

January/February 2016

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

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COMMERCIAL R.E. TRENDING HIGHER

THE GREATER LOS ANGELES COMMERCIAL REAL ESTATE MARKET IS RIDING HIGH WITH VIRTUALLY ALL INDICATORS LIKELY TO CONTINUE UPWARD THROUGH THE NEW YEAR.



"It's generally a positive outlook throughout the state, with multifamily leading the way," said Leslie Appleton-Young, chief economist of the

California Association of Realtors.

Appleton-Young presented a market wrap up and forecast at the final monthly networking meeting of the year held by the Commercial and Investment Division of the Southland Regional Association of Realtors.

As the economy improves further and businesses continue to add jobs, demand will increase for creative office space projects. Over 2.4 million sq. ft. is under construction. Hollywood remains the most active market, but products in other submarkets are contributing to a stream of new space.

"The office market in Greater L.A. is firmly in expansion mode," Appleton-Young said. "Year to- date fundamental metrics are all moving in positive directions: vacancy rates are at or near post-recession lows; asking lease rates are approaching previous peak rates; year-to-date net absorption is at its highest since 2006."

The high cost of housing appears to be commercial real estate's Achilles' heel.

"Toyota left Torrance for Austin . . . Why?" she asked. "Workers couldn't afford to buy a home near where they worked."

Currently, only 24 percent of households in L.A. County can afford to buy a median-priced home, compared to 50 percent in 2012.

"We've priced would-be buyers out of the market," Appleton-Young said. "Millennials will be leaving, moving inland and out of state. . . . They'll have a similar lifestyle and amenities, but it doesn't cost as much." She reported an uptick in new housing construction permits, but over half of all new construction is for multi-family projects, not single-family homes.

"People talk about gentrification," she said, noting how the process often is criticized for removing smaller units or old houses from inventory and sometimes transforming neighborhoods.

"It's part of the real estate ecosystem," she said. "It's what's supposed to happen."

After eight years of low household formations, 2015 saw an acceleration that will continue in 2016.

"Household formations will impact retail sales and demand for apartments," she said. "We've got a lot of new apartment construction. But want to buy a condominium? Forget about it. You won't find any for sale."

CA METRO COMMERCIAL VACANCY RATES

2015 Q2

MSA	Office	Industrial	Retail	Multi-Family
Los Angeles	14.8%	3.6%	5.7%	3.5%
Oakland-East Bay	17.1%	8.2%	6.0%	2.8%
Orange County	16.3%	3.4%	4.6%	3.3%
Sacramento	20.3%	11.1%	10.0%	2.6%
San Bernardino/Riverside	22.4%	7.2%	9.1%	2.5%
San Diego	14.7%	6.4%	6.1%	2.8%
San Francisco	10.6%	10.4%	3.0%	3.8%
San Jose	16.3%	16.2%	4.6%	3.4%
Ventura	16.4%	-	8.5%	2.9%

CONSUMER PRICE INDEXES

NOVEMBER 2015

\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		
	DEC 2014	NOV 2015	DEC 2015	NOV 2014	DEC 2015	DEC 2015
Los Angeles - Riverside - Orange County	240.475	245.711	245.357	1.6	2.0	-0.1

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2015 VALLEY HOME, CONDO SALES JUMP 8%

BY GINA UZUNYAN, PRESIDENT, AND DAVID R. WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

HOME SALES THROUGHOUT THE SAN FERNANDO VALLEY DURING 2015 INCREASED 8.2 PERCENT WHILE THE SINGLE-FAMILY HOME MEDIAN RESALE PRICE ROSE TO \$554,208, THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS REPORTED THURSDAY.

The 6.8 percent increase in the home annual median price marked the fourth consecutive year it was in positive territory, although the increases have been slowing since peaking with a 24.1 percent upturn in 2013.

The condominium annual median price of \$351,208 also rose for the fourth consecutive year with the median price up 9.2 percent in 2015. The condo annual median hit bottom in 2011 at \$217,367 and has been rising since then, including a 30.9 percent leap in 2013.

Realtors throughout the San Fernando Valley negotiated \$5.2 billion in home and condominium sales last year, with total transactions generating additional millions of dollars in related benefits for the local economy, including items such as remodeling, landscaping, furniture, and appliance sales.

"2015 was a healthy year for local home buyers and sellers and I'm excited at the prospects for 2016," said Gina Uzunyan, president of the 9,500-member

Southland Regional Association of Realtors, which is one of the largest local trade associations in the nation. "Sales likely will increase slightly in the New Year while affordability issues may keep price appreciation in the low single-digit range.

"I spend two hours interviewing prospective buyers and many of them tell me that their rapidly rising rent is a major motivation for wanting to buy a home," Uzunyan said. "Mix in still historically low interest rates on home loans along with pent-up demand and there are solid reasons to expect 2016 to see an increase in home sales."

Uzunyan expected to see fewer instances in 2016 of multiple offers on properties as resale prices rise higher and experienced Realtors work with clients to properly price a property rather than using questionable marketing strategies of under- or over-pricing a listing.

A total of 6,108 home sales closed escrow in 2015, up 8.2 percent over a year ago. It was the highest annual tally since 2011. Sales peaked in 2003 with 13,878 homes changing owners, although the record high

was recorded in 1988 when 15,263 escrows closed.

Realtors during 2015 also negotiated 2,153 condominium sales, up 8.6 percent over 2014. Since 2003 only three year have seen positive condo annual sales totals. The record high annual condo total was reported in 2002 with 5,041 sales.

"Sales and prices for 2015 ended on a high note as expected, given today's economic realities," said Jim Link the Association's chief executive officer. "People are not listing homes like they did in the old days with affordability

limits, fewer replacement home options, and the impact of property taxes playing key roles in decisions to stay in their current home.

"Inventory will not increase dramatically unless there is a recession, which seems unlikely at this juncture," he said.

Inventory continues to shrink with the 1,207 active listings reported throughout the San Fernando Valley at the end of

December down 13.2 percent over a year ago December. At the current pace of sales, the supply represents a 1.8-month inventory. A year ago it was a 2.0-month supply. A 6-month inventory is needed to balance market forces.

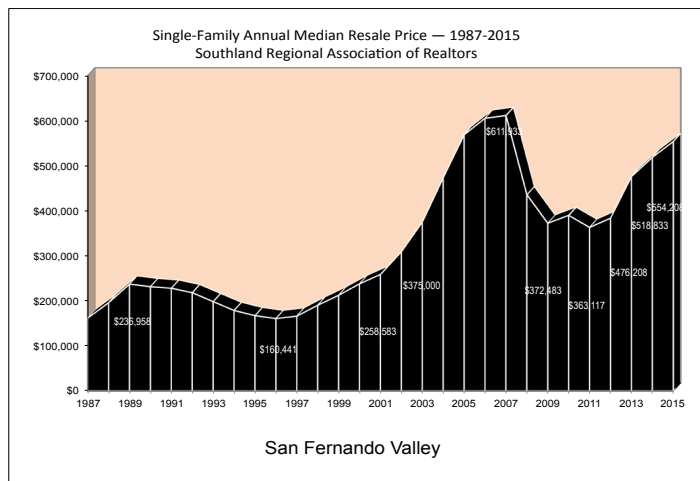
December home sales of 494 units marked an unbroken streak dating to 2005 where December sales came in higher than November,

a statistic probably driven by a desire by all parties to capture

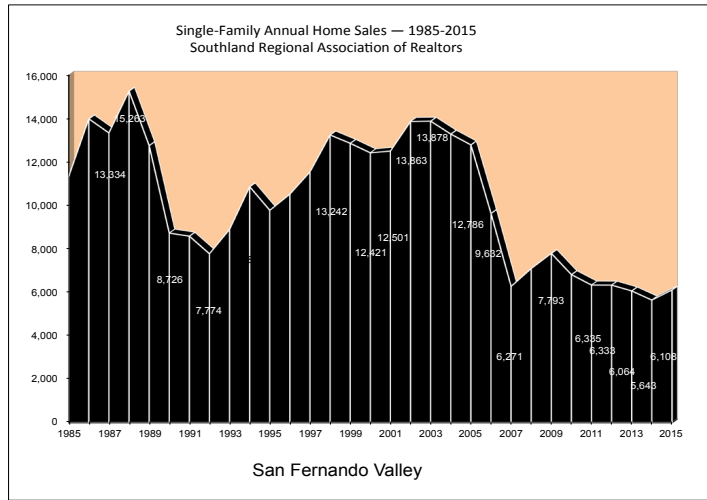
tax benefits before the end of the calendar year. Compared to December 2014, however, the 494 closed escrows were off 5.4 total of 183 sales was up 5.2 percent over a year ago and 13.7 percent higher than November.

Distressed sales played a negligible role in the market last year with foreclosure-related transactions capturing 2.5 percent of the December market and short payoffs 5.0 percent. Traditional standard sales had the lion's share at 87.0 percent of total closed escrows.

Year	Annual Median	Percent Change
1987	\$161,582	
1988	\$195,708	21.1%
1989	\$236,958	21.1%
1990	\$231,358	-2.4%
1991	\$227,825	-1.5%
1992	\$217,958	-4.3%
1993	\$198,117	-9.1%
1994	\$178,417	-9.9%
1995	\$166,958	-6.4%
1996	\$160,441	-3.9%
1997	\$165,833	3.4%
1998	\$190,117	14.6%
1999	\$212,292	11.7%
2000	\$237,792	12.0%
2001	\$258,583	8.7%
2002	\$309,175	19.6%
2003	\$375,000	21.3%
2004	\$473,750	26.3%
2005	\$569,208	20.1%
2006	\$605,917	6.4%
2007	\$611,933	1.0%
2008	\$435,958	-28.6%
2009	\$372,483	-14.6%
2010	\$390,000	4.7%
2011	\$363,117	-6.9%
2012	\$383,700	5.7%
2013	\$476,208	24.1%
2014	\$518,833	9.0%
2015	\$554,208	6.8%



Year	Total	Percent Change
1985	11,322	
1986	13,985	23.5%
1987	13,334	-4.7%
1988	15,263	14.5%
1989	12,753	-16.4%
1990	8,726	-31.6%
1991	8,585	-1.6%
1992	7,774	-9.4%
1993	8,899	14.5%
1994	10,860	22.0%
1995	9,775	-10.0%
1996	10,519	7.6%
1997	11,545	9.8%
1998	13,242	14.7%
1999	12,858	-2.9%
2000	12,421	-3.4%
2001	12,501	0.6%
2002	13,863	10.9%
2003	13,878	0.1%
2004	13,283	-4.3%
2005	12,786	-3.7%
2006	9,632	-24.7%
2007	6,271	-34.9%
2008	7,094	13.1%
2009	7,793	9.9%
2010	6,815	-12.5%
2011	6,335	-7.0%
2012	6,333	0.0%
2013	6,064	-4.2%
2014	5,643	-6.9%
2015	6,108	8.2%



SERIES OF EL NIÑO STORMS TEST HOME READINESS

BY GINA UZUNYAN, PRESIDENT, AND DAVID R. WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

THE FIRST OF FOUR EL NIÑO-INDUCED STORMS WAS EXPECTED TO WASH OVER SOUTHERN CALIFORNIA BY THE TIME THIS PAGE IS PUBLISHED. HOW'D IT GO, MR. AND MRS. HOME OWNER?

Were preparations adequate or did holes emerge in home defenses?

With additional weather systems forecast to arrive on a “conveyor belt” over the coming weeks and months, use the lull between fronts to protect what for many families is their most valuable asset — their home.

This is particularly true for houses located near where recent brush fires blazed and in flood-prone canyons or locations below other developed property.

It takes three to five years for landscapes to recover following a fire, yet that process has been slowed because of the persistent drought.

Once bare hillsides become drenched from multiple storms they may pose an added risk of mud slides or worse. Will strategically placed sandbags be sufficient? Are ample supplies available for quick deployment?

Homes located below other property could see unexpected runoff. Ideally, both owners

should collaborate on how best to prevent or mitigate flash floods.

The recent storms have already tested the systems most likely to fail — the roof, gutters and drains. An inspection might reveal areas in need of added caulking, cleaning or repair.

Condominium owners with heating/ air conditioning units located on the roof should be on the lookout for holes in metal ducts.

With constant exposure to the scorching sun, holes and cracks can develop in the ducts and seals. A faulty duct could lead to interior leaks, causing potentially thousands of dollars in damage.

In many instances, heating/AC units are the responsibility of owners, not the common interest development home owners' association.

Ensuring that the unit remains watertight should be part of a regular maintenance schedule.

Most importantly, owners need to locate their insurance policy, review it with their agent and, if necessary, expand coverage.

With preparations complete, sit back to watch nature take a deep, overdue, thirst-quenching drink.



Storm Preparation Tips

- Check insurance coverage regarding flood and rain damage. Owners need to locate their insurance policy; consider calling their agent regarding scope of coverage or adding flood coverage.
- An emergency supply kit is wise in earthquake country like Southern California. At least a couple days worth of supplies seem even more sensible with El Niño lurking.
- Same goes for creation of a family preparedness plan. All family members need to know where to go, where and how to re-unite, if at home, school, work or traveling in a car.
- If in a flood-prone area, move valuable items to a higher location.
- Clean gutters and downspouts. Remember to uncover and clean all ground drains, too. Seal seams in gutters or holes in walls, especially if cables pierce the exterior.
- Check for holes in rooftop heating/air conditioning units and all ducting. Old units often are the source of interior leaks.
- Hot, dry, persistent desert-like temperatures dry up glazing compound around windows, which may make it pull away from the glass and become susceptible to leaks. Recaulk as needed.
- Store or secure outdoor furniture. Chasing an airborne lawn chair during a storm hardly ranks as fun.
- Yards converted from grass to desert-scape, rock and decomposed granite, or faux grass may yield unexpected issues from drainage or pooling of water. Grass absorbed rain into the ground, but where will water go now? Consider spreading a thick layer of mulch wherever water may drain or pool.
- Turn off automatic sprinkler systems. Consider installing barrels to capture rain runoff.
- Also consider hiring a certified arborist to assess risk from trees. The endless drought made them thirsty; expected rain will let them drink deeply, yet they'll weigh much more, which may cause branches to break.
- Assess the need to stockpile sand bags or “sandless” barriers, which would be used to divert water.

Loan Errors Unlikely to Trigger Liability

The Consumer Financial Protection Bureau recently told bankers that they won't be held liable for most minor errors in loan processing and paperwork under new mortgage disclosure rules, known as the “Know Before You Owe” rule or TRID.

The new rule took effect Oct. 3 and it has been blamed for causing longer closings due to concerns over minor clerical errors in Closing Disclosures. The rule requires lenders to provide borrowers with a new combined Closing Disclosure that lists all the charges, fees, and line items three days prior to closing.

Richard Cordray, CFPB's director, issued a letter to the Mortgage Bankers Association on Dec. 29 that said small paperwork errors and typos in key sections of the new disclosure rules would not likely lead to lender lawsuits or regulatory punishments from federal agencies that buy the loans.

“We believe that the risk of private liability to investors is negligible for good-faith formatting errors and the like,” Cordray wrote to MBA. “We recognize that a certain level of minor errors in the early days of implementation is to be expected.”

Average closing times on loans have grown since TRID took effect, by as many as five days, in most areas of the nation. The delay in closings has also led some borrowers having to pay more in loan lock fees to hold interest rates until closings. Local Realtors here in the San Fernando Valley report few problems and only short, if any, delays.

The National Association of Realtors recently reported that sales of existing homes dipped significantly by more than 10 percent in November — the slowest in 19 months — due mostly to the new regulations that have been lengthening closing times, although typical seasonal effects often also contribute to fewer sales.

“We think this is a very positive development,” Pete Mills, a senior vice president at the MBA, said about CFPB's recent clarification to lenders. The new clarification from CFPB may prompt lenders to proceed more confidently.

SRAR Awards Home Buyer Grant

Susan Gorin was among the first recipients of 2016 to receive a \$2,000 grant via the Southland Regional Association of Realtors Home Buyer Grant program.

Gorin applied the money to purchase a home in Encino. SRAR, in partnership with the California Association of Realtors' Housing Affordability Fund, offers the grants to qualified prospective home buyers.

Applicants must meet certain requirements. For information visit www.SRAR.com or contact Michelle Gerhard via email at michelleg@SRAR.com or call 818-947-2271.



Settle Real Estate Disputes Quickly

Parties to real estate transactions can settle disputes quickly and informally by using a unique, free Ombudsman service provided by the Southland Regional Association of Realtors.

Anyone in a real estate dispute with a member of the Association who has not yet or does not want to file an official complaint can take advantage of the program. An ombudsman will help resolve disputes in a timelier and less formal fashion, which benefits all parties.

For more information, contact Debra Howard, SRAR's Professional Standards administrator, at 818-947-2226 or via email at debrah@srar.com.

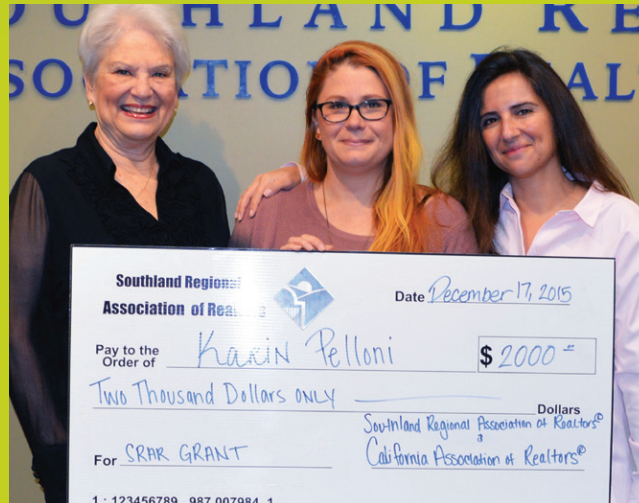
LOCAL REALTORS AWARD GRANT

Karin Pelloni was among the first recipients of 2016 to receive a \$2,000 grant via the Southland Regional Association of Realtors Home Buyer Grant program.

Pelloni used the money toward purchase of a home in North Hollywood. Pictured with Pelloni, center, are 2015 SRAR President Gaye Rainey, left, and Realtor Nada Lahoud who assisted Pelloni in the purchase.

SRAR, in partnership with the California Association of Realtors' Housing Affordability Fund, offers the grants to qualified prospective home buyers.

Applicants must meet certain requirements. For information visit www.SRAR.com or contact Michelle Gerhard via email at michellegerhard@SRAR.com or call 818-947-2271.



California Fast Facts

- Median home price, November 2015, California: \$475,000
- California highest median home price by region/county: San Francisco, \$1,323,830
- California lowest median home price by region/county: Siskiyou, \$165,000
- California Traditional Housing Affordability Index: Third Quarter 2015: 29 percent
- Freddie Mac Mortgage rates, week ending 12/24/2015:
 - 30-year fixed, 3.96% Fees/points: 0.6%
 - 15-year fixed, 3.22% Fees/points: 0.6%
 - 1-yr. adjustable: 2.68% Fees/points: 0.2%

Young Renters Really Want to Buy!

Nearly all renters—94 percent—34 years of age or younger questioned in a new national survey said they wanted to own a home in the future.

“Despite entering the workforce during or immediately after the worst of the financial and housing crisis, the desire to become a home owner appears to be a personal goal for a convincing majority of young renters,” said Lawrence Yun, the chief economist of the National Association of Realtors. He noted that market conditions are creating a “sizeable, pent-up demand for buying.”

NAR’s quarterly survey, the Housing Opportunities and Market Experience, asks consumers if it’s a good time to buy or sell a home and about their expectations and experiences in the mortgage market.

The HOME survey data revealed that an overwhelming majority, 94 percent, of current renters who are 34 years of age or younger want to own a home in the future. Overall, 83 percent of polled renters have a desire to own, and 77 percent believe home ownership is part of their American Dream.

“Young adults, who make up the majority of all renter households, are typically more optimistic about their future,” Yun said. But, despite a sunnier view of their own prospects, only half of all respondents (both renters and owners) believe the economy is currently improving, and 44 percent think the economy is actually in a recession.

So what’s keeping some out of the market? The top two reasons given by renters for not currently owning was the inability to afford it—53 percent—and needing the flexibility of renting, 19 percent. When asked what would likely be the main reason for buying in the future, 33 percent of renters cited getting married, starting a family, or retiring as a trigger. Another 26 percent said an improvement in their financial situation would make the difference. Also, consumers are not nearly as bullish about the mortgage market as they are about housing. Around two-thirds of respondents predict it would be very or somewhat difficult to obtain a mortgage at this time, and 5 percent of renters surveyed had recently tried and failed to obtain financing for a home.

Thankfully, confidence in the economy is not a prerequisite for an interest in home ownership; 76 percent of renters who don’t think the economy is improving still want to eventually buy a home.

Among all surveyed age groups, 84 percent believe owning a home is a good financial decision. A majority of both homeowners, 82 percent, and renters, 68 percent, say they believe that it’s a good time to buy a home, and 61 percent of current owners believe it is a good time to sell.



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A Merry Christmas to All ...

The holidays are upon us and nothing makes it more meaningful and merry than the bright eyes and golden smiles of kids!

Every year the Southland Regional Association of Realtors with support from its charitable foundation and generous members throws a Christmas/Hanukkah/Kwanza bash for students from local schools.

This year it "snowed" in Van Nuys! Floating flakes, a holiday lunch, a Christmas tree decoration project, and a generous Santa Claus riding on a L.A. County fire truck loaded down with bags upon bags of gifts were bestowed on 80 giggling children — 40 from Plummer Elementary School in North Hills and 40 from Panorama City Elementary School.

Special thanks are due the eight school staff members who maintained order along with the



Ibia Gomez at Plummer and Sylvia O. Guzman at Panorama Elementary. The celebration that ensued was ... well, let's just say, raucous! The fun for everyone would not have been possible except for the devotion and dedication of multiple volunteers at SRAR and support from association staff. Thank you!

We have much to be grateful for as 2015 slips into history and 2016 dawns.

Merry Christmas! A blessed Hanukkah! A joyous Kwanza!

And, of course, a very Happy New Year!



Santa Clarita Valley Spark of Love



Realtors from throughout the Santa Clarita Valley contributed to the 23rd annual Spark of Love Toy Drive, which has collected more than 9 million toys. The goal was to exceed last year's collection of 450,000 toys collected from all sources that are distributed by Southern California Firefighters to underserved children and teenagers in Los Angeles, San Bernardino, Orange, Ventura and Riverside counties. Pictured above, from left to right, are some of the volunteers who assisted this year's campaign: Fiona Alvarez, Imelda Leano, Nicole Stinson, Dean Vincent, the 2016 president of the Santa Clarita Valley Division of the Southland Regional Association of Realtors, Debbie Hawkins, and Nancy Starczyk, SRAR's 2016 president-elect.

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RENTERS, OWNERS TO SHARE QUAKE RETROFIT BURDEN

BY GINA UZUNYAN, PRESIDENT, AND DAVID R. WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

APARTMENT OWNERS AND RENTERS WILL SHARE IN THE COST OF RETROFITTING SOME OLDER BUILDINGS TO MAKE THEM MORE LIKELY TO WITHSTAND THE NEXT BIG EARTHQUAKE AS A RESULT OF A RECENT UNANIMOUS DECISION BY THE LOS ANGELES CITY COUNCIL.

The decision to implement what are hailed as the most stringent mandatory seismic laws in the nation was reached after more than a year of intense debate between building owners, renters, engineers, and city leaders.

The decision for landlords and renters to share in the cost of retrofitting covers weak concrete buildings and pre-1978 wood-frame residential buildings with four or more units. According to a report in the L.A. Times the cost of retrofitting could be as much as \$130,000 for a wooden structure and millions of dollars for a larger concrete building.

An estimated 15,000 buildings throughout Los Angeles fall into the category of vulnerable so-called "soft-story" buildings seen in the San Fernando Valley and citywide that often have open car ports on the ground level of buildings which

are supported by wooden posts that could crack in a quake, sending the upper floors crashing down. Sixty-five people died and about 200 soft-story apartment buildings were destroyed in the 1994 6.7-magnitude Northridge Earthquake.

Without retrofitting, city leaders fear much of the city's affordable rental units could be lost in a quake of similar magnitude.

The law places a cap on rent hikes of \$38 per month while improvements are done over a 7-year period. Concrete structure retrofits could be spread over 25 years. Experts have placed the cost of retrofitting individual soft-story wood units at between \$3,000 and \$10,000.

Under existing L.A. law property owners could have hiked rents by \$75 per month, but the compromise cuts that in half.

While questions remain about the city's ability to administer the program and oversee retrofitting, property owners will need to apply for permits within two years of the order and complete the upgrades within 7 years.

Nearly all of the units effected by the law are under rent control rules.

A retrofit tax credit bill proposed by Assemblyman Adrin Nazarian, D-Sherman

Oaks, passed both houses of the State Legislature last year, but was not signed by Governor Brown.

In sending the retrofit tax credit and eight other measures back to the Legislature, Brown noted that "despite strong revenue performance over the past few years, the state's budget has remained precariously balanced."

The bills he refused to sign, he said, created a new tax credit or expands an existing tax credit, an action "given the financial uncertainties, I cannot support."

"Tax credits, like new spending on programs, need to be considered comprehensively as part of the budget deliberations," Brown noted.



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The following Real Estate Brokers have applied for REALTOR® membership. If you have any objections to an applicant's admittance, the objection should be submitted in writing to the Membership Committee at once. In the event a qualified complaint is received, the complaint will be forwarded to the Chairman of the Membership Committee to ascertain that the complaint comes within the purview of the 7 point criteria established by the National Association of Realtors®. If it does not, the complainant is notified and the applicant is admitted to membership. If it does, the Membership Committee Chairman shall appoint a panel of 3 members from the committee to interview the applicant. The Panel shall make its recommendation to the Membership Committee, which shall then forward its recommendation to the Board of Directors. If the committee recommends disapproval of the application, the Board of Directors will review the recommendation and render a final decision.

RESPONSIBLE REALTOR® APPLICANTS

FIRST POSTING

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Fox, Linda Susan
Linda Susan Fox
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Garen Gozumian
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John Raudsep
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Margaret Susan O'Brien
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Mira D. Piros
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Verdi, Alfred Joseph
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Adler, Jeffrey Gary / Rodeo Realty / Northridge
Aoud, Nancy / Dilbeck Real Estate / La Canada
Baeza, Julio / Park Regency Realty / Granada Hills
Barazani, Oren Efraim / Berkshire Hathaway HomeServices California Properties / Sherman Oaks
Beglari, Vickey / Keller Williams Realty Encino-Sherman Oaks / Encino
Berlin, Daniel Saul / Rodeo Realty / Woodland Hills
Bhakta, Jaya Palak / Keller Williams Realty Calabasas / Calabasas
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Boteler, Charleszetta / Century 21 Cosgrove / Woodland Hills
Chekmeyan, Suzanna / Keller Williams North Valley / Porter Ranch
Chubay, Vasiliey / Empire Estates Group, Inc. / Woodland Hills
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Dehna, Noori Iman / Berkshire Hathaway HomeServices California Properties / Sherman Oaks
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Dutta, Kalwinder / Re/Max Traditions / Simi Valley
Frederick, Robert Sheldon / Keller Williams Realty / Northridge
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Gabay, Emily Renee / Pinnacle Estate Properties, Inc. / Encino
Gerges, Shereen / Westmark Homes / Woodland Hills
Ghovanloo, Ashkan / Rodeo Realty / Calabasas
Goitia, Anibal P. / Pacific Realtors / Agoura Hills
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Grey, Maria Eileen / NextHome Terra / Simi Valley
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Guajardo, Marta Marie / HomeSmart NCG Inc. / Valencia
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Hawks, Shelby Taylor / Century 21 Peak / Woodland Hills
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Mann, Lisa Wada / HomeSmart NCG / Valencia
Maraia, Robert / Pinnacle Estate Properties, Inc. / Calabasas

Martinez, Felix / Keller Williams North Valley / Porter Ranch
Mashkour, Ramin / Titan Realty & Investment / Northridge
Matian, Sohrab / Pinnacle Estate Properties, Inc. / Encino
Mejia, Maria Angela / Ultra Realty Group / San Fernando
Menchavez, Maria Valleser / Metro Valley Mortgage & Realty, Inc. / Chatsworth
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Parker, Fradel Susan / Prestige Estate Agency / Los Angeles
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Petersen, Patrice Ruth / Realty World-Legends / Valencia
Petri, Nurit / Rodeo Realty / Calabasas
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Quick, John R. / Chardonay Real Estate / West Hills
Ramirez, Yamel A. / Keller Williams World Media Center / Burbank
Rhudy, Jordan Michael / Nationwide Real Estate Executives / Los Angeles
Rosen, Troy Eric / Pinnacle Estate Properties, Inc. / Northridge
Rubalcaba, Gustavo / L.A. Valley Realty Inc. / Van Nuys
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Salas-Ghione, Renata / Century 21 Hilltop / Simi Valley
Sanchez, Suly Bristy / San Fernando Realty, Inc. / San Fernando
Sargsyan, Haroutun / Century 21 Peak / Woodland Hills
Schneider, Jose Alexander / Summit View Estates / Northridge
Stairs, Anjeanette Lynne / Pinnacle Estate Properties, Inc. / Encino
Tanavoli, Jim Jamshid / California Dream Homes / Woodland Hills
Vargas, Sandra / Valley Star Realty Inc. / Mission Hills
Velezmoro Palma, Gerardo / Century 21 Valley Properties, Inc. / West Hills
Yabut, Alicia Sylvia / Real Estate Brokers, Inc. / Chatsworth
Zarycka-Eliot, Jeanette / HomeSmart NCG Inc. / Valencia

RESIDENTIAL PROPERTIES LISTED
801

DECEMBER 2015 SFV RESIDENTIAL MLS SUMMARY
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED
857

RESIDENTIAL PROP. ESCROW CLOSED
1,111

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	93	103	81	116	105	498	303	801
TOTAL ACTIVE LISTINGS	213	255	198	258	283	1,207	999	2,206
AVERAGE DAYS ON MARKET	99	86	92	93	93	92	114	102
AVERAGE LIST PRICE IN THOUSANDS	413.2	987.4	1,187.7	719.3	1,393.5	956.8	627.3	807.6
MEDIAN LIST PRICE IN THOUSANDS	400.0	685.0	675.0	605.0	739.9	599.0	360.0	500.0
BOMS	26	22	23	34	36	141	75	216
AVERAGE BOM PRICE IN THOUSANDS	373.3	758.2	676.1	639.2	982.9	702.5	403.3	598.6
BOM TO SALE RATIO	23.6	17.6	20.9	20.9	21.3	20.8	19.4	19.4
EXPIRATIONS	23	43	29	56	53	204	179	383

PENDING SALES:

NEW ESCROWS OPENED	73	95	98	135	119	520	337	857
TOTAL YTD ESCROWS OPENED	1,297	1,726	1,419	1,914	2,007	8,363	4,953	13,316
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	44	58	42	43	62	50	58	53
NEW OPEN ESCROWS AVERAGE LIST PRICE	405.0	847.1	726.3	596.1	839.6	695.4	461.1	603.2

CLOSED SALES:

NEW ESCROWS CLOSED	110	125	110	163	169	677	434	1,111
TOTAL YTD ESCROWS CLOSED	1,274	1,716	1,352	1,855	1,981	8,178	4,789	12,967
VOLUME OF NEW SALE DOLLARS IN MILLIONS	40.06	94.663	80.639	82.257	140.868	438.434	176.623	615.058
VOLUME OF TOTAL YTD SALES IN MILLIONS	463.076	1,269.479	945.217	1,029.320	1,029.065	5,191.156	2,093.370	7,284.526
AVERAGE SALE PRICE IN THOUSANDS	363.7	757.3	733.1	504.6	833.5	647.8	407.0	553.6
MEDIAN SALE PRICE IN THOUSANDS	382.0	580.0	478.0	500.0	624.0	500.0	310.0	440.0
COOP SALES	87	103	85	117	145	537	315	852
PERCENT OF COOP SALES	79.1	82.4	77.3	71.8	85.8	79.3	72.6	76.7
AVERAGE DAYS ON MARKET	111	101	112	96	104	104	124	112
SALES AT LIST PRICE	61	60	51	76	69	317	191	508
PERCENT OF SALES AT LIST PRICE	55.5	48.0	46.4	46.6	40.8	48.8	44.0	45.7
SALES TO LISTING INVENTORY RATIO	51.6	49.0	55.6	63.2	59.7	56.1	50.4	56.1
FINAL SALE TO NEW LISTING RATIO	118.3	121.4	135.8	140.5	161.0	135.9	143.2	138.7

CLOSED SALES TYPE

FORECLOSURE/REO	5	3	3	3	3	17	15	32
SELLER CONCESSIONS	0	0	0	0	0	0	0	3
SHORT SALE	5	2	8	10	9	34	35	69
STANDARD	93	117	94	133	152	589	340	929
OTHER	7	3	5	17	5	37	41	78

LISTINGS
17,606

2015 RMLS TOTAL - \$ VOLUME
\$7,284,526,000

SALES
13,243

SELLING PRICE RANGE:

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	133	45	8	6	1064
100,000 TO 109,999	21	9	1	1	7400
110,000 TO 119,999	76	8	2	1	6725
120,000 TO 139,999	91	37	16	12	19481
140,000 TO 159,999	67	51	12	6	18944
160,000 TO 179,999	68	45	17	5	4518
180,000 TO 199,999	49	52	27	13	12046
200,000 TO 249,999	48	136	75	43	3779
250,000 TO 299,999	46	159	73	39	8504
300,000 TO 349,999	42	122	78	46	6654
350,000 TO 399,999	44	136	87	37	2632
400,000 TO 449,999	47	137	105	67	11140
450,000 TO 499,999	36	164	92	44	6014
500,000 TO 549,999	52	119	78	41	10848
550,000 TO 599,999	49	114	52	27	16254
600,000 TO 699,999	50	177	84	46	16593
700,000 TO 799,999	43	119	66	43	27453
800,000 TO 899,999	45	99	45	33	30235
900,000 TO 999,999	40	64	28	17	17139
1,000,000 TO 1,999,999	51	257	64	48	N/A
MORE THAN 2,000,000	69	156	30	25	245144
TOTALS	48	2206	1040	600	221583

EN:

CS:

WN:

WS:

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SAN FERNANDO VALLEY

	2010					2011					2012					2013					2014					2015				
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST		LIST	SALES	\$ VOL MIL.	% SALES TO LIST	
JAN	1,830	963	410	52.6		1,786	976	368.7	54.3		1,481	877	322.1	59.9		1,288	881	396.3	68.4		1,338	786	393.2	58.7		1,445	743	387.5	51.4	
FEB	1,780	872	349.7	49		1,646	753	303.5	45.7		1,458	856	262.9	57.9		1,218	821	353.8	67.4		1,388	732	375.5	52.7		1,397	786	397.8	56.3	
MAR	2,231	1,131	523.3	50.7		1,875	1,050	430.7	56		1,515	1085	427.4	71.6		1,377	1,337	470.8	77.8		1,565	903	473.0	57.7		1,634	1,080	603.7	66.1	
APR	2,212	1,188	526.9	53.7		1,740	1052	394.2	60.5		1,387	1,140	448.8	82.2		1,549	1,114	559.3	71.9		1,548	1,124	589.4	72.6		1,733	1,168	657.4	67.4	
MAY	1,936	1,235	523.7	63.8		1,732	1,023	422.3	59.1		1,429	1,280	497.9	89.6		1,506	1,265	630.6	84.0		1,608	1,083	582.2	67.4		1,593	1,153	680.7	72.4	
JUNE	2,051	1,269	563	61.9		1,752	1,114	439.1	63.6		1,367	1,216	484.0	89.0		1,551	1,133	573.4	73.0		1,711	1,086	574.2	63.5		1,820	1,266	733.9	69.6	
JUL	2,153	1,104	484.5	51.3		1,592	1,033	422.7	64.9		1,314	1,266	515	96.3		1,610	1,176	584.9	73.0		1,673	1165	600.3	69.6		1,686	1,321	770.6	78.4	
AUG	1,993	1,029	443.8	51.6		1,707	1,145	452.6	67.1		1,308	1,273	508.3	97.3		1,581	1,196	623.6	75.6		1,146	999	536.8	66.3		1,695	1,228	692	72.4	
SEPT	1,726	1,034	430.4	59.9		1,512	1,048	430.4	69.3		1,276	1,058	419.7	82.9		1,399	1,072	543.8	74.9		1,432	1,065	536.8	74.4		1,437	1,230	678.5	85.6	
OCT	1,677	883	371.9	52.7		1,363	1,017	385.3	74.6		1,339	1,246	502.7	93.1		1,446	1,106	556.1	76.5		1,524	1,033	553	67.8		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	905	463.6	82.1		1,054	990	526.5	93.9	
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		867	1,105	581.4	127.5		1,111	801	615	138.7	
TOTAL	22,318	12,617	5415.2	55.6		19,053	12,308	4867.4	66.3		15,732	13,674	5366.5	87		16,407	13,177	6,315.3	80.71		16,902	11,726	6,161.6	69.3		17,713	13,200	7,376.5	74.5	
AVG. SALE PRICE		\$429,200					\$395,470					\$392,470					\$479,270						\$525,464					\$558,825		

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR DECEMBER 2015

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	69	74	57	81	80	361	245	606
Total Active Listings	152	160	147	204	229	892	839	1,731
Average Days on Market	90	80	96	94	96	92	110	101
Average List Price in Thousands	462.7	1,249.4	1,445.0	795.7	1,602.9	1,134.6	648.6	899.0
Median List Price in Thousands	437.5	995.0	850.0	699.0	829.0	699.5	345.0	550.0
BOMS	19	12	13	27	32	103	61	164
Average BOM Price in Thousands	405.2	955.3	910.0	701.7	1,043.6	809.1	391.8	653.9
BOM to Sale Ratio	22.4	14.8	17.8	21.8	24.4	20.9	17.1	19.3
Expirations	16	28	19	43	45	151	143	294
PENDING SALES								
New Escrows Opened	53	71	65	105	86	380	281	661
Total YTD Escrows Opened	970	1,140	979	1,541	1,553	6,183	4,086	10,269
New Open Escrows Average Days on Market	44	58	33	47	70	51	58	54
New Open Escrows Average List Price	439.2	973.4	915.6	657.1	1,024.8	813.2	460.2	663.1
CLOSED SALES:								
New Escrows Closed	85	81	73	124	131	494	356	850
Total YTD Escrows Closed	962	1,124	935	1,483	1,540	6,044	3,959	10,003
Volume of New Sales Dollars in Millions	32.918	75.204	67.212	69.520	126.757	371.612	142.133	513.745
Volume of total YTD Sales in Millions	377.474	1,008.609	803.381	893.438	1,316.878	4,399.780	1,732.720	6,132.501
Average Sale price in Thousands	387.3	928.4	920.7	560.6	967.6	752.3	399.3	604.4
Median Sale Price in Thousands	399.0	776.0	650.0	535.5	696.0	565.0	290.0	471.0
Coop Sales	64	64	53	90	115	386	257	643
Percent of Coop Sales	75.3	79.0	72.6	72.6	87.8	78.1	72.2	75.6
Average Days on Market	115	100	112	92	109	105	129	115
Sales at List Price	48	39	36	62	50	235	159	394
Percent of Sales at List Price	56.5	48.1	49.3	50.0	38.2	47.6	44.7	46.4
Sales to Listing Inventory Ratio	55.9	50.6	49.7	60.8	57.2	55.4	42.4	49.1
Final Sale to New Listing Ratio	123.2	109.5	128.1	153.1	163.8	136.8	145.3	140.3
CLOSED SALES TYPE								
Foreclosure/REO	5	3	0	1	3	12	12	24
Seller Concessions	0	0	0	0	0	0	2	2
Short Sale	4	1	7	6	7	25	29	54
Standard	71	75	63	106	118	433	279	712
Other	5	2	3	11	3	24	34	58

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR DECEMBER 2015

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	24	29	24	35	25	137	58	195
Total Active Listings	61	95	51	54	54	315	160	475
Average Days on Market	121	95	81	89	82	94	132	107
Average List Price in Thousands	289.8	546.0	446.3	430.8	505.6	453.6	515.2	474.4
Median List Price in Thousands	270.0	479.5	350.0	360.0	399.0	370.0	435.0	395.0
BOMS	7	10	10	7	4	38	14	52
Average BOM Price in Thousands	286.7	521.7	372.0	398.1	497.5	413.7	453.7	424.5
BOM to Sale Ratio	28.0	22.7	27.0	17.9	10.5	20.8	17.9	19.9
Expirations	7	15	10	13	8	53	36	89
PENDING SALES								
New Escrows Opened	20	24	33	30	33	140	56	196
Total YTD Escrows Opened	327	586	440	373	454	2,180	867	3,047
New Open Escrows Average Days on Market	45	61	61	30	40	47	59	50
New Open Escrows Average List Price	314.3	473.4	353.6	382.8	357.0	375.6	465.6	401.3
CLOSED SALES:								
New Escrows Closed	25	44	37	39	38	183	78	261
Total YTD Escrows Closed	312	592	417	372	441	2,134	830	2,964
Volume of New Sales Dollars in Millions	7.088	19.459	13.427	12.736	14.111	66.822	34.490	101.312
Volume of total YTD Sales in Millions	85.601	260.870	141.836	135.882	167.187	791.376	360.649	1,152.025
Average Sale price in Thousands	283.5	442.3	362.9	326.6	371.3	365.1	442.2	388.2
Median Sale Price in Thousands	270.0	440.0	315.0	332.0	350.0	358.0	385.0	365.0
Coop Sales	23	39	32	27	30	151	58	209
Percent of Coop Sales	92.0	88.6	86.5	69.2	78.9	82.5	74.4	80.1
Average Days on Market	96	102	111	108	87	101	101	101
Sales at List Price	13	21	15	14	19	82	32	114
Percent of Sales at List Price	52.0	47.7	40.5	35.9	50.0	44.8	41.0	43.7
Sales to Listing Inventory Ratio	41.0	46.3	72.5	72.2	70.4	58.1	48.8	54.9
Final Sale to New Listing Ratio	104.2	151.7	154.2	111.4	152.0	133.6	134.5	133.8
CLOSED SALES TYPE								
Foreclosure/REO	0	0	3	2	0	5	3	8
Seller Concessions	0	0	0	0	0	0	1	1
Short Sale	1	1	1	4	2	9	6	15
Standard	22	42	31	27	34	156	61	217
Other	2	1	2	6	2	13	7	20

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR DECEMBER 2015

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	7	3	27	15	9	30	6	30	127	34	161
Total Active Listings	44	23	85	36	36	60	13	65	362	106	468
Average Days on Market	89	178	104	116	91	71	61	79	95	108	98
Average List Price in Thousands	561.6	798.4	752.4	636.9	693.2	640.0	844.4	874.7	721.4	455.3	661.1
Median List Price in Thousands	545.0	739.5	559.0	526.0	580.0	599.0	824.9	619.9	591.0	349.0	559.9
BOMS	1	1	12	7	3	3	1	11	39	13	52
Average BOM Price in Thousands	300.0	995.0	624.2	488.8	570.0	624.7	605.0	539.0	572.4	299.8	504.3
BOM to Sale Ratio	11.1	33.3	19.4	23.3	13.6	5.9	5.3	26.2	16.4	24.5	17.9
Expirations	3	1	9	2	7	11	7	15	55	11	66

PENDING SALES

New Escrows Opened	8	1	22	17	9	27	10	35	129	42	171
Total YTD Escrows Opened	102	49	530	275	189	535	167	635	2,482	625	3,107
New Open Escrows Average Days on Market	93	7	50	62	65	45	89	46	56	60	57
New Open Escrows Average List Price	426.1	265.0	480.0	473.7	533.5	557.2	755.1	608.6	550.3	373.8	506.9

CLOSED SALES:

New Escrows Closed	9	3	62	30	22	51	19	42	238	53	291
Total YTD Escrows Closed	99	46	530	271	191	526	153	617	2,433	596	3,029
Volume of New Sales Dollars in Millions	4.722	1.213	30.497	12.320	11.365	25.662	13.497	23.349	122.625	18.193	140.818
Volume of total YTD Sales in Millions	46.576	27.158	264.896	125.290	104.291	276.402	111.671	369.866	1326.150	204.778	1530.928
Average Sale price in Thousands	524.7	404.3	491.9	410.7	516.6	503.2	710.4	555.9	515.2	343.3	483.9
Median Sale Price in Thousands	540.0	285.0	450.0	446.5	490.0	535.0	693.0	540.0	518.0	245.0	490.0
Coop Sales	9	2	52	25	18	40	17	34	197	42	239
Percent of Coop Sales	100.0	66.7	83.9	83.3	81.8	78.4	89.5	81.0	82.8	79.2	82.1
Average Days on Market	245	177	104	154	137	114	116	96	121	119	121
Sales at List Price	2	1	30	15	9	25	3	18	103	29	132
Percent of Sales at List Price	22.2	33.3	48.4	50.0	40.9	49.0	15.8	42.9	43.3	54.7	45.4
Sales to Listing Inventory Ratio	20.5	13.0	72.9	83.3	61.1	85.0	146.2	64.6	65.7	50.0	62.2
Final Sale to New Listing Ratio	128.6	100.0	229.6	200.0	244.4	170.0	316.7	140.0	187.4	155.9	180.7

CLOSED SALES TYPE

Foreclosure / REO	0	1	2	1	0	1	0	0	5	4	9
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	1	0	2	3	1	3	0	0	10	2	12
Standard	8	2	55	23	21	43	19	40	211	46	257
Other	0	0	3	3	0	4	0	2	12	1	13

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR DECEMBER 2015

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	11	1	8	6	2	23	51	8	59
Total Active Listings	0	0	17	1	10	8	6	46	88	19	107
Average Days on Market	0	0	106	22	55	85	69	67	75	75	75
Average List Price in Thousands	0.0	0.0	308.8	175.0	287.2	368.7	400.3	374.4	350.8	423.8	363.8
Median List Price in Thousands	0.0	0.0	295.0	175.0	295.0	280.0	353.0	365.0	353.0	439.1	357.0
BOMS	0	0	5	0	2	2	2	4	15	3	18
Average BOM Price in Thousands	0.0	0.0	254.9	0.0	272.0	302.0	351.0	363.4	305.2	131.6	276.3
BOM to Sale Ratio	0.0	0.0	25.0	0.0	8.7	14.3	33.3	11.1	15.2	23.1	16.1
Expirations	0	0	3	0	1	1	0	7	12	1	13

PENDING SALES

New Escrows Opened	0	0	19	0	13	14	1	24	71	7	78
Total YTD Escrows Opened	0	0	243	7	226	168	51	438	1,133	111	1,244
New Open Escrows Average Days on Market	0	0	52	0	30	29	1	33	36	62	39
New Open Escrows Average List Price	0.0	0.0	256.5	0.0	264.4	323.9	349.0	384.6	315.8	412.0	324.5

CLOSED SALES:

New Escrows Closed	0	0	20	0	23	14	6	36	99	13	112
Total YTD Escrows Closed	0	0	236	7	220	163	52	414	1,092	102	1,194
Volume of New Sales Dollars in Millions	0.000	0.000	5.331	0.000	4.853	5.605	2.121	12.585	30.495	3.948	34.453
Volume of Total YTD Sales in Millions	0.000	0.000	62.499	2.192	55.458	56.081	18.516	150.672	345.418	36.673	382.091
Average Sale price in Thousands	0.0	0.0	266.5	0.0	211.0	400.4	353.5	349.6	308.0	304.5	307.6
Median Sale Price in Thousands	0.0	0.0	248.5	0.0	230.0	350.0	345.0	377.5	309.0	322.0	310.0
Coop Sales	0	0	17	0	20	13	5	27	82	10	92
Percent of Coop Sales	0.0	0.0	85.0	0.0	87.0	92.9	83.3	75.0	82.8	76.9	82.1
Average Days on Market	0	0	97	0	109	87	236	92	105	88	103
Sales at List Price	0	0	12	0	10	11	3	15	51	2	53
Percent of Sales at List Price	0.0	0.0	60.0	0.0	43.5	78.6	50.0	41.7	51.5	15.4	47.3
Sales to Listing Inventory Ratio	0.0	0.0	117.6	0.0	230.0	175.0	100.0	78.3	112.5	68.4	104.7
Final Sale to New Listing Ratio	0.0	0.0	181.8	0.0	287.5	233.3	300.0	156.5	194.1	162.5	189.8

CLOSED SALES TYPE

Foreclosure / REO	0	0	1	0	0	0	0	1	2	0	2
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	2	0	0	1	1	0	4	0	4
Standard	0	0	17	0	21	13	5	32	88	11	99
Other	0	0	0	0	2	0	0	3	5	2	7

RESIDENTIAL PROPERTIES LISTED

220

DECEMBER 2015 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

249

RESIDENTIAL PROP. ESCROW CLOSED

403

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	7	3	38	37	17	36	8	53	178	42	220
TOTAL ACTIVE LISTINGS	44	23	102	105	46	68	19	111	450	125	575
AVERAGE DAYS ON MARKET	89	178	67	113	83	73	63	74	91	103	94
AVERAGE LIST PRICE IN THOUSANDS	561.6	798.4	678.5	624.4	604.9	608.0	704.2	667.4	648.9	450.5	605.8
MEDIAN LIST PRICE IN THOUSANDS	549.0	739.5	485.0	526.0	535.0	500.0	699.0	500.0	545.0	369.9	505.0
BOMS	1	1	17	7	5	5	3	15	54	16	70
AVERAGE BOM PRICE IN THOUSANDS	300.0	995.0	515.5	488.8	450.8	495.6	435.7	492.2	498.2	268.2	445.6
BOM TO SALE RATIO	11.1	33.3	20.7	23.3	11.1	7.7	12.0	19.2	16.0	24.2	17.4
EXPIRATIONS	3	1	12	2	8	12	7	22	67	12	79

PENDING SALES:

