

July/August 2016

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

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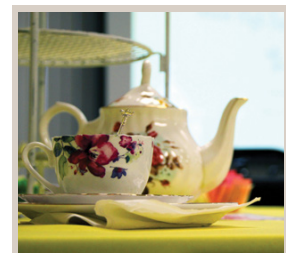
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REALTOR®
OF THE
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Volume 96 • Issue 7

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,



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.

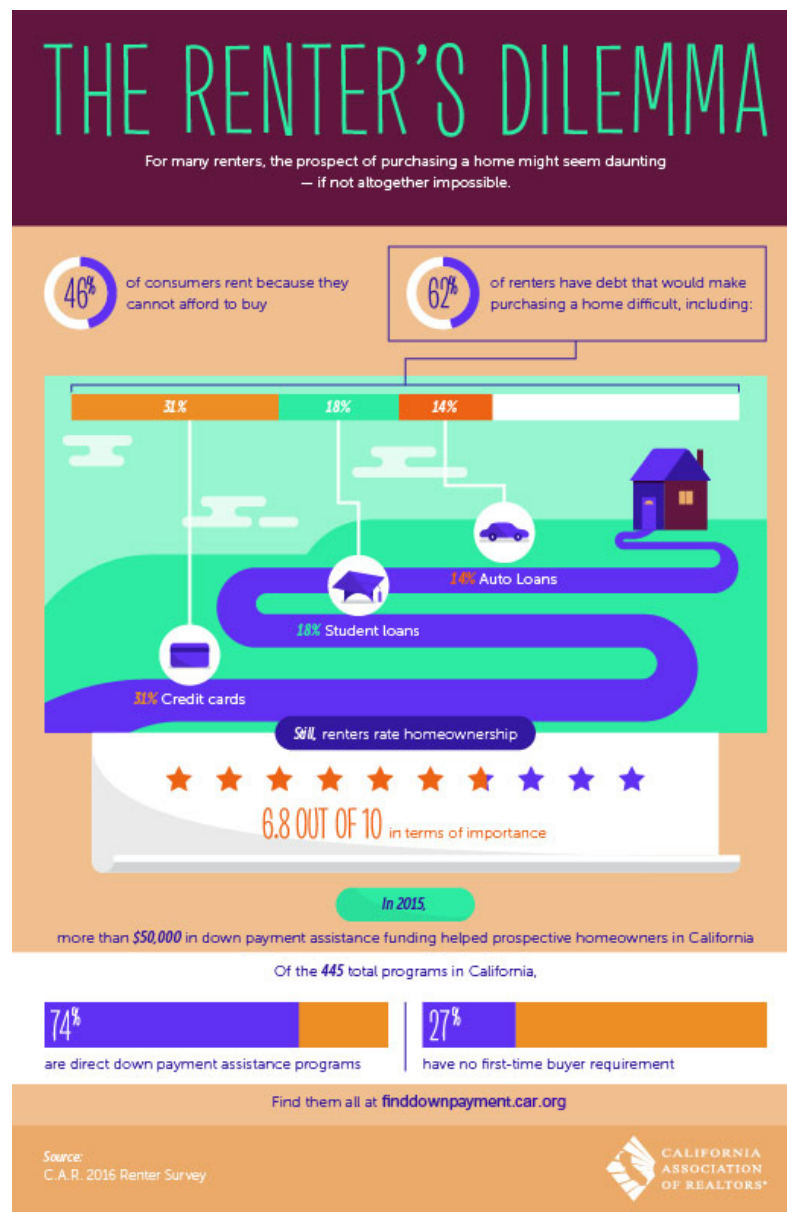
- Fifteen percent of renters plan to buy a home out of their current area, with 7 percent planning to move to another state, 7 percent to another county in California, and 1 percent to another country.

- 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.

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.

Shane Retires as SRAR Counsel

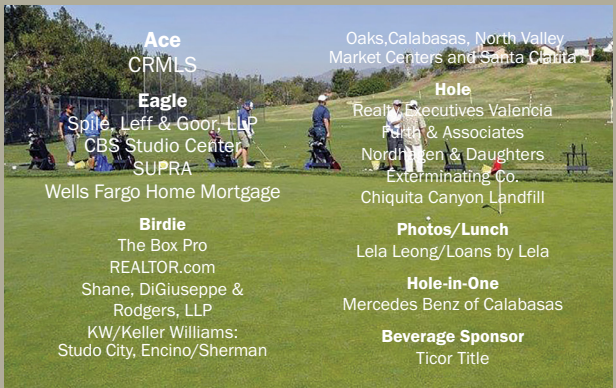
Some 600 board of directors meetings later, attorney David L. Shane recently attended his last one as general counsel for the Southland Regional Association of Realtors.

