

May/June 2016

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

A male golfer wearing a white cap, a dark polo shirt with thin horizontal stripes, and khaki pants is captured in the middle of a golf swing on a green. The background shows a clear blue sky and a dry, hilly landscape.

**SIGN UP NOW
FOR SRAR CHARITY
GOLF CLASSIC ... PG. 4**

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To Fix Sidewalks ... Pg. 3**

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Volume 96 • Issue 5

IN MEMORIAM

Helen Trembicki died peacefully at home in Evergreen, Colorado on April 24, 2016.

Helen began her real estate career in 1965 in Northridge. She was one of the most respected and successful real estate agents in the Valley. Helen was a professional in every way and an inspiration to many. She remained active in the industry until her retirement in 2010.

A memorial service for Helen will be held on Friday, June 3, 2016, at 1:30pm.

St. Mary's Church at
Oakwood Memorial Park
22601 Lassen Street
Chatsworth, California

In lieu of flowers, the family requests donations be made to
Mt. Evans Hospice
www.mountevans.org
3081 Bergen Peak Drive
Evergreen, CO 80439

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Santa Clarita

Tight Supply Limits Home Sales

Realtors helped close escrow on 203 single-family home sales and 83 condominiums in the Santa Clarita Valley during March, the Southland Regional Association of Realtors reported Thursday.

The home tally was down 2.9 percent from a year ago while condos saw a 20.3 percent increase in sales, in large measure pushed by heavy demand from first-time buyers eager to escape rising rents and gain a foothold in the local real estate market.

"Heavy demand combined with tight supply are pushing prices too high too fast," said M. Dean Vincent, president of the Santa Clarita Division of the Southland Regional Association of Realtors. "If we had more supply, price increases would be more gradual, yet a surge in listings won't happen anytime soon, especially as people stay in one home longer."

There were 514 active listings in Santa Clarita at the end of March, down 4.1 percent from a year ago. The total represents a mere 1.8-month supply

at the current pace of sales, which likely will increase during the typically busy summer months.

The \$520,000 median price of singlefamily homes sold in March was identical to a year ago and also reported in Novembers. That's slightly below the \$530,000 median reported so far in this recovery.

The condominiums that changed owners had a median price of \$330,000, up 8.2 percent from a year ago, but off 1.5 percent from February, which was the highest since September 2007.

The condominium March median price was 16.9 percent below the record high of \$397,000 set in January 2006.



M. Dean Vincent, President,
Santa Clarita Valley Division

CONSUMER PRICE INDEXES

APRIL 2016

PERCENT CHANGE

	ONE MONTH ENDING APRIL 2016	YEAR ENDING APRIL 2016
Los Angeles - Riverside - Orange County	.02	2.0



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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SRAR ENGAGED IN A LONG QUEST TO FIX SIDEWALKS

BY MEL WILSON, LEGISLATIVE ADVOCATE

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

FOR FOUR DECADES THE CITY OF LOS ANGELES HAS BEEN GRAPPLING WITH HOW TO MAKE SIDEWALKS SAFE. THE PROBLEM NOW IS HUGE, WITH MORE THAN 4,500 MILES OF SIDEWALKS BROKEN AND UNSAFE TO TRAVERSE.

The City Council recently approved a “Fix and Release” plan to repair broken sidewalks over 20 years, then release them to owners for ongoing maintenance. “Sidewalks are the threads in the fabric that make up the tapestry of our communities,” said Gina Uzunyan, president of the 9,500-member Southland Regional Association of Realtors.

“With nearly half of the city’s 11,000 miles of sidewalks broken,” she said, “our tapestry is frayed and threadbare, which impacts the quality, safety and beauty of every neighborhood.”

Fix and Release gives cause for optimism, but multiple early proposals by the city ran into stiff opposition, simply because they were not comprehensive.

For example, faced with a burgeoning problem and a tight budget, city policy makers

attempted to shift the entire burden of repairing broken and unsafe sidewalks onto the backs of property owner, even if trees planted by the city caused the damage.

At times, SRAR was the lone real estate trade association to push back on a proposed

piecemeal policy that would have mandated that property owners pay for the repair or replacement of broken sidewalks in order to close a home sale.

Realtors believe that unsafe sidewalks impact everyone who lives, works and plays in the community. With that in mind, the Southland Regional Association several years ago created what we called a comprehensive “public frontage space strategy” — the intention was to make sidewalks, curbs, lampposts and parkways

an asset for property owners and the city. We believe that the policy recently adopted by the City Council will help Angelinos achieve this goal.

Alternative actions recommended by the Association over the years included:

‘Sidewalks are the threads in the fabric that make up the tapestry of our communities’

- **No Point-of-Sale Mandate** – The City should not impose any point-of-sale mechanism for improvement of public frontage space. It was an incomplete approach to a systemic problem.

- **Seek Community Engagement** – A citywide education outreach program should be implemented. The Mayor’s Office, City Council, City Attorney, Chief Legislative Offices, lead by the Bureau of Street Services in collaboration with Realtors and community/vneighborhood groups, should all be vengaged in the program.

- **Alternative Methodology** – One size

- **Trees** – To the extent possible, the trees that caused sidewalk breakage should be preserved. Tree removal and replacement should be compatible with neighborhood character/themes, durability and costs. Trees that are less likely to cause future problems should be planted to replace those that must be cut down.

- **Shared Responsibility** – Funding, installation and maintenance of the public frontage space should be studied to determine the best method for improving our public frontage space.

- **Financial hardships** — The city should develop a plan that is sensitive to the financial condition of the property owners, especially the indigent, those with limited mobility, and the elderly.

SRAR promoted its public frontage space recommendations to policy makers and stakeholders citywide. Realtors live, work and volunteer in the community and recognized the difficulty of and the opportunity to find a comprehensive, fair way to meet ongoing challenges.

Throughout the process, SRAR remained deeply engaged in finding a solution and working with city policy makers.

We built a coalition of partners — Realtors, property owners, neighborhood groups and business groups — whose mission was to gain consensus and educate the public and assist city leaders.

Members of the Southland Regional Association of Realtors will remain engaged in

the process until every sidewalk is safe to traverse, no matte how long that takes. Realtors will help to identify all public frontage spaces that need attention. We are very pleased that the city has finally arrived at similar conclusions, even if it took the prodding of a class-action lawsuit brought by the disabled community.

In the end, we all have similar goals and objectives — residents want and deserve safe sidewalks and beautiful neighborhoods



does not fit all when it comes to sidewalk repair. The City should be open to the use of various types of building material for curbs and sidewalk surfaces. Select parkway vegetation and trees that are compatible with local neighborhoods, so long as the plants and materials comply with the Americans with Disabilities Act.

- **Neighborhood Character** — Creative community themes should be encouraged when repairing sidewalks, curbs, parkways, trees and lamp posts.

