

July/August 2016

# REALTOR® REPORT

*The Official Publication of Southland Regional Association of Realtors®*

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## Senior 'High Tea' a Hit

More than 100 Valley senior citizen homeowners turned out recently for what was billed as a "Senior High Tea," yet in truth it was about how homeownership can enhance an owner's twilight years.

Gina Uzunyan, president of the Southland Regional Association of Realtors, opened the event,



which was the first time the 9,500-member association presented this community education session. Multiple door prizes were handed out along with a bounty of pastries and tea. Speak-

ers included: Steve Peterson, retirement funding solutions; Toni Vargas, Neighborhood Legal Service of Los Angeles County; Steven Roy, taxes for senior homeowners; Mike Paikin, AARP benefits; Jennifer Davine, ONE-generation.



Closing remarks were offered by the event's chair, Celeste Heathington.

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## Student Debt Delays Buyers By 5 Years

Nearly three-quarters of non-home owners say that repaying their student loan debt is delaying their home purchase, with 50 percent of consumers in a recent survey saying they expect to be delayed from a home purchase by more than five years.

The survey by the National Association of Realtors and SALT, a program provided by American Student Assistance, found that the student loan debt burden seems to be holding back from home ownership older millennials, aged 26 to 35, and those with \$70,000 to \$100,000 in debt. The most common debt amount among the student loan borrowers surveyed was between \$20,000 to \$30,000. Thirty-eight percent owed \$50,000 or more.

Earning a college degree increases the likelihood of stable employment and earning enough to buy a home, yet student loans takes multiple years to pay off, at an interest rate often nearly double current mortgage rates. Factor in other cost of living expenses — car loan, rent, utilities, food — and there's little left to save for a downpayment.

### CONSUMER PRICE INDEXES

**JUNE 2016**

#### PERCENT CHANGE

	ONE MONTH ENDING JUNE 2016	12 MONTHS ENDING JUNE 2016
Los Angeles - Riverside - Orange County	0.1	1.8



  
**SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.**

**REALTOR® REPORT**

*The Official Publication of SRAR*

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# HURDLES CONFRONT RENTERS WHO WANT A HOME

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

TEN PERCENT OF CALIFORNIA RENTERS PLAN TO BUY A HOME WITHIN A YEAR, WHILE 48 PERCENT WANT TO BUY, BUT FIRST MUST OVERCOME TWIN OBSTACLES — AFFORDABILITY AND FINANCIAL LIMITATIONS — NOT TO MENTION THE DEARTH OF PROPERTIES LISTED FOR SALE, A SURVEY DISCOVERED.

The 2016 Renter Survey by the California Association of Realtors also found that for those not planning to buy, an improvement in finances, lower housing prices, and saving enough for a downpayment would motivate them to buy now.

Of the 28 percent of renters who do not plan to buy in the future, half said they can't afford to buy, 20 percent will not buy because they prefer to rent, 19 percent said they can't qualify for a mortgage, and 15 percent lack a downpayment.

Job uncertainty, economic uncertainty, and housing market uncertainty were among other reasons renters cited for not buying a home.

But for half of all renters, homeownership remains important. On a scale of one to ten, with ten being highly important, owning a home rated an eight or higher, with an average score of 6.8.

Ninety-five percent of renters recognized the advantages to homeownership — freedom to do what they want with a home, building equity, and having permanence and stability were the top benefits mentioned by renters.

One of the surprising findings of this survey is that more than one in four millennial renters said they plan to purchase a home that also will accommodate their parents. Plus, about one in five millennials indicated they plan to pool funds with family members to buy a home.

Primarily reflecting cultural values,

Hispanic renters were more likely to buy a home that will accommodate their parents and/or adult children than any other ethnic group, with 46 percent indicating so, compared with 35 percent of blacks, 32 percent of Asians, and 29 percent of whites.

Hispanics and Asians place a strong value on family, and tend to live with multi-generations under one roof more so than other ethnic groups.

Other key findings from C.A.R.'s 2016 Renter Survey include:

- Forty-six percent of renters claimed they currently rent because

like the flexibility, freedom and ease of renting, are concerned about the maintenance costs of owning a home, or are not interested or are not ready to buy.

- Nearly four in 10 renters indicated they plan to purchase a home in the same county where they currently reside, while 23 percent plan to buy in the same neighborhood.

- Fifteen percent of renters plan to buy a home out of their current area, with 7 percent planning to move to another state, 7 percent to another county in California, and 1 percent to another country.

- Of the renters who are planning to leave the area where they currently reside, 27 percent are moving to find lower housing prices, 24 percent are moving for a better neighborhood, 14 percent want to be closer to family, 9 percent want a shorter commute, and 7 percent are moving for a better school district.

- Two in three renters have made some kind of preparation to buy a home — 25 percent have searched for homes, 16 percent have searched online for information about the homebuying process, and 12 percent have spoken to a Realtor.

- Thirty-one percent of renters previously owned a primary residence, and 9 percent currently own real estate. Of those who previously owned a home, the reasons for selling,

37 percent cited family reasons, 28 percent financial difficulties, and 13 percent work.



they cannot afford to buy, and 13 percent said they have poor credit and can't qualify for a loan. The remaining renters choose to rent because they

# VALLEY HOME SALES HIGHEST SINCE 2012

BY GINA UZUNYAN, PRESIDENT, AND DAVID R. WALKER SOUTHLAND REGIONAL ASSOCIATION OF REALTORS® FUELED BY HEAVY DEMAND AND LOW INTEREST RATES, SALES OF EXISTING SINGLE-FAMILY HOMES DURING JUNE IN THE SAN FERNANDO VALLEY HIT THE HIGHEST MARK IN FOUR YEARS.

The Southland Regional Association of Realtors Thursday reported that 612 homes changed owners during June, up 6.3 percent from a year ago and 17.5 percent higher than this May.

“These are the typically busy months of the year, yet this summer even more people are hunting for a home,” said Gina Uzunyan, president of the Southland Regional Association of Realtors. “Recent drops in the interest rate on home loans have brought buyers out in force.

“Sales would be considerably higher,” Uzunyan said, “if only there were more homes listed for sale.”

The 1,668 active listings reported throughout the San Fernando Valley were down 6.9 percent from a year ago. At the current pace of sales, that represents a mere 2.0-month supply, down from the 2.3-month inventory of June 2015.

For comparison, when the market crashed in 2007, inventory averaged a 9.2-month supply. But in the face of unrelenting demand today’s inventory has stayed at or below a 2-month supply with only five months at or higher than a 3.0-month backlog.

The lack of inventory, especially in entry-level price ranges, also impacted condominium sales, with the 202 sales of June down 38 percent from the prior year.

While resale prices continue to rise, the increases are much more gradual, buyers much more selective, and market forces more likely to stall or stop the sale of properties deemed to be overpriced.

Uzunyan and Jim Link, the Association’s chief executive officer, agreed that in this market if a property fails to sell in short order it almost certainly is priced too high or has fatal flaws.

“Luckily, appraisers are holding the line on prices, realizing they still have to justify a sale price,” Link said. “Appraisers are not allowing a bidding war to overly influence appraisals.”

The median price of the 612 homes that changed owners last month came in at \$600,000. That was up 6.8 percent from a year ago, yet below the median of \$610,000 reported in April, which was the highest since the recovery began. The June median was 8.4 percent below the record high of \$655,000 set in June 2007.

The median price of condominiums sold during June was \$365,000, up 3.7 percent from June 2015 and 2.0 percent higher than this May.

The condo median peaked this March at \$382,000.

## Realtors Urge Passage of Housing Act

Valley residents need to urge the U.S. Senate to pass the “Housing opportunity through modernization act,” a measure that could increase the number of condominiums available to families struggling to enter the housing market.

The House of Representatives has already unanimously passed the measure, 427-0, with no objections, yet the Senate has yet to act. The legislation offers benefits to taxpayers, homebuyers and the real estate market by:

- Removing a burdensome and expensive FHA condominium approval process;

- Reducing FHA restrictions on the number of condos available to homebuyers;

- Permanently streamlining Rural Housing Service loan processing.

More information, including a draft letter for California Senators Diane Feinstein and Barbara Boxer, is available at [www.Realtor.org](http://www.Realtor.org).

## 500 ATTEND REALTOR EXPO 2016

THE COUNTRY WESTERN THEME WAS VISIBLE EVERYWHERE, YET THE MORE THAN 500 REALTORS WHO TURNED OUT FOR THE 2016 REALTOR ROUNDUP EXPO ATTENDED NOT ONLY FOR THE FOOD AND FUN, BUT TO BURNISH THEIR SKILLS AND ENHANCE THEIR EDUCATION BY ATTENDING THE EVENT’S MULTIPLE SEMINARS AND LECTURES.

