

April/May 2016

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

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Legislative Update Breakfast

with **Alex Creel**

Get a San Fernando Valley and Santa Clarita Valley political update and make sure you are on top of all the legislative issues that concern your real estate business and your client's property rights!

when: Thursday, June 16, 2016
9:30 am. to 11:00 am.

where: The Knollwood Country Club
12040 Balboa Blvd.
Granada Hills, CA 91344

cost: \$25.

Alex Creel, Sr. Vice President of Governmental Affairs, is the chief lobbyist for the CALIFORNIA ASSOCIATION OF REALTORS®. Mr. Creel began lobbying for C.A.R. in 1985. He is a contributing author to Legal Issues in Real Estate a REALTORS® Guide 1st through 4th editions.

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS® INC.

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IN MEMORIAM

We are saddened to report the passing of a long-time member, Mr. Larry Little, on March 13, 2016 at the age of 88. He was the manager of the Day Realty office in Arleta, CA. until his retirement in 2002. Mr. Little originally joined the board in May 1963.

SRAR President Seeks Meetings with Members

The 2016 president of the 9,500-member Southland Regional Association of Realtors seeks input and ideas from members of the real estate profession throughout the San Fernando and Santa Clarita Valleys.



Realtor® Gina Uzunyan
2016 President, SRAR

“One of my goals is to personally reach out to as many of you as possible in the hope that will lead to more member engagement,” said Gina Uzunyan, SRAR president.

“I am available to speak for a few moments at office meetings about the power and benefits of organized real estate, our association, and our advocacy goals for our profession,” she said, adding that she also would be available for a Q&A session with agents and brokers.

If interested in setting up a meeting, please contact Uzunyan directly at 818-521-8088 or send a private message.

“I look forward to hearing from you!” she said.

#PresidentialDuties #OrganizedRealEstate #SRAR #Realtor #RealtorArmy #RealEstate

4 Problems Sellers May Try to Hide

Homesellers sign a disclosure document that they're being forthright about any problems with a home.

However, it can be very tempting to tell white lies or conveniently forgets facts. Indeed, many real estate lawsuits stem from owners misrepresenting their property.

Realtor.com recently featured some of the most common cover-ups that real estate professionals say they and their clients eventually discover.

1. Water damage — Stains could be a sign of bigger issues, such as water intrusion from leaks or floods. Be alert for red flags: an odd odor, water stains or visible wall cracks. Consider asking that a large picture frame be moved to check what's behind it. Was a fresh coat of paint meant to spruce up the house for sale or to hide something? Ask when the house was last

painted. If it was painted a while ago, it's less likely the owner is trying to hide water stains.

2. Bad foundation — Look for jagged cracks in walls. Zig-zag cracks may signal a foundation problem. A bad foundation also could prevent cabinets and doors from closing properly.

3. Neighbor nuisances — Homeowners have an obligation to disclose what are called “neighborhood nuisances,” but if they don't, buyers have to rely on their word. Buyers will want to walk around the neighborhood at different times of day to personally assess the area.

4. Temperature changes — A subtle shift in the atmosphere — a draft or the air feels dry or damp — may suggest an issue. Ask the owner what the room feels like through the seasons. The culprit may be as simple as poor insulation. Or, sometimes it may be a result of the owner adding a second room or an additional floor to the house.

CONSUMER PRICE INDEXES

MARCH 2016

	PERCENT CHANGE	
	ONE MONTH ENDING MARCH 2016	YEAR ENDING MARCH 2016
Los Angeles - Riverside - Orange County	.03	1.7

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REALTOR® REPORT

The Official Publication of SRAR

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L.A. CITY ADOPTS 'FIX AND RELEASE' SOLUTION FOR BROKEN SIDEWALK

BY GINA UZUNYAN, PRESIDENT

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

After eight public hearings, five community meetings, and input from hundreds of residents and dozens of interest groups — including the Southland Regional Association of Realtors — a 40-year-old miscalculation by the City of Los Angeles, is on its way to being corrected.



The City Attorney has yet to draft and the City Council must still approve the final wording of the ordinance, but a new day is likely to dawn come July when the “Fix and Release” sidewalk repair program is scheduled to take effect.

Four decades ago the City took over from homeowners the responsibility to maintain and repair 11,000 miles of sidewalks. But the responsibility soon overwhelmed the city, especially as it lost access to a cache of federal dollars.

Today there are more than 4,500 miles of broken, unsafe sidewalks. The city spends millions each year settling trip-and-fall lawsuits, but it took the prodding of a class-action lawsuit brought the disabled community to force the city to act.

The L.A. City Council recently unanimously endorsed a plan that will spend \$1.3 billion over three decades to finally fix sidewalks.

Here are the currently available details of the ‘fix and release’ sidewalk plan:

- The City will pay to repair broken sidewalks next to residential, commercial and industrial properties, even if a tree planted by the city did not cause damage.

- Once repaired, the city will offer a warranty period extending 20 years for residential properties. A five-year warranty program was recommended for commercial and industrial properties, which typically see heavier vehicle traffic and additional wear.

- The program will guarantee one additional repair — unless the damage was caused by the negligence of anyone other than the city.

- A spending cap per repair site would be set, a move intended to make repair dollars go farther. The final ordinance will establish caps based on different parcel types and sizes. Rebates cannot exceed the actual cost of repair.

- Property owners would be encouraged to fix their own sidewalks, with the city offering a rebate if the repair happens within the first three years of the program. The rebate would be for about half the average cost per square foot, estimated by one councilman at approximately \$15 per square foot. Permit fees would be waived.

- Once a sidewalk is fixed, it would be released to the property owner, who then would bear the cost of ongoing maintenance and repairs. The release to owners would realign the city with the statewide standard set by the 1911 Improvement

Act, which the city overruled more than 40 years ago when it assumed responsibility for maintenance and repair of about 11,000 miles of city sidewalk.

- The city will begin inspecting, keeping records, and certifying which sidewalks are in good condition and compliant with standards set by the Americans with Disabilities Act. Property owners with broken sidewalks will be given the option to make repairs themselves or wait for the city to make the repair.

- This plan is intended to be a comprehensive approach, applying to all sidewalks in disrepair throughout the city. The city will cite and order to repair sidewalks adjacent to properties owned by other governmental agencies.

- Repairs will be prioritized in order of importance as follows: city government buildings; transportation corridors, hospitals, medical facilities, assisted living and similar facilities; facilities containing employers, and; other areas such as residential neighborhoods and undeveloped areas.

- The City’s Bureau of Engineering will develop a prioritization and scoring system, eventually assigning a numerical score to each sidewalk segment, based on the following: the prioritization criteria indicated above; severity of sidewalk

damage; cost-effectiveness and contiguity of damaged section; liability concerns; a mobility disability nexus by nearby residents or other users of the stretch of sidewalk; complaints generated by the broken sidewalk, and; the volume of pedestrian traffic. Eventually, a consolidated system would be available noting complaints received and providing information about scheduled repairs and related projects, along with a complete inventory as sidewalks are certified.

- Twenty percent of the annual sidewalk settlement program funding would be used for an “access request program.” Run through individual council district offices, it would coordinate targeted repairs where shattered sidewalks impede mobility-disabled individuals.

- City crews and private contractors will do the work. The city crews will make “demand-based repairs,” especially where there are liability concerns, along with additional repairs needed under the city’s warranty. The remainder of the repairs will see the city divided into regions with each region’s repair needs put out to bid for certified contractors.

