December 2015/January 2016

Realtor® Report

The Official Publication of Southland Regional Association of Realtors®

Realtor© Gina Uzunyan

2016 SRAR President Pg. 2

Volume 95 • Issue 12

GINA UZUNYAN TO SERVE AS 2016 SRAR PRESIDENT

REALTOR Gina Uzunyan was unanimously affirmed to serve as President of the Southland Regional Association of REALTORS for 2016, it was announced following the first meeting of the 2016 Board of Directors. Uzunyan currently serves as the association's President-Elect.

Uzunyan is well qualified to lead the 9,500 member association, one of the nation's largest. She has a long and distinguished career of service to the real estate industry and the association.

A member since 1989, she is completing her seventh year as a member of the board of directors and second year on the Executive Committee. Her past experience includes vice-chair of the Governmental Affairs Committee, and service on the Education, MLS, Grievance, Ethics and Arbitration Policy, Professional Standards and Young Real Estate Professionals committees. She is a 2007 graduate of the SRAR Leadership Academy.

Active at the state level, Uzunyan has been a director of the California Association of REALTORS since 2011 and has served on the Transaction & Regulatory, Professional Standards, MLS, Taxation & Government Finance, Legislative and Housing Affordability Fund committees.

Active in both residential and commercial real estate, Gina holds the national professional designations of CCIM (certified commercial and investment member) and SFR (short sale and foreclosure resource certification). In addition to her real estate broker license, Uzunyan is a licensed real estate appraiser and mortgage broker.

NANCY STARCZYK NAMED PRESIDENT-ELECT

Joining Gina Uzunyan on the 2016 SRAR leadership team will be REALTOR Nancy Starczyk, who was elected to the position of President-Elect by the board of directors. Per association bylaws, Starczyk will serve as President in 2017.

A REALTOR for 25 years, Starczyk has a long and distinguished resume of service to the real estate industry and community. She is completing her fifth year on the SRAR board of directors as well as chairing the SRAR Governmental Affairs Committee. She has also served on the Finance, Education, Events, and Nominating committees. She has served on the Santa Clarita Valley division council of SRAR for 18 years and has been the division council President four times. In recognition for her service to the association, Starczyk received the SRAR Association Service Award in 2011 and was recently named the 2015 SRAR REALTOR of the Year.

Uzunyan, Starczyk and the 2016 board of directors will be installed at the annual Installation Gala, January 23rd at the Sheraton Universal Hotel. See REALTOR Report and visit www.srar.com for information.

$	INDEXES			YEAR ENDING		
	NOV 2014	OCT 2014	NOV 2015	OCT 2014	NOV 2015	NOV 2015
Los Angeles - Riverside - Orange County	241.753	245.812	245.711	1.0	1.6	0.0

SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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President-Elect
Gina Uzunyan

Chief Executive Officer
Jim Link

Santa Clarita Valley Division
President
Bob Khalsa

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TIPS TO AVOID HOA HORROR STORIES

FIRST-TIME HOME BUYERS RIGHTFULLY VIEW CONDOMINIUMS AS THE FIRST RUNG ON THE HOUSING LADDER, YET UNDERSTANDING A "RESERVE STUDY" AND SPOTTING SIGNS OF TROUBLE BEFORE BUYING CAN AVOID HEADACHES AND HEARTACHES WHILE SAVING PLENTY OF CASH.

There are specific issues to question and items to inspect that will give prospective buyers insight into the financial health and condition of a home owners' association and the physical property.

An excellent place to begin is by understanding and reviewing what is known as a condominium's "reserve study," which every HOA is required to regularly update.

A reserve study details a HOA's longterm needs and funding plan, showing expected expenditures and how much the HOA has saved to offset anticipated maintenance and repairs.

For example, if the complex has a pool and spa, the reserve study will give an estimate as to when each pump or heater or filter likely will need to be replaced. It could be ten years if the equipment is new or it could be next year if it's been in service for a long while.

If the reserve study says approximately $10,000 will be needed to replace the pool equipment in two years, buyers need to know if the HOA has that money in reserve. If the HOA has "zero" cash in reserve and if the equipment fails next month the choice will be simple, shut down the pool and spa, thus devaluing the property, or impose on each owner in the HOA a special assessment.

If they want to minimize unexpected assessments, buyers need to know before they buy to what percent the reserve study is funded.

Zero percent to 30 percent in reserve means a special assessment is likely the next time something major must be repaired; 31 percent to 70 percent funding of the reserve suggests the HOA is a medium risk; 71 percent to 100 percent is low risk.

Other questions a prospective buyer ought to pursue include:

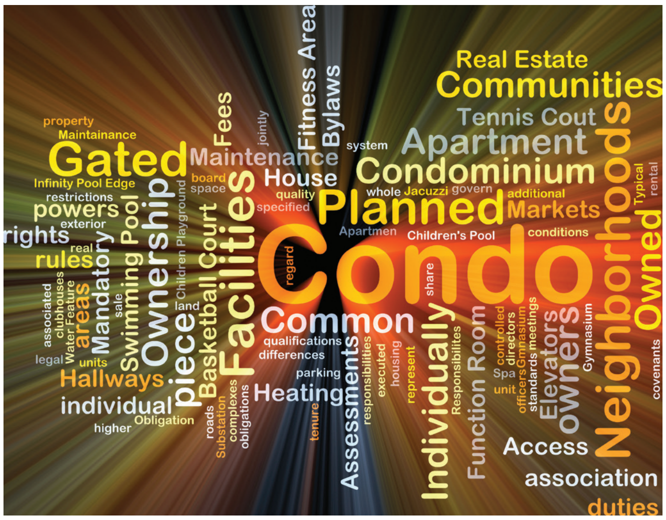
• How much does the reserve study recommend the HOA save each year? How much is the HOA actually setting aside?

• Are monthly dues adequate to meet current and future expenditures? The reserve study estimates what monthly dues should be to keep the HOA financially sound. If dues are not at the recommended level, buyers need to know why.

• Has the HOA been following the reserve study recommendations and making capital improvements?

• How much money can an owner expect will be needed compared to what the HOA has saved? Realtors need to encourage their buyer to call the HOA's management company and, ideally, speak with the HOA's directors, who are home owners and perhaps the best source of current information.

A buyer could make receiving answers from the seller a condition of the purchase contract.



Other key questions include:

• Have there been any special assessments before? Get the details and ask if there is discussion about having another special assessment.

•Have any lawsuits been filed or are pending or expected? Check court records.

• How many, for what and in what amounts have insurance claims been pursued by the HOA?

• If roofs are an HOA responsibility, how many roof repairs have there been completed in the last couple years? The reserve study should indicate the number of years remaining before the roof most likely will need to be replaced.

• Are there plans to revise the HOA's covenants, conditions, and restrictions?

• Have there been any repairs from extensive water or termite damage in the last couple years?

• The buyer needs to review the HOA's covenants, conditions, rules, meeting minutes, violation policy, collection policy, and other aspects.

A buyer would be wise to make a checklist of things to inspect and tasks to complete as part of their due diligence reviews and inspections.

Buyers could face mammoth assessments stretching over multiple years if, for example, the HOA has not been maintaining the exterior of buildings or neglecting capital improvements.

A special assessment could be minor, $1,000 per owner, or it could be $30,000 per owner. In one aging local condo complex the tab came to $80,000 per owner.

Too many buyers focus on only the property they intend to purchase. Instead, also focus on neighboring units and common spaces, being on the lookout for telltale signs of deferred maintenance, including:

• Are fences rusting?

• Are signs in disrepair?

• Does the asphalt look like gravel?

• Are the pool and other amenities clean and in working order?

• Do the buildings need to be painted?

• Are staircases and balconies in poor condition?

• Are there grading issues that might cause flooding?

• What is the condition of the gutters, and fixtures? Unfortunately, too many HOA's—estimated at 70 percent—are underfunded or poorly managed.

Consequently, some are falling into disrepair, losing value with each neglected repair while putting all owners at risk of unexpected financial hardship.

Condominium living can be fantastic fun, yet buyers need to go into a condo purchase with eyes wide open and make a commitment to stay involved long after escrow closes.