The Southland Regional Association of Realtors’ Expo, held on June 9 at the Odyssey Restaurant in Granada Hills, hosted 40 vendor booths and offered a variety of sessions on such topics including a technology talk for Realtors, a risk management panel, and a session featuring top producing

real estate professionals who shared their experience and knowledge.

Many attendees wore their country western best, from boots to hats, and sponsors decorated their exhibits, with HML Investments taking the first-place prize.

Attendee Elvis Acosta went

home with the grand prize — a new Samsung 40-inch flat screen TV, while Realtor Elvia Aguilar won a \$100 visa gift card by participating in this year’s scavenger hunt.



# FAA FINAL RULES GIVE DRONE USE IN R.E. A BOOST

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS® BUREAUCRATS CALL THEM “UNMANNED AERIAL SYSTEMS,” BUT TO EVERYONE ELSE THEY ARE DRONES, THOSE PESKY, BUZZING FLYING CONTRAPTIONS THAT MORE AND MORE ARE PROVING TO BE USEFUL IN REAL ESTATE AND OTHER COMMERCIAL VENTURES.

Commercial drone use in the real estate business got a boost with the recent release of the Federal Aviation Administration’s final rule governing small unmanned aerial systems in the national air space.

Drones are increasingly being used in commercial applications, but federal regulations have required commercial drone operators to apply for a “Section 333” waiver from the FAA before they can fly. Over 5,000 waivers were issued to commercial entities, a significant portion of which were used for the real estate business, but only licensed pilots were eligible to fly commercially.

The new FAA rule creates a clearer pathway for real estate professionals to use drones for commercial purposes, a prospect that National Association of Realtors’ President Tom Salomone called a win for the industry.

“We’ve worked hard to strike a responsible balance that protects the safety and privacy of individuals, while also ensuring real estate professionals can put drones to good use,” Salomone said. “That effort just took another big step forward. The rule unveiled recently will help more real estate professionals take flight, making the efficiency and innovation that drones have to offer available to a much broader base of operators.”

The FAA’s announcement marks a long-fought victory for Realtors. Since early 2014, NAR has worked with the FAA and industry partners to integrate drones into the national airspace for commercial use. NAR wrote to the FAA on numerous occasions to weigh in on the final Small Unmanned Aerial systems rule, and testified before Congress to support use of drones in real estate.

Despite eliminating the requirement that operators

hold a pilot’s license, anyone looking to fly drones commercially will still have to comply with strict requirements designed to protect people on the ground.

Drones are useful in a number of real estate-related applications, including marketing properties, assisting with appraisals, facilitating insurance claims and overseeing utility work. While many real estate professionals with pilot’s licenses have already put drones to use in these arenas, the new rules are expected to open the door for additional operators to do the same.

Despite the significant progress made in the FAA’s final rule, NAR’s work on this issue will continue. Realtors are calling for eased restrictions on a “micro” category of drones — vehicles that weigh less than four pounds and present a much smaller safety risk than certain drones in the under-55 pound category covered by the recently released rule.

Realtors also believe there is an ongoing need for a drone strategy that allows for “beyond visual line-of-sight” flights, or those where the operator cannot physically see the drone throughout the entire operation. These flights are particularly important for aerial photography across large buildings or tracts of land.

“Getting here wasn’t easy, and the FAA is to be commended for listening to the concerns of real estate professionals throughout the rulemaking process,” Salomone said.

“We’re entering a new stage of drone use in real estate, and no doubt there will be additional questions and challenges ahead.”



## Top 5 Tips for Drone Operators

The FAA’s final rule will lead to more predictability in the market for drone-based services and will create a broader base of trained operators and service providers. Here are five outcomes of the new rule:

**1 – Education Provision:** New certification for “remote pilot in command” authority which is less burdensome than a pilot’s license. The test is administered at the FAA testing centers and is knowledge-based only. The cost is about \$150, and will take about 20 hours of study time to prepare for. The test itself is three hours long. Operators will still need to pass a background check performed by the TSA.

**2 – Flight Operations Permitted:** Flights may be conducted during daylight hours, within visual line of sight, not directly

over non-participants, altitude limited to 400 feet, and 100 miles per hour maximum speed.

Provisions for flight over non-participants will be addressed in the next rulemaking.

Daylight-only operations, or civil twilight — 30 minutes before official sunrise to 30 minutes after official sunset, local time — with appropriate anti-collision lighting.

**3 – Many of the operational requirements can be waived,** which leaves room for innovation and experimentation with the technology.

**4 – No provisions for notice to bystanders.** This could present problems for operations in more dense areas, but Realtors can work with the drone service provider to find a solution.

**5 – The rule takes effect in August.**

## RISK MANAGEMENT TIDBITS

### HOW TO AVOID BEING RIPPED OFF OR SUED!

• **Fraudulent wire transfers** — Multiple local instances were reported recently of con artists hacking into contact information of parties involved in a home purchase. The California Association of Realtors has put out a stand-alone form in an attempt to thwart issuance of fraudulent bank wiring instructions. Buyers should be particularly on alert if they receive emails or calls with instructions to reroute funds to a different bank than originally planned. “This is not as much of a concern for sellers,” said Realtor and attorney Jeff Kahn, a member of Southland Regional Association of Realtors’ risk management committee, “but everybody needs to be very careful. Don’t put financial information in emails.” Speak with parties directly, being sure to confirm their identity and role in the transaction. Wired funds, once lost, may be gone forever.

• **Best to use original photographs** — The Internet makes it easy to snatch photos from virtually any source. Yet some organizations, Getty Images in particular, are fighting back against piracy. Some have legal teams searching for unauthorized use of copyrighted photos. To avoid problems and unexpected bills, use original photos only. Or, be sure to obtain written permission and pay to use a copyrighted photograph.

• **Avoid blanket rental policies** — If a landlord has a blanket policy not to rent to an ex-felon, for example, that’s discrimination. “Be careful of any blanket policy,” said Realtor and attorney Olga Moretti, a member of SRAR’s risk management committee. “If you refuse to rent an apartment because of a past felony, you need a justifiable reason. Landlords need to know there are testers out there who pose as prospective tenants.”

# BUYER/REALTOR TRUST ESSENTIAL IN TIGHT MARKET

BY GINA UZUNYAN, PRESIDENT, AND DAVID R. WALKER SOUTHLAND REGIONAL ASSOCIATION OF REALTORS® IN A FAST-PACED, HIGHLY VOLATILE REAL ESTATE MARKET LIKE TODAY'S, TRUST IS AN ESSENTIAL, YET TOO OFTEN MISSING, VIRTUE. WITHOUT TRUST, EXPECTATIONS EXCEED REALISTIC LIMITS, NERVES FRAY, TEMPER FLAIR.

It happens all too often, even between seasoned professionals and veteran buyers who have consummated multiple home purchases.

The seed of distrust germinates when a buyer finds the perfect home, acts promptly, makes an offer — Over list price! — only to wind up losing out to an all-cash buyer who managed to come in first in a gaggle of eight or more competing buyers.

Misgivings takes root when that happens a second time. Doubt blossoms on subsequent failed home-buying campaigns.

Could it be the Realtor's fault? Absolutely! Could it be the buyer's fault? Certainly! Could everyone be blameless? Yes. It could simply be market forces at work.

No doubt the frustrations are real, especially when a buyer believes, correctly, that they've done everything possible to win a home. Yet even all-cash buyers can lose out in today's over-active, super inventory-challenged real estate market.

Being an unwilling participant in a bidding war comes as a shock to some buyers. Instead of shifting strategies or trusting the professional they engaged, they apply pointless, sometimes counterproductive pressure.

"Everybody is getting very, very aggressive," said Gina Uzunyan, president of the Southland Regional Association of Realtors. "Buyers are frantically looking, constantly trolling for any hint of an opportunity to secure a home."

Even in the calmest of market, selling residential real estate is an all-consuming profession. Realtors are on call 24/7 and with modern communications even the slightest delayed response can trigger new waves of apprehension and — distrust.

Some buyers feel compelled to contact their agent daily, at any hour of the night or day, crashing through any and all personal boundaries.

"Realtors need to educate buyers about the hard facts, the realistic chances of their winning in a bidding war," Uzunyan said.

"Some buyers are better positioned than others to prevail. Regardless, it's up to the Realtor to hold a frank, honest conversation.

"Clearly, it's frustrating to be a buyer," she said, "yet it's just as frustrating to be a Realtor, especially when the Realtor is confident they did everything possible under the sun, yet still lost to a competing bid."