- The Council committed to preserving as many trees as feasible — to protect the “urban forest” — and to replant trees when they must be removed, with an eye for species whose roots will be less likely to cause future sidewalk damage. Before tree removal, a variety of options would be considered, including meandering paths and modified easements, root pruning and shaping, alternative materials that are compliant with the ADA.

- The city council “agrees with the philosophy” recommended by multiple groups to explore alternative designs and materials that “promote environmental objectives like maximizing groundwater infiltration, providing flexibility for tree growth and otherwise make parkways more sustainable and resilient.”

- The council also would like the sidewalk program to assist in workforce development and job training programs. And, the city will seek ways to finance the program that will accelerate completion of the work in the shortest timeframe possible.

- Finally, the City Attorney will prepare ordinances that amend all relevant sections of the Municipal Code regarding sidewalk repairs to allow phase-in of the transfer of responsibility back to property owners. The street tree root exception also will be repealed, which will allow the city to cite and enforce against sidewalk damage once an owner assumes responsibility.

CONDO MEDIAN PRICE HIGHEST SINCE 2007

BY GINA UZUNYAN, PRESIDENT, AND DAVID R. WALKER SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®
HOME AND CONDOMINIUM SALES THROUGHOUT THE SAN FERNANDO VALLEY POSTED SLUGGISH RESULTS DURING FEBRUARY WHILE THE MEDIAN PRICE OF CONDOMINIUMS THAT CHANGED OWNERS HIT ITS HIGHEST MARK SINCE 2007, THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS REPORTED TUESDAY.

Realtors helped close escrow on 322 singlefamily homes last month, off 6.7 percent from a year ago, while the 135 condominiums that changed owners were down 10.6 percent compared to February 2015.

"It's not unusual for February closed escrows to be soft since they represent activity over the closing months of the prior year when people are less likely to move because of the holidays," said Gina Uzunyan, the 2016 president of the 9,500-member Southland Regional Association of Realtors. "Fewer closed escrows also reflect the ongoing lack of inventory and the diminishing number of households that can afford to buy as resale prices march higher, even if the pace of increase has slowed dramatically."

Nonetheless, Uzunyan expects resale activity to perk up in the coming months and for 2016 to see a busy local resale market, especially now that regulators decided not to raise interest rates.

"Interest rates on home loans increased slightly earlier this year, yet remain very desirable," Uzunyan said. "Low rates keep the market humming."

The median price of the 322 singlefamily

homes that changed owners last month came in at \$561,000, up 6.9 percent from February 2015.

Home resale prices appear to have plateaued with the high point coming in July when the median price was \$600,000. That was 14.4 percent below the record high \$655,000 home median price set in June 2007.

The condominium median price continued to climb with February's median of \$380,000 up 10.0 percent from a year ago, a number not seen since 2007, yet still 8.4 percent below the record-high condo median price of \$415,000, which was set in February 2006.

"As affordability looms larger, we'll see single-digit increases replace the doubledigit hikes in the median prices, even if the inventory stays tight and competition stays heavy," said Jim Link, the Association's chief executive officer. "Unlike last decade, buyers today balk when they hit a certain price point. Smart buyers simply refuse to go higher if they think a property does not merit the price."

Link and Uzunyan agreed that stricter lending requirements and tougher appraisals would keep increases in check, something that did not happen during the build-up to the recession during the first decade of the century.

They also noted that there are still plenty of buyers available, but that the supply of homes listed for sale is unlikely to

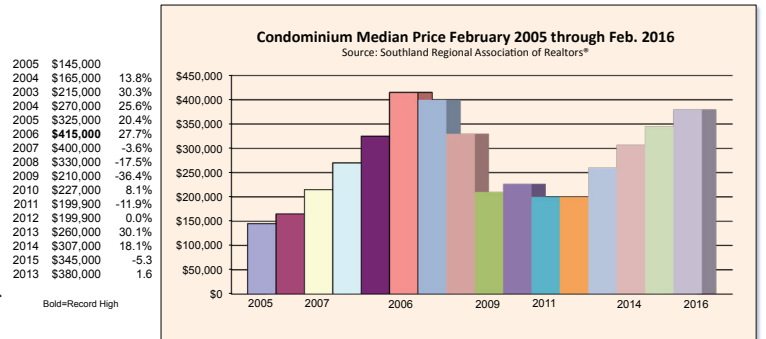
swell anytime soon.

There were 1,300 homes and condominiums on the Multiple Listing Service operated by the Association at the end of February.

That was down 6.7 percent from a year ago and represented a 2.8-month supply at the current pace of sales, which was unchanged from a year ago.

A 6-month supply is desired, yet that may be wishful thinking with a target 4-month supply being more realistic, especially as families, particularly Baby Boomers, stay in homes longer, Link said.

Standard sales continued to dominate the market with 90.4 percent of home and condominium closed escrows during February falling into that category. Sixteen transactions were foreclosure related, for a 3.5 percent market share, while 23 homes and condominiums, or 5.0 percent of the February combined residential total, used a short sale to change owners.



The median price of condominiums sold during February throughout the San Fernando Valley stood at \$380,000, which was 8.4 percent or \$35,000 below the record high of \$415,000 set in 2006.

SUBURBS STILL CALL WHEN IT'S TIME TO BUY A HOME

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

LIVING IN AN URBAN AREAS SOUNDS FUN WHEN YOUNG AND FOOTLOOSE, YET WHEN IT'S TIME TO BUY, A SINGLEFAMILY HOME IN THE "BURBS" IS STILL THE GOAL, AT LEAST THAT'S WHAT A NEW NATIONWIDE STUDY CONCLUDED.

A growing share of homebuyers are from the millennial generation and more of them are purchasing single-family homes outside urban areas, according to the 2016 Home Buyer and Seller Generational Trends study produced by the National Association of Realtors.

Interestingly, the younger the buyer, the older the home they purchased — which speaks to the limited inventory in many high-population and high-cost regions. Overall, the majority of buyers in all generations continue to purchase a single-family home in a suburban area.

"The median age of a millennial homebuyer is 30 years old, which typically is the time in life when one settles down to marry and raise a family," said Lawrence Yun, NAR's chief economist. "Even if an urban setting is where they'd like to buy their first home, the need for more space at an affordable price is for the most part pushing their search farther out."

Limited inventory in "millennials' price range, minimal entry-level condo construction and affordability pressures make buying in the city extremely difficult for most young households," he said.

For the third straight year, the largest group of recent buyers were millennials, who composed 35 percent of all buyers, up from 32 percent in 2014, and more than the combined amount of younger and older boomers, at 31 percent. Generation X were 26 percent of buyers, and the Silent Generation made up 9 percent.

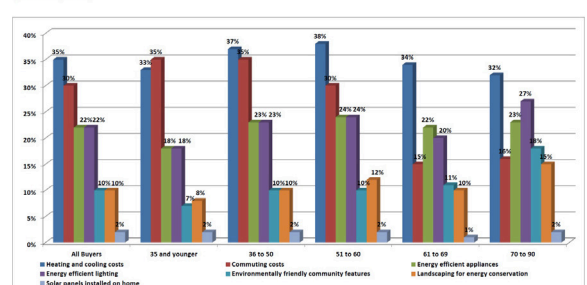
This year's survey underlined the challenges debt had on some buyers' ability to purchase a home. While debt delayed saving for a down payment for a median of four years for all buyers, the number of years postponed increased from three years for millennials to six years for older boomers.

Among the share of buyers who said saving for a downpayment was the most difficult task, millennials were most likely to cite student debt, 53 percent, as the debt that delayed saving, while credit card debt was indicated more by Gen X, 44 percent, and younger boomers at 36 percent.

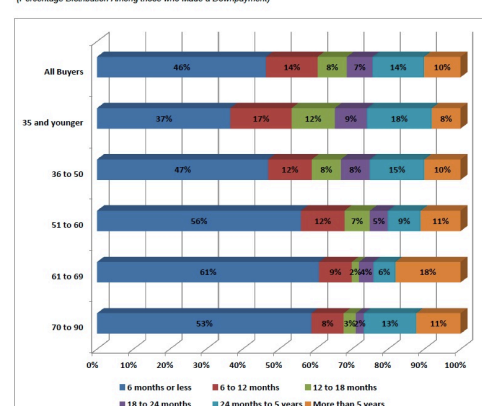
According to Yun, student debt is likely impacting more than just the millennial generation's ability to buy a home. "Whether it's from financing their own education or borrowed for their children, it's somewhat surprising to see a higher median amount of student debt among Gen X at \$28,000 and younger boomer buyers, \$29,100, compared to millennials

at \$25,000," Yun noted. "One of the many reasons housing supply has been subdued ... may be because a segment of homeowners have decided to delay trading up or moving down in order to pay down their debt, including from student loans."

ENVIRONMENTALLY FRIENDLY FEATURES CONSIDERED "VERY IMPORTANT"
(Percent of Respondents)



LENGTH OF TIME TO SAVE FOR A DOWNPAYMENT
(Percentage Distribution Among those who Made a Downpayment)





**SOUTHLAND REGIONAL
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Broker/Owner/Manager Meeting

2016 RISK MANAGEMENT COMMITTEE

MONDAY MAY 2, 2016 | Lunch at 12:30pm Meeting 1-3pm



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The RPA:

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Jeff Kahn

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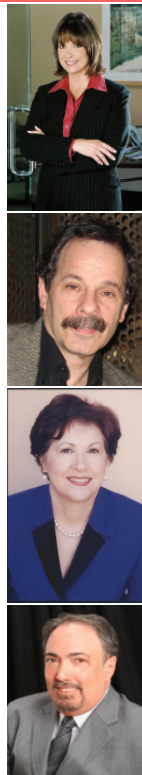
Olga Moretti

Changed in Landlord

Tenant Laws

Steven Spile

Insurance Issues



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Session Schedule

9:15am-10:00am

10:15-11:15am

11:30am

12:15pm

1:00pm-2:00pm

2:15pm

"Tech Talk" For Realtors

Risk Management Panel in Garden Room

Lunch served

1st round of raffle prizes in Expo Hall

Top Producer Panel

Final Raffles & Affiliate Raffles



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ASSOCIATION OF REALTORS®, INC.

For more information, contact Oscar Sol at **818-947-2298** or **Oscars@srar.com**

SURVEY FINDS DEEP NEED FOR MORE HOMES

BY GINA UZUNYAN, PRESIDENT, AND DAVID R. WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®
THREE OUT OF FOUR HOUSEHOLDS NATIONWIDE WOULD BUY A SINGLE-FAMILY HOME IF ONLY THERE WERE MORE HOMES AVAILABLE AT A PRICE THEY COULD AFFORD, WHICH POINTS TO A CRITICAL NEED FOR MORE NEW HOME CONSTRUCTION, A NATIONAL SURVEY FOUND.

According to the National Association of Realtors' new quarterly consumer survey, confidence about now being a good time to buy is waning among renters throughout the West and particularly here in California where prices have risen to levels just below the boom of last decade.

Survey respondents were asked about their confidence in the U.S. economy and various questions about their housing expectations and preferences, including a question on if they were to purchase a house in the next six months, what type of home and in what area would they choose to buy.

Consumers overwhelmingly preferred single-family homes in suburban areas. Eighty-five percent of homeowners and 75 percent of renters said they would purchase a single-family home, while only 15 percent of homeowners and 21 percent of renters said that would buy in an urban area.

Lawrence Yun, NAR chief economist, said the survey findings call attention to the glaring need for more supply of single-family homes.

"The American Dream for most consumers is not a cramped, 500-square-foot condo in the middle of the city," he said, "but instead a larger single-family home within close proximity to the jobs and entertainment an urban area provides."

While not a new discovery, supply and demand imbalances and unhealthy levels of price growth in several metro areas have made buying an affordable home a difficult to impossible task for far too many first-time

buyers and middle-class families.

It's time homebuilders double their focus on constructing single-family homes, Yun said. With millennials increasingly buying in the suburbs, tight inventory and affordability concerns will likely worsen without significant increases in housing starts in relation to job creation.

A high number of homeowners are expressing that it's a good time to buy, a sentiment no doubt fueled by the \$4.4 trillion in housing equity accumulation in the past three years.

"On the other hand," Yun said, "accelerating home prices and the perceived difficulty in obtaining a mortgage appears to be tugging at the confidence of renters."

Realtors Present Homebuyer Grant

Joe and Patricia Juarez, pictured below second and third from the left, received a grant recently from the Southland Regional Association of Realtors and the California Association of Realtors' Housing Affordability Fund.

They applied the \$2,000 grant toward the purchase of a home in Sylmar. The transaction was completed with the assistance of their Realtor, Chona Aros, left. The check was presented by Jim Ezell, right, who is the chairman of the Southland Regional Association of Realtors' charitable foundation.

SRAR and C.A.R. offer the grants to qualified prospective home buyers who meet

specific qualifications. All of the 2016 grants have already been awarded.

Send an email to Oscar@srar.com if you want to receive info should the homebuyer grant program be renewed in 2017



Crowded Field for 5th Supervisorial District Seat

Streamlining the permit process and making it easier to open and run a business were among the most talked about topics at a recent forum of seven candidates, pictured below, running for the 5th Supervisorial District seat that has been held for decades by Supervisor Michael D. Antonovich.

The gathering at the Tournament Players Club at Valencia was presented by the Santa Clarita Valley Chamber of Commerce and the Santa Clarita Valley Division of the 9,500-member Southland Regional Association of Realtors.



Candidates for the 5th Supervisorial District, Los Angeles County, from left to right: Mayor Ara Najarian, City of Glendale; Billy Malone, vice president of the Altadena Chamber of Commerce; State Senator Bob Huff; Kathryn Barger, chief of staff for Supervisor Michael Antonovich; L.A. City Councilman Mitchell Englander; Elan Carr, L.A. County Deputy District Attorney; and Darrell Park, former staffer at the White House Office of Management and Budget.

Public safety, cleaner air, how to ensure gas storage facilities are safe, and how to enhance general economic development throughout the district and particularly in the Santa Clarita Valley were among the issues discussed.

Each candidate emphasized their own skill set and each offered their own emphasis and unique perspective on priorities for the seat, which many regard as the most powerful governmental position in the region, one requiring deep knowledge about how government works.

The Fifth District seat, which includes Santa Clarita, Palmdale, Lancaster and portions of the East San Fernando Valley, has been represented since 1980 by Antonovich, who cannot seek reelection due to term limits.

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BUYERS' REMORSE

Despite feeling prepared to purchase a home, many recent home buyers would do more homework and make different choices if they had a second chance.