REALTORS FAVOR \$1.3 BILLION HOUSING PLAN

BY GINA UZUNYAN, PRESIDENT, AND DAVID R. WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®
**CALIFORNIA REALTORS VOTED ON
APRIL 29, TO SUPPORT A \$1.3 BILLION
PROPOSAL BY CALIFORNIA ASSEMBLY
MEMBERS TO CREATE AFFORDABLE
HOUSING PROGRAMS.**

“With a historically low homeownership rate of 54 percent and record high rental costs, the dream of owning a home in California is evaporating,” said Pat “Ziggy” Zicarelli, president of the 185,000-member California Association of Realtors, a San Fernando Valley real estate professional, and a past president of SRAR.

“Our teachers, nurses, firefighters, police officers, and other middle class workers should be able to afford to live in the communities they serve,” he said.

Realtors fully support the proposal by the Assembly Housing and Community Development Committee to invest a portion of the state’s budget surplus to address this

housing crisis, Zicarelli said.

C.A.R. formed a Workforce Affordable Housing Task Force in August 2015 to examine existing policies in California designed to expand the availability of “affordable housing” and to make recommendations to increase the availability of work force affordable housing in California.

This budget proposal includes:

- \$400 million for homeownership and rental housing opportunities — \$200 million for a new workforce housing grant program to provide funding for down payment assistance, homeownership assistance and rental housing for individuals making 120 percent of the area median income; \$200 million for the CalHome Program, which provides grants and loans for rehabilitation of existing homes.

- \$60 million for seismic retrofits of soft-story homes. Personal income tax credits for 30 percent of qualified cost incurred for a seismic retrofit.

- \$75 million for farm worker housing — \$50 million to finance the construction, rehabilitation, and acquisition of owneroccupied

and rental units for ag workers; \$25 million for the construction, rehabilitation, and acquisition of rental housing for farm workers and their families, who make up to 60 percent of the area median income.

- \$500 million for the rental housing for lower income working families — \$300 million in low-income housing tax credits to enable private developers to create more than 3,000 homes and leverage \$300 million in federal tax credits and \$600 million of federal tax exempt bonds, which would otherwise go unclaimed; \$200 million to fund the construction, rehabilitation, and acquisition of 5,700 multifamily rental homes, serving 62,500 families and individuals at 60 percent of the area median income or below.

- \$300 million for shelter programs — \$200 for multifamily supportive housing; \$60 million for the Medi-Cal Housing Program to provide rental assistance for people who are homeless and enrolled in Medi-Cal; and, \$40 million to assist persons at risk of becoming homeless with homeless prevention assistance and rapid rehousing.

Attention Golfers!

Sign Up Now for 2016 SRAR Charity Golf Classic

Registration is now open for the 2016 Southland Regional Association of Realtors’ Charity Golf Classic. This year’s tournament will be the best ever with a fantastic format — more contests, more prizes and lots more fun — appealing to accomplished and novice golfers alike.

This year’s tournament will be held Monday, June 27, at Porter Valley Country Club, 19216 Singing Hills Drive, Northridge. Registration will open at 8:30 a.m. with a shotgun start at 11 a.m.

Thanks to the generous support of our sponsors, the cost per player is only \$150. Registration includes: Green fee with cart, BBQ lunch, full dinner, on-course snacks and beverages, hole-in-one and accurate drive contests, tee gifts, and an array of

awards and prizes.

The annual golf classic is the Southland Regional Association of Realtors’ Charitable Foundation’s largest fundraiser of the year. Proceeds from the classic will be split between Genesis House, a project of the Hope of the Valley Rescue Mission, and Bridge to Home, Homeless Services. Genesis House provides housing and counseling for homeless mothers with children from the San Fernando and Santa Clarita valleys.

Registration fees or sponsorship dollars not only provide fun and a great day of golf, but also help the less fortunate and are tax deductible.

The tournament typically sells out within a few weeks so sign up now! Registration forms can be found by visiting the SRAR website www.srar.com or in Realtor Report. Please note: No reservations will be held without payment. For more information, contact Karen Marten at 818-947-2254 or e-mail karenm@srar.com.

Sponsorship opportunities are still available. Sponsorships, like registrations, are tax deductible. Payments should be made to the SRAR Charitable Foundation, a 501(c)3 corporation. Don’t be left out.



L.A. WEIGHS ONLINE LODGING RULES

THE LOS ANGELES CITY COUNCIL IS CONSIDERING REGULATING ONLINE HOME AND VACATION RENTAL WEBSITES, SUCH AS AIRBNB, THAT ENABLE HOMEOWNERS TO RENT OUT ROOMS OR AN ENTIRE HOUSE TO TRAVELERS.

The proposed law would allow owners to rent only their primary residence — the place where they live at least six months of the year. If approved, owners would be permitted to rent a home or a room for up to 90 days annually. The Council also would prohibit short-term rentals of units covered by rent stabilization or affordable-housing covenants.

Owners would be required to pay lodging taxes, just like hotels. An aspect of the proposal sure to be resisted by the online services and owners, would allow the City to impose fines if rentals violated the restrictions or if they failed to give the city information needed to enforce the ordinance. A hearing before the Dept. of City Planning on the proposed rules was set for Saturday, May 21, 10 a.m., with a June 6 deadline for submitting comments. After that date, comments should be sent to the City Planning Commission.



Department of City Planning • Citywide Section **NOTICE OF PUBLIC HEARING** Home Sharing Ordinance

Council Districts: All

CASE: CPC-2016-1243-CA
ENV-2016-1277-CE

This notice is to inform you of a public hearing for case number CPC-2016-1243-CA, a proposed zoning code amendment that has been initiated by the Department of City Planning. All interested persons are invited to attend the public hearing at City Planning Commission at which you may listen, speak, or submit written information relating to the proposed project.

PLACE: Deaton Auditorium
100 W. 1st Street, Los Angeles, CA 90012

TIME: Saturday, May 21 2016, 10:00am

**LAST DAY TO ADDRESS
COMMENTS TO STAFF:
JUNE 6, 2016**

After this date, comments are
be addressed to the City to
Planning Commission

STAFF: Matthew Glesne: matthew.glesne@lacity.org, 213-978-2666

PROPOSED PROJECT: An ordinance amending Sections 12.03, 12.22, 12.24, 19.01 and 21.7.2 of the Los Angeles Municipal Code; and amending Section 5.522 imposing regulations to permit sharing of one's primary residence with transient guests, establishing an application fee and administrative fines for Home-Sharing, and directing Transient Occupancy Taxes derived from Home-Sharing to the Affordable Housing Trust Fund.

PURPOSE: The purpose of the hearing is to obtain testimony from affected and/or interested persons regarding this project. The hearing will be conducted by the City Planning Commission, who will consider all the testimony presented at that time and any written communication received prior to or at the hearing from affected and/or interested persons regarding this proposed code amendment, as well as the merits of the draft ordinance as it relates to existing land use regulations.