That's the pivotal moment in time when trust is essential.

"If a buyer trusts that their Realtor is a professional, trusts that every possible option was explored and every strategy implemented, then the buyer can be patient, manage their profound disappointment, then begin the hunt again and get ready for the next opportunity."

No one can guarantee success in this crazy market. Yet, just as clearly, those who give up, those who stop trying or cling to unrealistic expectations, do not have a prayer. Success begins with selecting a seasoned professional, then letting trust

flower and mutual respect grow.

## Thank You Golf Tournament Sponsors!



The stunning success of the recently held 2016 Charity Golf Classic resulted from full participation of golfers and a lineup of stellar sponsors. Because of their support, a fun day was had by all. Perhaps more importantly, the Charitable Foundation of the Southland Regional Association of Realtors will be able to support two worthy charities. The annual tournament is the Foundation's largest fundraiser of the year. This year's proceeds will be split between Genesis House, a project of the Hope of the Valley Rescue Mission, and Bridge to Home, Homeless Services, which serves the Santa Clarita Valley. Genesis House provides housing and counseling for homeless mothers with children from the San Fernando and Santa Clarita valleys. Thank you — to the sponsors, golfers, volunteers and staff who made this possible!



### Risk Management Tidbits

#### Avoid Testing Limits of Rent Control

Surprisingly, multiple landlord/tenant conflicts have popped up lately, said Olga Moretti, a Realtor, an attorney, and a member of Southland Regional Association of Realtors' risk management committee.

In one instance, the landlord gave notice to vacate to a tenant, saying he wanted to use the space to house a family member. But a subsequent ruling found that a relative never occupied the unit, and that the landlord instead raised the rent for a new tenant from the original \$1,100 per month to \$2,300 per month.

The new tenant sued. The ensuing ruling found in favor of the new tenant, saying the rent had to be returned to the rent-controlled \$1,100 per month, even though the landlord already had paid \$17,000 to relocate the original tenant.

### Shane Retires as SRAR Counsel

Some 600 board of directors meetings later, attorney David L. Shane recently attended his last one as general counsel for the Southland Regional Association of Realtors.

He will be missed! For his wit. Insight. Reliable, succinct way with the law. Easy yet rock solid manner with everyone he met. A golf game that everyone envied.

Shane, pictured second from right, with



SRAR president Gina Uzunyan, right, president-elect Nancy Starczyk, and Jim Link, SRAR's CEO, earned his law degree at the USC Law School, where he was

associate editor of the law review. He was an active duty Marine from 1954 to 1958 and served in the active reserve, retiring as a full Colonel in 1985.

Stephen A. DiGiuseppe, Esq., also from the law firm of Shane, DiGiuseppe & Rodgers, will assume the role as SRAR counsel.

# 2016 SRAR Affiliate of the Year Nomination

You are invited to participate in identifying candidates for the coveted "AFFILIATE of the Year" Award. The Affiliate of the Year Award Committee would appreciate your recommendations for Affiliate members who have made significant contributions to our Association through their years of volunteer service and commitment to the real estate industry.

All nominations submitted will be reviewed by the AFFILIATE of the Year Award Committee and judged according to the following qualifications:

**Eligible Candidates:**

Active Affiliate members in good standing of the Southland Regional Association of REALTORS (San Fernando and Santa Clarita Valleys)

**Qualifications:**

1. Affiliate member in good standing.
2. Significant contribution to Association through committee service, for a minimum of at least 3 years, with special consideration for leadership positions held.
3. High business standards:
  - a. Demonstrates a high degree of cooperation with Association members.
  - b. Maintains high ethical standards.
4. Recipient may not be someone who has previously been selected within the past 5 years.

**Past 5 recipients have been:**

- 2011: Steve Anderson
- 2012: Lela Leong
- 2013: April Kass
- 2014: Arnie Garfinkel
- 2015: Lauren Greer

Please fill out and return the nomination form along with the resume and other pertinent materials on your nominee. **RETURN TO SRAR BY September 9, 2016 to the AFFILIATE of the Year Award Committee, c/o Michelle Gerhard at SRAR, 7232 Balboa Blvd., Van Nuys, CA 91406, Fax 818 786- 4541 or Email michelleg@srar.com .**



## NOMINATION FORM

Name of AFFILIATE NOMINATED: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

**The nominee's record of SRAR & CAR service will be on file at the association:**

Community Service:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Honors & Awards:  
\_\_\_\_\_  
\_\_\_\_\_

Reasons for nominating this candidate:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Signature of Nominator: \_\_\_\_\_

Company: \_\_\_\_\_

Telephone Numbers: \_\_\_\_\_

You can attach any other pertinent information



# 2016 Association Service Award

The Awards Committee asks for your nomination of members who have made significant contribution through their year of involvement.

## Eligible Candidates

All active members in good standing for a minimum of five years are eligible for this award. (San Fernando and Santa Clarita Valleys)

## Qualifications

1. Major Association involvement.
2. Reputation for ethical conduct with the public and fellow members.
3. Faithful adherence to SRAR policies and N.A.R. Code of Ethics.

## **Past Recipients**

2015 Rana Linka  
2014 Diana MacIntyre  
2013 Vic Viereck  
2012 Gary Washburn  
2011 Nancy Starczyk  
2010 Brian Hatkoff

Please fill out the nomination information below.  
RETURN BY SEPTEMBER 12, 2016 to the SRAR AWARDS COMMITTEE  
Valerie Biletsky, 7232 Balboa Blvd., Van Nuys, CA 91406  
Fax: 818-786-4541, [valerieb@srar.com](mailto:valerieb@srar.com)

Name of Nominee: \_\_\_\_\_

Company: \_\_\_\_\_

Reason for nomination: \_\_\_\_\_

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Submitted by: \_\_\_\_\_

Company: \_\_\_\_\_

Telephone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

You may submit any additional pertinent information with this form

THANK YOU

# 2016 REALTOR® of the Year

Do you know a REALTOR® member of Southland Regional Association that has made significant contributions through their years of membership?

All active members in good standing for the past 10 years or more are eligible for this award. (San Fernando and Santa Clarita Valleys)

### Qualifications:

1. Service to the Community that promotes the Association.
2. Service above and beyond the ordinary to the Association.
3. Reputation for ethical conduct with the public and fellow members.
4. Faithful adherence to SRAR policies and N.A.R. Code of Ethics.

**Past Recipients** 2015 Nancy Starczyk  
2014 Patti Petralia  
2013 Ana Maria Colon  
2012 Olga Moretti  
2011 Lynn Rinker  
2010 Joseph "Bud" Mauro  
2009 Winnie Davis

Please fill out the nomination information below.  
RETURN BY SEPTEMBER 12, 2016 to the SRAR AWARDS COMMITTEE  
Valerie Biletsky, 7232 Balboa Blvd., Van Nuys, CA 91406  
Fax: 818-786-4541, [valerieb@srar.com](mailto:valerieb@srar.com)

Name of Nominee: \_\_\_\_\_

Company: \_\_\_\_\_

Reason for nomination: \_\_\_\_\_

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Submitted by: \_\_\_\_\_

Company: \_\_\_\_\_

Telephone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

You may submit any additional pertinent information with this form

THANK YOU

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**E** ducation  
**S** eries



ALL CLASSES LISTED BELOW ARE HELD ON WEDNESDAYS 9:00 AM to 12:00 PM AT THE SRAR OFFICE  
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**August 31, 2016**

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**September 28, 2016**

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**October 26, 2016**

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Investment Real Estate

**November 30, 2016**

Overview of Commercial  
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**PRE-REGISTER AND PAY FOR 5 CLASSES AND GET 1 CLASS FREE (free courses not eligible)**

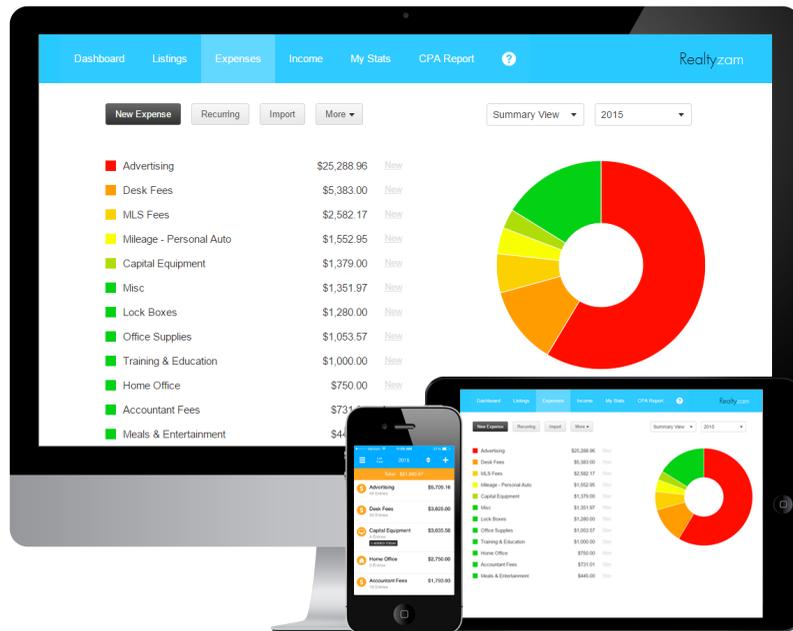
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\$ Amount \_\_\_\_\_ Signature \_\_\_\_\_ Email \_\_\_\_\_



**What is Realtyzam?**

Realtyzam is an ultra easy-to-use accounting software built exclusively for Real Estate Agents. It makes it super easy to track your expenses, log your mileage, store your receipts, and it instantly generates a report that you can hand to any accountant or tax preparer to do your taxes.