FREDDIE MAC WARNS BUYERS OF CREDIT SCAM

FREDDIE MAC ISSUED A WARNING RECENTLY FOR PROSPECTIVE HOME BUYERS ABOUT SCAMS THAT TRY TO ENTICE THEM WITH PROMISES OF RAISING THEIR CREDIT SCORE IN EXCHANGE FOR MONEY.

Consumers eager to buy a home — especially those hurt by the housing crisis of last decade — are too easily lured by the promise of an improved credit score, which can yield a reduced monthly payments and a lower interest rate on a home loan.

It's easy to be lured by the promise of a raised credit score.

Yet schemes that falsely claim to raise credit scores complicate life for borrowers, while costing them time and money to combat origination fraud and servicingrelated fraud. Freddie Mac highlighted three types of common scams:

• **Disputing credit with credit bureaus** — A legitimate new program called FICO Score Open Access for Credit & Financial Counseling was created to help borrowers who have credit management problems.

It provides FICO scores along with credit education material to help consumers understand credit scoring and learn more about financial management.

However, some con artists use the program in a scam.

They direct a borrower to contact credit repositories repeatedly to dispute previously defaulted debt, Freddie Mac warned. The hucksters hope the creditor will miss responding to one of the disputes and the defaulted debt will disappear … temporarily triggering a jump in the borrower's credit score. The borrower may qualify for — and close on — a new mortgage before the credit report correctly reflects the defaulted debt and the borrower's true credit score, which could trigger a probe by the lender.

• **Claiming identity theft falsely** — Some companies encourage buyers to falsely claim identity theft on their loan application in order to have debt removed from their credit report. Borrowers who falsely claimed identify theft have gone as far as providing affidavits of identity theft and police reports. Lenders take identity theft claims seriously and investigate.

In some instances, they discover that the "police report" was a fake, never actually filed, or from a police department that does not exist.

• **Misusing credit protection numbers** — Using a nine-digit credit privacy or secondary credit number — an alternative for a Social Security number that is most commonly used by celebrities and politicians to hide previous credit issues — can be a dangerous move.

Some consumers with poor credit acquire a CPN with the intent of creating a new, clean, yet often misleading, credit profile, Freddie Mac notes.

CPNs were not created for this purpose, and mortgage loans originated using a CPN are ineligible for sale to Freddie Mac.

Borrowers who use a CPN with the hope of leaving their bad credit histories in the rear view mirror are in for a rude awakening.

The Federal Trade Commission bluntly states that by using a stolen number as a borrower's own, the con artists will have involved the borrower in identity theft, for which the borrower could well face legal trouble.

Who Gained the Most Equity?

A nationwide study released Wednesday found that the average home seller nets about a 23 percent gain in equity from the time they purchase their property — or about $40,000. But a closer look at the data reveals that sellers who purchased during certain volatile years tend to fare worse than others.

Home owners who purchased their home eight to 10 years ago—from 2005 to 2007, during the height of the real estate bubble—have earned just $3,000 or 1 percent in equity during that time, says Jessica Lautz, managing director of survey research and communication for the National Association of Realtors, which conducted the study.

Those home owners may show the most reluctance to sell their homes, and that may be adding to the inventory shortage in many cities, Lautz says.

The attached breakdown shows who fared the best in the equity picture.

6-7 years	$31,000	14
8-10 years	$3,000	1
11-15 years	$38,000	23
16-20 years	$95,000	63
21-plus years	$138,000	145
All sellers	$40,000	23

Pat 'Ziggy' Zicarelli

Local Realtor Leads State Group

Pat "Ziggy" Zicarelli, a San Fernando Valley Realtor and a past president of the local Southland Regional Association of Realtors, was installed Tuesday as the 2016 president of the 175,000-member California Association of Realtors.

Serving with Zicarelli, pictured second from left, are President-elect Geoff McIntosh, Treasurer Jared Martin, and Chief Executive Officer Joel Singer.

Active in organized real estate since 1976, Zicarelli, a second-generation Realtor, previously served as C.A.R. president-elect and has filled in other leadership positions for his local, state, and national associations of Realtors. At the state level, Zicarelli has served on numerous committees.

At the national level, Zicarelli is a member of the National Association of Realtors' 2016 executive committee, chairman of the Realtor Political Action Committee participation council, and has lead numerous other committees. He was inducted into NAR's Realtor Political Action Committee Hall of Fame in 2014, and has been a member of Presidents' Circle since 2011, and an NAR Golden "R" member since 2000.

Geoff McIntosh, a Long Beach broker, has previously served as the Association's treasurer in 2014 and 2015.

Jared Martin is a Central Valley real estate broker. As a third-generation Realtor, he has worked with his family's business for the past 14 years.

Joel Singer, the associations chief executive officer, has held the top staff position since November 1989 after serving as C.A.R.'s chief economist and heading the Association's public affairs department. He was instrumental in developing Real Estate Business Services Inc., C.A.R.'s for-profit subsidiary, and serves as its president. He also is president and chief executive officer of zipLogix. Singer joined C.A.R. in 1978.

SAN FERNANDO VALLEY HOME SALES RISE 6%

WHILE SHOWING SIGNS OF A SEASONAL SLOWDOWN, THE HOUSING MARKET IN THE SAN FERNANDO VALLEY STAYED BUSIER THAN EXPECTED DURING OCTOBER WITH THE 523 SINGLE-FAMILY HOME SALES UP 5.9 PERCENT OVER A YEAR AGO, THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS REPORTED WEDNESDAY.

With activity typically tapering off as holidays approach, the October total was down 10.1 percent from this September.

The local home resale market hit its peak in July with 603 closed escrows.

Realtors also facilitated 209 condominium sales last month, up 37.5 percent over a year ago and 1.0 percent higher than this September. The total was one sale shy of the 210 sales posted in June, which was the highest condominium tally since July 2013.

“Improvement in the jobs market has yielded added interest in home buying,” said Gaye Rainey, president of the Southland Regional Association of Realtors. “Yet expandedinterest by buyers comes with a still too- tight inventory and higher resale prices, which makes it difficult for some buyers to qualify for a home loan, even as interest rates remain exceptionally low.”

The single-family median price of $562,000 was 7.9 percent higher than October 2014 and 1.3 percent ahead of this September. Since hitting $600,000 in July for the first times since 2007, the median has been hovering below that benchmark, partly because of resistance from buyers.

The condominium median resale price of $369,000 was up 16.4 percent over a year ago and 6.6 percent ahead of the September median price. It was just short of the $370,000 high set in August, which was the highest since November 2007.

“No doubt affordability is as big a factor as the limited supply of homes listed for sale,” said Jim Link, the Association’s chief executive officer. “There are fewer instances of multiple buyers competing for quality properties, which eases the upward pressure on prices.”

The inventory of homes listed for sale continued to shrink with the 1,659 active listings throughout the San Fernando Valley down 10.2 percent compared to a year ago. At the current pace of sales, that represents a 2.3-month supply when what the market really needs is a 6-month supply to achieve some balance.

Pending sales were up 4.2 percent over a year ago, which suggests activity will continue to be stronger than expected as the year draws to a close.

Distressed sales are holding only a small share of the market. Of the total 732 combined residential closed escrows last month, 93.0 percent were standard sales involving traditional buyers and sellers. Foreclosurerelated REO sales came in at 3.0 percent while short payoffs, where the lender agree to a sale price less than the outstanding loan balance, fell to 2.6 percent.

Housing Demand Expected to Grow

Statewide 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, the California Association of Realtors reported recently.

Due to a multiple reasons, including seasonal forces, California’s housing market softened on a month-to-month basis as statewide sales and median prices contracted compared to September.

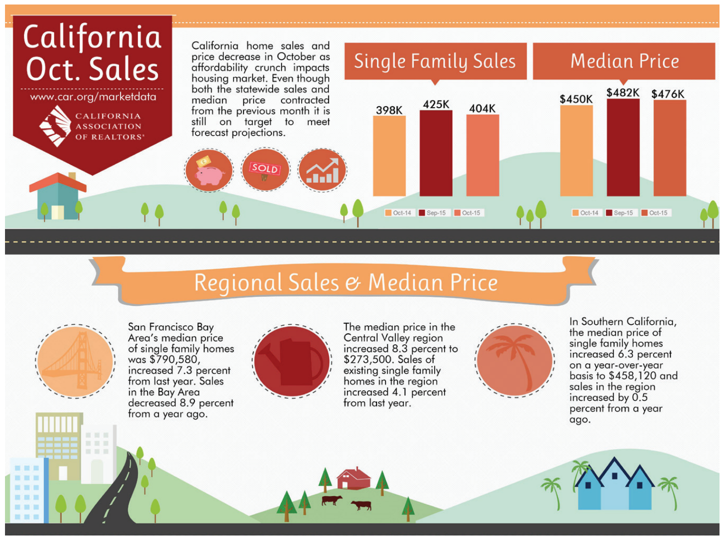
“With job growth increasing the most since late 2014 and interest rates remaining below 4 percent, the demand for housing should continue to grow at a modest pace,” said 2016 C.A.R. President “Ziggy” Zicarelli. “Statewide sales are on track to finish the year with a mid-single-digit increase from last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

The October sales figure was down 5.1 percent from September and up 1.3 percent compared with home sales in October 2014.

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 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.

“Housing affordability is an issue in many parts of California, and the impact it has on sales varies from region to region,” said C.A.R. Vice President and Chief Economist Leslie Appleton-Young. “ … We’re now seeing the negative effect on sales due to low housing affordability as higher prices have put home buying out of reach for many potential buyers.”



Santa Clarita Home Sales Up 7%

A total of 205 single-family homes and 93 condominiums changed owners during October throughout the Santa Clarita Valley, the Southland Regional Association of Realtors reported Wednesday.


Bob Khalsa, President, Santa Clarita Valley Div.

The 205 home sales were up 7.3 percent over a year ago and, following seasonal patterns, fell 2.4 percent from this September. Except for January and February, every month this year has come in above the 200-sale benchmark with the peak being 255 home sales in July. The 93 condominium sales were down 10.6 percent from a year ago and off 8.8 percent from September. Until last month, the monthly totals exceeded 100 condo sales for five consecutive months, with the 121 closed escrows of August the highest this year and the highest since December 2012.

“Santa Clarita is a highly desirable community for home buyers making it likely home buying activity will remain busy even as the holidays approach and sales taper off elsewhere around the state,” said Bob Khalsa, president of the Santa Clarita Division of the Southland Regional Association of Realtors. “The biggest limitations currently are the limited inventory and rising concerns regarding affordability, even with the ongoing availability of very low interest rates on home loans.” The median price was $500,000, up 9.4 percent over a year ago, yet off 2.9 percent from September.

REALTORS GAIN STATUS, CLIENTS BY OFFERING SWIFT INFO

PROSPECTIVE HOME BUYERS AND SELLERS BENEFIT WHEN WORKING WITH A REALTOR WHO DELIVERS MEANINGFUL INFORMATION IN A SUCCINCT, CLEAR, YET CONVERSATIONAL WAY.

Not surprisingly, real estate professionals who concentrate on fulfilling client needs see their practice grow as their reputation as a credible real estate expert expands.

Those conclusions came during a forum discussion as Realtors from throughout the nation met recently in San Diego.

Celeste Starchild, vice president of Move and general manager at ListHub, shared business intelligence about how consumers are increasingly using online and digital technology during the home search process.

She also discussed ways Realtors can utilize search engine optimization and targeted advertising to reach consumers at the time they are most ready to buy or sell a home.

According to Starchild, a majority of consumers today are what she called "digital natives." Mostly from either the Millennial or Gen X generation, these are potential buyers who have been around technology their entire life and never experienced a time when the Internet was not readily available.

As time goes on and technology evolves, there are increasingly more people who don't know how to do business without going online first.

"Consumers want immediate responses from their friends and family via email and texting," she said. "Realtors risk missing an opportunity with this important buyer demographic if they aren't responding in a timely, informative and personable manner."

Explaining ways Realtors can be more visible to consumers online, Starchild said it's important to focus advertising efforts on performing websites like Realtor.com, and utilizing search engine optimization can ensure that a Realtor's name and brokerage show up at the top of the list on search engine sites.

"Search engine marketing drives high quality and high volume leads," she said. "If you have the budget, you can pay for the right to have your name and business visible to practically all consumers looking for an agent online in a specific location." Predictive advertising efforts on social media – especially Facebook – can also be an extremely successful and cost-effective marketing tactic for Realtors.

Starchild described scenarios such as marriage, job relocation and child birth as home purchase drivers that Realtors can focus on by having a targeted ad with their information appear on the right side of a potential buyers' Facebook page.

"Reaching the right consumers at the time they're most ready to buy is powerful and effective," she said.

Practically every interested buyer or seller will search online for information about a Realtor and likely read reviews before contacting them. What comes up in those search results is what consumers will use to determine whether or not to reach out.

"It doesn't matter where on a search list a Realtor shows up if they don't have an updated profile with a professional headshot, listed contact information and a few client recommendations," she said. "Failing to do so will ultimately lead to missed business."

Once a potential client has requested information about a listing, Starchild said data show a Realtor can increase their contact rate by as much as 900 percent by responding to leads in the first five minutes. Whether it's personally in a few sentences or in an automated message with a promise to follow-up quickly, that initial communication is crucial.

"Consumers are looking for facts and they want them now," she said. "How you respond and interact with them influences their decision on whether or not they're your client forever, or they're on to the next one."

Maximum Loan Limit Unchanged

California Realtors expressed dismay at the recent decision by the Federal Housing Finance Agency to will leave maximum conforming loan limits for mortgages acquired by Fannie Mae and Freddie Mac largely unchanged through 2016.

The loan limits will stay at $417,000 on one-unit properties and a cap of $625,500 in high-cost regions, such as most of California and Hawaii.

"Realtors are disappointed that the FHFA didn't raise the Fannie Mae and Freddie Mac conforming loan limits for next year," said Pat "Ziggy" Zicarelli, the 2016 president of the California Association of Realtors. "Home prices in California have risen sharply over the past four years, yet conforming loan limits haven't changed during that time. Not increasing the loan limits will hurt California's housing market, further exacerbating housing affordability and preventing tens of thousands of California home buyers from a chance at home ownership."

Some of the largest conforming loan limit increases for 2016 will occur in Sonoma County, Calif., where the loan limit will rise by $33,350 – from $520,950 to $554,300. Also, several Denver-area counties will see sizable increases by up to $34,500 for next year – with loan limits rising from $424,350 to $458,850. Monterey County, Calif., will rise by $26,450 – from $502,550 to $529,000. Also, in San Diego County, loan limits will rise $18,400 from $562,350 to $580,750.

However, FHFA says most cities will not see the change in loan limits because the agency determined that the average U.S. home value in the third quarter of this year remained below its level in the third quarter of 2007.

REALTOR® ACTION FUND SWEEPSTAKES

Check the Box RAF

The Southland Regional Association of REALTORS® (SRAR) is wrapping up its Membership Dues Campaign "Check the Box". Members were asked to "Check the Box" to contribute $20 of their SRAR dues to the REALTOR® Action Fund (RAF). RAF raises money to promote the values, attitudes, and beliefs of organized real estate, and every dollar is used to protect and advance REALTORS® interests in government. There is no addition cost to REALTOR® members when they checked the box! And. all eligible members are automatically entered into a drawing for an iPad Air. (see rules at www.srar.com/raf)

If you did not Check the Box when you paid your dues, you will be receiving a letter asking if you would like to make that contribution. Please "Check the Box" and return the form to Southland Regional Association of REALTORS®. By becoming a contributor, you become an even more important part of the political process. All you have to do is Check the Box!

REALTOR ACTION FUND

Fighting for our profession!

REALTOR® ACTION FUND

Fighting For Our Profession

CALIFORNIA ASSOCIATION of REALTORS®

Check the Box RAF

HAVE A VOICE

MAKE A CHOICE

AND

CHECK THE BOX

www.srar.com/raf

SWEEPSTAKES BEGINS:
Tuesday, November 17, 2015

SWEEPSTAKES ENDS:
Friday, September 9, 2016

**Winners need not be present to win.*

DRAWING HELD ON:
TBD, Fall of 2016

5:30 p.m. at the Multicultural Mixer at:

SRAR Office
7232 Balboa Blvd.
Van Nuys, CA 91406

Contributors of $20.00 or more have three opportunities to win a 64 GB iPad Air 2 w/ WiFi, each valued at $599. The more you contribute, the more opportunity you have to win!

ONE ENTRY = $20 / Introductory Level

THREE ENTRIES = $49 / "Min. Cost of Doing Business"

NINE ENTRIES = $148 / "True Cost of Doing Business"

Win AN iPad Air 2 64 GB w/ Wi-Fi!

See official rules, odds and other details on srar.com/raf

Check the Box and you are automaticly entered

CRISNet MLS

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

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

Southland Regional Association of Realtors®

96th Annual Inaugural Ball

Join us in celebrating the Installation of

PRESIDENT GINA UZUNYAN

and the 2016 Officers and Directors

Saturday the Twenty Third of January
Two Thousand and Sixteen

Sheraton Universal Hotel
Grand Ballroom
333 Universal Hollywood Drive
Universal City

Cocktails at 6:30 p.m. Dinner at 7:30 p.m.
Attire: Black Tie Optional

Please send ______ Installation Dinner Dance Tickets at $100.00 Each

SRAR Inaugural Ball, Attention: Karen Marten, 7232 Balboa Blvd., Van Nuys, CA 91406

Please Check One: Check ☐ Visa ☐ Mastercard ☐ American Express ☐ Discover ☐

Card Number: ___________ /___________ /___________ /___________ / Amount $ _________

Expiration Date: ___________ /_________ Authorized Signature: ______________________

Name: ____

Mailing Address: ____

Phone Number: ____________________________ E-mail: ________________________

Deadline: Please return this form by **January 13, 2016** so that ticket orders may be processed accordingly.

For further information, contact Karen Marten: (818) 947-2254; KarenM@srar.com

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

RESPONSIBLE REALTOR® APPLICANTS

FIRST POSTING

Boiarsky, Gary
Gary Boiarsky
17412 Ventura Blvd. #428
Encino, CA. 91316

Burke, Stewart Lee
Ark Realty
4507 Longridge Ave.
Sherman Oaks, CA. 91423

Dagmi, Roey Leor
Legend Realty Group, Inc.
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Burbank, CA. 91506

Fine, Alan Scott
Alan Fine Realty
20658 Lugano Way
Northridge, CA. 91326

O'Brien, Margaret Susan
Margaret Susan O'Brien
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Tarzana, CA. 91356

Piros, Mira D.
Mira D. Piros
4461 Mammoth Ave.
Sherman Oaks, CA. 91423

Rapaport, Adam Chaim
Premiere Home Sales, Inc.
7116 Valjean Ave.
Van Nuys, CA. 91406

Rohani, Baback M.
Performance Realty
1960 E. Grand Ave. #1225
El Segundo, CA. 90245

Thibodeau, Dawna
Harcourts Crown Jewel
965 Foothill Blvd., Suite C
LaCanada, CA. 91011

Verdi, Alfred Joseph
Sea Cliff Realtors
18840 Ventura Blvd., Ste. 202
Tarzana, CA. 91356

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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

REALTOR® APPLICANTS

Adelman, Ron Jerome / Astron Realty / Northridge
Alborz, Bijan / Berkshire Hathaway HomeServices California Properties / Chatsworth
Anderson, Christian Robare / Berkshire Hathaway HomeServices California Properties / Sherman Oaks
Arrand, Robert Daniel / Keller Williams Realty Calabasas / Calabasas
Ashdown, Anthony Gerard / Dilbeck Real Estate / Valencia
Bardi, Edmund / Galaxy Realty & Investment / Canoga Park
Casillas, Rosie / WestCo Realty / San Bernardino
Cluley, Lauren E. / Dilbeck Real Estate / Studio City
Colbeth, Jaclyn Marie / Berkshire Hathaway HomeServices California Properties / Sherman Oaks
Cuzick, James Clay / Century 21 Hilltop / Simi Valley
Estrada, Ramiro Gonzalez / Mission REO /San Fernando
Felendes, Hrvoje / Rodeo Realty / Woodland Hills
Flores, Elisa / HomeSmart NCG / Valencia
Forouzan, Farzaneh / iRealty Group / Woodland Hills
Gameros Sotelo, Angelica G. / Century 21 Peak / Granada Hills
Gingerich, Olivia Nicole Reiner / Keller Williams Encino-Sherman Oaks / Encino
Glazer, Joheved Candy / Keller Williams Encino-Sherman Oaks / Encino
Gonzalez, Barbara / The Elizalde Group / Sherman Oaks
Gordon, Corazon / JohnHart Real Estate / Valencia
Goss, Cassandra K. / JohnHart Real Estate / Burbank
Haim, Steve / Keller Williams North Valley / Porter Ranch
Hernandez, Carlos / Brightstone Estate Properties / Winnetka
Holmwood, Robin E. / Realty Executives / Newhall
Jacobs, Zelma Yanira / HomeBased Realty / Valencia
Kazanjian, Manuel Nazar / Saab Properties / Porter Ranch
Kinney, Marsan / Realty Executives / Newhall
Laby, Assaf Benny / Rodeo Realty / Studio City
Mamedov, Jeffrey / Keller Williams Encino-Sherman Oaks / Encino
Mansour, Isaac J. / Pinnacle Estate Properties / Northridge
Mardakhanian, Rita / Araz Jerahian / Glendale
Mezquita, Claudia Rocio / Keller Williams North Valley / Porter Ranch
Moore, Helen Arlene / Century 21 Valley Properties / West Hills
Morales, Edgar Manuel / A-Team Realty, Inc. / Woodland Hills
Nahle, Ali Ahman / The Real Estate Plaza / Granada Hills
Nassar, Francisco / Park Regency Realty / Granada Hills
Nehoray, Adi / Century 21 Peak / Woodland Hills
Nordella, Nicholas / Realty Executives / Valencia
O'Hara, Alan / Century 21 Peak / Granada Hills
Oiknine, Aime Eliezer / Savvolio Real Estate Services / Encino
Oman, David / HomeSmart NCG, Inc. / Valencia
Phan-Shapiro, Nina / Berkshire Hathaway HomeServices California Properties / Northridge
Pike, Kevin / Coldwell Banker Greater Valley / Granada Hills
Prestin, Scott Gerrard / Rodeo Realty / Encino
Ramos, Lilia / Savvolio Real Estate Services / Encino
Ramsey, Ronnel Tadarly / Berkshire Hathaway HomeServices California Properties / Sherman Oaks
Rankin, Mark Christian / Keller Williams Realty / Simi Valley
Rini, Thomas C. / Intero Real Estate Services / Northridge
Rios, Ricardo Agustin / Realty One Group Solutions / Santa Clarita
Rossi, Dana Marie / Ewing Sotheby's I. R. / Calabasas
Rusbarsky, Joanne Louise / Keller Williams Westlake Village / Westlake Village
Saab, Ralph / Saab Properties / Porter Ranch
Sanchez, Maria Stephanie / Troop Real Estate, Inc. / Westlake Village
Sanjari, Reza / Wembly's Realty / Calabasas
Santiago, James Michael Viloria / Keller Williams North Valley / Porter Ranch
Schwartz, Samantha Jade / Pronation, Inc. / Los Angeles
Sharma, Vikas / Rattanpreet K. Badesha / Winnetka
Solomon, Lissa Gayle / Keller Williams Westlake Village / Westlake Village
Soriano, Stevie Bato / Keller Williams Realty Calabasas / Calabasas
Spillman, Darin D. / Brookfield Partners, Inc. / Tarzana
Swanson, Sheri June / Keller Williams VIP Properties / Valencia
Talamantez, Kari Ann / Keller Williams Encino-Sherman Oaks / Encino
Thornton, Mayda / Apex Financial Inc. / Los Angeles
Toft, Jennifer / Re/Max Traditions / Simi Valley
Uguryan, Roland / Realty One Group Solutions / Santa Clarita
Wiseman, Raine Marie / Hammond & Hammond, Inc. / Chatsworth
Woodland, Tricia Marie / Dilbeck Real Estate / Valencia
Wright, Damitira / EDR Realty Group / Sherman Oaks

RESIDENTIAL PROPERTIES LISTED **1,054**

NOVEMBER 2015 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED **1,053**

RESIDENTIAL PROP. ESCROW CLOSED **990**

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY:								
NEW LISTINGS	88	114	108	152	147	609	445	1,054
TOTAL ACTIVE LISTINGS	211	304	260	334	355	1,464	1,235	2,699
AVERAGE DAYS ON MARKET	95	86	80	88	88	87	104	95
AVERAGE LIST PRICE IN THOUSANDS	414.1	962.9	1,169.8	730.2	1,690.1	1,043.8	622.7	851.1
MEDIAN LIST PRICE IN THOUSANDS	409.9	699.0	650.0	605.0	750.0	619.0	360.0	515.0
BOMS	4,782	6,796	5,443	6,906	7,907	31,834	19,223	51,057
AVERAGE BOM PRICE IN THOUSANDS	344.0	757.4	759.5	569.3	908.8	692.5	479.2	612.2
BOM TO SALE RATIO	4,308.1	5,227.7	5,389.1	5,614.6	5,134.4	5,142.8	5,181.4	5,157.3
EXPIRATIONS	11	30	20	28	29	118	94	212
PENDING SALES:								
NEW ESCROWS OPENED	107	120	101	156	151	635	418	1,053
TOTAL YTD ESCROWS OPENED	1,239	1,642	1,324	1,796	1,907	7,908	4,661	12,569
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	81	45	49	44	62	55	88	68
NEW OPEN ESCROWS AVERAGE LIST PRICE	382.4	744.9	711.0	567.8	936.6	680.5	442.2	585.9
CLOSED SALES:								
NEW ESCROWS CLOSED	11	130	101	123	154	619	371	990
TOTAL YTD ESCROWS CLOSED	1,168	1,592	1,245	1,693	1,814	7,512	4,362	11,874
VOLUME OF NEW SALE DOLLARS IN MILLIONS	41.347	92.195	70.941	67.396	105.443	377.322	149.187	526.509
VOLUME OF TOTAL YTD SALES IN MILLIONS	424.110	1,174.840	866.547	947.588	1,343.877	4,756.962	1,921.505	6,678.467
AVERAGE SALE PRICE IN THOUSANDS	372.5	709.2	702.4	547.9	684.7	609.6	402.1	531.8
MEDIAN SALE PRICE IN THOUSANDS	390.0	565.0	532.5	501.0	525.0	485.0	300.0	442.0
COOP SALES	91	109	84	102	125	511	289	800
PERCENT OF COOP SALES	82.0	83.8	83.2	82.9	81.2	82.6	77.9	80.8
AVERAGE DAYS ON MARKET	109	94	89	101	103	100	119	107
SALES AT LIST PRICE	69	64	38	62	64	297	191	488
PERCENT OF SALES AT LIST PRICE	62.2	49.2	37.6	50.4	41.6	48.0	51.5	49.3
SALES TO LISTING INVENTORY RATIO	52.6	42.8	38.8	36.8	43.4	42.3	30.0	36.7
FINAL SALE TO NEW LISTING RATIO	126.1	114.0	93.5	80.9	104.8	101.6	83.4	93.9
CLOSED SALES TYPE								
FORECLOSURE/REO	3	2	2	6	3	16	20	36
SELLER CONCESSIONS	0	0	0	0	0	0	1	1
SHORT SALE	6	5	1	5	7	24	24	48
STANDARD	101	123	97	111	140	572	318	890
OTHER								

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

SELLING PRICE RANGE:	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED $	$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	136	43	21	16	69250	25.8
100,000 TO 109,999	0	4	0	0	N/A	0.0
110,000 TO 119,999	75	8	6	5	7600	5.9
120,000 TO 139,999	95	49	9	6	8200	5.8
140,000 TO 159,999	47	62	20	11	9706	5.6
160,000 TO 179,999	77	60	21	13	8553	4.0
180,000 TO 199,999	54	63	17	9	9054	4.2
200,000 TO 249,999	51	164	76	40	6278	2.1
250,000 TO 299,999	48	178	78	47	10498	3.3
300,000 TO 349,999	59	151	61	38	67750	1.5
350,000 TO 399,999	46	156	91	51	11808	8.6
400,000 TO 449,999	42	172	106	58	7388	1.0
450,000 TO 499,999	37	209	90	38	1190	0.3
500,000 TO 549,999	46	157	74	47	7759	22.4
550,000 TO 599,999	39	142	50	32	13545	1.8
600,000 TO 699,999	36	212	63	35	14692	2.0
700,000 TO 799,999	44	153	63	39	18593	2.0
800,000 TO 899,999	53	121	36	21	33389	3.3
900,000 TO 999, 999	35	76	22	14	40993	3.3
1,000,000 TO 1,999,999	55	322	74	53	62866	3.1
MORE THAN 2,000,000	60	197	12	9	23160	85.7
TOTALS	49	2699	990	582	19581	1.8

LISTINGS 16,805

2015 RMLS TOTAL - $ VOLUME $6,678,467,000

SALES 12,132

EN: Arleta, Kagel Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar, **ES:** Cahuenga Pass, Lake Hollywood, North Hollywood, Sherman Oaks, Studio City, Toluca Lake, Valley Glen, Valley Village, Van Nuys

CS: Encino, Lake Balboa, Reseda, Tarzana, Van Nuys **WN:** Chatsworth, Granada Hills, Mission Hills, North Hills, Northridge **WS:** Bell Canyon, Calabasas, Canoga Park, Hidden Hills, Monte Nido, West Hills, Winnetka, Woodland Hills

***THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.**

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS® INC.

SAN FERNANDO VALLEY
COMPARABLE SALES ANALYSIS 2010-2015

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

	2010				2011			
	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST
JAN	1,830	963	410	52.6	1,786	976	368.7	54.3
FEB	1,780	872	349.7	49	1,646	753	303.5	45.7
MAR	2,231	1,131	523.3	50.7	1,875	1,050	430.7	56
APR	2,212	1,188	526.9	53.7	1,740	1052	394.2	60.5
MAY	1,936	1,235	523.7	63.8	1,732	1,023	422.3	59.1
JUNE	2,051	1,269	563	61.9	1,752	1,114	439.1	63.6
JUL	2,153	1,104	484.5	51.3	1,592	1,033	422.7	64.9
AUG	1,993	1,029	443.8	51.6	1,707	1,145	452.6	67.1
SEPT	1,726	1,034	430.4	59.9	1,512	1,048	430.4	69.3
OCT	1,677	883	371.9	52.7	1,363	1.017	385.3	74.6
NOV	1,431	864	356.8	60.4	1,273	985	382.2	77.4
DEC	1,298	1,045	431.2	80.5	1,075	1,112	435.7	103.4
TOTAL	22.318	12.617	5415.2	55.6	19,053	12,308	4867.4	66.3
AVG. SALE PRICE	$429,200				$395,470			

	2012				2013			
	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST
JAN	1,481	877	322.1	59.9	1,288	881	396.3	68.4
FEB	1,458	856	262.9	57.9	1,218	821	353.8	67.4
MAR	1,515	1085	427.4	71.6	1,377	1,337	470.8	77.8
APR	1,387	1,140	448.8	82.2	1,549	1,114	559.3	71.9
MAY	1,429	1,280	497.9	89.6	1,506	1,265	630.6	84.0
JUNE	1,367	1,216	484.0	89.0	1,551	1,133	573.4	73.0
JUL	1,314	1,266	515	96.3	1,610	1,176	584.9	73.0
AUG	1,308	1,273	508.3	97.3	1,581	1,196	623.6	75.6
SEPT	1,276	1,058	419.7	82.9	1,399	1,072	543.8	74.9
OCT	1,339	1,246	502.7	93.1	1,446	1,106	556.1	76.5
NOV	1,087	1,114	452.9	102.5	1,064	985	486.7	92.6
DEC	771	1263	534.9	163.8	818	1,091	536	133.4
TOTAL	15,732	13,674	5366.5	87	16,407	13,177	6,315.3	80.71
AVG. SALE PRICE	$392,470				$479,270			

	2014				2015			
	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST
JAN	1,338	786	393.2	58.7	1,445	743	387.5	51.4
FEB	1,388	732	375.5	52.7	1,397	786	397.8	56.3
MAR	1,565	903	473.0	57.7	1,634	1,080	603.7	66.1
APR	1,548	1,124	589.4	72.6	1,733	1,168	657.4	67.4
MAY	1,608	1,083	582.2	67.4	1,593	1.153	680.7	72.4
JUNE	1,711	1,086	574.2	63.5	1,820	1,266	733.9	69.6
JUL	1,673	1165	600.3	69.6	1,686	1,321	770.6	78.4
AUG	1,146	999	536.8	66.3	1,695	1,228	692	72.4
SEPT	1,432	1,065	536.8	74.4	1,437	1,230	678.5	85.6
OCT	1,524	1,033	553	67.8	1,418	1,124	632.9	79.3
NOV	1,102	905	463.6	82.1	1,054	990	526.5	93.9
DEC	867	1,105	581.4	127.5				
TOTAL	16,902	11,726	6,161.6	69.3				
AVG. SALE PRICE	$525,464							

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR NOVEMBER 2015

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	67	78	77	125	103	450	360	810
Total Active Listings	147	201	193	272	283	1,096	1,032	2,128
Average Days on Market	88	84	80	84	94	86	100	93
Average List Price in Thousands	467.9	1,196.5	1,409.9	788.9	1,987.7	1,239.5	647.2	952.3
Median List Price in Thousands	430.0	979.0	829.0	685.0	869.0	720.0	349.9	550.0
BOMS	3,477	4,566	3,815	5,449	6,227	23,534	15,470	39,004
Average BOM Price in Thousands	374.9	908.9	923.4	619.9	1,043.9	801.1	493.0	678.9
BOM to Sale Ratio	3,906.7	5,248.3	5,086.7	5,922.8	5,414.8	5,138.4	5,156.7	5,145.6
Expirations	9	21	13	25	25	93	84	177
PENDING SALES								
New Escrows Opened	78	75	64	115	116	448	342	790
Total YTD Escrows Opened	926	1,072	913	1,449	1,483	5,843	3,839	9,682
New Open Escrows Average Days on Market	69	35	42	43	63	51	75	62
New Open Escrows Average List Price	406.6	908.4	862.1	616.9	1,103.5	790.1	447.7	641.9
CLOSED SALES:								
New Escrows Closed	89	87	75	92	115	458	300	758
Total YTD Escrows Closed	881	1,043	865	1,360	1,410	5,559	3,609	9,168
Volume of New Sales Dollars in Millions	35.211	71.494	62.124	55.463	91.375	315.668	118.725	434.393
Volume of total YTD Sales in Millions	345.709	933.405	738.138	824.442	1,190.596	4,032.290	1,595.136	5,627.426
Average Sale price in Thousands	395.6	821.8	828.3	602.9	794.6	689.2	395.8	573.1
Median Sale Price in Thousands	400.0	665.0	610.0	530.0	645.0	535.0	283.0	470.0
Coop Sales	71	70	60	80	91	372	226	598
Percent of Coop Sales	79.8	80.5	80.0	87.0	79.1	81.2	75.3	78.9
Average Days on Market	105	98	86	105	108	102	125	111
Sales at List Price	58	39	28	49	49	223	163	386
Percent of Sales at List Price	65.2	44.8	37.3	53.3	42.6	48.7	54.3	50.9
Sales to Listing Inventory Ratio	60.5	43.3	38.9	33.8	40.6	41.8	29.1	35.6
Final Sale to New Listing Ratio	132.8	111.5	97.4	73.6	111.7	101.8	83.3	93.6
CLOSED SALES TYPE								
Foreclosure/REO	1	2	1	4	2	10	19	29
Seller Concessions	0	0	0	0	0	0	1	1
Short Sale	5	4	1	3	6	19	20	39
Standard	82	81	73	84	103	423	252	675
Other	1	0	0	1	4	6	8	14

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR NOVEMBER 2015

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	21	36	31	27	44	159	85	244
Total Active Listings	64	103	67	62	72	368	203	571
Average Days on Market	110	89	79	107	66	89	126	102
Average List Price in Thousands	290.3	506.9	478.2	472.7	520.4	460.9	498.1	474.1
Median List Price in Thousands	270.0	479.0	370.0	425.0	399.0	399.0	429.9	399.9
BOMS	1,305	2,230	1,628	1,457	1,680	8,300	3,753	12,053
Average BOM Price in Thousands	261.8	447.0	375.4	380.2	408.3	384.2	422.2	396.1
BOM to Sale Ratio	5,931.8	5,186.0	6,261.5	4,700.0	4,307.7	5,155.3	5,285.9	5,195.3
Expirations	2	9	7	3	4	25	10	35
PENDING SALES								
New Escrows Opened	29	45	37	41	35	187	76	263
Total YTD Escrows Opened	313	570	411	347	424	2,065	822	2,887
New Open Escrows Average Days on Market	114	61	59	46	60	65	146	89
New Open Escrows Average List Price	317.5	472.3	449.8	430.1	383.5	418.0	417.2	417.8
CLOSED SALES:								
New Escrows Closed	22	43	26	31	39	161	71	232
Total YTD Escrows Closed	287	549	380	333	404	1,953	753	2,706
Volume of New Sales Dollars in Millions	6.136	20.700	8.817	11.932	14.069	61.654	30.461	92.116
Volume of total YTD Sales in Millions	78.401	241.436	128.409	123.146	153.281	724.672	326.369	1,051.041
Average Sale price in Thousands	278.9	481.4	339.1	384.9	360.7	382.9	429.0	397.1
Median Sale Price in Thousands	235.0	465.0	300.0	370.0	350.0	367.5	350.0	360.0
Coop Sales	20	39	24	22	34	139	63	202
Percent of Coop Sales	90.9	90.7	92.3	71.0	87.2	86.3	88.7	87.1
Average Days on Market	123	86	98	90	89	95	94	94
Sales at List Price	11	25	10	13	15	74	28	102
Percent of Sales at List Price	50.0	58.1	38.5	41.9	38.5	46.0	39.4	44.0
Sales to Listing Inventory Ratio	34.4	41.7	38.8	50.0	54.2	43.8	35.0	40.6
Final Sale to New Listing Ratio	104.8	119.4	83.9	114.8	88.6	101.3	83.5	95.1
CLOSED SALES TYPE								
Foreclosure/REO	2	0	1	2	1	6	1	7
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	1	1	0	2	1	5	4	9
Standard	19	42	24	27	37	149	66	215
Other	0	0	1	0	0	1	0	1

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR NOVEMBER 2015

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	9	3	28	14	21	42	5	35	157	49	206
Total Active Listings	50	23	89	43	42	68	26	87	428	124	552
Average Days on Market	87	157	96	116	89	73	82	88	93	91	93
Average List Price in Thousands	557.8	797.7	732.4	642.6	694.9	647.3	836.1	859.7	721.5	472.1	665.5
Median List Price in Thousands	549.0	749.0	559.0	499.8	599.0	599.0	760.0	625.0	599.0	375.0	569.0
BOMS	434	220	1,873	906	659	1,845	506	2,133	8,576	2,217	10,793
Average BOM Price in Thousands	479.0	651.4	526.6	478.3	551.5	523.6	726.6	630.6	561.2	361.3	520.2
BOM to Sale Ratio	6,200.0	5,500.0	5,675.8	5,329.4	5,491.7	6,833.3	10,120.0	4,353.1	5,568.8	5,991.9	5,650.8
Expirations	4	1	6	0	3	3	1	7	25	16	41

PENDING SALES	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Escrows Opened	1	6	43	20	17	37	14	38	176	52	228
Total YTD Escrows Opened	96	49	512	260	182	509	157	604	2,369	589	2,958
New Open Escrows Average Days on Market	188	104	54	115	61	70	52	43	65	69	66
New Open Escrows Average List Price	769.0	536.4	507.7	447.5	538.0	527.3	776.2	578.0	546.9	369.1	506.4

CLOSED SALES:	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Escrows Closed	7	4	33	17	12	27	5	49	154	37	191
Total YTD Escrows Closed	90	43	469	241	169	475	134	576	2,197	546	2,743
Volume of New Sales Dollars in Millions	3.127	2.225	19.627	8.329	6.094	13.833	3.497	29.805	86.537	9.879	96.417
Volume of total YTD Sales in Millions	41.854	25.945	235.049	112.969	92.935	250.740	98.174	347.425	1205.091	187.341	1392.432
Average Sale price in Thousands	446.7	556.2	594.8	489.9	507.8	512.3	699.4	608.3	561.9	267.0	504.8
Median Sale Price in Thousands	450.0	505.0	510.0	484.6	460.0	475.0	660.0	565.0	520.0	245.0	485.0
Coop Sales	6	4	26	16	8	21	4	39	124	29	153
Percent of Coop Sales	85.7	100.0	78.8	94.1	66.7	77.8	80.0	79.6	80.5	78.4	80.1
Average Days on Market	127	132	125	102	110	116	146	82	107	124	110
Sales at List Price	2	3	15	8	5	18	0	21	72	25	97
Percent of Sales at List Price	28.6	75.0	45.5	47.1	41.7	66.7	0.0	42.9	46.8	67.6	50.8
Sales to Listing Inventory Ratio	14.0	17.4	37.1	39.5	28.6	39.7	19.2	56.3	36.0	29.8	34.6
Final Sale to New Listing Ratio	77.8	133.3	117.9	121.4	57.1	64.3	100.0	140.0	98.1	75.5	92.7

CLOSED SALES TYPE	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
Foreclosure / REO	0	0	1	0	0	0	0	2	3	1	4
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	1	1	0	6	0	2	10	3	13
Standard	7	4	31	16	12	21	5	45	141	32	173
Other	0	0	0	0	0	0	0	0	0	1	1

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR NOVEMBER 2015

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	18	0	12	11	5	41	87	7	94
Total Active Listings	0	0	28	0	19	16	6	50	119	21	140
Average Days on Market	0	0	88	0	46	51	74	53	61	83	64
Average List Price in Thousands	0.0	0.0	285.6	0.0	359.2	363.9	412.1	390.1	358.2	421.0	367.6
Median List Price in Thousands	0.0	0.0	270.0	0.0	290.0	350.0	360.0	365.0	350.0	375.0	350.0
BOMS	7	4	869	49	657	515	169	1,358	3,628	398	4,026
Average BOM Price in Thousands	471.9	411.0	258.5	318.9	247.6	313.4	371.3	353.2	306.4	364.0	312.1
BOM to Sale Ratio	0.0	0.0	4,827.8	4,900.0	3,285.0	3,678.6	5,633.3	4,526.7	4,218.6	4,422.2	4,237.9
Expirations	0	0	0	0	1	0	0	2	3	1	4

PENDING SALES	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Escrows Opened	0	0	11	0	13	9	4	35	72	12	84
Total YTD Escrows Opened	0	0	226	7	214	155	50	417	1,069	104	1,173
New Open Escrows Average Days on Market	0	0	46	0	37	45	27	49	45	40	44
New Open Escrows Average List Price	0.0	0.0	275.9	0.0	257.7	383.0	386.0	395.9	350.4	362.2	352.1

CLOSED SALES:	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Escrows Closed	0	0	18	1	20	14	3	30	86	9	95
Total YTD Escrows Closed	0	0	217	7	198	149	46	378	995	89	1,084
Volume of New Sales Dollars in Millions	0.000	0.000	5.139	0.280	4.933	4.944	1.122	11.400	27.818	3.506	31.323
Volume of Total YTD Sales in Millions	0.000	0.000	57.387	2.192	50.921	50.476	16.395	138.087	315.458	32.715	348.173
Average Sale price in Thousands	0.0	0.0	285.5	280.0	246.7	353.1	374.0	380.0	323.5	389.5	329.7
Median Sale Price in Thousands	0.0	0.0	261.5	280.0	237.0	346.0	363.0	365.0	330.0	360.0	330.0
Coop Sales	0	0	15	1	18	12	3	26	75	8	83
Percent of Coop Sales	0.0	0.0	83.3	100.0	90.0	85.7	100.0	86.7	87.2	88.9	87.4
Average Days on Market	0	0	101	75	86	85	83	89	90	129	94
Sales at List Price	0	0	11	1	6	7	1	12	38	3	41
Percent of Sales at List Price	0.0	0.0	61.1	100.0	30.0	50.0	33.3	40.0	44.2	33.3	43.2
Sales to Listing Inventory Ratio	0.0	0.0	64.3	0.0	105.3	87.5	50.0	60.0	72.3	42.9	67.9
Final Sale to New Listing Ratio	0.0	0.0	100.0	0.0	166.7	127.3	60.0	73.2	98.9	128.6	101.1

CLOSED SALES TYPE	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
Foreclosure / REO	0	0	1	0	0	0	0	0	1	0	1
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	2	0	0	0	0	0	2	0	2
Standard	0	0	15	1	20	14	3	30	83	9	92
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED **300**

NOVEMBER 2015 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED **312**

RESIDENTIAL PROP. ESCROW CLOSED **286**

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
ACTIVE INVENTORY:											
NEW LISTINGS	9	3	46	14	33	53	10	76	244	56	300
TOTAL ACTIVE LISTINGS	50	23	117	43	61	84	32	137	547	145	692
AVERAGE DAYS ON MARKET	87	157	94	116	75	69	80	75	86	90	87
AVERAGE LIST PRICE IN THOUSANDS	557.8	797.7	625.5	642.6	590.3	593.3	756.6	688.3	642.4	464.7	605.2
MEDIAN LIST PRICE IN THOUSANDS	549.0	749.0	475.0	499.8	540.0	544.9	699.0	539.0	540.0	375.0	500.0
BOMS	441	224	2,742	955	1,316	2,360	675	3,491	12,204	2,615	14,819
AVERAGE BOM PRICE IN THOUSANDS	478.9	647.2	441.7	470.1	399.8	477.8	637.6	522.7	485.5	361.7	463.7
BOM TO SALE RATIO	6,300.0	5,600.0	5,376.5	5,305.6	4,112.5	5,756.1	8,437.5	4,419.0	5,085.0	5,684.8	5,181.5
EXPIRATIONS	4	1	6	0	4	3	1	9	28	17	45
PENDING SALES:											
NEW ESCROWS OPENED	1	6	54	20	30	46	18	73	248	64	312
TOTAL YTD ESCROWS OPENED	96	49	738	267	396	664	207	1,021	3,438	693	4,131
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	188	104	52	115	51	65	47	46	59	64	60
NEW OPEN ESCROWS AVERAGE LIST PRICE	769.0	536.4	460.5	447.5	416.5	499.1	689.5	490.7	489.9	367.8	464.8
CLOSED SALES:											
NEW ESCROWS CLOSED	7	4	51	18	32	41	8	79	240	46	286
TOTAL YTD ESCROWS CLOSED	90	43	686	248	367	624	180	954	3,192	635	3,827
VOLUME OF NEW SALE DOLLARS IN MILLIONS	3.127	2.225	24.766	8.609	11.027	18.777	4.619	41.205	114.355	13.385	127.740
VOLUME OF TOTAL YTD SALES IN MILLIONS	41.854	25.945	292.436	115.161	143.856	301.216	114.568	485.511	1520.549	220.056	1740.605
AVERAGE SALE PRICE IN THOUSANDS	446.7	556.2	485.6	478.3	344.6	458.0	577.4	521.6	476.5	291.0	446.6
MEDIAN SALE PRICE IN THOUSANDS	450.0	505.0	442.0	480.0	300.0	425.0	489.0	502.0	445.0	260.0	425.0
COOP SALES	6	4	41	17	26	33	7	65	199	37	236
PERCENT OF COOP SALES	85.7	100.0	80.4	94.4	81.3	80.5	87.5	82.3	82.9	80.4	82.5
AVERAGE DAYS ON MARKET	127	132	117	100	95	105	123	85	101	125	105
SALES AT LIST PRICE	2	3	26	9	11	25	1	33	110	28	138
PERCENT OF SALES AT LIST PRICE	28.6	75.0	51.0	50.0	34.4	61.0	12.5	41.8	45.8	60.9	48.3
SALES TO LISTING INVENTORY RATIO	14.0	17.4	43.6	41.9	52.5	48.8	25.0	57.7	43.9	31.7	41.3
FINAL SALE TO NEW LISTING RATIO	77.8	133.3	110.9	128.6	97.0	77.4	80.0	103.9	98.4	82.1	95.3
CLOSED SALES TYPE											
FORECLOSURE/REO	0	0	2	0	0	0	0	2	4	1	5
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	3	1	0	6	0	2	12	3	15
STANDARD	7	4	46	17	32	35	8	75	224	41	265
OTHER	0	0	0	0	0	0	0	0	0	1	1

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

SELLING PRICE RANGE:	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED $	$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	43	4	2	1	5655	7.9
100,000 TO 109,999	0	0	0	0	N/A	0.0
110,000 TO 119,999	38	1	1	1	18450	13.7
120,000 TO 139,999	26	4	3	3	5933	4.3
140,000 TO 159,999	52	8	5	3	7720	4.0
160,000 TO 179,999	31	3	3	2	8700	5.0
180,000 TO 199,999	48	16	5	3	8238	3.9
200,000 TO 249,999	38	29	23	8	2720	1.1
250,000 TO 299,999	76	41	16	9	8984	3.0
300,000 TO 349,999	50	31	32	21	8328	2.4
350,000 TO 399,999	46	64	30	23	14709	3.6
400,000 TO 449,999	50	55	36	26	17186	3.7
450,000 TO 499,999	48	66	24	20	8794	1.8
500,000 TO 549,999	53	41	27	16	9197	1.9
550,000 TO 599,999	34	51	12	10	12829	2.2
600,000 TO 699,999	50	83	30	19	29309	4.2
700,000 TO 799,999	57	47	6	3	16725	1.8
800,000 TO 899,999	70	27	3	1	77500	8.5
900,000 TO 999, 999	59	20	6	5	88667	N/A
1,000,000 TO 1,999,999	97	52	4	3	93000	6.3
MORE THAN 2,000,000	0	9	0	0	N/A	0.0
TOTALS	50	652	268	177	12247	0.7

LISTINGS 4,962

2015 RMLS TOTAL - $ VOLUME $1,740,605,000

SALES 3,461

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

Southland Regional Association of Realtors®, Inc.

SANTA CLARITA VALLEY
COMPARABLE SALES ANALYSIS 2010-2015

(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)

TOTAL MONTH BY MONTH

	2010				2011				2012			
	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST
JAN	476	231	82.7	48.5	519	241	75.2	46.4	470	276	83.8	58.7
FEB	489	241	89.4	49.3	525	222	74.2	42.3	447	275	78.7	61.5
MAR	592	354	123.4	59.8	585	310	104	53	460	348	107.9	75.7
APR	553	328	118.1	59.3	618	329	106	53.2	427	364	109	85.2
MAY	465	368	135.9	79.1	588	363	115.8	61.7	456	384	118	84.2
JUNE	551	357	123.4	64.8	578	397	128	68.7	413	432	135.0	104.6
JUL	564	302	115.8	53.5	512	364	115.7	71.1	388	392	122.6	101
AUG	550	312	111.3	56.7	532	406	130	76.3	422	406	120.2	96.2
SEPT	540	297	106.4	55	505	336	103.4	66.5	314	337	118.2	107.3
OCT	525	279	93.1	53.1	491	346	106.5	70.5	317	347	121.2	109.5
NOV	423	299	97.3	70.7	368	354	104.8	96.2	283	298	96	105.3
DEC	407	308	102.6	75.2	307	415	122.9	135.2	233	419	145.9	179.8
TOTAL	6,135	3,676	1299.4	60.3	6,128	4,083	1286.5	67	4360	4278	1356.5	99
AVG. SALE PRICE	$353,482				$315,090				$317,090			

	2013				2014				2015			
	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST
JAN	355	248	84.2	69.9	391	238	96.2	60.9	406	200	84.3	49.3
FEB	370	255	89.7	68.9	417	214	88.2	51.3	407	219	95.6	53.8
MAR	383	345	132	90.1	491	261	103.2	53.2	487	327	155	67.1
APR	417	364	139.1	87.3	484	369	155.5	76.2	561	376	213.2	67.0
MAY	430	373	140.1	86.7	500	367	157.6	73.4	495	381	167.9	77
JUNE	471	346	142.7	73.5	493	344	153.2	69.8	542	443	203.4	81.7
JUL	489	404	163.7	82.6	500	373	157.1	74.6	546	442	205.3	81
AUG	448	375	147.4	83.7	441	362	159.9	82.1	446	439	205.7	98.4
SEPT	412	332	129.1	80.6	454	341	145.9	75.1	415	368	167.2	88.7
OCT	410	335	131.9	81.7	366	356	149.6	97.3	372	358	161.1	96.2
NOV	324	323	131.9	99.7	256	308	136.8	120.3	300	286	127.7	95.3
DEC	214	407	165.2	109.2	227	365	161.9	160.8				
TOTAL	4723	4107	1597	84.5	5020	3898	1642.5	160.8				
AVG. SALE PRICE	$388,850				$421,369							

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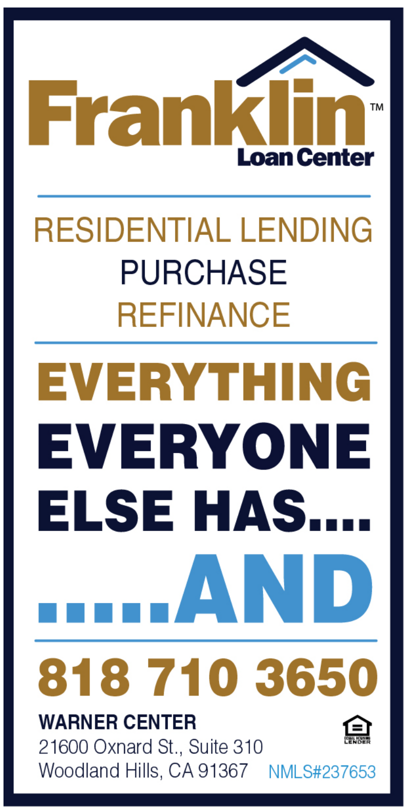

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144728

AREA MEETING ANNOUNCEMENTS

OUTWEST — Fridays

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

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

Education Chairman: Ron Henderson
Phone: (818) 999-2945

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

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

Affiliate Networking, MLS Pitches, Caravan, Guest Speakers

COMM. INVST. PROP. — 3rd Tues of mo.

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

Co Chairman: Bud Mauro Realtor®
Phone: (818) 349-9997 CELL: (818) 681-3343
Co Chairman: Valerie B. Miranda, REALTOR®
Location: El Cariso Golf Club Restaurant, "The 19th Hole". 13100 Eldridge Ave., Sylmar CA. Exit 210 Frwy at Hubbard, N. to Eldridge, E. to Golf Club Entrance. [TG-482 D 3]
Time: 8:30 – 9:30 A.M. - EVERY FRIDAY

SCV CARAVAN — 2nd & 4th Fridays

Chairperson: Dean Vincent
818-802-8856 or MDeanVincent@RealtyExecutives.com
Location: SRAR SCV Division
20655 Soledad Canyon Rd #33, Canyon Country 91351
Dates: 2nd and 4th Fridays of the month
Time: Networking Starts at 8:15am
Meeting Starts at 8:45am
Upcoming Meetings:

November	13	November Happy Thanksgiving
December	11	December Happy Holidays