\$93,000 INCOME NEEDED

34% CAN AFFORD HOME PURCHASE

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

BACK IN 2012, HALF OF THE HOUSEHOLDS IN THE GREATER LOS ANGELES METROPOLITAN REGION COULD AFFORD TO BUY A MEDIAN-PRICED HOME.

Today, due to rapidly rising resale prices, only one out of three local households can afford to buy a single-family home.

Affordability in portions of California, particularly the Bay Area, is even lower, but Greater L.A., is about on par with the statewide affordability rate, which stood at 48 percent in 2012, but fell to 34 percent in the first quarter of this year, according to the California Association of Realtors.

The statewide numbers are slightly better when it comes to purchase of a condominium or townhome — 59 percent could afford to buy in 2012; but down to 41 percent today.

To fully comprehend the high cost of housing in California, compare those percentages to the rest of the nation.

Sixty percent of U.S. households can afford to buy, down from 69 percent in 2012.

Absent construction of tens of thousands of new homes, there's little on the horizon to suggest an increase in the current tight inventory of homes and condos for sale, which remains the primary force that will give more renters the option of buying a home of their own.

True, recent wage growth and a leveling off of home price increases yielded slight improvements in California affordability compared to fourth quarter 2015.

But the affordability index was unchanged from a year ago, suggesting the best we can hope for is to slow or stall the impact of rising resale prices. That means rental rates and resale prices will continue to rise.

Let's put this into context: 34 percent of California households can afford to purchase the \$426,280 median-priced home if they earn the minimum annual income of \$92,571. That's what they need to make a monthly payment of \$2,314, including

condo or townhome, but they must earn the \$77,575 income needed to pay \$1,939 per month.

Here in the San Fernando Valley the median price of homes sold during April was \$610,000; the condo median was \$359,000.

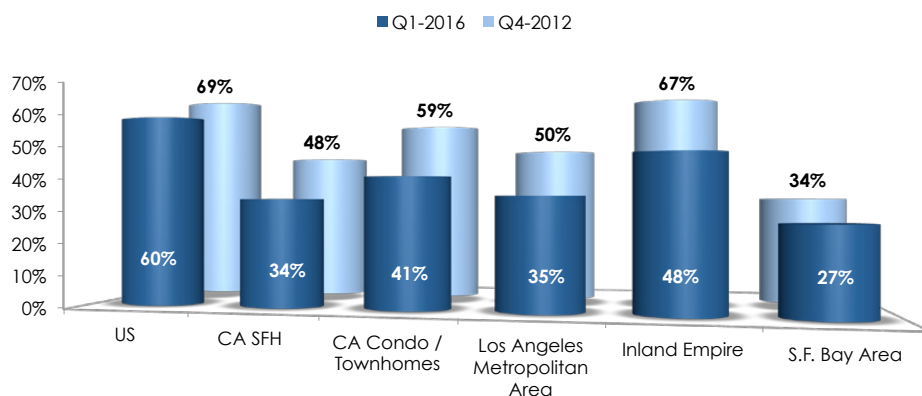
Those are difficult numbers for many households to meet, which pushes ownership farther onto the horizon.

Yes, housing affordability in Southern California improved from the previous quarter in every county, with Los Angeles, Ventura, and San Diego counties leading the way.

The consolation prize is that we're better

Affordability Peak vs. Current

HAI Peak vs. Current



principal, interest, and taxes on a 30-year, fixed-rate mortgage with an interest rate of 4.01 percent.

Forty-one percent of buyers could purchase the \$389,910 median-priced

off than our friends to the north where only 13 percent of households in San Francisco could afford to buy a home, or 16 percent in San Mateo, or 18 percent in Santa Cruz.

That's true, yet it's slim consolation.

Taking the First Step to Homeownership

More than two dozen prospective homebuyers turned out recently for the first of two homebuying seminars offered each year by the Southland Regional Association of Realtors.



Experts helped attendees improve the likelihood of success with tips on doing their homework, preparing finances, and learning how to choose the best representation available before jumping into today's fast-paced, high-intensity real estate market.

This page will promote the second seminar set for later this year as details become available.

REALTOR ROUND UP EXPO



Thursday June 9th 2016

9am-2:30pm

FREE to all attendees
FREE lunch for the first 400 attendees

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Have fun! Play games!
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15600 Odyssey Drive
Granada Hills, CA 91344

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



*Bring a canned good, Get extra raffle tickets!



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

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September 28, 2016

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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.



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Number of tickets: _____ **@ \$25** **Total Amount: \$** _____

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

Covenant, Casey J.
Covenant Jansen
12400 Ventura Blvd. #569
Studio City, CA. 91604

Cox, Alicia
Homeward Realty Corp.
24307 Magic Mountain Pkwy.
#70
Valencia, CA. 91355

Curcio, Michael
First Choice Properties
27034 Maple Tree Ct.
Valencia, CA. 91381

Frane, Jason M.
Jason Frane Realty
9452 Telephone Rd. #436
Ventura, CA. 93004

Guerin, Pamela Ann
All Lending Inc. DBA Above
All Lending
27936 Lost Cyn. #201
Santa Clarita, CA. 91387

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

Huck, Caslyn
Never Settle Realty &
Investment
5807 Topanga Canyon Blvd.
H 309
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Kazanchian, Grigor
Kazz Co. Realty
6331 Carpenter Ave.
North Hollywood, CA. 91606

Kizyuk, Kirill
Prime Capital Group, Inc.
1010 W. Magnolia Blvd. 202
Burbank, CA. 91506

Lopez, Victor Manuel
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Mortgage Lending
10922 Encino Ave.
Granada Hills, CA. 91344

Lynch, Carole Ann
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23811 Aliso Creek Road #181
Laguna Niguel, CA. 92677

Marcello Sr., Isaac
Isaac's Realty Group
20130 Clark St.
Woodland Hills, CA. 91367

Raz, Yanni
The Company
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Los Angeles, CA. 90068

Sellfors, Erik
Re/Max Coast And Valley
5775 E. Los Angeles Ave.,
#222
Simi Valley, CA. 93063

Singha, Pebble Kumar
Pebble Singha
22020 Ventura Blvd.
Woodland Hills, CA. 91364

St. Johns, Collin
Collin St. Johns
21436 Arcos Dr.
Woodland Hills, CA. 91364

Tasch, Mark Randall
Revive Real Estate Group Inc.
5450 Lake Lindero Dr.
Agoura Hills, CA. 91301

Tulua, Ilaise M.
Ilaise Tulua
13351-D Riverside Dr. #487
Sherman Oaks, CA. 91423

SECOND 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, Dennette 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