**Automate your accounting.**

We get it...no one likes doing accounting, so we came up with a revolutionary idea...create a system that would automatically download your transactions from your bank or credit card account and automatically categorize them for you. This way all you have to do is go into Realtyzam every so often (monthly, weekly, yearly, whatever) and select all your business expenses and save them all with a single click.

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# Posting

The following Real Estate Brokers have applied for REALTOR® membership. If you have any objections to an applicant's admittance, the objection should be submitted in writing to the Membership Committee at once. In the event a qualified complaint is received, the complaint will be forwarded to the 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

Adatto, David  
David Adatto  
2835 Camino Del Rio South Suite #230  
San Diego, CA. 92108

Amerinouri, Behnoosh  
Behnoosh Amerinouri  
23540 Lull St.  
West Hills, CA. 91304

Bar-Glassman, Phina Penny  
Pacific Home Brokers  
9187 Clairemont Mesa Blvd., Suite 6704  
San Diego, CA. 92123

Branch-Hughes, Angela  
Money 1st Consulting  
16501 Ventura Blvd., Ste. 400  
Encino, CA. 91436

Cramer, John M.  
Cramer Consulting Group  
2237 Commonwealth Ave.  
San Diego, CA. 92104

Debbs, Kelli June  
Kelli Debbs Realty  
14622 Ventura Blvd., Suite 2032  
Sherman Oaks, CA. 91403

Elatrache, Michael  
Synergy Investment Group  
15904 Strathern St., Ste. 12  
Van Nuys, CA. 91406

Fish, Willow Waitani  
Willow Fish Properties  
11440 Chandler Blvd. #500  
North Hollywood, CA. 91601

Garcia, Mary Luisa  
Homes By Garcia.Com  
17139 Van Gogh St.  
Granada Hills, CA. 91344

Halahmy, Shawn Shai  
BrokerInTrust Real Estate-Shawn Shai  
Halahmy  
9440 Reseda Blvd. #200  
Northridge, CA. 91324

Hartunian, Ara Tatavous  
Secureline Realty and Funding Inc.  
17450 Weddington St.  
Encino, CA. 91316

Henderson, Willie Gene  
Willie Gene Henderson  
9440 Reseda Blvd. #200  
Northridge, CA. 91344

Hischier, Marie Anna  
M&M Asset Group, Inc.  
134 W. Olive  
Monrovia, CA. 91016

Ipalawatte, Sunethra Malika  
Sunethra Ipalawatte  
7201 Ponce Ave.  
West Hills, CA. 91307

Kovars, Martin  
Kellar-Davis Inc.  
16670 Soledad Canyon Road  
Santa Clarita, CA. 91387

Michlin, Willard Del  
Yadegar Realty Group, Inc.  
11869 Missouri Ave.  
Los Angeles, CA. 90025

Moayer, Hamid  
Hamid Moayer  
5936 Nora Lynn Dr.  
Woodland Hills, CA. 91367

Moss, Elena  
KC Lending, Inc.  
16200 Ventura Blvd., Suite #418  
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## SECOND POSTING

Bullock, Wendy Lynn  
Wendy Bullock  
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Fierro, Soledad  
Alpha Primeland  
14508 Delano St.  
Van Nuys, CA. 91401

Gukasyan, Armen  
The Firm of Armen Gukasyan  
15760 Ventura Blvd., Suite 2030  
Encino, CA. 91436

Ma, Van Hong  
Van Ma  
19703 Roscoe Blvd.  
Winnetka, CA. 91306

Morris, Larry  
Larry Morris  
5139 Balboa Blvd. Unit 4  
Encino, CA. 91316

Nalbandian, Michael  
Michael Nalbandian  
19020 Kingsbury St.  
Porter Ranch, CA. 91326

Pashaie, Dahlia  
Dahlia Pashaie  
12441 Chandler Blvd.  
Valley Village, CA. 91607

Taylor, Michael Gary  
Michael Taylor Company  
13636 Ventura Blvd. #111  
Sherman Oaks, CA. 91423

Toutounchian, Mohammad  
Mohammad Toutounchian  
23534 Armita St.  
West Hills, CA. 91304

## REALTOR® APPLICANTS

Admiral, Terri Wang / Berkshire Hathaway HomeServices California Properties / Valencia

Allen, Daniela / Engel & Volkers Sherman Oaks / West Hills

Anieze-Smith, Queen Oh / Royal Rep Realty, Inc. / Woodland Hills

Aramhaveehong, Maria / The Olson Agency / Northridge

Ashouri, Fadi / Cramer Consulting Group / San Diego

Baker, Michael Jay / Boutique Realty / Tarzana

Ballesteros, Fred Negrete / Premier Realty Associates / San Diego

Barahmand, Navid / The Cosmopolitan Group / Woodland Hills

Barlow, Rachel Castillo / Keller Williams Realty Calabasas / Calabasas

Barraza, Norma E. / Ron Green Estates / Calabasas

Barrows, Michelle / Southern Oaks Realty / Valencia

Boyardjian, Sarkis Serge / Balboa Realty / Verdugo City

Bridgett, Parde / Keller Williams Realty Calabasas / Calabasas

Busscher, Evan / Rodeo Realty / Northridge

Burris, Lauren E. / RE/MAX of Santa Clarita / Santa Clarita

Calabasso, Adriana / Metro Pacific Real Estate / Valencia

Cahill, Lauren Ida / Coldwell Banker Calabasas / Calabasas

Chauva, Claudio / Ratanpreet K. Badsha / Winnetka

Chavez, Grace Lee / Coldwell Banker Greater Valleys / Granada Hills

Chico, Carlos E. / The Real Estate Plaza / Granada Hills

Christensen, Paul Blaine / Key Real Estate / Valencia

Chukalovich, Milica / Keller Williams Realty Calabasas / Calabasas

Coleman, Matthew James / Nationwide Real Estate Executives / Los Angeles

Collette Jr., Terry Lee / King Monster Inc. / Santa Clarita

Coppin, Kevin Matthew / Keller Williams Realty Calabasas / Calabasas

Correa, Edgar G. / Global Premier Properties Inc. / Mission Hills

Cruz, Lissette Flores / Keller Williams Encino-Sherman Oaks / Encino

Cruz, Michaelangelo Cardona / Rodeo Realty / Calabasas

Davis, Monica Lulean / Rodeo Realty / Northridge

De Anda, Genesis Jeromy / Maurice Doe Real Estate / Granada Hills

Dias, Orville Dinesh Jude / Keller Williams World Media Center / Burbank

Diaz, Charles / Berkshire Hathaway HomeServices California Properties / Valencia

Dolka, Joshua Clifford / Silva Realty / Stevenson Ranch

Dovlatian, Hovsep / Rodeo Realty / Calabasas

Edgar, Doreen Rhone / Coldwell Banker / Sherman Oaks

Edrisavilova, Shoyan / Keller Williams Encino-Sherman Oaks / Encino

Elzondo, Britt / Realty Smart / Calabasas

Elzondo, Joe Anthony / Allison James Estates and Homes / Woodland Hills

Ferrer, Juan Antonio / Panorama Realty Services / Panorama City

Floyd, Constance Ann / Engel & Volkers Westlake Village / Westlake Village

Foroghji, Farokh / Gold Star Realty / Encino

Galkina, Galina / Coldwell Banker / Sherman Oaks

Galy, Nina Maureen / Keller Williams Encino-Sherman Oaks / Encino

Garcia, Jose Enrique / Park Regency Realty / Granada Hills

Garcia, Samuel Johnathan / Keller Williams North Valley / Porter Ranch

Garcia-Coronado, Jose Angel / Progressive Realtors / San Fernando

Gonzales, Stephanie Marie / HomeSmart NCG / Valencia

Gregorian, Anita / JohnHart Real Estate / Burbank

Hayes, Aran / Coldwell Banker Quality Properties / Northridge

Hazzaz, Nataly / iRealty / Stevenson Ranch

Hernandez, Martin / Pinnacle Estate Properties / Northridge

Hernandez, Mayra / Coldwell Banker Calabasas / Calabasas

Huegli, Keoni / Realty One Group Solutions / Santa Clarita

Jefferson, Edward Lee / Keller Williams Encino-Sherman Oaks / Encino

Johnson, Scherrie / Pinnacle Estate Properties, Inc. / Encino

Khanyan, Armen / Titus Realty, Inc. / Panorama City

Kim, Ji Eun / Best Realty & Investment, Inc. / Granada Hills

Kashe, Renee Francine / Interio Real Estate Services / Rancho Cucamonga

Labick, John Andrew / HomeSmart NCG Inc. / Valencia

Laird, Peter / Coldwell Banker Calabasas / Calabasas

LaMotte, Richard Edward / JohnHart Real Estate / Valencia

Levitt, Stuart Elliot / Berkshire Hathaway HomeServices California Properties / Calabasas

Levy, David A. / Premiere Home Sales, Inc. / Van Nuys

Lopez, Al / LRS Realty & Management Inc. / Chatsworth

Lungari, Dianne Catherine / Keller Williams Westlake Village / Westlake Village

Ma, Hui Dong / Keller Williams North Valley / Porter Ranch

Macion, Geraldene Retama / Coldwell Banker Greater Valleys / Granada Hills

Maras, Lauren Susanna S. / Coldwell Banker / Sherman Oaks

Martinez, Erica Irene / Keller Williams Encino-Sherman Oaks / Encino

Martinez, John Perez / Vision Realty / Simi Valley

Marton, Martha / Keller Williams Realty Calabasas / Calabasas

Mercado Castaneda, Jonathan E. / Nationwide Real Estate Executives / Los Angeles

Miller, Gregory Francis / Pinnacle Estate Properties / Northridge

Mitrevska, Gordana / Nationwide Real Estate Executives / Los Angeles

Moguel, Jenapher S. / Balboa Real Estate Inc. / Irvine

Murillo, Alexis Makayla / Dilbeck Real Estate / Calabasas

Nadeiri, Kavesh / Century 21 Peak / Woodland Hills

Nguyen, Daniel P. / Pro Estate Realty / Northridge

Norjean, Devon Sindaair / Keller Williams Westlake Village / Westlake Village

Nouel, Natali / Polaris Real Estate, Inc. / Encino

Noya, Angel Alex / Global Premier Properties / Mission Hills

Oparino, Olga / Redfin Corporation / Irvine

Quang, Thich Tang / JFK Realty & Loan Depot Inc. / Woodland Hills

Quezada, Mario / Hall & Chambers / Burbank

Parker, Jissel J. / Real Max Traditions / Simi Valley

Phillips, Leigh Starr / Coldwell Banker / Sherman Oaks

Ramirez, Hever / eXp Realty of California Inc. / San Ramon

Ramos, Elizabeth / NextHome Fine Homes & Estates / Santa Clarita

Redenski, Arthur / Atomic Ranch Realty / Murrieta

Riley, Erin Joye / Rodeo Realty / Sherman Oaks

Rizek, Paul Boulos / Mint Real Estate / Valley Village

Rocca, John Ross / So-Cal Real Estate Solutions, Inc. / Agoura Hills

Roy III, Eugene J. / Keller Williams VIP Properties / Valencia

Salman, Michael / On The House Homes / Chatsworth

Salter, Justin Matthew / First Class Real Estate / Burbank

Santos, Ralph / Re/Max Traditions / Simi Valley

Sarmiento, Ann B. / Realty Executives / Canyon Country

Shadrakh, Youhan / Boutique Realty / Tarzana

Shinuda, John Paul / Fine Homes & Estates, Inc. / Woodland Hills

Siegel, C. Jeannette / Pacific Realtors / Agoura Hills

Singra, Joshua James / HomeSmart NCG Inc. / Valencia

Sood, Mahesh Chander / Realty One Group Solutions / Santa Clarita

Soriano, Jose Manuel / Interio Real Estate Services / Northridge

Soroosh, Gholamreza / Flat Fee Inc. / Calabasas

Stedek, Sarah Jane / Allison James Estates and Homes / Carlsbad

Steiner, Ginger Rose / Keller Williams World Media Center / Burbank

Sunare, Roland Nathaniel / Sarkis Arpaizan / Encino

Swart, Aaron John / Keller Williams Encino-Sherman Oaks / Encino

Takoyan, Hakop / Arco Realty & Finance / Van Nuys

Tanner, Kimberly Anne / Jennings Realty / Pine Mountain Club

Toit, Kevin Du / Keller Williams VIP Properties / Valencia

Torresmalaga, Smalzin Edith / Sunethra Ipalawatte / West Hills

Turgesman, Asher M. / Real Estate eBroker Inc. / Oceanside

Uhlley, Kristin / The Olson Agency / Westlake Village

Valdez, Ignacio / Century 21 Valley Properties, Inc. / West Hills

Vardanyan, Vardan Harry / Coldwell Banker Residential Brokerage / Studio City

Venesse, Nadia / Keller Williams North Valley / Porter Ranch

Weissman Littman, Joanne Elye / Keller Williams Westlake Village / Westlake Village

Williams, Taylor / Pinnacle Estate Properties, Inc. / Valencia

Wilson, Shawn Michael / Pinnacle Estate Properties, Inc. / Calabasas

Yazdi, Yasmin / The Olson Agency / Woodland Hills

Yi, Kanghyuk / Kanguk Yi, Broker / Porter Ranch

Yochim, Jared / Keller Williams VIP Properties / Valencia

Yuan, Ling / Rodeo Realty Inc. / Encino

Zavala, Brandon Douglas / Quantum Realtors / Simi Valley

Ziegler, Anthony Dodds / Jennings Realty / Pine Mountain Club

RESIDENTIAL PROPERTIES LISTED  
**1,742**

**JUNE 2016 SFV RESIDENTIAL MLS SUMMARY**  
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP ESCROW OPENED  
**1,304**

RESIDENTIAL PROP ESCROW CLOSED  
**1,299**

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
<b>ACTIVE INVENTORY:</b>								
NEW LISTINGS	142	235	188	226	279	1,070	672	1,742
TOTAL ACTIVE LISTINGS	204	371	294	457	668	1,668	1,245	2,913
AVERAGE DAYS ON MARKET	80	76	65	62	69	70	98	82
AVERAGE LIST PRICE IN THOUSANDS	428.0	1,019.1	1,126.2	783.9	1,525.9	1,056.3	659.0	886.5
MEDIAN LIST PRICE IN THOUSANDS	419.9	799.0	700.0	685.0	799.0	685.0	400.0	570.0
BOMS	13	24	22	20	24	103	86	189
AVERAGE BOM PRICE IN THOUSANDS	363.7	985.9	756.2	610.4	1,088.9	809.4	523.6	679.3
BOM TO SALE RATIO	9.4	15.3	17.1	11.0	11.5	12.7	17.7	14.5
EXPIRATIONS	15	15	20	29	13	92	65	157
<b>PENDING SALES:</b>								
NEW ESCROWS OPENED	115	171	128	186	205	805	499	1,304
TOTAL YTD ESCROWS OPENED	678	876	706	918	1,035	4,213	2,617	6,830
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	42	35	33	29	36	35	41	37
NEW OPEN ESCROWS AVERAGE LIST PRICE	398.3	784.2	812.2	642.0	768.2	696.6	507.2	624.1
<b>CLOSED SALES:</b>								
NEW ESCROWS CLOSED	138	157	129	182	208	814	485	1,299
TOTAL YTD ESCROWS CLOSED	610	777	661	816	914	3,778	2,335	6,113
VOLUME OF NEW SALE DOLLARS IN MILLIONS	53,387	118,863	99,693	108,812	179,714	560,469	224,564	785,033
VOLUME OF TOTAL YTD SALES IN MILLIONS	244,418	617,310	490,640	475,384	752,517	2,580,270	1,069,016	3,649,286
AVERAGE SALE PRICE IN THOUSANDS	386.9	757.1	772.8	597.9	864.0	688.5	463.0	604.3
MEDIAN SALE PRICE IN THOUSANDS	401.0	611.0	549.0	364.0	635.0	539.9	365.0	485.0
COOP SALES	99	123	103	155	162	642	397	1,039
PERCENT OF COOP SALES	71.7	78.3	79.8	85.2	77.9	78.9	81.9	80.0
AVERAGE DAYS ON MARKET	49	23	33	34	38	35	44	39
SALES AT LIST PRICE	95	96	76	101	103	471	265	736
PERCENT OF SALES AT LIST PRICE	68.8	61.1	58.9	55.5	49.5	57.9	54.6	56.7
SALES TO LISTING INVENTORY RATIO	67.6	43.9	53.2	48.8	39.0	48.8	39.0	44.6
FINAL SALE TO NEW LISTING RATIO	97.2	66.8	68.6	80.5	74.6	76.1	72.2	74.6
<b>CLOSED SALES TYPE</b>								
FORECLOSURE/REO	5	2	1	7	7	22	20	42
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	5	3	4	2	5	19	16	35
STANDARD	127	151	124	170	193	765	436	1,201
OTHER	1	1	0	3	3	8	13	21

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
<b>SELLING TIME - PRICE CHANGE - PRICE REDUCTION</b>						
LESS THAN 100,000	52	39	10	9	46639	24.1
100,000 TO 109,999	0	6	0	0	N/A	0.0
110,000 TO 119,999	139	5	4	4	23950	16.4
120,000 TO 139,999	58	14	9	6	12571	8.4
140,000 TO 159,999	47	35	17	7	2547	1.2
160,000 TO 179,999	60	46	21	8	519	2.3
180,000 TO 199,999	49	59	21	10	3882	0.8
200,000 TO 249,999	31	147	72	29	3983	1.2
250,000 TO 299,999	43	194	101	45	5621	1.4
300,000 TO 349,999	43	166	74	29	3020	0.3
350,000 TO 399,999	47	140	104	54	5272	0.8
400,000 TO 449,999	40	169	106	47	7427	0.8
450,000 TO 499,999	32	176	126	56	1271	0.3
500,000 TO 549,999	34	167	111	45	373	8.4
550,000 TO 599,999	24	156	82	37	389	0.4
600,000 TO 699,999	31	226	113	51	8479	0.8
700,000 TO 799,999	29	201	101	55	5704	0.1
800,000 TO 899,999	32	149	62	30	12031	0.8
900,000 TO 999,999	35	104	36	19	22909	1.4
1,000,000 TO 1,999,999	50	443	98	53	41830	2.3
MORE THAN 2,000,000	73	232	30	27	249510	7.0
TOTALS	39	2913	1298	621	14573	0.3

**LISTINGS 9,327**  
**2016 RMLS TOTAL - \$ VOLUME \$3,649,286,000**  
**SALES 6,334**

EN: Arleta, Kegel Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar, ES: Cahuenga Pass, Lake Hollywood, North Hollywood, Sherman Oaks, Studio City, Toluca Lake, Valley Glen, Valley Village, Van Nuys  
CS: Encino, Lake Balboa, Reseda, Tarzana, Van Nuys WN: Chatsworth, Granada Hills, Mission Hills, North Hills, Northridge WS: Bell Canyon, Calabasas, Canoga Park, Hidden Hills, Monte Nido, West Hills, Winnetka, Woodland Hills  
\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

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

	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
<b>JAN</b>	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
<b>FEB</b>	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
<b>MAR</b>	1,875	1,050	430.7	56	1,515	1,085	427.4	71.6	1,377	1,337	470.8	77.8	1,565	903	473.0	57.7	1,634	1,080	603.7	66.1	1,552	1,050	640.1	67.7
<b>APR</b>	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
<b>MAY</b>	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	1,633	1,169	680.5	71.6
<b>JUNE</b>	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	1,742	1,299	785.0	74.6
<b>JUL</b>	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				
<b>AUG</b>	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				
<b>SEPT</b>	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				
<b>OCT</b>	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				
<b>NOV</b>	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				
<b>DEC</b>	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				
<b>TOTAL</b>	19,063	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				
<b>AVG. SALE PRICE</b>			<b>\$395,470</b>				<b>\$392,470</b>				<b>\$479,270</b>				<b>\$525,464</b>				<b>\$558,825</b>					

## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE 2016

<b>ACTIVE INVENTORY</b>	<b>EN</b>	<b>ES</b>	<b>CS</b>	<b>WN</b>	<b>WS</b>	<b>SFV TOTAL</b>	<b>EXT</b>	<b>TOTAL</b>
New Listings	98	158	142	193	215	806	533	1,339
Total Active Listings	144	246	220	292	369	1,271	1,023	2,294
Average Days on Market	84	78	61	62	71	70	94	81
Average List Price in Thousands	486.5	1,286.5	1,313.2	840.9	1,771.6	1,238.9	680.7	990.0
Median List Price in Thousands	449.0	1,100.0	899.9	745.0	950.0	799.0	395.0	650.0
BOMS	8	17	17	14	17	73	67	140
Average BOM Price in Thousands	425.0	1,209.9	894.1	688.5	1,378.1	989.5	553.2	780.7
BOM to Sale Ratio	8.0	14.8	19.1	9.4	10.7	11.9	16.9	13.9
Expirations	8	11	16	24	9	68	55	123
<b>PENDING SALES</b>								
New Escrows Opened	82	115	89	148	161	595	398	993
Total YTD Escrows Opened	500	606	477	717	801	3,101	2,079	5,180
New Open Escrows Average Days on Market	47	34	35	26	38	35	43	38
New Open Escrows Average List Price	435.5	937.8	983.0	704.0	879.4	801.4	520.5	688.8
<b>CLOSED SALES:</b>								
New Escrows Closed	100	115	89	149	159	612	396	1,008
Total YTD Escrows Closed	450	539	443	631	703	2,766	1,865	4,631
Volume of New Sales Dollars in Millions	42.324	99.640	85.314	95.032	159.382	481.691	186.274	667.965
Volume of total YTD Sales in Millions	196.332	504.956	408.653	402.016	666.499	2,178.455	859.571	3,038.027
Average Sale price in Thousands	423.2	866.4	958.6	637.8	1,002.4	787.1	470.4	662.7
Median Sale Price in Thousands	429.0	735.0	640.0	590.0	750.0	600.0	365.0	536.0
Coop Sales	70	88	70	125	121	474	315	789
Percent of Coop Sales	70.0	76.5	78.7	83.9	76.1	77.5	79.5	78.3
Average Days on Market	51	20	29	32	40	34	46	39
Sales at List Price	66	73	52	84	84	359	222	581
Percent of Sales at List Price	66.0	63.5	58.4	56.4	52.8	58.7	56.1	57.6
Sales to Listing Inventory Ratio	69.4	46.7	40.5	51.0	43.1	48.2	38.7	43.9
Final Sale to New Listing Ratio	102.0	72.8	62.7	77.2	74.0	75.9	74.3	75.3
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO	4	1	0	5	6	16	17	33
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	4	2	2	2	3	13	14	27
Standard	91	111	87	142	148	579	353	932
Other	1	1	0	0	2	4	12	16

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE 2016

<b>ACTIVE INVENTORY</b>	<b>EN</b>	<b>ES</b>	<b>CS</b>	<b>WN</b>	<b>WS</b>	<b>SFV TOTAL</b>	<b>EXT</b>	<b>TOTAL</b>
New Listings	44	77	46	33	64	264	139	403
Total Active Listings	60	125	74	50	88	397	222	619
Average Days on Market	72	73	78	62	59	69	116	86
Average List Price in Thousands	287.5	492.9	570.5	450.9	495.8	471.7	558.8	502.9
Median List Price in Thousands	260.0	460.0	355.0	389.0	415.0	389.9	435.0	409.0
BOMS	5	7	5	6	7	30	19	49
Average BOM Price in Thousands	265.8	441.6	287.4	428.0	386.6	371.0	419.2	389.7
BOM to Sale Ratio	13.2	16.7	12.5	18.2	14.3	14.9	21.3	16.8
Expirations	7	4	4	5	4	24	10	34
<b>PENDING SALES</b>								
New Escrows Opened	33	56	39	38	44	210	101	311
Total YTD Escrows Opened	178	270	229	201	234	1,112	538	1,650
New Open Escrows Average Days on Market	28	38	28	42	28	33	34	33
New Open Escrows Average List Price	305.7	468.7	422.4	400.3	361.6	399.7	454.6	417.5
<b>CLOSED SALES:</b>								
New Escrows Closed	38	42	40	33	49	202	89	291
Total YTD Escrows Closed	160	238	218	185	211	1,012	470	1,482
Volume of New Sales Dollars in Millions	11.063	19.224	14.378	13.781	20.332	78.778	38.291	117.069
Volume of total YTD Sales in Millions	48.087	112.354	81.987	73.368	86.018	401.815	209.445	611.260
Average Sale price in Thousands	291.1	457.7	359.5	417.6	414.9	390.0	430.2	402.3
Median Sale Price in Thousands	281.0	445.0	314.9	390.0	415.0	365.0	367.0	365.0
Coop Sales	29	35	33	30	41	168	82	250
Percent of Coop Sales	76.3	83.3	82.5	90.9	83.7	83.2	92.1	85.9
Average Days on Market	43	32	40	45	33	38	37	38
Sales at List Price	29	23	24	17	19	112	43	155
Percent of Sales at List Price	76.3	54.8	60.0	51.5	38.8	55.4	48.3	53.3
Sales to Listing Inventory Ratio	63.3	33.6	54.1	66.0	55.7	50.9	40.1	47.0
Final Sale to New Listing Ratio	86.4	54.5	87.0	100.0	76.6	76.5	64.0	72.2
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO	1	1	1	2	1	6	3	9
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	1	1	2	0	2	6	2	8
Standard	36	40	37	28	45	186	83	269
Other	0	0	0	3	1	4	1	5

## SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE 2016

<b>ACTIVE INVENTORY</b>	<b>AC</b>	<b>ADUL</b>	<b>CC</b>	<b>CA</b>	<b>NE</b>	<b>SAU</b>	<b>SR</b>	<b>VAL</b>	<b>SCVTOT</b>	<b>EXT</b>	<b>TOTAL</b>
New Listings	14	10	66	27	25	75	19	92	328	98	426
Total Active Listings	51	30	88	38	32	90	24	119	472	157	629
Average Days on Market	89	99	88	126	53	48	57	50	71	64	69
Average List Price in Thousands	569.9	692.7	754.3	806.1	901.7	721.8	812.9	807.4	754.8	506.0	692.7
Median List Price in Thousands	549.0	610.0	559.0	599.9	699.9	635.0	769.0	609.0	611.0	359.9	570.0
BOMS	2	0	10	3	2	6	4	4	31	9	40
Average BOM Price in Thousands	427.0	0.0	509.8	569.3	837.5	593.3	680.4	608.3	582.2	411.3	543.8
BOM to Sale Ratio	33.3	0.0	17.9	12.5	7.7	10.0	20.0	5.7	11.7	12.2	11.8
Expirations	2	3	1	4	2	8	1	4	25	6	31
<b>PENDING SALES</b>											
New Escrows Opened	9	4	60	23	20	54	16	58	244	66	310
Total YTD Escrows Opened	64	29	300	137	112	310	73	336	1,361	354	1,715
New Open Escrows Average Days on Market	78	69	31	15	40	32	26	33	33	34	33
New Open Escrows Average List Price	576.5	734.7	492.6	487.8	591.0	556.6	739.7	672.4	580.4	363.1	534.1
<b>CLOSED SALES:</b>											
New Escrows Closed	6	3	56	24	26	60	20	70	265	74	339
Total YTD Escrows Closed	56	25	251	125	96	276	67	299	1,195	320	1,515
Volume of New Sales Dollars in Millions	3.130	1.965	29.632	12.278	15.340	34.901	14.621	48.315	160.181	26.120	186.301
Volume of total YTD Sales in Millions	27.218	15.282	134.636	60.152	53.819	152.176	51.327	191.945	686.556	116.579	803.135
Average Sale price in Thousands	521.7	654.8	529.1	511.6	590.0	581.7	731.0	690.2	604.5	353.0	549.6
Median Sale Price in Thousands	515.0	709.5	485.0	520.0	550.0	575.0	705.0	630.0	575.0	286.0	525.0
Coop Sales	5	3	44	22	23	53	14	60	224	65	289
Percent of Coop Sales	83.3	100.0	78.6	91.7	88.5	88.3	70.0	85.7	84.5	87.8	85.3
Average Days on Market	117	195	92	65	83	84	59	79	83	2,164	537
Sales at List Price	2	2	32	15	14	42	13	35	155	48	203
Percent of Sales at List Price	33.3	66.7	57.1	62.5	53.8	70.0	65.0	50.0	58.5	64.9	59.9
Sales to Listing Inventory Ratio	11.8	10.0	63.6	63.2	81.3	66.7	83.3	58.8	56.1	47.1	53.9
Final Sale to New Listing Ratio	42.9	30.0	84.8	88.9	104.0	80.0	105.3	76.1	80.8	75.5	79.6
<b>CLOSED SALES TYPE</b>											
Foreclosure / REO	0	0	1	0	0	0	0	1	2	2	4
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	2	0	0	1	0	2	5	6	11
Standard	5	3	51	24	26	59	20	67	255	65	320
Other	1	0	2	0	0	0	0	0	3	1	4

## SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE 2016

<b>ACTIVE INVENTORY</b>	<b>AC</b>	<b>ADUL</b>	<b>CC</b>	<b>CA</b>	<b>NE</b>	<b>SAU</b>	<b>SR</b>	<b>VAL</b>	<b>SCVTOT</b>	<b>EXT</b>	<b>TOTAL</b>
New Listings	1	0	25	3	13	22	7	42	113	13	126
Total Active Listings	1	0	34	7	22	17	4	42	127	20	147
Average Days on Market	17	0	62	52	93	47	78	41	58	71	60
Average List Price in Thousands	515.0	0.0	337.1	289.1	263.6	451.7	369.5	435.3	372.0	438.3	381.0
Median List Price in Thousands	515.0	0.0	275.0	205.0	240.0	410.0	339.0	430.0	345.0	350.0	345.0
BOMS	0	0	2	1	4	1	0	4	12	1	13
Average BOM Price in Thousands	0.0	0.0	267.5	150.0	301.9	410.0	0.0	420.6	332.1	150.0	318.1
BOM to Sale Ratio	0.0	0.0	6.7	100.0	33.3	4.0	0.0	8.0	9.4	7.7	9.3
Expirations	0	0	2	0	1	0	0	2	5	0	5
<b>PENDING SALES</b>											
New Escrows Opened	0	0	18	0	18	20	6	41	103	12	115
Total YTD Escrows Opened	0	0	133	9	90	100	34	232	598	68	666
New Open Escrows Average Days on Market	0	0	27	0	29	21	9	30	26	21	26
New Open Escrows Average List Price	0.0	0.0	293.5	0.0	292.8	347.1	352.2	394.9	347.6	348.0	347.6
<b>CLOSED SALES:</b>											
New Escrows Closed	0	0	30	1	12	25	9	50	127	13	140
Total YTD Escrows Closed	0	0	120	7	79	90	30	226	552	67	619
Volume of New Sales Dollars in Millions	0.000	0.000	8.388	0.450	3.447	7.910	3.317	20.506	44.018	5.319	49.337
Volume of Total YTD Sales in Millions	0.000	0.000	34.625	3.237	22.423	30.290	11.694	86.696	188.966	26.092	215.058
Average Sale price in Thousands	0.0	0.0	279.6	450.0	287.2	316.4	368.6	410.1	346.6	409.2	352.4
Median Sale Price in Thousands	0.0	0.0	285.0	450.0	275.0	335.0	355.0	393.0	340.0	410.0	349.0
Coop Sales	0	0	28	1	9	24	8	43	113	12	125
Percent of Coop Sales	0.0	0.0	93.3	100.0	75.0	96.0	88.9	86.0	89.0	92.3	89.3
Average Days on Market	0	0	72	46	75	61	90	74	72	105	75
Sales at List Price	0	0	21	0	6	18	2	28	75	3	78
Percent of Sales at List Price	0.0	0.0	70.0	0.0	50.0	72.0	22.2	56.0	59.1	23.1	55.7
Sales to Listing Inventory Ratio	0.0	0.0	88.2	14.3	54.5	147.1	225.0	119.0	100.0	65.0	95.2
Final Sale to New Listing Ratio	0.0	0.0	120.0	33.3	92.3	113.6	128.6	119.0	112.4	100.0	111.1
<b>CLOSED SALES TYPE</b>											
Foreclosure / REO	0	0	1	0	2	0	0	2	5	0	5
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	0	0	0	0	0	0
Standard	0	0	29	1	10	25	9	48	122	13	135
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED  
**552**

**JUNE 2016 SCV RESIDENTIAL MLS SUMMARY**  
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED  
**425**

RESIDENTIAL PROP. ESCROW CLOSED  
**479**

ACTIVE INVENTORY:	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	15	10	91	30	38	97	26	134	441	111	552
TOTAL ACTIVE LISTINGS	52	30	122	54	54	107	28	161	599	177	776
AVERAGE DAYS ON MARKET	88	99	81	115	69	48	60	64	68	64	67
AVERAGE LIST PRICE IN THOUSANDS	568.9	692.7	638.1	725.7	641.7	678.9	749.5	710.3	673.6	493.3	633.7
MEDIAN LIST PRICE IN THOUSANDS	548.5	610.0	485.0	570.0	480.0	609.0	750.0	555.0	555.0	359.9	534.9
BOMS	2	0	12	4	6	7	4	8	43	10	53
AVERAGE BOM PRICE IN THOUSANDS	427.0	0.0	469.4	464.5	480.4	567.1	680.4	514.4	512.4	385.1	488.4
BOM TO SALE RATIO	33.3	0.0	14.0	16.0	15.8	8.2	13.8	6.7	11.0	11.5	11.1
EXPIRATIONS	2	3	3	4	3	8	1	6	30	6	36
<b>PENDING SALES:</b>											
NEW ESCROWS OPENED	9	4	78	23	38	74	22	99	347	78	425
TOTAL YTD ESCROWS OPENED	64	29	433	146	202	410	107	568	1,959	422	2,381
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	78	69	30	15	35	29	21	31	31	32	31
NEW OPEN ESCROWS AVERAGE LIST PRICE	576.5	734.7	446.7	487.8	449.7	500.0	634.0	557.5	511.3	360.8	483.7
<b>CLOSED SALES:</b>											
NEW ESCROWS CLOSED	6	3	86	25	38	85	29	120	392	87	479
TOTAL YTD ESCROWS CLOSED	56	25	371	132	175	366	97	525	1,747	387	2,134
VOLUME OF NEW SALE DOLLARS IN MILLIONS	3,130	1,965	38,020	12,728	18,786	42,811	17,938	68,821	204,198	31,439	235,637
VOLUME OF TOTAL YTD SALES IN MILLIONS	27,218	15,282	169,261	63,389	76,242	182,467	63,021	278,641	875,522	142,671	1,018,193
AVERAGE SALE PRICE IN THOUSANDS	521.7	654.8	442.1	509.1	494.4	503.7	618.5	573.5	520.9	361.4	491.9
MEDIAN SALE PRICE IN THOUSANDS	515.0	709.5	420.0	520.0	485.0	491.0	593.0	549.0	489.0	300.0	470.0
COOP SALES	5	3	72	23	32	77	22	103	337	77	414
PERCENT OF COOP SALES	83.3	100.0	83.7	92.0	84.2	90.6	75.9	85.8	86.0	79.9	86.4
AVERAGE DAYS ON MARKET	117	195	85	64	81	77	69	77	79	1,856	402
SALES AT LIST PRICE	2	2	53	15	20	60	15	63	230	51	281
PERCENT OF SALES AT LIST PRICE	33.3	66.7	61.6	60.0	52.6	70.6	51.7	52.5	58.7	58.7	58.7
SALES TO LISTING INVENTORY RATIO	11.5	10.0	70.5	55.6	70.4	79.4	103.6	74.5	65.4	49.2	61.7
FINAL SALE TO NEW LISTING RATIO	40.0	30.0	94.5	83.3	100.0	87.6	111.5	89.6	88.9	78.4	86.8
<b>CLOSED SALES TYPE</b>											
FORECLOSURE/REO	0	0	2	0	2	0	0	3	7	2	9
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	2	0	0	1	0	2	5	6	11
STANDARD	5	3	80	25	36	84	29	115	377	78	455
OTHER	1	0	2	0	0	0	0	0	3	1	4

SELLING PRICE RANGE:	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	159	1	2	2	107745
100,000 TO 109,999	0	1	0	0	N/A
110,000 TO 119,999	87	0	1	1	15000
120,000 TO 139,999	33	5	6	4	16798
140,000 TO 159,999	86	5	4	3	38333
160,000 TO 179,999	39	6	8	4	5300
180,000 TO 199,999	15	8	2	0	100
200,000 TO 249,999	25	36	29	10	945
250,000 TO 299,999	26	48	34	15	6500
300,000 TO 349,999	44	45	39	17	6566
350,000 TO 399,999	22	45	42	15	4697
400,000 TO 449,999	38	67	46	24	6600
450,000 TO 499,999	17	70	49	22	3539
500,000 TO 549,999	27	70	25	11	7752
550,000 TO 599,999	34	52	32	19	14648
600,000 TO 699,999	35	68	74	34	5578
700,000 TO 799,999	14	65	26	14	19217
800,000 TO 899,999	21	28	15	7	11109
900,000 TO 999,999	73	22	7	5	54580
1,000,000 TO 1,999,999	62	61	12	9	127476
MORE THAN 2,000,000	0	12	0	0	N/A
TOTALS	33	735	453	216	11544

**LISTINGS**  
**2,978**

**2016 RMLS TOTAL - \$ VOLUME**  
**\$1,018,193,000**

**SALES**  
**2,184**

\*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
<b>JAN</b>	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
<b>FEB</b>	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
<b>MAR</b>	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
<b>APR</b>	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
<b>MAY</b>	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	506	425	210.3	84.0
<b>JUNE</b>	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	552	479	235.6	86.8
<b>JUL</b>	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				
<b>AUG</b>	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				
<b>SEPT</b>	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				
<b>OCT</b>	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				
<b>NOV</b>	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				
<b>DEC</b>	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				
<b>TOTAL</b>	6,128	4,083	1286.5	67	4360	4278	1356.5	99	4773	4107	1597	84.5	5020	3898	1642.5	77.6	5,197	4,242	1,961.5	81.6				
<b>AVG. SALE PRICE</b>			<b>\$315,090</b>				<b>\$317,090</b>				<b>\$388,850</b>				<b>\$421,369</b>				<b>\$462,399</b>					

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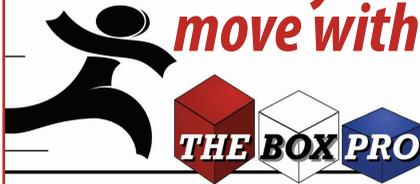
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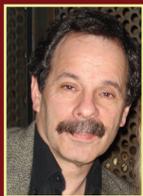
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## LEGAL



Jeff Kahn has joined the Law Firm Spile, Leff & Goor, LLP where he will serve as Risk Management Director. Jeff, a graduate of UCLA Law School, has over 30 years of experience as a real estate broker and attorney. This background has afforded Jeff with a unique blend of experience, so he can offer both legal and practical advice to the firm's client base. Among other things, Jeff has managed two large real estate offices, served as a Director for the California Association of Realtors and the Southland Regional Association of Realtors; been a regular instructor for organized real estate; and drafted numerous forms used in the industry. With the

California Association of Realtors, Jeff currently serves as Vice Chairperson of the Standard Forms Committee, which he previously chaired.

When asked about his decision to join Spile, Leff & Goor, LLP, Jeff replied: "I have been fortunate to find a way to integrate my passion for real estate as a business, with my lifelong interest in the legal world. Joining the Spile Firm just felt like a natural progression for me. I am really excited to work with and expand their client base."

It seems the feelings are entirely mutual. Senior Partner Steve Spile shared: "I have known, respected and admired Jeff for many years. He is not only a brilliant and experienced member of the industry, but he has unparalleled integrity and kindness. Jeff will be an amazing complement to our commitment to provide the best possible risk management and legal services to our clients."

Jeff and Steve who are on the Southland Risk Management Committee will be sharing their information with and support to SRAR on a regular basis. They welcome any inquires from members of the real estate industry.

For those interested in risk management services, please feel free to contact Jeff at [jkahn@spilelaw.com](mailto:jkahn@spilelaw.com) or 818-784-6899 for further information.

### The Law Offices of SL&G

Spile, Leff & Goor, LLP

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

Chairperson: Brian Hatkoff, CCIM  
Phone: (818) 701-7789  
Web: [www.commercialdataexchange.com](http://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](mailto: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

SCV Networking Meeting 2nd & 4th Fridays

Chairperson: Dean Vincent  
818-802-8856 or [MDeanVincent@RealtyExecutives.com](mailto:MDeanVincent@RealtyExecutives.com)

Co Chair: Nicole Stinson  
661-816-4234 or [nicole@nicolestinson.com](mailto:nicole@nicolestinson.com)

Affiliate Chair: Dawn Zirbel [dzirbel@firstam.com](mailto:dzirbel@firstam.com)

Location: Santa Clarita Sports Complex  
20880 Centre Pointe Pkwy, Santa Clarita 91350  
Dates: 2nd and 4th Fridays of the month  
Time: 8:15 am  
Cities: Group 1 2nd Friday-Canyon County, Newhall, Saugus  
Group 2 4th Friday-Castaic, Stevenson Ranch, Valencia