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



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.

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)

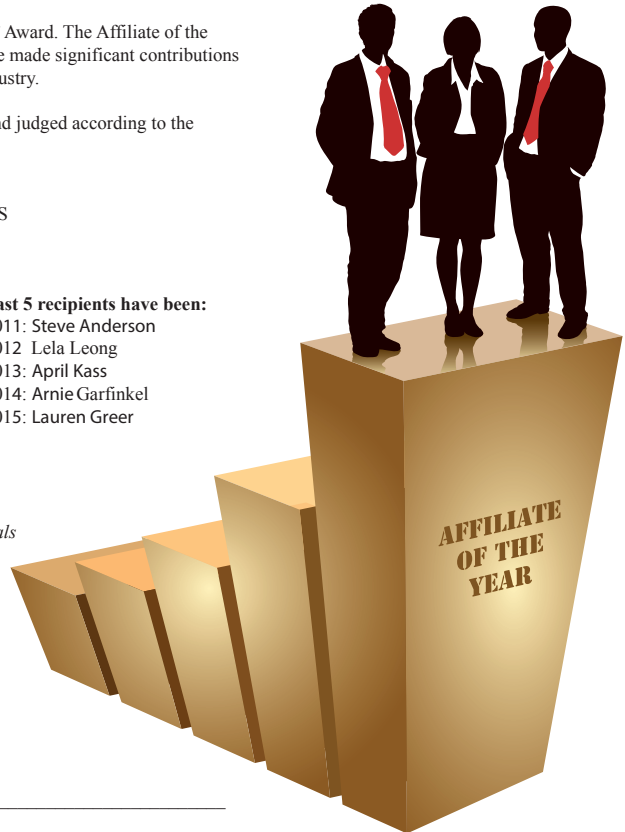
Qualifications:

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.

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 .

Past 5 recipients have been:

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



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

Name of Nominee: _____

Company: _____

Reason for nomination: _____

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

Name of Nominee: _____

Company: _____

Reason for nomination: _____

Submitted by: _____

Company: _____

Telephone Number: _____

Email Address: _____

You may submit any additional
pertinent information with this form

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October 26, 2016

Property Management for
Investment Real Estate

☐

November 30, 2016

Overview of Commercial
RE Investment Analysis

☐

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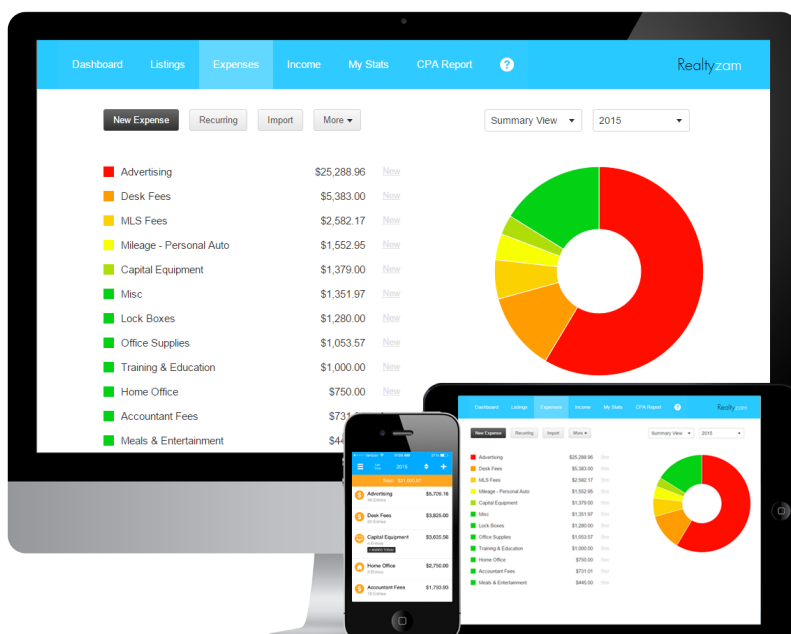
Make Checks Payable to SRAR & Return with this Portion to SRAR, 7232 Balboa Blvd., Van Nuys, CA 91406 (Att'n Educ. Dept)
\$25 Per Class - Except January 20th & January 27th *Certificate of Completion does not provide continuing education credits

Complete If Paying By Credit Card & Fax to the Education Department 818-786-4541 or email to vincec@srar.com

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VISA/MC/AMEX/DISC# _____ Exp.Date ____/____ CVV _____

\$ 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.

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When we set out to create Realtyzam, we wanted to create something more than just an accounting software. We wanted to create something that could help agents from a sales perspective too. So we gave our users the ability to track their sales, including expenses and profit on each listing & buyer, all their broker fees, their average pricing performance, and more. It even gives you a complete breakdown of your sales, including your average commission, average expenses, buyer and seller conversion rates, which lead sources generate most of your income, and so much more.

Try it for **free** today at
www.Realtyzam.com

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.
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Bar-Glassman, Prina 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
Broker/In Trust 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

Kovacs, 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
Encino, CA. 91436

Admiral, Teri 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
Aramhoveehong, 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. / Ran Green Estates / Calabasas
Barrows, Michelle / Southern Oaks Realty / Valencia
Boyardjian, Sarkis Serge / Balboa Realty / Verdugo City
Bridgett, Parde / Keller Williams Realty Calabasas / Calabasas
Buescher, Evan / Rodeo Realty / Northridge
Burns, Lauren E. / RE/MAX of Santa Clarita / Santa Clarita
Cabasso, Adriana / Metro Pacific Real Estate / Valencia
Cahill, Lauren Ida / Coldwell Banker Calabasas / Calabasas
Chauva, Claudio / Ratanpreet K. Badshah / 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
Edrisavitea, Shayan / Keller Williams Encino-Sherman Oaks / Encino
Elizondo, Britt / Realty Smart / Calabasas
Elizondo, 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
Foroughi, Farrokh / Gold Star Realty / Encino
Galkina, Galina / Coldwell Banker / Sherman Oaks
Galy, Nina Maureen / Keller Williams Encino-Sherman Oaks / Encino

Realtor® Report

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Gukasyan, Armen
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Ma, Van Hong
Van Ma
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Morris, Larry
Larry Morris
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Nalbandian, Michael
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Pashaie, Dahlia
Dahlia Pashaie
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Valley Village, CA. 91607

Taylor, Michael Gary
Michael Taylor Company
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Sherman Oaks, CA. 91423

Toutounchian, Mohammad
Mohammad Toutounchian
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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, Sherrie / Pinnacle Estate Properties, Inc. / Encino
Khanyan, Armen / Titus Realty, Inc. / Panorama City
Kim, Ji Eun / Best Realty & Investment, Inc. / Granada Hills
Kishe, 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
Marcus, Lauren Susanna S. / Coldwell Banker / Sherman Oaks
Martinez, Erica Irene / Keller Williams Encino-Sherman Oaks / Encino
Martinez, John Perez / Vision Realty / Simi Valley
Morton, 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, Jonathan S. / Balboa Real Estate Inc. / Irvine
Munillo, Alexis Makayla / Dilbeck Real Estate / Calabasas
Naderi, Kavah / Century 21 Peak / Woodland Hills
Nguyen, Daniel P. / Pro Estate Realty / Northridge
Norjean, Devon Sindair / Keller Williams Westlake Village / Westlake Village
Noudel, Natali / Polaris Real Estate, Inc. / Encino
Nova, Angel Alex / Global Premier Properties / Mission Hills
Oparina, Olga / Redfin Corporation / Irvine
Quang, Thich Tang / JFK Realty & Loan Depot Inc. / Woodland Hills
Quezada, Mario / Hall & Chambers / Burbank
Parker, Jisset J. / Re/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 Rand 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
Shinoda, John Paul / Fine Homes & Estates, Inc. / Woodland Hills
Siegel, C. Jeannette / Pacific Realtors / Agoura Hills
Sinatra, 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
Swair, Roland Nathaniel / Sarkis Arpaizon / Encino
Swart, Aaron John / Keller Williams Encino-Sherman Oaks / Encino
Takoryan, Hakop / Arco Realty & Finance / Van Nuys
Tanner, Kimberly Anne / Jennings Realty / Pine Mountain Club
Toit, Kevin Du / Keller Williams VIP Properties / Valencia
Torresmalaga, Smaltzin Edith / Sunethra Ipalawatte / West Hills
Turgeman, Asher M. / Real Estate eBroker Inc. / Oceanside
Uhley, 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 Elyse / 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 Eddie / Quantum Realtors / Simi Valley
Ziegler, Anthony Douglas / Jennings Realty / Pine Mountain Club

MONTHLY RESIDENTIAL SALES STATISTICS

1.742

1.304

1,299

LISTINGS 9,327	2016 RMLS TOTAL - \$ VOLUME \$3,649,286,000	SALES 6,334
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EN: Arleta, Kagel Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar, **ES:** Cahuenga Pass, Lake Hollywood, North Hollywood, Sherman Oaks, Studio City, Toluca Lake, Valley Glen, Valley Village, Van Nuys
CS: Encino, Lake Balboa, Reseda, Tarzana, Van Nuys **WN:** Chatsworth, Granada Hills, Mission Hills, North Hills, Northridge **WS:** Bell Canyon, Calabasas, Canoga Park, Hidden Hills, Monte Nido, West Hills, Winnetka, Woodland Hills



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	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	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	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	1,565	903	473.0	57.7	1,634	1,080	603.7	66.1	1,552	1,050	640.1	67.7	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	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	1,633	1,169	680.5	71.6	1,633	1,169	680.5	71.6		
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	1,742	1,299	785.0	74.6	1,742	1,299	785.0	74.6		
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 JUNE 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
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
PENDING SALES								
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
CLOSED SALES:								
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
CLOSED SALES TYPE								
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

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
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
PENDING SALES								
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
CLOSED SALES:								
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
CLOSED SALES TYPE								
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

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
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

PENDING SALES

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

CLOSED SALES:

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

CLOSED SALES TYPE

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

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
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

PENDING SALES

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

CLOSED SALES:

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

CLOSED SALES TYPE

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	45	54	107	28	161	599	177	776
AVERAGE DAYS ON MARKET	88	99	81	115	69	48	60	47	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	498.3	633.7
MEDIAN LIST PRICE IN THOUSANDS	548.5	610.0	485.0	548.5	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

PENDING SALES:

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	588	1,959	422	2,381
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	78	69	30	78	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

CLOSED SALES:

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	88.5	86.4
AVERAGE DAYS ON MARKET	117	195	85	117	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	58.6	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

CLOSED SALES TYPE

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	0	2	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	47.4
100,000 TO 109,999	0	0	0	0	N/A	0.0
110,000 TO 119,999	87	0	1	1	15000	11.5
120,000 TO 139,999	33	5	6	4	16798	11.3
140,000 TO 159,999	85	4	5	3	38333	18.5
160,000 TO 179,999	39	6	8	4	5300	2.9
180,000 TO 199,999	15	8	2	0	100	0.1
200,000 TO 249,999	25	36	29	10	945	0.5
250,000 TO 299,999	26	48	34	15	6500	2.0
300,000 TO 349,999	44	39	37	17	6566	1.8
350,000 TO 399,999	22	45	42	15	4697	1.1
400,000 TO 449,999	38	67	46	24	6600	1.5
450,000 TO 499,999	17	70	49	22	3539	0.6
500,000 TO 549,999	27	70	25	11	7752	1.2
550,000 TO 599,999	34	52	32	19	14648	2.4
600,000 TO 699,999	35	88	74	34	5578	0.6
700,000 TO 799,999	34	65	26	14	19217	2.3
800,000 TO 899,999	21	28	15	7	11109	1.3
900,000 TO 999,999	73	22	7	5	54560	5.1
1,000,000 TO 1,999,999	62	61	12	9	127476	8.3
MORE THAN 2,000,000	0	12	0	0	N/A	0.0
TOTALS	33	735	453	216	11544	1.8

LISTINGS

2,978

2016 RMLS TOTAL - \$ VOLUME

\$1,018,193,000

SALES

2,184

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SANTA CLARITA VALLEY

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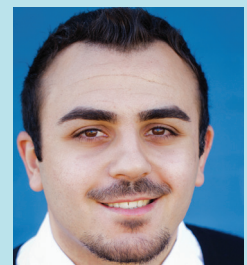
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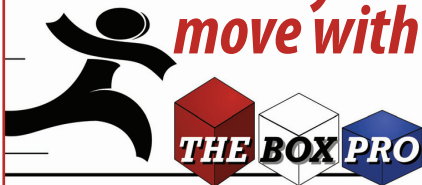
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LEGAL



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 state 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 or 818-784-6899 for further information.

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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. 3rd Tues of mo.

Chairperson: Brian Hatkoff, CCIM
Phone: (818) 701-7789
Web: www.commercialdataexchange.com
Time: 8:30 A.M.
Location: SRAR Auditorium
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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

SCV Networking Meeting 2nd & 4th Fridays

Chairperson: Dean Vincent
818-802-8856 or MDeanVincent@RealtyExecutives.com

Co Chair: Nicole Stinson
661-816-4234 or nicole@nicolestinson.com

Affiliate Chair: Dawn Zirbel 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