KNOWING WHAT THEY **KNOW NOW**,

39% would buy a different size or different priced home or in a different neighborhood



THEY FELT READY, BUT 56% WISH THEY WERE ARMED WITH MORE KNOWLEDGE ON THE FINANCIAL ASPECTS OF PURCHASING A HOME. SPECIFICALLY ABOUT:

22% the ins and outs of closing on the house

19% making the offer and negotiating

15% financing a home



Source: Chase Bank, "What I Wish I Knew About the Homebuying Process" survey

Want to Buy a Home?

Learn How at Free Seminar!

Thinking about buying a home? It's a multiple-step process that can go smoother with more satisfying results if prospective buyers do their homework, prepare their finances, and choose the best representation available before jumping into today's fast-paced, high-intensity real estate market.

To ensure the best outcome possible, set two hours aside to attend a free homebuyer seminar on Saturday, May 7, from 10 a.m. to noon.

FREE HOMEBUYER SEMINAR

Experts on every phase of the process will provide insight on topics such as how to secure downpayment assistance, the difference between and availability of FHA and conventional loans, the tax and financial benefits of owning a home versus renting, the vital importance of good credit and how to improve a credit score, tips working with a Realtor, and if attendees qualify for city homebuying assistance programs.

This seminar is strictly for the general public. Realtor members of the Southland Regional Association of Realtors, which is presenting the program, are not permitted to attend unless accompanying a client. Be sure to RSVP by calling 818-947-2298 or write via email to Oscars@srar.com. The seminar will be held at the Association's headquarters, located at 7232 Balboa Blvd., Van Nuys, just north of Sherman Way. RSVP today!

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Legislative Update Breakfast



with **Alex Creel**

Get a San Fernando Valley and Santa Clarita Valley political update and make sure you are on top of all the legislative issues that concern your real estate business and your client's property rights!

when: Thursday, June 16, 2016
9:30 am. to 11:00 am.

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Alex Creel, Sr. Vice President of Governmental Affairs, is the chief lobbyist for the CALIFORNIA ASSOCIATION OF REALTORS®. Mr. Creel began lobbying for C.A.R. in 1985. He is a contributing author to Legal Issues in Real Estate a REALTORS® Guide 1st through 4th editions.



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Signature _____

Deadline: Please return this form by June 8, 2016. For more information contact Karen Marten: (818) 947-2254

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

FIRST POSTING

Ault, Mary Ann
Elite International Real Estate Home Loans
10238 Woodley Ave.
Granada Hills, CA. 91344

Ayvazyan, Petros
Petros Ayvazyan
345 W. Elk Ave. Apt. 9
Glendale, CA. 91204

Bell, Christopher Eugene
SkyTouch Real Estate Services
44153 48th St. West
Lancaster, CA. 93536

Hersh, Richard S.
AA Real Estate Services
17644 Chatsworth St.
Granada Hills, CA. 91344

Iglesias, Alexander Paul
Alexander Iglesias, Broker
13517 Hubbard St.
Sylmar, CA. 91342

Mann, Teri Sue
Teri Mann Broker
10022 Valley Circle
Chatsworth, CA. 91311

Mulvaney, Denette Ann
Our Habitat, Inc.
15760 Ventura Blvd., Suite 1200
Encino, CA. 91436

Paterno, Gregory
Gregory A. Paterno
22315 Lull St.
Canoga Park, CA. 91304

Pozo, Gilmer K.
Prominence Real Estate
195 Masters Ave.
Riverside, CA. 92507

Sutz, Debbie Jill
Lighthouse Prop R.E. Servs. Inc.
3121 Washington Blvd.
Marina Del Rey, CA. 90292

Urquilla, Thomas H.
Thomas H. Urquilla
8707 Lindley Ave. #D
Northridge, CA. 91325

Wheaton, Willie Mack
Will Wheaton Real Estate
18017 Chatsworth St. #131
Granada Hills, CA. 91344

Younan, George
Pacific West Property Group, Inc.
17042 Devonshire Street, Suite 214
Northridge, CA. 91325

SECOND POSTING

Acevedo, Ani E.
Ani Acevedo
5850 Canoga Ave. Ste. 400
Woodland Hills, CA. 91367

Boyajian, Manuk
Manuk Boyajian
10785 Des Moines Ave.
Porter Ranch, CA. 91326

Helmand, Mohammad Omar
Allison James Estates & Homes
2888 Loker Ave. East #206
Carlsbad, CA. 92010

Gregoryona, Arin
Golden Trail Real Estate
11716 Shoshone Ave.
Granada Hills, CA. 91344

Issa, George M.
G.I. Realty
1026 N. Edgemont St.
Los Angeles, CA. 90019

Kim, James Chang Kun
Exclusive Listing
1150 S. Olive St. Penthouse 3000
Los Angeles, CA. 90015

Kristof Jr., George
Fathom Realty Group Inc.
6628 W. 87th Place
Los Angeles, CA. 90045

Persello, Isa L.
Isa Persello
5240 Sale Ave.
Woodland Hills, CA. 91364

Sever, Mitchell
Yorkshire Realty
1816 Stanford Ave.
Redondo Beach, CA. 90278

Stilke, Christopher Scott
Chris Stilke, Broker
15729 Irion Canyon Road
Santa Clarita, CA. 91387

Talwar, Deepa
Deepa Talwar, Broker
6320 Canoga Ave., 15th Floor
Woodland Hills, CA. 91367
Thomasian, Shant
Shant Thomasian
12032 Guerin St. Apt. 106
Studio City, CA. 91604

Zamora, Juan Jose
Juan J. Zamora
14318 Polk St.
Sylmar, CA. 91342

RESPONSIBLE REALTOR® APPLICANTS

REALTOR® APPLICANTS

Abdulhai, Eiad / Pacific West Property Group, Inc. / Northridge
Adam, Melanie May / HomeSmart NCG / Northridge
Aguilar Jr., Pablo A. / Chosa Realty, Inc. / San Fernando
Alfonso, Astrid Giselle / Coldwell Banker Quality Properties / Northridge
Alhunaty, Sulata Tala / Park Regency Realty / Granada Hills
Anacleto, Adrian Anthony / NextHome Fine Homes & Estates / Santa Clarita
Arimura-Mortimer, Marlene / Berkshire Hathaway HomeServices California Realty / Thousand Oaks
Ayers III, Wilbur Robbie / Sky Touch Real Estate Services / Lancaster
Babayon, Susanna / Titus Realty, Inc. / Panorama City
Baker, Karla Marie / Rodeo Realty / Woodland Hills
Baradugo, Sigal / A-Team Realty, Inc. / Woodland Hills
Berman, Ilene / Keller Williams VIP Properties / Valencia
Bitton, Barak / Realty Smart / Calabasas
Bondale, Satish B. / Keller Williams Realty / Northridge
Bonilla, Oscar A. / Keller Williams North Valley / Porter Ranch
Boog, Brandon Alexander / Bob Boog Realty / Newhall
Bracewell Jr., James E. / EDR Realty Group / Sherman Oaks
Bravo, Miriam Marvela / The Real Estate Plaza / Granada Hills
Carras, Brooklyn / Realty Executives / Valencia
Cleveland, Jennifer Lee / Lighthouse Properties RE Servs Inc. / Marina Del Rey
Collins, Susan / Coldwell Banker Residential Brokerage / Studio City
Cooper, Deborah / Ramsey-Shilling Assoc. / Toluca Lake
Covarrubias, Rodrigo / Keller Williams Encino-Sherman Oaks / Encino
Crosby, Kevin Erik / Coldwell Banker / Sherman Oaks
Daniels-Duran, LaTasha Shannone / Keller Williams North Valley / Porter Ranch
Daugherty, Jessica / JohnHart Real Estate / Valencia
De Hoyos, Rodolfo / John B. Spear, Broker / Temecula
Demirjian, Krilor Greg / Bellamar Realty / Burbank
Dryden, Michelle M. / The Olson Agency / Westlake Village
Farzad, Behrooz / Coldwell Banker Calabasas / Calabasas
Fitzpatrick, John / Allison James Estates & Homes / Carlsbad
Forster, Jennifer / Realty Executives / Newhall
Garcia, Jissel / Dilbeck Real Estate / Studio City
Ghorashi, Ronoh / Agents of LA Inc. / Oak Park
Irizarry, Vincent / Keller Williams Realty Calabasas / Calabasas
Jennings, Aaron James / Kikalo Real Estate / Saugus

Jett, Tamara / Greater Valley Realty / Chatsworth
Josef, Anat / First Capital Real Estate Group / Woodland Hills
Karapetian, Merihell Capdet / Pinnacle Estate Properties, Inc. / Northridge
Kassel, Roberto Mouser / Keller Williams Encino-Sherman Oaks / Encino
Keough, Shane Paul / Coldwell Banker Residential Brokerage / Studio City
Ketring, Michael Gene-James / Pinnacle Estate Properties, Inc. / Valencia
Koegler, Jonathan Robert / Berkshire Hathaway HomeServices California Properties / Calabasas
Kohandani, Parvin / Dilbeck Real Estate / Studio City
Kuehne, Maria Del Rocio / Keller Williams Realty Encino-Sherman Oaks / Encino
Lee, Tracy / Coldwell Banker Calabasas / Calabasas
Lester, Amanda Lin / Keller Williams VIP Properties / Valencia
Leverenz, Julie Christine / Pinnacle Estate Properties, Inc. / Calabasas
Liu, Marcy Yuhling / Keller Williams Realty / Northridge
Lyons, Crystal Smart / First Class Real Estate / Burbank
Majers, Gladys / Coldwell Banker Greater Valley / Granada Hills
Marin, Eduardo / Ramsey-Shilling Assoc. / Hollywood Hills
Marin, Kristy Lynn / Lighthouse Properties R.E. Servs Inc. / Marina Del Rey
Mattopally, Shaji George / Pinnacle Estate Properties, Inc. / Mission Hills
Maynard, Robert Scott / Keller Williams World Media Center / Burbank
Mesbahi, Benjamin / HomeSmart NCG Inc. / Valencia
Mesrinejad, Alireza / Gold Star Realty / Encino
Miller, Joyce / Home-Based Realty / Valencia
Mirafshar, Mehrdad / Allot Realty / Calabasas
Mitchell, Justin J. / Brook G Fain / Topanga
Morton, Myrna / Sapphire Investment Properties, Inc. / Valley Village
Mosley, Whitley Channon / Keller Williams North Valley / Porter Ranch
Moulton, Lee Peter / JLM Properties, Inc. / Valencia
Mullen, Teresa Lynn / Berkshire Hathaway HomeServices California Properties / Chatsworth
Munim, Mohammad / G.I. Realty / Los Angeles
Nichols, Thomas William / HomeSmart NCG Inc. / Valencia
Nikolich, Natali / First Class Real Estate / Burbank
Noriega, Jannet / Pinnacle Estate Properties, Inc. / Calabasas
Ogunnaike, Aderotimi / Summit View Estates / Northridge
Oliveira, Maria Angela / Keller Williams VIP Properties / Valencia
Oshri, Yifat / Keller Williams Realty Calabasas / Calabasas
Panichi, Joy Iris / Soab Properties / Porter Ranch

Pappadato, Anita / HomeBased Realty / Valencia
Peraza, Jose Ricardo / Viceroy Realty, Inc. / Canoga Park
Perez, Manuel Armando / The Olson Agency / Northridge
Poghosyan, Armen / Real Estate eBroker, Inc. / Oceanside
Popescu, Horita Rita / Lighthouse Prop R.E. Servs Inc. / Marina Del Rey
Redtman, Oriol / Keller Williams Realty Calabasas / Calabasas
Reed, Mark Steven / Rodeo Realty / Sherman Oaks
Reeves, Victor / Elite International Real Estate Home Loans / Granada Hills
Robles, Daniel / Titans Realty Services / Valencia
Rodriguez Aguilar, Jose William / Lux Realty / Woodland Hills
Romero, Evelyn Rachel / Keller Williams North Valley / Porter Ranch
Rybak, Lyudmyla / Coldwell Banker Residential Brokerage / Studio City
Saenz, Ricardo D. / Strategic Realty / Agoura Hills
Safi, Alex Paul / Berkshire Hathaway HomeServices California Properties / Chatsworth
Sanchez, Fernando / The Real Estate Plaza / Granada Hills
Sarkissian, Arin / HomeBased Realty / Valencia
Sheppard, Gary Frederick / Berkshire Hathaway HomeServices California Properties / Chatsworth
Soria, Victor Arturo / Keller Williams VIP Properties / Valencia
Stephan, Allen Jarrod / A-Team Realty, Inc. / Woodland Hills
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Terry, Phillip James / Keller Williams Realty Calabasas / Calabasas
Torabian, Kamran / Allot Realty / Calabasas
Torres, Jill Marie / Pinnacle Estate Properties / Northridge
Vardanyan, Shawa / Keller Williams Encino-Sherman Oaks / Encino
Watson, Kimberly / iRealty / Stevenson Ranch
Watt, Garrett Charles / HomeBased Realty / Valencia
West, Steven Mark / Dilbeck Real Estate / Studio City
Wilson, Tamara / Dwell California Real Estate & Investments, Inc. / Tarzana
Wolf, Delia Pozas / Realty Executives / Canyon Country
Wongvitavas, Kristasak / Dilbeck Real Estate / Valencia
Zohar, Daniel / Keller Williams Realty Calabasas / Calabasas

RESIDENTIAL PROPERTIES LISTED

1,552

MARCH 2016 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,380

RESIDENTIAL PROP. ESCROW CLOSED

1,050

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	132	201	187	234	229	983	569	1,552
TOTAL ACTIVE LISTINGS	193	291	240	287	323	1,334	1,033	2,367
AVERAGE DAYS ON MARKET	90	73	66	64	74	72	101	85
AVERAGE LIST PRICE IN THOUSANDS	443.5	1,058.4	1,136.3	751.4	1,518.6	1,028.8	677.5	875.5
MEDIAN LIST PRICE IN THOUSANDS	424.5	795.0	725.0	625.0	799.0	650.0	377.0	545.0
BOMS	34	36	35	31	38	174	109	283
AVERAGE BOM PRICE IN THOUSANDS	369.3	684.9	702.5	591.3	787.7	632.5	483.3	575.1
BOM TO SALE RATIO	31.2	26.3	28.9	25.2	27.9	26.4	27.0	27.0
EXPIRATIONS	15	18	14	19	21	87	98	185

PENDING SALES:

NEW ESCROWS OPENED	144	172	149	187	202	854	526	1,380
TOTAL YTD ESCROWS OPENED	349	417	341	420	485	2,012	1,285	3,297
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	50	30	37	35	40	38	52	43
NEW OPEN ESCROWS AVERAGE LIST PRICE	392.6	772.2	676.3	604.6	799.3	661.2	441.5	577.4

CLOSED SALES:

NEW ESCROWS CLOSED	109	137	121	123	169	659	391	1,050
TOTAL YTD ESCROWS CLOSED	257	313	299	328	383	1,580	971	2,551
VOLUME OF NEW SALE DOLLARS IN MILLIONS	46.415	109.526	85.621	73.849	137.817	453.227	186.890	640.117
VOLUME OF TOTAL YTD SALES IN MILLIONS	103.980	252.144	214.727	187.563	315.059	1,073.473	459.664	1,533.137
AVERAGE SALE PRICE IN THOUSANDS	425.8	799.5	707.6	600.4	815.5	687.8	478.0	609.6
MEDIAN SALE PRICE IN THOUSANDS	390.0	615.0	479.0	551.0	590.0	525.0	340.0	470.0
COOP SALES	85	118	100	96	141	540	328	868
PERCENT OF COOP SALES	78.0	86.1	82.6	78.0	83.4	81.9	83.9	82.7
AVERAGE DAYS ON MARKET	38	47	36	50	44	50	55	48
SALES AT LIST PRICE	68	67	63	60	72	330	190	520
PERCENT OF SALES AT LIST PRICE	62.4	48.9	52.1	48.8	42.6	50.1	48.6	49.5
SALES TO LISTING INVENTORY RATIO	56.5	47.1	50.4	42.9	52.3	49.4	37.9	44.4
FINAL SALE TO NEW LISTING RATIO	82.6	68.2	64.7	52.6	73.8	67.0	66.7	67.7

CLOSED SALES TYPE

FORECLOSURE/REO	5	1	5	2	2	15	15	30
SELLER CONCESSIONS	1	0	0	0	0	1	1	6
SHORT SALE	4	2	2	7	1	16	17	33
STANDARD	98	134	114	113	166	625	344	969
OTHER	1	0	0	1	0	2	10	12

SELLING PRICE RANGE:

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	76	37	10	7	13719
100,000 TO 109,999	9	3	2	1	5000
110,000 TO 119,999	296	11	3	2	6633
120,000 TO 139,999	73	26	9	7	9100
140,000 TO 159,999	70	43	17	8	558
160,000 TO 179,999	56	41	17	12	8570
180,000 TO 199,999	48	47	16	7	2907
200,000 TO 249,999	57	113	65	35	8536
250,000 TO 299,999	53	173	78	44	11801
300,000 TO 349,999	47	151	74	44	46158
350,000 TO 399,999	43	143	89	45	3766
400,000 TO 449,999	30	145	102	53	6091
450,000 TO 499,999	54	159	96	52	9007
500,000 TO 549,999	39	122	72	34	5265
550,000 TO 599,999	39	116	61	26	13545
600,000 TO 699,999	42	181	87	48	16562
700,000 TO 799,999	37	148	58	31	4989
800,000 TO 899,999	49	120	51	26	18411
900,000 TO 999,999	27	85	27	19	28756
1,000,000 TO 1,999,999	64	307	86	58	391729
MORE THAN 2,000,000	51	196	30	25	28054
TOTALS	48	2367	1050	584	44039

LISTINGS

4,211

2016 RMLS TOTAL - \$ VOLUME

\$1,533,137,000

SALES

2,540

EN: Arleta, Kagel Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar, ES: Calhenga 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

	2011				2012				2013				2014				2015				2016			
	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	1,786	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	1,257	760	448.4	60.5
FEB	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	1,402	730	433.9	52.1
MAR	1,875	1,050	430.7	56	1,515	1,085	427.4	71.6	1,377	1,337	470.8	77.8	1,555	903	473.0	57.7	1,634	1,080	603.7	66.1	1,552	1,050	640.1	67.7
APR	1,740	1,052	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	1,732	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	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	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	1,165	600.3	69.6	1,686	1,321	770.6	78.4				
AUG	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	1,512	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	1,363	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	1,273	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	1,075	1,112	435.7	103.4	771	1,263	534.9	163.8	818	1,091	536	133.4	867	1,105	581.4	127.5	801	1,111	615	138.7				
TOTAL	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		\$395,470				\$392,470				\$479,270				\$525,464				\$558,825						

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR MARCH 2016

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	103	144	126	181	178	732	462	1,194
Total Active Listings	146	201	172	219	259	997	852	1,849
Average Days on Market	87	71	68	61	75	72	97	83
Average List Price in Thousands	485.4	1,285.8	1,352.9	849.7	1,748.6	1,204.6	714.6	978.8
Median List Price in Thousands	439.0	1,079.0	949.0	734.3	917.9	779.0	375.0	610.0
BOMS	23	21	22	24	28	118	88	206
Average BOM Price in Thousands	424.6	829.1	922.6	649.4	892.4	746.1	513.8	646.9
BOM to Sale Ratio	28.0	23.1	28.6	25.5	22.2	25.1	28.2	26.3
Expirations	13	11	13	16	19	72	85	157
PENDING SALES								
New Escrows Opened	102	124	95	144	157	622	421	1,043
Total YTD Escrows Opened	251	281	220	322	374	1,448	1,018	2,466
New Open Escrows Average Days on Market	44	27	33	38	43	37	55	44
New Open Escrows Average List Price	438.3	887.2	853.8	667.7	913.5	764.3	439.5	633.2
CLOSED SALES:								
New Escrows Closed	82	91	77	94	126	470	312	782
Total YTD Escrows Closed	191	206	201	252	285	1,135	773	1,908
Volume of New Sales Dollars in Millions	38.355	86.567	67.906	62.348	122.377	377.553	149.115	526.669
Volume of total YTD Sales in Millions	84.115	200.380	176.188	158.917	277.903	897.504	363.854	1,261.358
Average Sale Price in Thousands	467.7	951.3	881.9	663.3	971.2	803.3	477.9	673.5
Median Sale Price in Thousands	414.0	745.0	551.0	599.0	700.0	592.9	319.0	510.0
Coop Sales	61	75	63	73	105	377	261	638
Percent of Coop Sales	74.4	82.4	81.8	77.7	83.3	80.2	83.7	81.6
Average Days on Market	31	39	34	55	45	42	59	49
Sales at List Price	51	48	39	47	53	238	145	383
Percent of Sales at List Price	62.2	52.7	50.6	50.0	42.1	50.6	46.5	49.0
Sales to Listing Inventory Ratio	56.2	45.3	44.8	42.9	48.6	47.1	36.6	42.3
Final Sale to New Listing Ratio	79.6	63.2	61.1	51.9	70.8	64.2	67.5	65.5
CLOSED SALES TYPE								
Foreclosure/REO	3	1	5	2	1	12	13	25
Seller Concessions	1	0	0	0	0	1	5	6
Short Sale	3	2	1	6	1	13	16	29
Standard	75	88	71	85	124	443	269	712
Other	0	0	0	1	0	1	9	10