NEW ESCROWS OPENED	8	1	41	17	22	41	11	59	200	49	249
TOTAL YTD ESCROWS OPENED	102	49	773	282	415	703	218	1,073	3,615	736	4,351
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	93	7	51	62	44	51	81	41	49	60	51
NEW OPEN ESCROWS AVERAGE LIST PRICE	426.1	265.0	376.4	473.7	374.5	477.5	718.2	517.5	467.0	379.3	449.8
CLOSED SALES:											
NEW ESCROWS CLOSED	9	3	82	30	45	65	25	78	337	66	403
TOTAL YTD ESCROWS CLOSED	99	46	766	278	411	689	205	1,031	3,525	698	4,223
VOLUME OF NEW SALE DOLLARS IN MILLIONS	4.722	1.213	35.828	12.320	16.218	31.267	15.618	35.934	153.121	22.151	175.271
VOLUME OF TOTAL YTD SALES IN MILLIONS	46.576	27.158	327.395	127.482	159.749	332.483	130.186	520.538	1671.568	241.450	1913.018
AVERAGE SALE PRICE IN THOUSANDS	524.7	404.3	436.9	410.7	360.4	481.0	624.7	460.7	454.4	335.6	434.9
MEDIAN SALE PRICE IN THOUSANDS	540.0	285.0	415.0	446.5	335.0	502.0	655.0	460.0	459.0	255.0	430.0
COOP SALES	9	2	69	25	38	53	22	61	279	52	331
PERCENT OF COOP SALES	100.0	66.7	84.1	83.3	84.4	81.5	88.0	78.2	82.8	78.8	82.1
AVERAGE DAYS ON MARKET	245	177	102	154	123	108	145	94	117	113	116
SALES AT LIST PRICE	2	1	42	15	19	36	6	33	154	31	185
PERCENT OF SALES AT LIST PRICE	22.2	33.3	51.2	50.0	42.2	55.4	24.0	42.3	45.7	47.0	45.9
SALES TO LISTING INVENTORY RATIO	20.5	13.0	80.4	81.1	97.8	95.6	131.6	70.3	74.9	52.8	70.1
FINAL SALE TO NEW LISTING RATIO	128.6	100.0	215.8	187.5	264.7	180.6	312.5	147.2	189.3	157.1	183.2

CLOSED SALES TYPE

FORECLOSURE/REO	0	1	3	1	0	1	0	1	7	4	11
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	1	0	4	3	1	4	1	0	14	2	16
STANDARD	8	2	72	23	42	56	24	72	299	57	356
OTHER	0	0	3	3	2	4	0	5	17	3	20

SELLING PRICE RANGE:

LESS THAN 100,000	140	5	4	4	4	37088	28.5
100,000 TO 109,999	31	0	2	1	1	1000	0.9
110,000 TO 119,999	0	0	0	0	0	N/A	0.0
120,000 TO 139,999	47	3	2	2	1	9000	5.9
140,000 TO 159,999	35	4	3	4	2	2975	1.9
160,000 TO 179,999	41	1	13	7	2	4220	2.2
180,000 TO 199,999	101	11	6	2	2	12000	6.0
200,000 TO 249,999	52	21	29	18	33	7937	3.3
250,000 TO 299,999	53	30	25	14	30	9685	3.0
300,000 TO 349,999	34	37	28	15	4059	1.0	1.0
350,000 TO 399,999	43	48	29	15	6662	1.4	1.4
400,000 TO 449,999	45	53	41	22	10653	2.3	2.3
450,000 TO 499,999	31	53	35	15	10220	30.2	30.2
500,000 TO 549,999	62	35	32	26	17607	3.1	3.1
550,000 TO 599,999	45	52	29	19	15482	2.6	2.6
600,000 TO 699,999	67	60	45	37	42630	5.7	5.7
700,000 TO 799,999	52	40	18	13	19001	2.4	2.4
800,000 TO 899,999	48	19	8	7	32272	3.6	3.6
900,000 TO 999,999	241	19	1	1	14900	1.6	1.6
1,000,000 TO 1,999,999	52	40	4	3	104112	7.5	7.5
MORE THAN 2,000,000	25	9	1	1	305000	10.7	10.7
TOTALS	51	539	356	223	16277	0.3	0.3

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %	
140	5	4	4	37088	28.5
31	0	2	1	1000	0.9
0	0	0	0	N/A	0.0
47	3	2	1	9000	5.9
35	4	3	2	2975	1.9
41	1	13	7	4220	2.2
101	11	6	2	12000	6.0
52	21	29	18	7937	3.3
53	30	25	14	9685	3.0
34	37	28	15	4059	1.0
43	48	29	15	6662	1.4
45	53	41	22	10653	2.3
31	53	35	15	10220	30.2
62	35	32	26	17607	3.1
45	52	29	19	15482	2.6
67	60	45	37	42630	5.7
52	40	18	13	19001	2.4
48	19	8	7	32272	3.6
241	19	1	1	14900	1.6
52	40	4	3	104112	7.5
25	9	1	1	305000	10.7
51	539	356	223	16277	0.3

2015 RMLS TOTAL - \$ VOLUME

\$1,913,018,000

SALES 3,864

LISTINGS 5,182

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SANTA CLARITA VALLEY

	2010				2011				2012				2013				2014				2015			
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST
JAN	476	231	82.7	48.5	519	241	75.2	46.4	470	276	83.8	58.7	355	248	84.2	69.9	391	238	96.2	60.9	406	200	84.3	49.3
FEB	489	241	89.4	49.3	525	222	74.2	42.3	447	275	78.7	61.5	370	255	89.7	68.9	417	214	88.2	51.3	407	219	95.6	53.8
MAR	592	354	123.4	59.8	585	310	104	53	460	348	107.9	75.7	383	345	132	90.1	491	261	103.2	53.2	487	327	155	67.1
APR	553	328	118.1	59.3	618	329	106	53.2	427	364	109	85.2	417	364	139.1	87.3	484	369	155.5	76.2	561	376	213.2	67.0
MAY	465	368	135.9	79.1	588	363	115.8	61.7	456	384	118	84.2	430	373	140.1	86.7	500	367	157.6	73.4	495	381	167.9	77
JUNE	551	357	123.4	64.8	578	397	128	68.7	413	432	135.0	104.6	471	346	142.7	73.5	493	344	153.2	69.8	542	443	203.4	81.7
JUL	564	302	115.8	53.5	512	364	115.7	71.1	388	392	122.6	101	489	404	163.7	82.6	500	373	157.1	74.6	546	442	205.3	81
AUG	550	312	111.3	56.7	532	406	130	76.3	422	406	120.2	96.2	448	375	147.4	83.7	441	362	159.9	82.1	446	439	205.7	98.4
SEPT	540	297	106.4	55	505	336	103.4	66.5	314	337	118.2	107.3	412	332	129.1	80.6	454	341	145.9	75.1	415	368	167.2	88.7
OCT	525	279	93.1	53.1	491	346	106.5	70.5	317	347	121.2	109.5	410	335	131.9	81.7	366	356	149.6	97.3	372	358	161.1	96.2
NOV	423	299	97.3	70.7	368	354	104.8	96.2	283	298	96	105.3	324	323	131.9	99.7	256	308	136.8	120.3	300	286	127.7	95.3
DEC	407	308	102.6	75.2	307	415	122.9	135.2	233	419	145.9	179.8	214	407	165.2	109.2	227	365	161.9	160.8	220	403	175.2	183.2
TOTAL	6,135	3,676	1299.4	60.3	6,128	4,083	1286.5	67	4360	4278	1356.5	99	4723	4107	1597	84.5	5020	3898	1642.5	77.6	5,197	4,242	1,961.5	81.6
AVG. SALE PRICE		\$353,482				\$315,090				\$317,090				\$388,850				\$421,369				\$462,399		

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AREA MEETING ANNOUNCEMENTS

OUTWEST

Fridays

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

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

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

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

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

Affiliate Networking, MLS Pitches, Caravan,
Guest Speakers

COMM. INVST. PROP. 3rd Tues of mo.

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

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

SCV CARAVAN 2nd & 4th Fridays

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