REALTOR® APPLICANTS

Abonilla, Rafael Jose M. / Century 21 Peak / Granada Hills
Aze, David Michael / Realty One Group Solutions / Santa Clarita
Aguiar, Gerardo / Rodeo Realty / Northridge
Ali-E, Khalid / Keller Williams Encino-Sherman Oaks / Encino
Antonino, Oscar / Park Regency Realty / Granada Hills
Armat, Jeffrey Thomas / Dilbeck Real Estate / Valencia
Barrios, Judith A. / Bailey Homes & Investments / Santa Clarita
Bayat, Lily / Rodeo Realty / Calabasas
Beavers, Monica Allison / Dwell California Real Estate & Investments, Inc. / Torrance
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Beiring, Lauren Ashley / Keller Williams Realty Calabasas / Calabasas
Bial, Michele / Real Estate Broker, Inc. / Oceanside
Brown, Lamar Shawnee / Ramsey-Shilling Assoc. / Hollywood Hills
Butler, Debra Ann / Realty World Legends / Valencia
Cabriles, Jesse Trinidad / Troop Real Estate, Inc. / Valencia
Camacho, Anne M. / Pinnacle Estate Properties / Northridge
Carrillo, Luis Gerardo / Bona Real Estate The American Dream / Reseda
Castaneda, Armando Bernad / Vision Realty & Associates, Inc. / Granada Hills
Castro-Bron, Kim Eric / Trust Sale Realty / Beverly Hills
Charvett, Leon Thai / Keller Williams Realty Calabasas / Calabasas
Chavarria, Erick / Keller Williams World Media Center / Burbank
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Cruz, Guillermo / Park Regency Realty / Granada Hills
de la Parra, Gustavo Luis / Vision Realty / Simi Valley
Dillie, Mark Alan / Lighthouse Props R.E. Servs Inc. / Marina Del Rey
Duddy, Michelle Castello / Century 21 Peak / Granada Hills
Ferguson, Troy Lynn / Pacific Oak Realty / Valencia
Filipyan, Ropiane / Alliance Realty / San Jose
Ford, Terry Lynn / Lighthouse Props R.E. Servs Inc. / Marina Del Rey
Frank, Igor Lev / Rodeo Realty / Studio City
Frazier, Devin / The Gina Michelle Project / Sherman Oaks
Gallegos, Terry / White House Properties / Woodland Hills

Geer, Fern Rita / Lighthouse Properties RE Services Inc. / Marina Del Rey
Gait, David Neal / Coldwell Banker Residential Brokerage / Studio City
Gomez, Morgan Grimes / A-Team Realty Inc. / Woodland Hills
Gonzalez, Jason Edmund / Global Premier Properties, Inc. / Mission Hills
Gossey, Carly Nicole / Keller Williams Westlake Village / Westlake Village
Greene, Travis / Metro Pacific Real Estate / Valencia
Guajardo, Daniel Joseph / HomeSmart NCG Inc. / Valencia
Guarnigato, Isaac Iris / Home Savings Realty / Porter Ranch
Hamblin, Kevin Richard / Dilbeck Real Estate / Calabasas
Harper, Michael A. / Vastree Real Estate / Moorpark
Isaza De Longoria, Martha C. / Capital Home Sales / Canyon Country
Isenberg, Larry / The Noho Agency / North Hollywood
Jang, Michael / Pinnacle Estate Properties, Inc. / Valencia
Joya, Sandra Lourdes / Century 21 Albert Fouad Realty / Encino
Kaplan, David Neal / Homequest Real Estate Corp. / Chino Hills
Kapor, Swapna / Coldwell Banker Greater Valleys / Granada Hills
Karghossian, Shour / Coldwell Banker Calabasas / Calabasas
Kerber, Martin Charles / Dwell California Real Estate & Investments, Inc. / Torrance
Kern, Daniel / The Company / Los Angeles
Khachatryan, Lusine / Keller Williams Realty / Northridge
Khachatryan, Christine Tania / Coldwell Banker Calabasas / Calabasas
Kirkosian, Sam / Keller Williams Encino-Sherman Oaks / Encino
Kpohom, Salomee / Lighthouse Props R.E. Servs Inc. / Marina Del Rey
Kosny, Abigail McDaniel / Berkshire Hathaway HomeServices California Properties / Calabasas
Kugel, Neer Alfred / Rodeo Realty / Studio City
Langston, Joque St. Clair / Rodeo Realty / Sherman Oaks
Lara, David Thomas / Real Estate Broker, Inc. / Oceanside
Leon, Victor / Keller Williams North Valley / Porter Ranch
Lester, Love James / Realty One Group Solutions / Santa Clarita
Liguero, Rikilda Diaz / Ocean Gold Properties Inc. / Valencia
Mallach, Brian / Coldwell Banker Calabasas / Calabasas
Mann, Massoume / Pinnacle Estate Properties, Inc. / Calabasas
Marley, James Marshall / Ramsey-Shilling Assoc. / Tolosa Lake
Markarian, Jon D. / Real Estate Broker, Inc. / Oceanside
Martinez, Reanna / Lighthouse Props R.E. Servs Inc. / Marina Del Rey
Mazima, Ansel / Century 21 Peak / Woodland Hills
McCarthy, Ryan / Jason Frane Realty / Ventura
Nere, Bryan William / Park Regency Realty / Granada Hills
Neshkian, Arash / California Dream Houses / Woodland Hills

Minnit, Leslie / Pinnacle Estate Properties, Inc. / Encino
Mir-Akbar, Farhad / Altos Realty / Calabasas
Mishel Jr., Michael Donald / Coldwell Banker Calabasas / Calabasas
Montgomery, Peacha / Realty Executives / Newhall
Moberg, Richard Watersell / Keller-Davis Inc. / Santa Clarita
Moshe, Gad Gil / Pinnacle Estate Properties, Inc. / Calabasas
Nashid, Maged / RE/MAX of Valencia / Valencia
Nara, Rozanna / Interio Real Estate Services / Northridge
Nguyen-Bautista, Trang T. / Century 21 Casgrove / Woodland Hills
Nashant, Robin Lee / Re/Max Grand / Torrance
Nowak, Stephanie Kathleen / Keller Williams Realty Calabasas / Calabasas
Nunez, Sandra / Keller Williams Encino-Sherman Oaks / Encino
O'Daniel, Damon Mark / Dilbeck Real Estate / Valencia
Olmes, Brandon / Ewing Sotheby's I.R. / Calabasas
Ornelas, Fernando / RV Realty Enterprise / Granada Hills
Ostrow, Jennifer / Berkshire Hathaway HomeServices California Properties / Calabasas
Patel, Alay / Keller Williams Realty Calabasas / Calabasas
Pelayo, Cari Lynn / Pinnacle Estate Properties / Northridge
Pineda, Jose Javier / Segovia Real Estate Group / Van Nuys
Porter, Michele R. / Keller Williams Encino-Sherman Oaks / Encino
Portillo, Lilian Mercedes / SBR Properties / Arleta
Quintero, Leticia / Keller Williams Realty / Simi Valley
Ramirez, Ana Isabel / San Fernando Realty Inc. / San Fernando
Ramos, Jenny Lynn Mauricio / Keller Williams VIP Properties / Valencia
Ramsey, Peggy Elizabeth-Gordon / Troop Real Estate, Inc. / Valencia
Reynoso, William Erwin / Interio Real Estate Services / Northridge
Rezaei, Rahesh / Keller Williams Realty Calabasas / Calabasas
Robinson, Olivia Danielle / Keller Williams Realty Calabasas / Calabasas
Rodriguez, Eduardo / Keller Williams North Valley / Porter Ranch
Rosner, Jonah / Engel & Volkers Sherman Oaks / West Hills
Ruiz, Scott Lee / Keller Williams Encino-Sherman Oaks / Encino
Salas Jr., Moises / Global Premier Properties Inc. / Mission Hills
Salgado, Viviana / Coldwell Banker Greater Valleys / Granada Hills
Sanchez Jr., Walter Orlando / Coldwell Banker / Sherman Oaks
Sander, Ana / Keller Williams Encino-Sherman Oaks / Encino
Shooley, Jessica Lynn / Keller Williams VIP Properties / Valencia
Schulze, Kimberly A. / Century 21 Peak / Woodland Hills
Scott, Christine Hacker / Realty Executives / Valencia
Sedivy, Lisa Irene / Lighthouse Props R.E. Servs Inc. / Marina Del Rey

Shahbaz, Ronald / Century 21 Valley Properties, Inc. / West Hills
Singh, Gagandeep / Rodeo Realty / Woodland Hills
Slaughter, Helen / Mel Wilson & Associates / Northridge
Smaroudi, Denise Lay / The Agency / Beverly Hills
Sohi, Gurneet / Interio Real Estate Services / Northridge
Solari, Lodon / Berkshire Hathaway HomeServices California Properties / Encino
Sorenson, Karen E. / Berkshire Hathaway HomeServices California Properties / Valencia
Snakes III, Clinton Lee / Dwell California Real Estate & Investments, Inc. / Torrance
Tashighi, Arash / Rite Choice Realty / Van Nuys
Tavakoli, Ali / Pinnacle Estate Properties, Inc. / Encino
Tkhachishvili, Tony A. / Mini Real Estate / Valley Village
Templeton, Landon / Berkshire Hathaway HomeServices California Properties / Valencia
Thomas, Sarah Marie / Pinnacle Estate Properties, Inc. / Encino
Tipayooat, Diana Alonzo / Pinnacle Estate Properties / Northridge
Towlair, Darius Williams / Exit Platinum Realty / Woodland Hills
Thornom, Angelique Stenell / Realty / Stevens Ranch
Toba, Audrey Denise / Pinnacle Estate Properties, Inc. / Mission Hills
Twinn, Ness / Ridge Realty / Woodland Hills
Valhanyan, Gayane / Thus Realty, Inc. / Glendale
Valdivinoso, Maricela / Century 21 Peak / Granada Hills
Varian-Green, Lara Jennifer / JohnHart Corp. / Glendale
Vergara, Irma Flores / Interio Real Estate Services / Northridge
Willard, Lizzo / Stanford Raltes Realty / Los Angeles
Volk, Kevin Dylan / Coldwell Banker / Sherman Oaks
Vu, Duong Thai / Real Estate Broker, Inc. / Oceanside
Wahlberg, Kim / Century 21 Hilltop / Simi Valley
Wells III, Alfred Louis / Dilbeck Real Estate / Valencia
Wong, Mona / Park Regency Realty / Granada Hills
Wu, Kenneth / Lighthouse Props R.E. Servs Inc. / Marina Del Rey
Wu, Lina Liu / The Olson Agency / Northridge
Yu, Allen / Realty Executives / San Fernando
Yu, Chongyuan / Coldwell Banker Quality Properties / Northridge
Zafarin, Sarkis / Rodeo Realty / Northridge
Zeller, Gwen Helene / Lighthouse Props R.E. Servs Inc. / Marina Del Rey

RESIDENTIAL PROPERTIES LISTED

1,656

APRIL 2016 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,314

RESIDENTIAL PROP. ESCROW CLOSED

1,111

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	128	222	161	230	1,004	652	1,656
TOTAL ACTIVE LISTINGS	204	309	243	305	1,434	1,112	2,546
AVERAGE DAYS ON MARKET	89	70	68	58	69	98	82
AVERAGE LIST PRICE IN THOUSANDS	442.6	1,044.3	1,124.6	764.0	1,028.3	689.8	880.4
MEDIAN LIST PRICE IN THOUSANDS	419.9	779.9	680.0	650.0	659.9	381.0	550.0
BOMS	24	28	32	28	152	105	257
AVERAGE BOM PRICE IN THOUSANDS	413.3	692.6	686.5	591.6	644.0	596.3	624.5
BOM TO SALE RATIO	21.4	17.2	20.3	22.4	23.1	23.1	23.1
EXPIRATIONS	14	22	17	15	88	70	158

PENDING SALES:

NEW ESCROWS OPENED	120	170	137	176	800	514	1,314
TOTAL YTD ESCROWS OPENED	457	577	472	585	2,752	1,750	4,502
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	41	29	41	30	36	39	37
NEW OPEN ESCROWS AVERAGE LIST PRICE	401.4	792.6	812.4	592.3	718.9	448.9	613.3

CLOSED SALES:

NEW ESCROWS CLOSED	112	163	103	138	679	432	1,111
TOTAL YTD ESCROWS CLOSED	368	479	405	469	2,267	1,414	3,681
VOLUME OF NEW SALE DOLLARS IN MILLIONS	44.114	135.309	80.776	81.123	468.130	190.775	658.905
VOLUME OF TOTAL YTD SALES IN MILLIONS	144.032	399.527	298.453	270.399	1,543.893	653.375	2,197.268
AVERAGE SALE PRICE IN THOUSANDS	393.9	830.1	784.2	587.9	689.4	441.6	593.1
MEDIAN SALE PRICE IN THOUSANDS	405.0	660.0	515.0	565.0	542.5	342.3	480.0
COOP SALES	82	135	84	113	547	348	895
PERCENT OF COOP SALES	73.2	82.8	81.6	81.9	80.6	80.6	80.6
AVERAGE DAYS ON MARKET	44	29	28	34	34	53	41
SALES AT LIST PRICE	72	98	49	71	373	226	599
PERCENT OF SALES AT LIST PRICE	64.3	60.1	47.6	51.4	54.9	52.3	53.9
SALES TO LISTING INVENTORY RATIO	54.9	52.6	42.4	45.2	47.4	36.6	43.6
FINAL SALE TO NEW LISTING RATIO	87.5	73.4	64.0	60.0	67.6	66.3	67.1

CLOSED SALES TYPE

FORECLOSURE/REO	6	3	0	2	14	21	35
SELLER CONCESSIONS	0	0	0	0	1	3	4
SHORT SALE	6	0	1	8	20	17	37
STANDARD	100	160	101	127	642	387	1,029
OTHER	0	0	1	1	2	4	6

SELLING PRICE RANGE:

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %	
LESS THAN 100,000	108	40	4	4643	3.3
100,000 TO 109,999	100	3	3	22100	15.9
110,000 TO 119,999	3	1	1	10000	8.3
120,000 TO 139,999	135	29	10	6662	3.3
140,000 TO 159,999	51	32	9	7658	4.5
160,000 TO 179,999	58	39	9	13043	5.7
180,000 TO 199,999	22	47	10	1604	0.7
200,000 TO 249,999	43	136	40	3988	1.5
250,000 TO 299,999	41	169	87	3147	0.9
300,000 TO 349,999	36	159	67	2285	16.4
350,000 TO 399,999	46	165	38	5174	0.9
400,000 TO 449,999	25	129	30	1063	0.4
450,000 TO 499,999	44	177	107	4507	0.6
500,000 TO 549,999	36	137	90	4948	0.7
550,000 TO 599,999	36	129	62	8096	1.2
600,000 TO 699,999	34	212	43	1707	0.0
700,000 TO 799,999	39	172	86	14297	1.5
800,000 TO 899,999	41	136	55	9952	0.5
900,000 TO 999,999	30	95	17	10869	0.7
1,000,000 TO 1,999,999	49	330	92	30185	7.1
MORE THAN 2,000,000	44	205	17	88590	2.8
TOTALS	41	2546	1111	9304	0.7

LISTINGS

5,867

2016 RMLS TOTAL - \$ VOLUME

\$2,197,268,000

SALES

3,651

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	1,656	1,111	658.9	67.1
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 APRIL 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	88	152	121	193	213	767	536	1,303
Total Active Listings	153	208	173	250	305	1,089	912	2,001
Average Days on Market	93	68	69	55	66	68	95	80
Average List Price in Thousands	488.6	1,299.1	1,346.2	830.7	1,688.3	1,194.2	723.9	979.8
Median List Price in Thousands	450.0	1,089.0	849.0	740.0	899.0	769.0	379.9	630.0
BOMS	21	14	21	19	31	106	92	198
Average BOM Price in Thousands	420.5	849.2	890.8	690.0	840.9	741.5	622.9	686.4
BOM to Sale Ratio	25.6	11.1	32.8	17.6	23.1	20.6	27.1	23.2
Expirations	11	16	14	11	12	64	61	125
PENDING SALES								
New Escrows Opened	88	119	100	135	155	597	425	1,022
Total YTD Escrows Opened	330	396	317	449	513	2,005	1,397	3,402
New Open Escrows Average Days on Market	39	28	41	27	42	35	40	37
New Open Escrows Average List Price	428.0	945.8	983.3	653.7	1,015.3	827.8	461.9	675.6
CLOSED SALES:								
New Escrows Closed	82	126	64	108	134	514	339	853
Total YTD Escrows Closed	272	335	268	358	419	1,652	1,120	2,772
Volume of New Sales Dollars in Millions	34.869	117.088	66.415	69.434	116.471	404.277	150.695	554.971
Volume of total YTD Sales in Millions	114.922	319.543	245.553	227.494	393.989	1,301.501	516.297	1,817.798
Average Sale price in Thousands	425.2	929.3	1,037.7	642.9	869.2	786.5	444.5	650.6
Median Sale Price in Thousands	425.0	750.0	675.0	600.0	687.8	610.0	325.0	533.0
Coop Sales	59	103	52	89	108	411	273	684
Percent of Coop Sales	72.0	81.7	81.3	82.4	80.6	80.0	80.5	80.2
Average Days on Market	40	27	27	32	37	33	55	42
Sales at List Price	52	79	33	56	66	286	185	471
Percent of Sales at List Price	63.4	62.7	51.6	51.9	49.3	55.6	54.6	55.2
Sales to Listing Inventory Ratio	53.6	60.6	37.0	43.2	43.9	47.2	37.2	42.6
Final Sale to New Listing Ratio	93.2	82.9	52.9	56.0	62.9	67.0	63.2	65.5
CLOSED SALES TYPE								
Foreclosure/REO	5	2	0	2	1	10	17	27
Seller Concessions	0	0	0	0	1	1	3	4
Short Sale	6	0	1	5	5	17	14	31
Standard	71	124	62	101	127	485	301	786
Other	0	0	1	0	0	1	4	5

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	40	70	40	37	50	237	116	353
Total Active Listings	51	101	70	55	68	345	200	545
Average Days on Market	76	76	65	71	63	70	116	87
Average List Price in Thousands	304.8	519.6	577.0	460.4	593.4	504.6	534.2	515.5
Median List Price in Thousands	275.0	485.0	365.0	420.0	415.5	399.0	390.0	399.0
BOMS	3	14	11	9	9	46	13	59
Average BOM Price in Thousands	363.3	536.0	331.5	383.7	399.0	419.2	407.9	416.7
BOM to Sale Ratio	10.0	37.8	28.2	30.0	31.0	27.9	14.0	22.9
Expirations	3	6	3	4	8	24	9	33
PENDING SALES								
New Escrows Opened	32	51	37	41	42	203	89	292
Total YTD Escrows Opened	127	181	155	136	148	747	353	1,100
New Open Escrows Average Days on Market	44	32	41	39	30	37	33	36
New Open Escrows Average List Price	328.1	435.2	350.5	389.9	459.6	398.8	386.7	395.1
CLOSED SALES:								
New Escrows Closed	30	37	39	30	29	165	93	258
Total YTD Escrows Closed	96	144	137	111	127	615	294	909
Volume of New Sales Dollars in Millions	9.245	18.221	14.361	11.690	10.337	63.853	40.081	103.934
Volume of total YTD Sales in Millions	29.110	69.984	52.900	42.905	47.493	242.392	137.079	379.470
Average Sale price in Thousands	308.2	492.4	368.2	389.7	356.4	387.0	431.0	402.8
Median Sale Price in Thousands	285.0	450.0	335.0	375.0	325.0	359.0	399.0	375.0
Coop Sales	23	32	32	24	25	136	75	211
Percent of Coop Sales	76.7	86.5	82.1	80.0	86.2	82.4	80.6	81.8
Average Days on Market	56	36	30	40	27	38	43	40
Sales at List Price	20	19	16	15	17	87	41	128
Percent of Sales at List Price	66.7	51.4	41.0	50.0	58.6	52.7	44.1	49.6
Sales to Listing Inventory Ratio	58.8	36.6	55.7	54.5	42.6	47.8	46.5	47.3
Final Sale to New Listing Ratio	75.0	52.9	97.5	81.1	58.0	69.6	80.2	73.1
CLOSED SALES TYPE								
Foreclosure/REO	1	1	0	0	2	4	4	8
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	3	0	3	3	6
Standard	29	36	39	26	27	157	86	243
Other	0	0	0	1	0	1	0	1