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH 2016

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	29	57	61	53	51	251	107	358
Total Active Listings	47	90	68	68	64	337	181	518
Average Days on Market	99	75	62	71	67	73	121	90
Average List Price in Thousands	313.2	550.7	588.4	434.8	587.9	508.8	502.9	506.8
Median List Price in Thousands	285.0	468.0	349.9	399.0	387.5	390.0	385.0	387.5
BOMS	11	15	13	7	10	56	21	77
Average BOM Price in Thousands	253.6	483.0	330.2	391.9	494.5	393.1	355.2	382.8
BOM to Sale Ratio	40.7	32.6	29.5	24.1	23.3	29.6	26.6	28.7
Expirations	2	7	1	3	2	15	13	28
PENDING SALES								
New Escrows Opened	42	48	54	43	45	232	105	337
Total YTD Escrows Opened	98	136	121	98	111	564	267	831
New Open Escrows Average Days on Market	66	37	44	24	29	40	40	40
New Open Escrows Average List Price	281.6	475.2	364.0	393.4	401.0	384.7	449.2	404.8
CLOSED SALES:								
New Escrows Closed	27	46	44	29	43	189	79	268
Total YTD Escrows Closed	66	107	98	76	98	445	198	643
Volume of New Sales Dollars in Millions	8.059	22.960	17.715	11.501	15.440	75.674	37.774	113.448
Volume of total YTD Sales in Millions	19.865	51.763	38.538	28.647	37.156	175.969	95.810	271.779
Average Sale Price in Thousands	298.5	499.1	402.6	396.6	359.1	400.4	478.2	423.3
Median Sale Price in Thousands	275.0	520.0	372.5	375.0	383.0	382.0	418.0	390.0
Coop Sales	24	43	37	23	36	163	67	230
Percent of Coop Sales	88.9	93.5	84.1	79.3	83.7	86.2	84.8	85.8
Average Days on Market	61	62	38	36	40	48	36	44
Sales at List Price	17	19	24	13	19	92	45	137
Percent of Sales at List Price	63.0	41.3	54.5	44.8	44.2	48.7	57.0	51.1
Sales to Listing Inventory Ratio	57.4	51.1	64.7	42.6	67.2	56.1	43.6	51.7
Final Sale to New Listing Ratio	93.1	80.7	72.1	54.7	84.3	75.3	73.8	74.9
CLOSED SALES TYPE								
Foreclosure/REO	2	0	0	0	1	3	2	5
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	1	0	1	1	0	3	1	4
Standard	23	46	43	28	42	182	75	257
Other	1	0	0	0	0	1	1	2

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR MARCH 2016

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	14	11	57	38	28	66	16	83	313	78	391
Total Active Listings	44	28	71	40	26	62	14	90	375	118	493
Average Days on Market	88	113	96	100	51	57	66	50	75	73	75
Average List Price in Thousands	622.4	796.5	718.5	726.4	897.3	774.4	743.2	844.6	766.7	442.3	689.1
Median List Price in Thousands	585.0	775.0	550.0	518.0	799.0	610.7	675.0	637.0	619.9	339.8	575.0
BOMS	5	1	6	5	7	9	2	8	43	19	62
Average BOM Price in Thousands	420.5	600.0	370.5	606.8	639.7	568.0	592.5	626.0	555.6	436.3	519.1
BOM to Sale Ratio	41.7	25.0	13.3	26.3	46.7	15.5	22.2	19.5	21.2	42.2	25.0
Expirations	2	1	4	2	1	4	3	6	23	6	29

PENDING SALES

New Escrows Opened	11	11	55	28	23	60	12	68	268	72	340
Total YTD Escrows Opened	33	18	147	66	51	147	27	149	638	168	806
New Open Escrows Average Days on Market	34	124	31	21	23	30	14	29	32	54	37
New Open Escrows Average List Price	557.6	588.7	554.8	497.1	588.2	573.4	779.6	639.2	588.8	416.9	552.4

CLOSED SALES:

New Escrows Closed	12	4	45	19	15	58	9	41	203	45	248
Total YTD Escrows Closed	23	7	95	57	35	116	24	108	465	125	590
Volume of New Sales Dollars in Millions	5.605	2.035	24.887	8.208	8.232	30.375	6.494	28.030	113.865	15.395	129.260
Volume of total YTD Sales in Millions	10.123	3.295	52.064	26.340	18.995	61.696	18.867	68.401	259.782	44.281	304.063
Average Sale price in Thousands	467.0	508.8	553.0	432.0	548.8	523.7	721.5	683.7	560.9	342.1	521.2
Median Sale Price in Thousands	465.0	375.0	485.0	442.0	482.0	500.0	695.0	635.0	520.0	275.0	490.0
Coop Sales	12	2	39	15	13	54	8	35	178	40	218
Percent of Coop Sales	100.0	50.0	86.7	78.9	86.7	93.1	88.9	85.4	87.7	88.9	87.9
Average Days on Market	122	222	134	68	142	87	109	87	105	86	102
Sales at List Price	4	1	23	14	6	30	4	15	97	27	124
Percent of Sales at List Price	33.3	25.0	51.1	73.7	40.0	51.7	44.4	36.6	47.8	60.0	50.0
Sales to Listing Inventory Ratio	27.3	14.3	63.4	47.5	57.7	93.5	64.3	45.6	54.1	38.1	50.3
Final Sale to New Listing Ratio	85.7	36.4	78.9	50.0	53.6	87.9	56.3	49.4	64.9	57.7	63.4

CLOSED SALES TYPE

Foreclosure / REO	1	0	0	1	0	0	0	0	2	1	3
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	1	1	0	1	4	1	0	8	0	8
Standard	10	3	44	18	14	53	8	41	191	44	235
Other	1	0	0	0	0	1	0	0	2	0	2

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH 2016

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	27	3	20	12	4	57	123	13	136
Total Active Listings	0	0	29	3	24	13	5	65	139	15	154
Average Days on Market	0	0	54	23	49	39	65	45	47	60	48
Average List Price in Thousands	0.0	0.0	280.0	355.7	285.6	369.2	389.6	392.3	347.4	383.0	350.9
Median List Price in Thousands	0.0	0.0	250.0	399.0	285.0	340.0	404.9	369.0	329.9	365.0	334.0
BOMS	0	0	7	0	5	2	3	5	22	1	23
Average BOM Price in Thousands	0.0	0.0	285.3	0.0	315.0	407.5	407.9	332.7	330.7	81.0	319.8
BOM to Sale Ratio	0.0	0.0	35.0	0.0	27.8	22.2	50.0	16.7	26.5	9.1	24.5
Expirations	0	0	0	0	0	0	0	5	5	1	6

PENDING SALES

New Escrows Opened	0	0	28	2	20	20	8	44	122	21	143
Total YTD Escrows Opened	0	0	64	3	47	45	19	108	286	44	330
New Open Escrows Average Days on Market	0	0	48	47	21	36	31	25	32	29	32
New Open Escrows Average List Price	0.0	0.0	293.3	388.5	288.4	350.8	372.6	396.6	345.9	406.9	354.9

CLOSED SALES:

New Escrows Closed	0	0	20	0	18	9	6	30	83	11	94
Total YTD Escrows Closed	0	0	42	0	34	30	9	90	205	30	235
Volume of New Sales Dollars in Millions	0.000	0.000	5.909	0.000	5.153	3.026	2.510	11.791	28.390	3.045	31.435
Volume of Total YTD Sales in Millions	0.000	0.000	11.545	0.000	9.319	9.468	3.559	33.616	67.507	11.101	78.609
Average Sale price in Thousands	0.0	0.0	295.5	0.0	286.3	336.3	418.4	393.0	342.1	276.8	334.4
Median Sale Price in Thousands	0.0	0.0	285.0	0.0	260.0	350.0	355.9	373.0	330.0	265.0	325.0
Coop Sales	0	0	18	0	14	6	5	28	71	10	81
Percent of Coop Sales	0.0	0.0	90.0	0.0	77.8	66.7	83.3	93.3	85.5	90.9	86.2
Average Days on Market	0	0	79	0	107	67	101	99	93	99	93
Sales at List Price	0	0	11	0	11	4	4	15	45	3	48
Percent of Sales at List Price	0.0	0.0	55.0	0.0	61.1	44.4	66.7	50.0	54.2	27.3	51.1
Sales to Listing Inventory Ratio	0.0	0.0	69.0	0.0	75.0	69.2	120.0	46.2	59.7	73.3	61.0
Final Sale to New Listing Ratio	0.0	0.0	74.1	0.0	90.0	75.0	150.0	52.6	67.5	84.6	69.1

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	1	1	0	0	2	1	3
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	1	0	0	1	2	1	3
Standard	0	0	20	0	16	8	6	29	79	9	88
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED

527

MARCH 2016 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

483

RESIDENTIAL PROP. ESCROW CLOSED

342

ACTIVE INVENTORY:

NEW LISTINGS

14

11

84

41

48

78

20

140

436

91

527

TOTAL ACTIVE LISTINGS

44

28

100

43

50

75

19

155

514

133

647

AVERAGE DAYS ON MARKET

88

113

84

94

50

54

66

48

67

72

68

AVERAGE LIST PRICE IN THOUSANDS

622.4

796.5

591.3

700.5

603.7

704.2

650.1

655.0

653.3

435.6

608.6

MEDIAN LIST PRICE IN THOUSANDS

585.0

775.0

472.0

500.0

475.0

585.0

549.0

585.0

500.0

339.9

500.0

BOMS

5

1

13

5

12

11

5

13

65

20

85

AVERAGE BOM PRICE IN THOUSANDS

450.5

600.0

324.6

606.8

504.4

538.8

481.7

513.2

479.5

418.6

465.2

BOM TO SALE RATIO

41.7

25.0

20.0

26.3

36.4

16.4

33.3

18.3

22.7

35.7

24.9

EXPIRATIONS

2

1

4

2

1

4

3

11

28

7

35

PENDING SALES:

NEW ESCROWS OPENED

11

11

83

30

43

80

20

112

390

93

483

TOTAL YTD ESCROWS OPENED

33

18

211

69

92

192

46

257

924

212

1,136

NEW OPEN ESCROWS AVERAGE DAYS ON MARKET

34

124

37

23

22

32

21

28

32

49

35

NEW OPEN ESCROWS AVERAGE LIST PRICE

557.6

588.7

466.6

489.9

448.8

517.8

616.8

543.9

512.8

414.7

493.9

CLOSED SALES:

NEW ESCROWS CLOSED

12

4

65

19

33

67

15

71

286

56

342

TOTAL YTD ESCROWS CLOSED

23

7

137

57

69

146

33

198

670

155

825

VOLUME OF NEW SALE DOLLARS IN MILLIONS

5.605

2.035

30.796

8.208

13.385

33.401

9.004

39.821

142.255

18.440

160.695

VOLUME OF TOTAL YTD SALES IN MILLIONS

10.123

3.295

63.609

26.340

28.314

71.164

22.427

102.017

327.289

55.382

382.672

AVERAGE SALE PRICE IN THOUSANDS

467.0

508.8

473.8

432.0

405.6

498.5

600.3

560.9

497.4

329.3

469.9

MEDIAN SALE PRICE IN THOUSANDS

465.0

375.0

425.0

442.0

358.0

476.5

635.0

500.0

466.0

272.0

445.0

COOP SALES

12

2

57

15

27

60

13

63

249

50

299

PERCENT OF COOP SALES

100.0

50.0

87.7

78.9

81.8

89.6

86.7

88.7

87.1

89.3

87.4

AVERAGE DAYS ON MARKET

122

222

117

123

133

84

106

92

102

89

100

SALES AT LIST PRICE

4

1

34

14

17

34

8

30

142

30

172

PERCENT OF SALES AT LIST PRICE

33.3

25.0

52.3

73.7

51.5

50.7

53.3

42.3

49.7

53.6

50.3

SALES TO LISTING INVENTORY RATIO

27.3

14.3

65.0

44.2

66.0

89.3

78.9

45.8

55.6

42.1

52.9

FINAL SALE TO NEW LISTING RATIO

85.7

36.4

77.4

46.3

68.8

85.9

75.0

50.7

65.6

61.5

64.9

CLOSED SALES TYPE

FORECLOSURE/REO

1

0

0

1

1

1

0

0

4

2

6

SELLER CONCESSIONS

0

0

0

0

0

0

0

0

0

0

0

SHORT SALE

0

1

1

0

2

4

1

0

10

1

11

STANDARD

10

3

64

18

30

61

14

70

270

53

323

OTHER

1

0

0

0

0

1

0

0

2

0

2

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

AVG. SELL TIME

64

64

3

3

5

5

4

4

18480

13.6

LESS THAN 100,000

100,000 TO 109,999

110,000 TO 119,999

120,000 TO 139,999

140,000 TO 159,999

160,000 TO 179,999

180,000 TO 199,999

200,000 TO 249,999

250,000 TO 299,999

300,000 TO 349,999

350,000 TO 399,999

400,000 TO 449,999

450,000 TO 499,999

500,000 TO 549,999

550,000 TO 599,999

600,000 TO 699,999

700,000 TO 799,999

800,000 TO 899,999

900,000 TO 999,999

1,000,000 TO 1,999,999

MORE THAN 2,000,000

TOTALS

PRICE CHANGE

0

0

0

0

0

0

0

0

0

0

0

0

0

0

0

0

0

0

0

0

0

PRICE REDUCTION

0

0

0

0

0

0

0

0

0

0

0

0

0

0

0

0

0

0

0

0

0

TOTAL # SOLD

5

1

1

3

2

6

17

26

27

28

42

42

23

26

31

17

7

6

8

11

323

REDUCED \$

0

0

0

2

1

3

8

13

14

17

25

25

12

19

19

11

5

5

7

0

186

\$ AVERAGE PRICE REDUCTION %

0.0

0.0

N/A

0.0

0.7

0.9

0.9

1.6

1.4

2.1

1.4

1.4

1.1

2.5

0.8

2.9

2.3

6.9

13.6

N/A

2.6

2016 RMLS TOTAL - \$ VOLUME

\$382,672,000

SALES

795

LISTINGS

1,369

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

SANTA CLARITA VALLEY
COMPARABLE SALES ANALYSIS 2010-2016
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)
TOTAL MONTH BY MONTH

	2011				2012				2013				2014				2015				2016			
	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	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	391	209	95.6	53.5
FEB	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	451	244	114.3	54.1
MAR	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	527	342	160.6	64.9
APR	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	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	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	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	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	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	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	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	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	6,128	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																								
		\$315,090				\$317,090				\$388,850				\$421,369				\$462,399						

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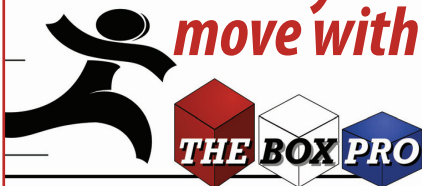

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AREA MEETING ANNOUNCEMENTS

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

Meet & Greet 8:00 A.M. - 8:15 A.M.

Time: 8:15 A.M. - 9:30 A.M.

Affiliate Networking, MLS Pitches, Caravan,
Guest Speakers

Caravan 11:00 A.M. - 1:30 P.M.

COMM. INVEST. 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®
Email: Budmauro1@aol.com 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: