.7 \\ 60 \\ 9 \\ 64.3 \end{array}</td> <td>\$\begin{array}{cccccccccccccccccccccccccccccccccccc</td> <td>33</td> <td>\$CVTOT  78  109  70  368.4  358.5  3,369  303.6  1,003  44  320.8  93  912  29.841  288.959  320.9  315.0  87.1  74  47  50.5</td> <td>## 14 ## 28 ## 69 ## 350 ## 35</td> <td>9:1 13:3 382:3 360.1 3,73:3 308.1 3,694.1 1,099 44.1 44.1 109:9 32.62:3 318.50:3 323:3 315.1 87.7</td>	New Listings	AC	ADUL	25. 218. 40. 265.4. 22. 199. 6.062. 52.248. 275.5. 264.0. 264. 81. 12. 54.5.	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 11 25 202 62 249.8 19 178 5,205 45,988 274.0 274.0 171 89.5 71 89.5 71 88.42.1	\$\begin{array}{c} \$SAU \\ \tag{11} \\ \tag{59} \\ 434.2 \\ 409.0 \\ 482 \\ 308.1 \\ 3,442.9 \\ 0 \\ \tag{14} \\ 146 \\ 23 \\ 375.6 \\ \tag{14} \\ 136 \\ 4.912 \\ 45.682 \\ 320.0 \\ 320.0 \\ 25.7 \\ 60 \\ 9 \\ 64.3 \end{array}	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	33	\$CVTOT  78  109  70  368.4  358.5  3,369  303.6  1,003  44  320.8  93  912  29.841  288.959  320.9  315.0  87.1  74  47  50.5	## 14 ## 28 ## 69 ## 350 ## 35	9:1 13:3 382:3 360.1 3,73:3 308.1 3,694.1 1,099 44.1 44.1 109:9 32.62:3 318.50:3 323:3 315.1 87.7
Foreclosure / REO       0       0       0       0       0       0       1       1       1       1         Seller Concessions       0       1	New Listings		ADUL	25. 218. 40. 265.4. 22. 52.248. 275.5. 264.0. 19. 86.4. 81. 12. 54.5. 115.8.	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 1 1 25 202 62 249.8 19 178 5.205 45.988 274.0 266.5 17 71 89.5 42.1	\$AU  11. 15. 59. 434.2. 409.0. 482. 308.1. 3,442.9. 0.  14. 146. 23. 375.6.  14. 136. 4.912. 45.682. 350.9. 320.0. 12. 85.7. 60. 9. 64.3. 93.3	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	**************************************	\$CVTOT	## 14 ## 28	95. 13. 382. 360. 3,73. 308. 3,694. 111. 1,090. 40. 322. 10. 99. 32.620. 318.50. 323. 315. 88. 87. 77. 44. 47.7
Seller Concessions     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     96	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  SLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio		ADUL	25. 218. 40. 265.4. 22. 52.248. 275.5. 264.0. 19. 86.4. 81. 12. 54.5. 115.8.	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 1 1 25 202 62 249.8 19 178 5.205 45.988 274.0 266.5 17 71 89.5 42.1	\$AU  11. 15. 59. 434.2. 409.0. 482. 308.1. 3,442.9. 0.  14. 146. 23. 375.6.  14. 136. 4.912. 45.682. 350.9. 320.0. 12. 85.7. 60. 9. 64.3. 93.3	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	**************************************	\$CVTOT	## 14 ## 28	994 133 360.0 360.0 3,73 308.8 3,694. 110,096 46 322.2 100 323.3 315.0 88 87. 74
Short Sale     0     0     1     0     0     0     0     0     1     1     2       Standard     0     0     21     2     19     14     2     33     91     6     96	New Listings	AC	ADUL	25. 218. 40. 265.4. 22. 199. 6.062. 52.248. 275.5. 264.0. 264.0. 81. 115.8. 169.2.	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 11 25 202 62 249.8 19 178 5,205 45,988 274.0 274.0 274.0 178 89.5 71 89.5 11.8	\$\begin{array}{c} \$\text{SAU} \\ \tag{11} \\ \tag{59} \\ 434.2 \\ 409.0 \\ \tag{482} \\ 308.1 \\ 3,442.9 \\ \tag{14} \\ \tag{146} \\ 23 \\ 375.6 \\ \tag{14} \\ \tag{136} \\ 4.912 \\ 45.682 \\ 320.0 \\ 320.0 \\ \tag{55.7} \\ 60 \\ 9 \\ \tag{64.3} \\ 93.3 \\ \tag{127.3} \\ \tag{127.3} \\ \tag{127.3} \\ \tag{127.3} \\ \tag{127.3} \\ \tag{127.5} \\ \tag{127.5} \\ \tag{127.5} \\ \tag{127.5} \\ \tag{127.3} \\ \tag{127.5} \\ \tag	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	33	\$CVTOT  78  109  70  368.4  358.5  3,369  303.6  3,622.6  2  105  1,003  44  320.8  93  912  29.841  288.959  320.9  315.0  87.1  74  47  50.5  85.3  119.2	## Company of the com	994 133 360.0 360.0 3,73 308.8 3,694. 110,096 46 322.2 100 323.3 315.0 88 87. 74
Standard0021219142339169i	New Listings	AC 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ADUL	25	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 1 1 25 202 62 249.8 19 178 5.205 45.988 274.0 266.5 71 89.5 71 100.0 11.8	\$AU  11. 15. 59. 434.2. 409.0. 482. 308.1. 3,442.9. 0.  14. 146. 23. 375.6.  14. 136. 4.912. 45.682. 320.0. 320.0. 12. 85.7. 60. 9. 64.3. 93.3. 127.3.	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	33	\$CVTOT  78  109  70  368.4  358.5  3,369  303.6  3,622.6  2  105  1,003  44  320.8  93  912  29.841  288.959  315.0  87.1  74  47  50.5  85.3  119.2	## EXT  ## 14  ## 28  ## 69  ## 435.2  ## 380.0  ## 365.5  ## 4,525.0  ## 1  ## 8  ## 93  ## 79  ## 341.0  ## 8  ## 22  ## 27.787  ## 29.542  ## 348.4  ## 263.0  ## 78  ## 78  ## 11  ## 12.5  ## 28.6  ## 57.1	994 133 360.0 360.0 3,73 308.8 3,694. 110,096 46 322.2 100 323.3 315.0 88 87. 74
	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations.  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price BLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Average Days on Market Sales at List Price Percent of Coop Sales Average Days on Market Sales at List Price Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio  SLOSED SALES TYPE Foreclosure / REO Seller Concessions	AC	ADUL	25. 218. 40. 265.4. 22. 199. 6.062. 52.248. 275.5. 264.0. 115.8. 115.8. 169.2. 0	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 11 25 262 249.8 19 178 5,205 45,988 274.0 274.0 11.8 8. 42.1 100.0 0 0	\$\begin{array}{c} \$\text{SAU} \\ \tag{11} \\ \tag{59} \\ 434.2 \\ 409.0 \\ 482 \\ 308.1 \\ 3,442.9 \\ 0 \\ \tag{14} \\ \tag{146} \\ 23 \\ 375.6 \\ \tag{14} \\ \tag{136} \\ 4.912 \\ 45.682 \\ 350.9 \\ 320.0 \\ \tag{20} \\ \tag{17.3} \\	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	**************************************	\$CVTOT  78  109  70  368.4  358.5  3,369  303.6  1,003  44  320.8  93  912  29.841  288.959  320.9  315.0  87.1  74  47  50.5  85.3  119.2	## 14 ## 28	92 137 70 382.1 360.0 3,731 308.6 3,694.1 113 1,096 44 322.2 101 321.3 323.1 315.0 47.1 47.5 109.8
	New Listings	AC	ADUL	25. 218. 40. 265.4. 22. 199. 6.062. 52.248. 275.5. 264.0. 115.8. 115.8. 169.2. 0. 0. 0. 1.	CA	NE 17 19 38 282.5 269.5 608 246.2 3,200.0 11 25 262 249.8 19 178 5,205 45,988 274.0 274.0 11.8 11.8 0 0 0	\$AU  11. 15. 59. 434.2. 409.0. 482. 308.1. 3,442.9. 0.  14. 146. 23. 375.6.  14. 136. 4.912. 45.682. 320.0. 320.0. 12. 12. 45.682. 320.0. 320.0. 12. 12. 350.9. 310.0. 0.0. 0.0. 0.0.	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	VAL           33           48           69           404.6           384.9           1,244           349.6           3,658.8           1           382           43           384.0           348           11,927           126,687           350.8           355.0           85.3           80           16           47.1           70.8           103.0	\$CVTOT  78  109  70  368.4  358.5  3,369  303.6  1,003  44  320.8  93  912  29.841  288.959  320.9  315.0  87.1  74  47  50.5  85.3  119.2	## EXT  ## 14  ## 28  ## 69  ## 435.2  ## 380.0  ## 365.5  ## 4,525.0  ## 1  ## 8  ## 82  ## 27.787  ## 29.542  ## 348.4  ## 263.0  ## 7.78  ## 1  ## 1.25  ## 28.6  ## 57.1  ## 1  ## 1.25  ## 28.6  ## 1.25  ## 28.6  ## 1.25  ## 1.25  ## 28.6  ## 1.25  ##	922 137 70 382.1 360.0 3,731 308.8 3,694.1 113 1,096 46 322.2 101 994 32.628 318.501 323.1 315.0 47.7 48 47.5 73.7

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MONTHLY RESIDENTIAL SALES STATISTICS   A   B	CC	STED	OCTOBER 2015 S	2	ESIDE	RESIDENTIAL	MLS SU	SUMMARY	<b>3</b> \		RESIDENTIAL PROP. ESCROW OPENED	RESIDE	RESIDENTIAL PROP. ESCROW CLOSED
CC         CA         NE         SAU         SR         VAL         SS           172         20         33         46         22         94         45         194 <td< th=""><th>CC         CA         NE         SAU         SR         VAL         SR           77         20         33         46         22         94         14         134         14         14         14         47         64         86         46         146         14         86         146</th><th>372</th><th>Σ</th><th>Y RES</th><th>DENTIAL SA</th><th></th><th></th><th></th><th></th><th></th><th>360</th><th></th><th>358</th></td<>	CC         CA         NE         SAU         SR         VAL         SR           77         20         33         46         22         94         14         134         14         14         14         47         64         86         46         146         14         86         146	372	Σ	Y RES	DENTIAL SA						360		358
177   174   177   174   175	77 2 20 64 64 66 166 166 166 166 166 166 166 16	ACTIVE INVENTORY.	AC		သ	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
134   147   148	134   147   148	NEW LISTINGS	22		72	20	33	46	22	94		57	372
Strict   S	10	TOTAL ACTIVE LISTINGS	49	N,	134	47	64	85	45	145	9	179	774
190   200	10	AVERAGE DAYS ON MARKET	86	775	81		79	65	9222	68	770	87	81
2523 880 11196 2193 600 3206 3206 3206 3206 3206 3206 3206	2 523	MEDIAN LIST PRICE IN THOUSANDS	55003	719.	040.3 515.0	535./	540.0	579.0	699.0	549.0		360.0	539.0
1,000,   1	1,000   1,00	BOMS	377	193	2.523	880	1 196	2 193	609	3.206		2.354	13.531
3 (804.3) 3 (826.1) 3 (826.1) 3 (826.1) 4 (350.0) 3 (820.0) 4 (350.0) 4 (350.0) 4 (360	3 604.3 3 826.1 3 222.4 3 665.0 4,350.0 3,950.0 3 66.0 3	AVERAGE BOM PRICE IN THOUSANDS	461.6	634.4	430.4	461.4	391.9	471.9	626.3	515.5		353.7	455.2
Color   Colo	Total Color	BOM TO SALE RATIO	4,188.9	4,825.	3,604.3	3,826.1	3,232.4	3,655.0	4,350.0	0.836,8	ε3	3,923.3	3,779.6
72 22 343 550 150 951 150 961	72	EXPIRATIONS	2	2	9	<u> </u>	2	e.	4	6		13	42
## 686 256 366 622 190 361 261 441 41 41 41 41 41 41 41 41 41 41 41 4	Color   Colo	PENDING SALES:	4	c	7.0	66	73	, G	<u>τ</u>	98	908	7	360
10	10	TOTAL YTD ESCROWS OPENED	95	44	689	250	369	622	190	951	3 210	636	3.846
70. 23. 357 60. 14  71. 23. 357 60. 14  836. 230. 355 666 172  836. 230. 172 876  836. 230. 14639 28.531 8.559  288079. 106.552 132.829  288079. 106.552 132.829  288079. 106.552 132.829  288079. 106.552 132.829  288079. 106.552 132.829  288079. 106.552 132.829  288079. 106.552 132.829  2890. 11.732 88.92  2800. 11.732 88.92	14412   3615   4913.   6753   5224     1700	NEW OPEN ESCROWS AVERAGE DAYS ON MARKET.	86	10		44	53	38.	65	40		65	52
172   173   174   175	172   183   186   172   1876	NEW OPEN ESCROWS AVERAGE LIST PRICE	479.8	351.5	449.1	441.2	361.5	491.3	675.3	522.4	475.8	366.0	459.3
20.035. 172	30.350, 17.2 8.5 8.6 8.6 8.7 8.7 8.7 8.7 8.6 8.6 8.6 8.6 9.3 8.5 8.7 8.7 8.7 8.6 8.6 8.6 9.3 8.5 8.7 8.7 8.7 8.7 8.7 8.7 8.7 8.7 8.7 8.7	CLOSED SALES:	đ	_	02	23	37	O	7	ξ.		09	378
2 2 2 44550  11.732 14653 28531 8559  2868019 106552 132829 283589 109599 445506  410.0. 540.0. 385.0. 4455.0. 611.4 4485.0.  84.3. 95.7. 784 817. 85.7 889  84.3. 95.7. 784 817. 85.7 889  84.3. 95.7. 784 817. 85.7 889  84.3. 95.7. 784 817. 85.7 889  84.3. 95.7. 784 817. 85.7 889  84.3. 95.7. 784 817. 85.7 889  85.2. 459 583 35.7 45.7  85.2. 459 583 35.7 45.7  86. 19 34 55. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	2 2 2 445 500 500 500 500 500 500 500 500 500	TOTAL YTD ESCROWS CLOSED	0 8	39	636	230	335	586	172	876	٥	593	3.550
2 2 29 29 29 29 29 29 29 29 29 29 29 29	286.019 106.552 132.829 283.869 109.859 445.506 443.606 443.00 443.0 643.0 6445.0 64114 488.5 445.506 445.0 6407 640.0 6	VOLUME OF NEW SALE DOLLARS IN MILLIONS	3 570	2.135	30.350	11 732	14 633	28 531	8 559	ď	13	22 044	161 125
4336 5101 3855 4755 6114 4885.  4100 5400 3855 4550 6600 4470 4570 3850 4450  4100 450 3850 4450  4100 450 3850 4450  4100 400 4070  411	4336 5101 3955 4755 6114 4885.  4430 5400 3895 4550 6600 4770.  4430 5400 3895 4550 6600 4770.  4430 5400 3895 4550 6600 4770.  455 389 450 115 115 115 115 115 115 115 115 115 1	VOLUME OF TOTAL YTD SALES IN MILLIONS	38.727		268.019	106.552	132.829	283.569	109.959			207.226	1616.109
## 1400   5400   2450   2450   2460   2467   2467   2467   2469   2467	## 1400   24400   2450   2450   2460   24670	AVERAGE SALE PRICE IN THOUSANDS	396.7	533.8	433.6	510.1	395.5	475.5	611.4	488.5		367.4	450.1
# 843	## 843	MEDIAN SALE PRICE IN THOUSANDS	400.0	595.0	410.0	540.0	395.0	455.0	0.059	467.0	446.5	300.0	430.0
78 99 81 82 115 82 500 56.5 45.9 83 57 45.7 58.3 35.7 59.2 48.9 57.8 35.7 50.0 56.5 45.9 88.3 52.2 48.9 57.8 70.6 31.1 55.9 52.2 2 0 0 0 0 50.0 0 0 0 50.0 0 0 0 50.0 0 0 0 50.0 0 0 0 50.0 0 0 0 50.0 0 0 0 50.0 0 0 0 50.0 0 0 0 50.0 0 0 0 50.0 0 0 0 50.0 0 0 0 50.0 0 0 0 50.0 0 0 0 50.0 0 0 0 50.0 0 0 0 50.0 0 0 0 50.0 0 0 0 50.0 0 0 0 50.0 0 0 50.0 0 0 0 50.0 0 0	78 99 81 82 115 82  50.0 56.5 45.9 83 77  50.0 56.5 48.9 57.8 83 35.7  52. 48.9 57.8 70.6 31.1 55.9  52. 48.9 57.8 70.6 31.1 55.9  52. 48.9 57.8 70.6 31.1 55.9  52. 2 0 0 0 0 0 0  2 2 2 0 0 0 0 0 0  2 2 2 0 0 0 0	DEBOENT OF COOP AM EA	88.9	75.0	84.3	95.7	78.4	81.7	85.7	88.9	754 85.2	7 98	85.5
Second	Second	AVERAGE DAYS ON MARKET.	124	278	78	66	81	82	115	82		102	06
2 2 48.9 57.8 58.8 31.7 45.7 45.9 58.8 58.8 58.2 58.2 58.2 57.8 58.8 58.8 58.8 58.8 58.8 58.8 58.8	2 2 2 1 1 12.1 130.4 63.6 33.7 45.7	SALES AT LIST PRICE	2		35	13	17	35	5	<u>7</u> E		31	176
Section   115.0   11	State   115.0   112.1   130.4   130.4   130.5   130.	PERCENT OF SALES AT LIST PRICE	22.2	25.0	50.0	56.5	45.9	58.3	35.7	45.7	48.7	51.7	49.2
2 2 2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2 2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	SALES TO LISTING INVENTORY RATIO	40.9	66.7	97.2	115.0	112.1	130.4	63.6	86.2	94.6	105.3	96.2
2 2 2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2 2 2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	CLOSED SALES TVDE			l						,		l
TIME - PRICE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED REDUCED REDUCED RE	Color   Colo	FORECLOSURE/REO	0	0	2	2	1	.0	1	-	7	4	11
TIME - PRICE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE CHANGE - PRICE REDUCTION	TIME - PRICE CHANGE - PRICE REDUCTION  TIME - PRICE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD RESCROWS.	SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
TIME - PRICE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED\$ \$  ACTIVE NO. LISTINGS TOTAL #	TIME - PRICE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED\$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD ESCROWS.	SHORT SALE	0		2		0	5	0	0	10	3	13
TIME - PRICE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	TIME - PRICE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	SIANDARD	o o	ლ ი	66	19	34	54	13	08	278	53	331
TIME - PRICE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$ \$  ACTIVE CHANGE - PRICE REDUCTION \$ \$  ACTIVE CHANGE - PRICE REDUCTION \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD # SOLD # A	TIME - PRICE CHANGE - PRICE REDUCTION  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD PRICE REDUCED \$ \$ \$  ACTIVE NO. LISTINGS TOTAL # SOLD PRICE PRICE PROPERTY ACTUAL CLOSED ESCROWS.	, , , , , , , , , , , , , , , , , , ,	0	0	0	0	Z		0	0	3	0	£
7	7		AVG.	SELLING T	1 1	E CHANGE -	SICE F	UCTION TAL # SOLE				PRICE REDI	UCTION %
0     0 <td>  NA   NA   NA   NA   NA   NA   NA   NA</td> <td>SELLING PRICE RANGE:</td> <td></td> <td>31</td> <td></td> <td>7</td> <td></td> <td>_</td> <td></td> <td>c</td> <td>OUU8</td> <td></td> <td>10.0</td>	NA   NA   NA   NA   NA   NA   NA   NA	SELLING PRICE RANGE:		31		7		_		c	OUU8		10.0
Color   Colo	0000 DOES NOT VERIETY ACTUAL CLOSED ESCROWS.	100 000 TO 100 000		5				t C		N C	0000 A/N		2.21
1	8	110 000 TO 119 999		00		0 0		oc		oc	₹ \ 2 \ 2 \		0.0
Second	Solution	120 000 TO 139 999		<b>.</b> .		4		-		-	4500		8 8
15	15	140 000 TO 159 999		9 0		- ∞		က		0	5010		) က က
15   16   28   17   7825   7825   7826   7	15	160.000 TO 179.999		49		က		5		4	3400		1.9
28 28 17 7579 7579 7579 7579 7579 7579 7579 7	28 28 28 17 7579  8 6 3 7 7 721  8 6 6 8 3 7 7 721  8 6 8 8 8 7 7 721  8 6 8 8 8 7 7 721  8 6 8 8 8 7 7 721  8 6 8 8 8 7 7 721  8 729 8 8 8 7 7 721  8 8 8 8 8 7 7 721  8 9 8 8 7 7 721  8 9 8 9 7 7 721  8 9 8 9 7 7 721  8 9 8 9 7 7 721  8 9 8 9 7 7 721  8 9 8 9 7 7 721  8 9 8 9 7 7 721  8 9 8 9 7 7 721  8 9 8 9 7 7 721  8 9 9 9 9 9 9 9 9  8 1 10000  8 1 10000  8 1 10000  8 1 10000  8 1 10000  8 1 10000  9	180,000 TO 199,999		.32		15		6		2	7825		3.7
## 100   100	23. 37. 7211  83. 82 8. 87. 7211  84. 51. 16 5181  85. 66 22 1837  104 39. 33. 32 34  105 RMLS TOTAL - \$ VOLUME \$\$1,616,109,000	200,000 TO 249,999		.31		29		28		17	7579		3.0
86 22 18 19 3794 64 51 19 3794 64 51 19 3794 64 64 51 19 3794 64 66 66 69 22 16 15307 69 69 69 69 69 69 69 69 69 69 69 69 69	64 5181 19 5181 19 5794 19 5794 19 5794 19 5794 19 5794 19 5794 19 5794 19 5794 19 5794 19 5794 19 5794 19 5794 19 5794 19 5794 19 579 19 56 56 56 56 56 56 56 56 56 5793 100000 10 0 0 0 0 0 0 0 0 0 0 0 0 0 0	250,000 TO 299,999		38		36		37		10	5/66		0.1
664     51     19     3794       56     22     1372       56     22     16       6     24     14     1823       104     39     32     30361       104     39     30     100000       32     33     100000       16     6     6     6       6     4     126975       729     335     202     16055       \$1,616,109,000     841	664 41 1972 23 1372 66 64 64 64 64 65 1 66 66 66 66 66 66 66 66 66 66 66 66 6	350 000 TO 399 999		36		93		280		16	5181		7 -
\$\begin{array}{c ccccccccccccccccccccccccccccccccccc	\$6	400,000 TO 449,999		20		64		.51		19	3794		0.8
22 16 15307 16 15307 16 15307 16 15307 16 16213 16 16213 16 16 16 16 16 16 16 16 16 16 16 16 16	Second	450,000 TO 499,999450,000 TO 499,999		.38		56		41		23	13972		2.5
104 34 35 325 30361 30361 35 30361 35 30361 35 30361 35 30361 35 30361 35 30361 35 3	104 24.780 25.55 30361 26.55 3	500,000 TO 549,999		.34		56		22		16	15307		20.00
\$55 109,000  \$10 0000  \$10 0000  \$10 0000  \$1,616,109,000	\$55 10 24780	350,000 TO 388,888		99		104		39		32	30361		2 A
32 100000 3 100000 3 100000 3 100000 3 100000 3 100000 3 100000 3 100000 3 1 10000 3 1 10000 3 1 1 10000 3 1 1 1 1	32 100000 16 6 6 6 7733 1738 18 10 10 10 10 10 10 10 10 10 10 10 10 10			59		55		10		9	24780		3.0
16 109,000	16 6 6 7733 55 6773 729 729 729 729 729 729 729 729 729 729	800,000 TO 899,999		.43		32		3		3	100000		10.4
1015 RMLS TOTAL - \$ VOLUME S1,6161,09,000	**************************************			.59		16		6		9	67733		6.5
1015 RMLS TOTAL - \$ VOLUME SAI \$41,616,109,000	1015 RMLS TOTAL - \$ VOLUME SAI \$3.5 SAI \$41,616,109,000 SCION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	1,000,000 TO 1,999,999		.62		26		4.0		4.0	126975		0.6
**************************************	\$\text{SAILS TOTAL - \$ VOLUME} \text{\$A1,616,109,000} \text{\$3,1} \text{\$000}	MORE I HAN 2,000,000		39		729		335		202	16055		0.0
\$1,616,109,000 \$3,1	\$1,616,109,000  *THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.						: [[						: І.
	*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	4.662		<b>ก</b> ั	315 RML <b>\$1.</b> 6	S TOT 8	. \$ Volu	M M				3.1	
	*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.												

# SANTA CLARITA VALLEY

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

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS', INC.

	SALES TO LIST	49.3	53.8	67.1	67.0	11	81.7	8	98.4	88.7	96.2				
2015	\$ VOL MIL.	84.3	92.6	155	213.2	167.9	203.4	205.3	205.7	167.2	161.1				
50	SALES	200	219	327	376	381	443	442	439	368	358				
	LIST	406	407	487	195	495	542	546	446	415	372				
	% SALES TO LIST	6.09	51.3	53.2	76.2	73.4	8.69	74.6	82.1	75.1	97.3	120.3	160.8	160.8	
4	VOL MIL.	96.2	88.2	103.2	155.5	157.6	153.2	157.1	159.9	145.9	149.6	136.8	161.9	1642.5	369
2014	SALES	238	214	261	369	367	344	373	362	341	356	308	365	3898	\$421,369
	LIST	391	417	491	484	005	493	200	441	454	396	256	227	5020	<b>S</b>
	SALES TO LIST	6.69	68.9	90.1	87.3	7:98	73.5	82.6	83.7	9.08	81.7	7.66	109.2	84.5	
က	* VOL	84.2	89.7	132	139.1	140.1	142.7	163.7	147.4	129.1	131.9	131.9	165.2	1597	850
2013	SALES	248	255	345	364	373	346	404	375	332	335	323	407	4107	\$388,850
٠	LIST	355	370	383	417	430	471	489	448	412	410	324	214	4723	
	SALES TO LIST	58.7	61.5	75.7	85.2	84.2	104.6	101	96.2	107.3	109.5	105.3	179.8	66	
2	* NOL WILL	83.8	78.7	6701	109	118	135.0	122.6	120.2	118.2	121.2	96	145.9	1356.5	060′
2012	SALES	276	275	348	364	384	432	392	406	337	347	298	419	4278	\$317,090
	LIST	470	447	460	427	456	413	388	422	314	317	283	233	4360	
	SALES TO LIST	46.4	42.3	53	53.2	61.7	68.7	71.1	76.3	5:99	70.5	96.2	135.2	<i>L</i> 9	
_	VOL MIL.	75.2	74.2	104	901	115.8	128	115.7	130	103.4	106.5	104.8	122.9	1286.5	\$315,090
2011	SALES	241	222	310	329	363	397	364	406	336	346	354	415	4,083	\$315
	LIST	519	525	585	618	588	578	512	532	505	491	368	307	6,128	
	% SALES TO LIST	48.5	49.3	59.8	59.3	79.1	64.8	53.5	56.7	55	53.1	70.7	75.2	60.3	
0	\$ VOL MIL.	82.7	89.4	123.4	118.1	135.9	123.4	115.8	111.3	106.4	93.1	97.3	102.6	1299.4	,482
2010	SALES	231	241	354	328	368	357	302	312	297	279	299	308	3,676	\$353,482
	LIST	476	489	592	553	465	551	564	550	540	525	423	407	6,135	
l		JAN	FEB	MAR	APR	MAY	JUNE	JUL	AUG	SEPT	OCT	NON	DEC	TOTAL	AVG. SALE PRICE

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#### **CROWN CONSTRUCTION**

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

WE PROVIDE FAST- PROFESSIONAL

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

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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 MONOXIED.

WE BILL ESCROW FOR RETROFITING WORK.

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OFFICE (818) 646-0042
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#### **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!**

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PERMIT PLAN

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

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## 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
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  - -Ultra low flow toilet
  - -Shower head
  - -Certificate of compliance
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**'ECO HOME SAFE. INC'** 

Call: (818) 886-7378 (310) 328-7378



Get two inspections for one cal

#### **MAINTENANCE & REPAIRS**

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Exp. #1 (1-16)

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#### **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)

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Evictions, Easement Issues, Buyer/Seller Disputes
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Call 818-639-2626

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#### 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

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



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#### STYL'N CONSTRUCTION, INC.

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- Emergency Preservation
- Pool Clean-Ups
- Monthly Services

- Lead Bids
- Retrofitting Bids
- FHA HUD Lender Requirements
- Interior Paint
- Carpet Vinyl tile
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#### No One Has Our Experience Or Billing Terms!

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# \$39 per month 100% COMMISSION



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YOU DEMAND THE BEST...
PUT US TO THE TEST !!!

- ◆ We do our OWN fumigations (No Sub-Contractor)
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## ADVERTISE IN THE REALTOR® REPORT

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#### With Color!

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

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

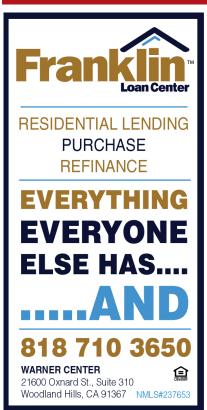
or call (818) 947-2244

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

#### **ADVERTISING**



#### **FINANCIAL**



#### **PROFESSIONAL SERVICES**



#### LEGAL



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Paola Tarabotto 661-430-9278

ptarabotto@allstate.com CA Insurance Agent #: 0191589



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#### **AREA MEETING ANNOUNCEMENTS**

#### **OUTWEST**

Fridays

Chairperson: Larry Gutierrez Phone: (818) 416-7077

Co-Chair: Steve Peterson Phone: (818) 914-2536

Education Chairman: Ron Henderson

Phone: (818) 999-2945

Location: Weiler's Deli 22323 Sherman Way Canoga Park, CA 91303

Time: 8:30 A.M. - 9:30 A.M.

Affiliate Networking, MLS Pitches, Caravan, Guest Speakers

#### **COMM. INVST. PROP.** 3<sup>rd</sup> Tues of mo.

Chairperson: Brian Hatkoff, CCIM Phone: (818) 701-7789

Web: www.commercialdataexchange.com

Time: 8:30 A.M.

Location: SRAR Auditorlum 7232 Balboa Blvd., Van Nuys

**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: 2<sup>nd</sup> and 4<sup>th</sup> 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