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR APRIL 2016

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	22	9	58	23	28	69	17	67	293	88	381
Total Active Listings	45	28	70	31	35	61	12	97	379	117	496
Average Days on Market	74	113	74	121	50	45	45	51	67	69	67
Average List Price in Thousands	619.1	748.2	759.0	852.4	844.9	713.8	807.3	873.8	780.8	467.5	706.9
Median List Price in Thousands	609.9	649.5	559.9	610.0	689.0	599.6	770.0	679.9	629.0	349.9	599.0
BOMS	0	2	8	2	5	10	2	9	38	11	49
Average BOM Price in Thousands	0.0	712.5	550.9	1,020.8	597.8	596.4	725.0	673.1	640.4	445.2	596.6
BOM to Sale Ratio	0.0	22.2	15.4	9.1	27.8	27.8	20.0	17.0	17.9	19.3	18.2
Expirations	6	0	3	5	0	11	1	5	31	5	36

PENDING SALES

New Escrows Opened	13	9	56	30	22	61	18	56	265	79	344
Total YTD Escrows Opened	47	26	200	94	71	201	45	202	886	239	1,125
New Open Escrows Average Days on Market	40	105	35	31	35	26	30	31	34	46	37
New Open Escrows Average List Price	486.7	809.9	516.8	497.3	568.4	556.2	775.9	662.1	584.7	348.2	530.4

CLOSED SALES:

New Escrows Closed	12	9	52	22	18	36	10	53	212	57	269
Total YTD Escrows Closed	36	16	146	79	53	155	35	162	682	181	863
Volume of New Sales Dollars in Millions	6.418	5.613	27.224	10.146	9.992	19.754	7.316	31.394	117.857	20.914	138.771
Volume of total YTD Sales in Millions	16.805	8.908	78.287	36.487	28.987	83.531	26.777	100.646	380.429	64.941	445.370
Average Sale price in Thousands	534.8	623.7	523.5	461.2	555.1	548.7	731.6	592.3	555.9	366.9	515.9
Median Sale Price in Thousands	549.0	599.9	480.0	452.0	538.2	525.0	730.0	585.0	538.2	305.0	517.0
Coop Sales	10	6	38	21	16	26	10	42	169	45	214
Percent of Coop Sales	83.3	66.7	73.1	95.5	88.9	72.2	100.0	79.2	79.7	78.9	79.6
Average Days on Market	162	202	102	81	84	78	93	2,926	807	119	661
Sales at List Price	7	4	28	10	10	23	6	34	122	29	151
Percent of Sales at List Price	58.3	44.4	53.8	45.5	55.6	63.9	60.0	64.2	57.5	50.9	56.1
Sales to Listing Inventory Ratio	26.7	32.1	74.3	71.0	51.4	59.0	83.3	54.6	55.9	48.7	54.2
Final Sale to New Listing Ratio	54.5	100.0	89.7	95.7	64.3	52.2	58.8	79.1	72.4	64.8	70.6

CLOSED SALES TYPE

Foreclosure / REO	0	0	2	0	0	0	1	0	3	0	3
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	1	3	1	0	1	0	2	8	7	15
Standard	12	8	46	21	18	35	9	51	200	49	249
Other	0	0	1	0	0	0	0	0	1	1	2

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL 2016

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	28	4	16	24	5	45	122	12	134
Total Active Listings	0	0	30	4	18	19	8	49	128	17	145
Average Days on Market	0	0	49	28	55	46	63	57	53	62	54
Average List Price in Thousands	0.0	0.0	284.0	347.0	299.4	381.6	381.5	427.2	363.5	392.6	366.9
Median List Price in Thousands	0.0	0.0	248.0	169.0	300.0	355.0	369.9	405.0	339.9	342.0	340.0
BOMS	0	0	11	0	3	3	1	9	27	3	30
Average BOM Price in Thousands	0.0	0.0	281.3	0.0	344.5	309.9	420.0	380.9	329.8	178.0	314.7
BOM to Sale Ratio	0.0	0.0	47.8	0.0	15.8	18.8	12.5	18.0	22.9	16.7	22.1
Expirations	0	0	4	0	0	0	0	0	4	1	5

PENDING SALES

New Escrows Opened	0	0	26	4	20	20	2	48	120	9	129
Total YTD Escrows Opened	0	0	86	7	67	63	20	150	393	49	442
New Open Escrows Average Days on Market	0	0	27	19	32	23	18	28	27	43	28
New Open Escrows Average List Price	0.0	0.0	292.8	480.5	284.5	318.3	380.0	380.9	338.6	375.6	341.2

CLOSED SALES:

New Escrows Closed	0	0	23	2	19	16	8	50	118	18	136
Total YTD Escrows Closed	0	0	66	2	55	46	16	140	325	48	373
Volume of New Sales Dollars in Millions	0.000	0.000	6.840	0.865	5.607	6.451	3.492	19.630	42.886	8.086	50.971
Volume of Total YTD Sales in Millions	0.000	0.000	18.916	0.865	15.474	15.919	6.457	53.246	110.878	19.187	130.064
Average Sale price in Thousands	0.0	0.0	297.4	432.5	295.1	403.2	436.5	392.6	363.4	449.2	374.8
Median Sale Price in Thousands	0.0	0.0	275.0	245.0	278.5	368.5	348.0	380.0	348.0	390.0	355.0
Coop Sales	0	0	21	2	16	13	5	44	101	16	117
Percent of Coop Sales	0.0	0.0	91.3	100.0	84.2	81.3	62.5	88.0	85.6	88.9	86.0
Average Days on Market	0	0	85	40	71	101	76	79	81	72	80
Sales at List Price	0	0	7	2	9	14	2	27	61	6	67
Percent of Sales at List Price	0.0	0.0	30.4	100.0	47.4	87.5	25.0	54.0	51.7	33.3	49.3
Sales to Listing Inventory Ratio	0.0	0.0	76.7	50.0	105.6	84.2	100.0	102.0	92.2	105.9	93.8
Final Sale to New Listing Ratio	0.0	0.0	82.1	50.0	118.8	66.7	160.0	111.1	96.7	150.0	101.5

CLOSED SALES TYPE

Foreclosure / REO	0	0	1	0	0	0	0	0	1	1	2
Seller Concessions	0	0	0	0	0	0	0	0	0	1	1
Short Sale	0	0	0	0	0	1	0	1	2	1	3
Standard	0	0	21	2	19	15	8	49	114	15	129
Other	0	0	1	0	0	0	0	0	1	0	1

APRIL 2016 SCV RESIDENTIAL MLS SUMMARY											
MONTHLY RESIDENTIAL SALES STATISTICS											
<div> <div>RESIDENTIAL PROPERTIES LISTED 515</div> <div>RESIDENTIAL PROP. ESCROW OPENED 473</div> <div>RESIDENTIAL PROP. ESCROW CLOSED 405</div> </div>											
ACTIVE INVENTORY:	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	22	9	86	27	44	93	22	112	415	100	515
TOTAL ACTIVE LISTINGS	45	28	100	35	53	80	20	146	507	134	641
AVERAGE DAYS ON MARKET	74	113	66	110	51	46	52	53	63	68	64
AVERAGE LIST PRICE IN THOUSANDS	619.1	748.2	616.5	794.6	659.7	634.9	637.0	723.9	675.5	458.0	630.0
MEDIAN LIST PRICE IN THOUSANDS	609.9	649.5	485.0	599.0	589.0	574.9	535.0	589.0	575.0	349.5	535.0
BOMS	0	2	19	2	8	13	3	18	65	14	79
AVERAGE BOM PRICE IN THOUSANDS	0.0	712.5	394.8	1,020.8	502.8	530.3	623.3	527.0	511.4	387.9	489.5
BOM TO SALE RATIO	0.0	22.2	25.3	8.3	21.6	25.0	16.7	17.5	19.7	18.7	19.5
EXPIRATIONS	6	0	7	5	0	11	1	5	35	6	41
PENDING SALES:											
NEW ESCROWS OPENED	13	9	82	34	42	81	20	104	385	88	473
TOTAL YTD ESCROWS OPENED	47	26	286	101	136	264	65	352	1,279	288	1,567
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	40	105	33	30	25	29	34	29	32	46	34
NEW OPEN ESCROWS AVERAGE LIST PRICE	486.7	809.9	445.8	495.4	433.2	497.5	736.3	532.3	508.0	351.0	478.8
CLOSED SALES:											
NEW ESCROWS CLOSED	12	9	75	24	37	52	18	103	330	75	405
TOTAL YTD ESCROWS CLOSED	36	16	212	81	108	201	51	302	1,007	229	1,236
VOLUME OF NEW SALE DOLLARS IN MILLIONS	6.418	5.613	34.064	11.011	15.999	26.205	10.808	51.024	160.743	28.999	189.742
VOLUME OF TOTAL YTD SALES IN MILLIONS	16.805	8.908	97.203	37.352	44.461	99.451	33.235	153.892	491.306	84.128	575.434
AVERAGE SALE PRICE IN THOUSANDS	534.8	623.7	454.2	458.8	421.6	504.0	600.4	495.4	487.1	386.7	468.5
MEDIAN SALE PRICE IN THOUSANDS	549.0	599.9	433.0	452.0	379.0	500.0	625.0	480.0	475.0	342.0	463.0
COOP SALES	10	6	59	23	32	39	15	86	270	61	331
PERCENT OF COOP SALES	83.3	66.7	78.7	95.8	86.5	75.0	83.3	83.5	81.8	81.3	81.7
AVERAGE DAYS ON MARKET	162	202	97	78	85	85	77	1,544	548	108	466
SALES AT LIST PRICE	7	4	35	12	19	37	8	61	183	35	218
PERCENT OF SALES AT LIST PRICE	58.3	44.4	46.7	50.0	51.4	71.2	44.4	59.2	55.5	46.7	53.8
SALES TO LISTING INVENTORY RATIO	26.7	32.1	75.0	68.6	68.8	65.0	90.0	70.5	65.1	56.0	63.2
FINAL SALE TO NEW LISTING RATIO	54.5	100.0	87.2	88.9	84.1	55.9	81.8	92.0	79.5	75.0	78.6
CLOSED SALES TYPE											
FORECLOSURE/REO	0	0	3	0	0	0	1	0	4	1	5
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	1	1
SHORT SALE	0	1	3	1	0	2	0	3	10	8	18
STANDARD	12	8	67	23	37	50	17	100	314	64	378
OTHER	0	0	2	0	0	0	0	0	2	1	3
SELLING PRICE RANGE:											
LESS THAN 100,000	100	100	2	2	2	2	2	2	9175	17.0	17.0
100,000 TO 109,999	59	59	0	0	1	1	0	0	N/A	0.0	0.0
110,000 TO 119,999	0	0	0	0	0	0	0	0	N/A	0.0	0.0
120,000 TO 139,999	48	48	2	2	2	2	1	1	8000	5.5	5.5
140,000 TO 159,999	70	70	5	5	2	2	2	2	4450	2.9	2.9
160,000 TO 179,999	61	61	4	4	7	4	4	4	8009	3.6	3.6
180,000 TO 199,999	71	71	7	7	6	6	3	3	800	0.2	0.2
200,000 TO 249,999	30	30	35	35	26	26	14	14	3863	1.5	1.5
250,000 TO 299,999	33	33	37	37	26	26	11	11	6484	2.1	2.1
300,000 TO 349,999	50	50	49	49	29	29	19	19	12892	3.6	3.6
350,000 TO 399,999	42	42	47	47	45	45	27	27	6649	1.4	1.4
400,000 TO 449,999	22	22	44	44	32	32	16	16	2963	0.6	0.6
450,000 TO 499,999	30	30	57	57	45	45	21	21	5173	1.0	1.0
500,000 TO 549,999	25	25	29	29	39	39	17	17	12949	1.9	1.9
550,000 TO 599,999	41	41	54	54	36	36	15	15	8356	1.3	1.3
600,000 TO 699,999	60	60	83	83	44	44	23	23	16717	2.3	2.3
700,000 TO 799,999	24	24	52	52	21	21	11	11	22756	2.8	2.8
800,000 TO 899,999	19	19	30	30	10	10	6	6	12058	1.4	1.4
900,000 TO 999,999	60	60	19	19	5	5	2	2	55000	5.1	5.1
1,000,000 TO 1,999,999	242	242	41	41	3	3	3	3	297683	20.4	20.4
MORE THAN 2,000,000	0	0	12	12	0	0	0	0	N/A	0.0	0.0
TOTALS	40	40	609	609	381	381	197	197	12507	2.1	2.1
LISTINGS	1,884										
2016 RMLS TOTAL - \$ VOLUME											
\$575,434,000											
SALES	1,200										

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



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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	515	405	189.7	78.6
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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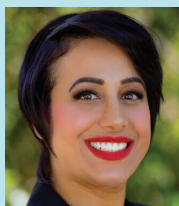
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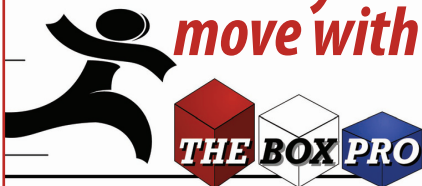

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AREA MEETING ANNOUNCEMENTS

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: