

August/September 2016

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

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NOMINATING COMMITTEE ANNOUNCES 2017 BOARD OF DIRECTORS SLATE

The 2017 Board of Directors election will be held on October 11. There are seven openings for Directors. The following members are recommended by the Board Nominating Committee to serve on the Directorate for a two year term commencing January 1, 2017:

Liliana Alfonso
Emily Roberts
Fred Sabine
Hosep Stepanian

Daniel Tresieras
Dean Vincent
Gary Washburn

Linka Honored for Four Decades of Service

Realtor Rana Linka added to the list of accolades and honors she has garnered over the years with the recent addition of yet another prize — Realtor Emeritus!

Linka, pictured on the right, received the Realtor Emeritus pin from Gina Uzunyan, president of the Southland Regional Association of Realtors.

The honor is awarded only to Realtors who have had a continuous membership in their local, state and national associations spanning four decades.

But it's much more than merely length of service; the award recognizes long-standing dedication and service to the real estate industry and their local community.

Linka has been part of a team of professionals who have propelled the Southland Regional Association of Realtors forward, making it one of the largest local associations in the nation with a reputation for excellence. Among many honors and posts, Linka was the 2015 recipient of SRAR's Association Service Award and she is a current member of the 2016 board of directors of the 9,500-member Southland Regional Association of Realtors.



CONSUMER PRICE INDEXES

JULY 2016

PERCENT CHANGE

	ONE MONTH ENDING JULY 2016	12 MONTHS ENDING JULY 2016
Los Angeles - Riverside - Orange County	1.2	0.0



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REALTOR® REPORT

The Official Publication of SRAR

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e-mail: info@srar.com

SENATE ACTION OFFERS RELIEF FOR CONDO BUYERS

BY GINA UZUNYAN, PRESIDENT, AND DAVID R. WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®
BUYING A CONDOMINIUM AND OBTAINING A CONDO LOAN IN THE SAN FERNANDO AND SANTA CLARITA VALLEYS WILL BE A LITTLE EASIER WITH ACTION TAKEN RECENTLY BY THE U.S. SENATE.

Passage by unanimous consent on July 14 of the “Housing Opportunity Through Modernization Act” eases restrictions on condominium financing and reduces onerous rules that made some condominiums ineligible for low-interest rate loans.

Changes include efforts to make FHA’s recertification process “substantially less burdensome.”

It also lowers FHA’s current owner-occupancy requirement from 50 percent to 35 percent.

The measure requires FHA to replace existing policy on transfer fees with the less-restrictive model in place at the Federal Housing Finance Agency.

Realtors nationwide have been urging lawmakers to make the changes with leadership of the National Association of Realtors testifying last year in support of the bill, which

in February passed the House of Representatives 427-0.

Especially here in high-priced California, condominiums often represent an affordable option for first-time and low-to-moderate income homebuyers.

The action by Congress is a significant step toward eliminating barriers to safe, affordable mortgage credit for condos.

The current tight restrictions, unfortunately, have kept ownership out of reach for too many creditworthy borrowers.

Tight inventory and rising home prices are a reality of today’s market and mortgage credit is hard to come by. It’s important to clear the path for well-qualified borrowers; this legislation goes a long way in that right direction.

Realtors credited the work of U.S. Senators Tim Scott (R-S.C.) and Robert Menendez (D-N.J.) for doing the heavy lifting needed to move H.R. 3700 forward.

The measure now goes to the White House where it is expected to be signed into law.

L.A. City to Collect Taxes on Short-term Rentals

Renting a home for less than 30 days via the new sharing economy is still illegal in many parts of Los Angeles, yet city officials recently reached an arrangement that will soon allow collection of millions of dollars in taxes.

The decision moves the city closer to setting out regulations for services like Airbnb that have homeowners renting rooms or entire homes for short stays. Those owners should have been paying the same lodging taxes as hotels all along. With the new rules the city has created the mechanism to make it happen.

According to the agreement Airbnb will collect the taxes as part of what visitors pay and hand the money over to the city. That could total \$5 million, which some news reports said would be earmarked to help support programs to assist the homeless.

There’s still much to be ironed out and a broader regulation is in the works, yet here’s where lawmakers look like they’re heading:

- To list a property on one of the multiple short-term rental services, all homeowners, rental property landlords, and tenants would be required to register with the city. Tenants would need to have the explicit approval of their landlord to rent out their unit.
 - The registration would yield a “Transient Occupancy Registration” certificate, which would trigger hotel taxes.
 - Hosts would only be allowed to rent out a room or entire residence at their “primary residence”—where they live up to six months per year—for up to 180 days annually or face fines.
 - A non-primary residence—for example, a vacation property—could be rented, but for no more than 15 days.
 - The property couldn’t be under rent control or designated as affordable housing—the goal is to protect tenants from being evicted by landowners seeking higher rents, according to Curbed L.A.
 - Guest houses, RVs, trailers and other second dwelling units would be barred, unless it’s the host’s primary residence.
 - Hosts would be legally responsible for nuisance violations by guests.
- Heated debate is expected, especially since many groups believe short-term rentals disrupt neighborhoods and exacerbate an already too expensive and extremely limited rental market. Hosts say the rentals help them to pay their bills and keep their homes.

Key Findings-Doing Business in Los Angeles County



Business identifies critical areas for regulatory and infrastructure focus to improve the environment for business.

Top three factors for business leaving Los Angeles County.

1. High taxes and fees (73% across all participants)
2. Regulatory environment (63% across all participants)
3. Housing costs (63% across all participants)

Employers throughout Los Angeles County believe the region’s high housing costs need to be addressed to increase employment and boost economic activity, according to a recent study conducted by the Los Angeles County Business Federation.

The BizFed poll found that 63 percent of participants ranked housing costs third on a list of critical areas that need to be improved. Seventy-three percent stressed the need to reduce taxes and fees, the top concern, and 63 percent wanted an improvement in the region’s regulatory environment.

Employers reported that their top five business concerns were taxes and fees, transportation, government regulation/compliance, education, and public infrastructure.

“Significant year-over-year movement came from employers wanting better education options, access to affordable housing and efficient transportation in order to feel confident in hiring here in Southern California,” said Gilbert Ivey, chair, BizFed.

Realtors Present Homebuyer Grant

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

Jim Ezell, chairman of the SRAR’s charitable foundation, presented the check along with the Juarez’s Realtor, Chona Aros.

The Juarez’ applied the \$2,000 grant toward the purchase of a home in Sylmar; it helped defray closing costs.

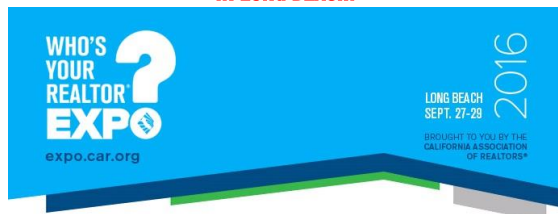
The Southland Regional Association of Realtors and C.A.R. offer the grants to qualified prospective home buyers who meet specific qualifications.

All of the 2016 grants have already been awarded, but the program is expected to be renewed in 2017.

Watch this page for details.



HOP ON THE BUS.....VISIT THE CALIFORNIA ASSOCIATION OF REALTORS® EXPO IN LONG BEACH!



\$10 PER PERSON-NON REFUNDABLE

Wednesday September 28, 2016

C.A.R. Expo

Long Beach, CA



**Bus back to
SRAR will leave
by 3:00pm with or
without you!**

Schedule for the day!

9:00 a.m.	Meet at SRAR Van Nuys for Bus – <i>Michelle Gerhard</i>
10:30 a.m.	Expo Orientation & Overview – <i>Gina Uzunyan</i>
11:00 a.m.	C.A.R. Expo & Open Business Meetings & Lunch
2:45-3:00 p.m.	Meet Outside Expo Hall for Bus – <i>Michelle Gerhard</i>
4:00-4:30 p.m.	Arrive back at SRAR Van Nuys

For more details or to register, please contact Michelle Gerhard by email at michelleg@srar.com

**See Reverse for a list of some of the courses available on that day!
A full detailed list with times will be provided on the day of.**

Lunch
All attendees are responsible for their own lunch expenses. There are several different options for food at the Long Beach Convention Center, Surrounding Hotels, and Surrounding areas.

Chinese Lead Buyers as Sales to Foreigners Dip

A recent survey found that the dollar volume of real estate sales over the last year to Chinese buyers exceeded the total dollar sales figure of the next top four ranked countries combined.

The survey also found that waning economic growth in many countries and higher home prices here, further enhanced by a strengthening U.S. dollar, resulted in a slight decline in international sales dollar volume of U.S. property.

The annual survey of residential purchases from international buyers released by the National Association of Realtors reported that foreign buyers purchased \$102.6 billion of residential property, a 1.3 percent decline from last year's survey. Overall, a total of 214,885 U.S. residential properties were bought by foreign buyers, up 2.8 percent. The properties were typically valued at \$277,380, which was higher compared to the median price of \$223,058 for all U.S. existing home sales.

"Weaker economic growth throughout the world, devalued foreign currencies and financial market turbulence combined to present significant challenges for foreign buyers over the past year," said Lawrence Yun, NAR's chief economist.

The findings highlight the tremendous appeal U.S. real estate still has on foreign nationals despite property becoming less affordable.

"Foreigners – especially from China – still see the U.S. as a solid investment opportunity and an attractive place to visit and live," Yun said.

For the fourth year in a row, buyers from China exceeded all countries by dollar volume of sales at \$27.3 billion. It was triple the total dollar volume of sales from second ranked Canadian buyers at \$8.9 billion.

Slightly over half of all foreign buyers purchased property in Florida, 22 percent, California, 15 percent, Texas, 10 percent, Arizona or New York, each at 4 percent. Latin Americans, Europeans and Canadians – who tend to buy in warm climates for vacation purposes – mostly sought properties in Florida and Arizona. California and New York drew the most Asian buyers, while Texas mostly saw sales activity from Latin American, Caribbean and Asian buyers.

Exactly half of all international transactions were all-cash purchases.

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The New Shared Space

Americans are cohabitating in new ways, due to economic shifts or changing cultural norms and preferences. This creates new demands and expectations of what a home provides.

<50 million

Americans live in multi-generational households

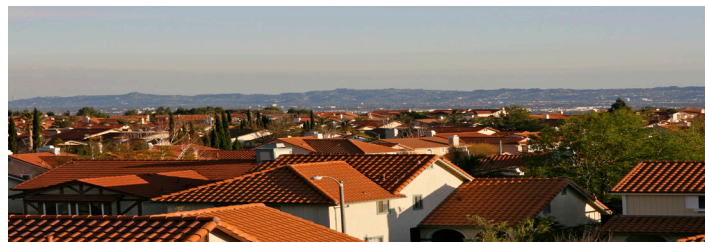
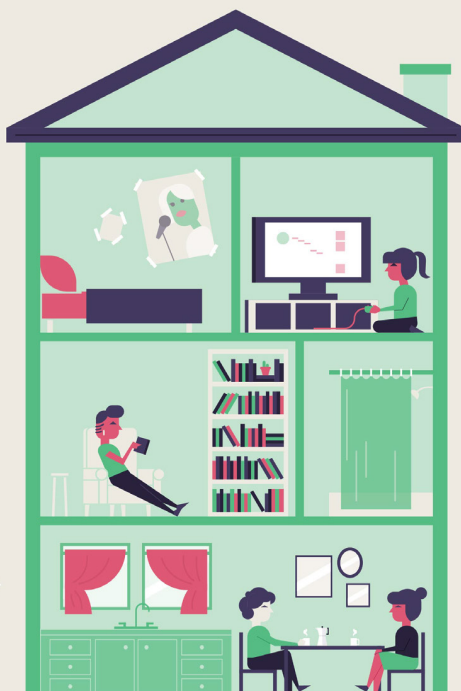
21.6 million

adults age 18-31 lived in their parents' home in 2012

Up from **18.5 million** in 2007

4 million

American women age 50+ live with at least two women age 50+



Risk Management Tidbits

Be Sure to Separate Fact from Fiction

Too often buyers, sellers and their representatives fail to distinguish fact from fiction in a home or condominium transaction.

For example, fiction: the date stated in the purchase agreement for the close of escrow is an "aspirational goal" that clients will strive to achieve, will try to make happen.

Fact: The date for the close of escrow is a "contractual obligation." It is a hard date. If not met, there are triggers to compel or demand that the other party fulfill its obligation. "I talk to brokers all over the state and this comes up all the time," said Kathy Mehninger, a Realtor and member of SRAR's risk management committee. "If a Realtor knows their client will not be able to close escrow on time, they need to get all parties to sign the form allowing for an extension."

• Don't cross the line to legal advice — Real estate professionals, actually all non-attorneys, should avoid saying a party "breached an agreement." Only an attorney is qualified to know if that is an accurate statement. Mehninger noted that this issue comes up frequently. Realtors have crossed "the line and have given legal advice if you say a party breached the agreement." Instead, Mehninger advised, say "the seller has not performed pursuant to the agreement." Then seek advice from an attorney.

CONSUMERS TO BENEFIT

REALTORS PRAISE LIKELY DISCLOSURE RULE CHANGE

BY GINA UZUNYAN, PRESIDENT, AND DAVID R. WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®
A FEDERAL CONSUMER AGENCY APPEARS
POISED TO CLARIFY RULES REGARDING WHO IS
ALLOWED ACCESS TO VITAL CLOSING DISCLOSURE
INFORMATION IN A HOME SALE, A MOVE THAT WILL
BENEFIT BUYERS AND SELLERS WHILE ENABLING
REAL ESTATE PROFESSIONALS TO BETTER ASSIST
THEIR CLIENTS.

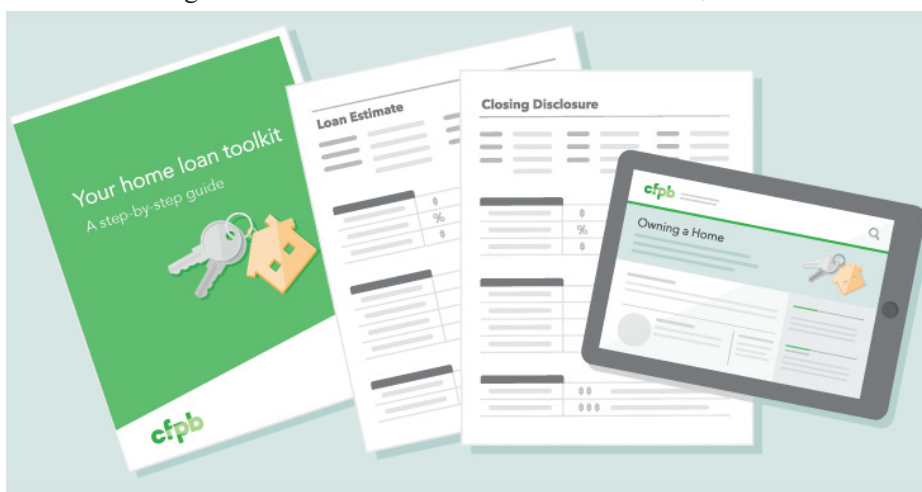
Since the October 2015 implementation of the Consumer Financial Protection Bureau's "Know Before You Owe" mortgage initiative, Realtors have raised red flags over challenges in gaining access to what's known as the mortgage "closing disclosure" form. The CD is delivered to homebuyers in advance of their closing and contains important financial information related to their purchase.

Yet many lenders decided to withhold this document from real estate agents since Know Before

You Owe went into effect, despite a longstanding tradition of sharing similar information.

Earlier this year, the Consumer Finance Protection Bureau announced that it was considering changes to Know Before You Owe — also known as the TILA RESPA Integrated Disclosure, or TRID — including a clarification of the rules regarding sharing the CD.

The CFPB recently made good on that promise when it announced a proposed rule on TRID. Most significantly, the Bureau stated in its announcement that "the Bureau understands that it is usual, accepted and appropriate for creditors and settlement agents to provide a closing disclosure to consumers, sellers and their real estate brokers or other agents."



Realtors believe this announcement marks significant progress for consumers, as well as for its members. Giving Realtors access to the CD would strengthen consumers' understanding of their mortgage and home purchase by helping agents continue to provide expert advice to their clients.

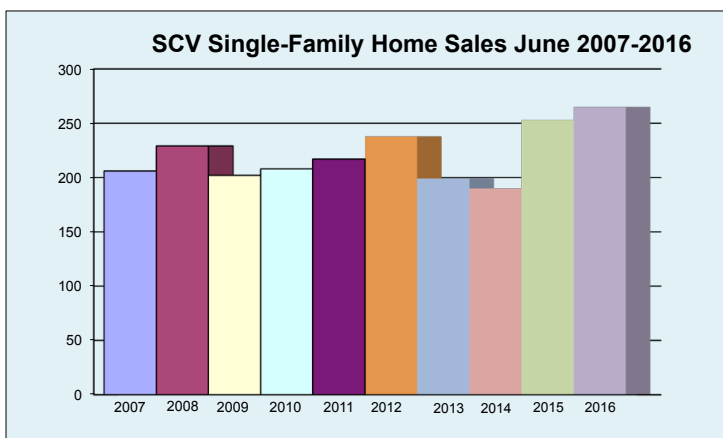
"This is a significant victory that will enable Realtors to offer the expert service their clients have come to expect," said Tom Salomone, president of the National Association of Realtors.

The Bureau said it has received many questions about sharing the disclosures provided to consumers with third parties to the transaction, including the seller and real estate brokers.

The CFPB seeks input from a wide range of stakeholders and invites the

public to submit written comments on the proposal. Comments must be received by Oct. 18, 2016.

2007	206
2008	229 11.2%
2009	202 -11.8%
2010	208 3.0%
2011	217 4.3%
2012	238 9.7%
2013	199 -16.4%
2014	190 -4.5%
2015	253 33.2%
2016	265 4.7%



Sales of existing single-family homes in the Santa Clarita Valley during June posted the highest total since October 2005, the Southland Regional Association of Realtors reported recently. A total of 265 homes changed owners, up 4.7 percent over a year ago and 5.2 percent ahead of this May. Not since October 2005 has there been a higher monthly total, although the 265 sales were still 34.6 percent below the record high of 405 sales posted in June 2005. "Santa Clarita sales are even stronger than expected for this time of year," said M. Dean Vincent, president of the Association's Santa Clarita Valley Division. "Recent drops in interest rates to near-record low levels are bringing buyers out in greater numbers," he said. "Considering the high desirability of our community, the only limit on sales has been the ongoing lack of inventory."

HOMEBUYER GRANT AIDS HOME PURCHASE

MIGUEL AND ELVA SANCHEZ PURCHASED A HOME RECENTLY IN MISSION HILLS WITH THE ASSISTANCE OF THEIR REALTOR, CAROLINA HERNANDEZ, ALONG WITH HELP VIA A GRANT FROM THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS' CHARITABLE FOUNDATION AND THE CALIFORNIA ASSOCIATION OF REALTORS' HOUSING AFFORDABILITY FUND.

Jim Ezell, chairman of SRAR's charitable foundation, presented the grant to Sanchez. Hernandez is pictured on the left next to Elva Sanchez. The grant was used to defray closing costs. The Southland Regional Association of Realtors and C.A.R. offer the grants to qualified prospective homebuyers who meet specific qualifications. All of the 2016 grants have already been awarded, but the program is expected to be renewed in 2017. Watch this page for details.



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Credit Card No. _____

Total Amt. to Charge: \$ _____ Exp Date: _____

Signature: _____

Tickets must be purchased in advance. You cannot pay at the door.

Completed form can be faxed to 818-786-4541

or mailed (please do not mail cash) to SRAR

7232 Balboa blvd.

Van Nuys, CA 91406

Note: Tickets will not be mailed. Your name and total number in party will be listed upon arrival

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



Inspiring

THANK YOU

Email Address:

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

THANK YOU

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

Benson, Evelyn
Evelyn Benso
8756 Amestoy Avenue
Sherwood Forest, CA. 91325

Berrios, Franklin Omar
Franklin Omar Berrios
1921 Lucas St.
San Fernando, CA. 91340

Bradley, Thomas Earl
Bradley and Associates Real Estate
1791 Erringer Road
Simi Valley, CA. 93065

Gooch, Patrick
Patrick J. Gooch
110 W. Bonita Ave.
Sierra Madre, CA. 91024

Gorgoglione, Ralph Fredrick
Metro Life Homes
12400 Ventura Blvd. #298
Studio City, CA. 91604

Gross, Dale
Dale Gross
4726 Almidor Ave.
Woodland Hills, CA. 91364

Habashy, John Refaat
John Habashy
9663 Santa Monica #912
Beverly Hills, CA. 90210

Kang, Hyun Jung
Hyun Jung Kang
13075 Gladstone Ave.
Sylmar, CA. 91342

Khristo, Michel
Michel Khristo
8834 Amestoy Ave.
Northridge, CA. 91325

Medina, Cecilia
Cecilia Medina
24915 Magic Mtn. Pkwy
#929
Valencia, CA. 91355

Moran, Elizabeth Jan
The 2-4 Unit Specialists
630 N. Glenoaks Blvd.
Burbank, CA. 91502

Nwankwo, Joseph Abiola
American Home Loans, Inc.
22949 Ventura Blvd. #F
Woodland Hills, CA. 91364

Ortega, Alfredo
Stratton Davis Realty
5145 Ming Avenue
Bakersfield, CA. 93309

Roberts, Neal Alison
Neal Alison Roberts
811 Wilshire Blvd.,
Ste. 1680
Los Angeles, CA. 90017

Scott, Odia
Odia Scott Real Estate
22037 Windham Way
Santa Clarita, CA. 91350

Shuben, Richard
Richard Shuben
7029 Helmsdale Rd.
West Hills, CA. 91307

Tan-Sanchez, Xavier
Xavier Tan-Sanchez
5990 Sepulveda Blvd.,
#200
Van Nuys, CA. 91411

Viall, Randy
NRG Homes, Inc.
25350 Magic Mountain
Parkway, Suite 300
Valencia, CA. 91355

Weintraub, Adam Ross
Malibu Estates
4050 Tarrybrae Terrace
Tarzana, CA. 91356

SECOND 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, 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

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

Fish, Willow Wailani
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

Haritunian, 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

Nikhevidh, Christopher
TNG Real Estate Services, Inc.
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Zindroski, Erik / Realty Executives / Newhall
Zweng, Ryan N. / Coldwell Banker Residential Brokerage / Studio City

RESIDENTIAL PROPERTIES LISTED

1,644

RESIDENTIAL PROP. ESCROW OPENED

1,191

RESIDENTIAL PROP. ESCROW CLOSED

1,163

JULY 2016 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	143	196	159	201	980	664	1,644
TOTAL ACTIVE LISTINGS	202	381	292	336	1,720	1,314	3,034
AVERAGE DAYS ON MARKET	65	74	68	65	69	96	81
AVERAGE LIST PRICE IN THOUSANDS	423.7	1,025.5	1,111.0	772.3	1,037.6	667.4	877.3
MEDIAN LIST PRICE IN THOUSANDS	420.0	777.0	665.0	649.9	659.9	410.0	569.0
BOMS	58	67	61	64	340	233	573
AVERAGE BOM PRICE IN THOUSANDS	389.4	736.9	946.2	767.3	776.8	596.0	703.3
BOM TO SALE RATIO	56.9	43.8	49.6	47.2	52.7	49.3	52.7
EXPIRATIONS	23	20	17	26	110	88	198

PENDING SALES:

NEW ESCROWS OPENED	114	148	116	170	728	483	1,191
TOTAL YTD ESCROWS OPENED	782	1,015	822	1,084	4,903	3,032	7,935
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	40	46	42	42	42	42	42
NEW OPEN ESCROWS AVERAGE LIST PRICE	408.8	824.3	779.1	640.7	693.7	459.6	602.7

CLOSED SALES:

NEW ESCROWS CLOSED	102	153	123	157	721	442	1,163
TOTAL YTD ESCROWS CLOSED	706	929	782	971	4,487	2,770	7,257
VOLUME OF NEW SALE DOLLARS IN MILLIONS	41.264	126.335	100.765	100.292	522.729	222.714	745.443
VOLUME OF TOTAL YTD SALES IN MILLIONS	283.881	743.256	590.598	574.487	3,098.305	1,295.521	4,393.826
AVERAGE SALE PRICE IN THOUSANDS	404.5	825.7	819.2	638.8	725.0	503.9	641.0
MEDIAN SALE PRICE IN THOUSANDS	420.0	630.0	555.0	563.0	550.0	355.0	502.0
COOP SALES	79	121	100	133	591	372	963
PERCENT OF COOP SALES	77.5	79.1	81.3	84.7	84.2	84.2	82.8
AVERAGE DAYS ON MARKET	34	39	40	31	34	38	36
SALES AT LIST PRICE	61	86	68	85	400	246	646
PERCENT OF SALES AT LIST PRICE	59.8	56.2	55.3	54.1	55.5	55.7	55.5
SALES TO LISTING INVENTORY RATIO	50.5	40.2	42.1	46.7	41.9	33.6	36.3
FINAL SALE TO NEW LISTING RATIO	71.3	78.1	77.4	78.1	73.6	66.6	70.7

CLOSED SALES TYPE

FORECLOSURE/REO	1	1	2	3	7	10	17
SELLER CONCESSIONS	0	0	0	0	0	0	0
SHORT SALE	2	11	3	2	9	10	19
STANDARD	98	150	116	151	699	404	1,103
OTHER	1	1	2	1	6	18	24

SELLING PRICE RANGE:

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %	
LESS THAN 100,000	51	43	4	109700	33.6
100,000 TO 109,999	16	8	0	1000	1.0
110,000 TO 119,999	105	2	3	18800	13.5
120,000 TO 139,999	159	9	2	32075	20.7
140,000 TO 159,999	37	33	4	7475	4.3
160,000 TO 179,999	37	39	14	5229	2.7
180,000 TO 199,999	39	72	13	3688	1.8
200,000 TO 249,999	36	148	84	6005	2.3
250,000 TO 299,999	33	193	82	1765	0.2
300,000 TO 349,999	42	172	79	4645	2.3
350,000 TO 399,999	35	189	78	5909	1.1
400,000 TO 449,999	39	174	111	4483	0.6
450,000 TO 499,999	37	185	94	5314	0.9
500,000 TO 549,999	27	184	94	3387	0.4
550,000 TO 599,999	30	301	77	2480	0.1
600,000 TO 699,999	26	250	118	12941	1.7
700,000 TO 799,999	28	222	80	104058	9.3
800,000 TO 899,999	31	162	58	15568	1.3
900,000 TO 999,999	30	90	31	41717	3.2
1,000,000 TO 1,999,999	47	439	101	70818	4.9
MORE THAN 2,000,000	53	229	24	202829	4.9
TOTALS	36	3034	584	24922	0.1

LISTINGS

10,971

2016 RMLS TOTAL - \$ VOLUME

\$4,393,826,000

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

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

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

	2011				2012				2013				2014				2015				2016			
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST
JAN	1,786	976	368.7	54.3	1,481	877	322.1	59.9	1,288	881	396.3	68.4	1,338	786	393.2	58.7	1,445	743	387.5	51.4	1,257	760	448.4	60.5
FEB	1,646	753	303.5	45.7	1,458	856	262.9	57.9	1,218	821	353.8	67.4	1,388	732	375.5	52.7	1,397	786	397.8	56.3	1,402	730	433.9	52.1
MAR	1,875	1,050	430.7	56	1,515	1,085	427.4	71.6	1,377	1,337	470.8	77.8	1,565	903	473.0	57.7	1,634	1,080	603.7	66.1	1,552	1,050	640.1	67.7
APR	1,740	1,052	394.2	60.5	1,387	1,140	448.8	82.2	1,549	1,114	559.3	71.9	1,548	1,124	589.4	72.6	1,733	1,168	657.4	67.4	1,656	1,111	658.9	67.1
MAY	1,732	1,023	422.3	59.1	1,429	1,280	497.9	89.6	1,506	1,265	630.6	84.0	1,608	1,083	582.2	67.4	1,593	1,153	680.7	72.4	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
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	1,644	1,163	745.4	70.7
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 JULY 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	104	138	118	163	199	722	525	1,247
Total Active Listings	139	263	220	285	407	1,314	1,072	2,386
Average Days on Market	67	72	64	67	71	69	93	80
Average List Price in Thousands	476.0	1,250.1	1,296.0	827.1	1,672.3	1,214.9	698.2	982.8
Median List Price in Thousands	445.0	1,039.0	839.0	700.0	850.0	759.0	407.9	645.0
BOMS	38	33	38	57	69	235	185	420
Average BOM Price in Thousands	442.4	1,016.7	1,087.0	815.5	1,098.4	910.4	617.0	781.2
BOM to Sale Ratio	48.7	32.0	41.3	44.5	48.9	43.4	53.6	47.4
Expirations	20	16	13	21	21	91	76	167
PENDING SALES								
New Escrows Opened	88	95	82	143	122	530	364	894
Total YTD Escrows Opened	580	695	559	856	908	3,598	2,401	5,999
New Open Escrows Average Days on Market	40	40	40	42	49	43	44	43
New Open Escrows Average List Price	444.7	1,020.9	946.5	684.4	889.4	792.7	456.6	655.8
CLOSED SALES:								
New Escrows Closed	78	103	92	128	141	542	345	887
Total YTD Escrows Closed	524	641	534	757	843	3,299	2,204	5,503
Volume of New Sales Dollars in Millions	33.951	102.780	90.169	88.437	136.851	452.189	177.800	629.989
Volume of total YTD Sales in Millions	228.750	607.347	498.432	489.265	802.842	2,626.635	1,041.525	3,668.160
Average Sale price in Thousands	435.3	997.9	980.1	690.9	970.6	834.3	515.4	710.2
Median Sale Price in Thousands	435.0	845.0	652.0	625.0	665.0	623.0	352.5	550.0
Coop Sales	58	80	75	106	116	435	288	723
Percent of Coop Sales	74.4	77.7	81.5	82.8	82.3	80.3	83.5	81.5
Average Days on Market	38	40	35	29	30	33	41	36
Sales at List Price	47	60	46	66	77	296	193	489
Percent of Sales at List Price	60.3	58.3	50.0	51.6	54.6	54.6	55.9	55.1
Sales to Listing Inventory Ratio	56.1	39.2	41.8	44.9	34.6	41.2	32.2	37.2
Final Sale to New Listing Ratio	75.0	74.6	78.0	78.5	70.9	75.1	65.7	71.1
CLOSED SALES TYPE								
Foreclosure/REO	1	0	2	2	0	5	7	12
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	1	1	1	2	1	6	8	14
Standard	76	101	87	123	139	526	315	841
Other	0	1	2	1	1	5	15	20

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JULY 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	39	58	41	38	82	258	139	397
Total Active Listings	63	118	72	51	102	406	242	648
Average Days on Market	62	76	80	50	60	67	112	84
Average List Price in Thousands	308.3	525.0	545.7	466.2	430.5	463.9	531.0	489.0
Median List Price in Thousands	267.5	488.0	370.0	424.0	399.5	399.5	414.9	409.0
BOMS	20	34	23	7	21	105	48	153
Average BOM Price in Thousands	288.7	465.4	713.5	374.5	453.9	477.7	515.0	489.4
BOM to Sale Ratio	83.3	68.0	74.2	24.1	46.7	58.7	49.5	55.4
Expirations	3	4	4	5	3	19	12	31
PENDING SALES								
New Escrows Opened	26	53	34	27	58	198	99	297
Total YTD Escrows Opened	202	320	263	228	292	1,305	631	1,936
New Open Escrows Average Days on Market	41	57	47	40	24	41	34	39
New Open Escrows Average List Price	287.3	471.8	375.5	408.9	493.1	428.7	470.4	442.6
CLOSED SALES:								
New Escrows Closed	24	50	31	29	45	179	97	276
Total YTD Escrows Closed	182	288	248	214	256	1,188	566	1,754
Volume of New Sales Dollars in Millions	7.312	23.554	10.596	11.854	17.223	70.541	44.914	115.454
Volume of total YTD Sales in Millions	55.131	135.909	92.166	85.223	103.242	471.670	253.996	725.666
Average Sale price in Thousands	304.7	471.1	341.8	408.8	382.7	394.1	463.0	418.3
Median Sale Price in Thousands	285.0	430.0	342.0	407.5	400.0	397.0	375.0	390.0
Coop Sales	21	41	25	27	42	156	84	240
Percent of Coop Sales	87.5	82.0	80.6	93.1	93.3	87.2	86.6	87.0
Average Days on Market	22	36	55	39	25	35	29	33
Sales at List Price	14	26	22	19	23	104	53	157
Percent of Sales at List Price	58.3	52.0	71.0	65.5	51.1	58.1	54.6	56.9
Sales to Listing Inventory Ratio	38.1	42.4	43.1	56.9	44.1	44.1	40.1	42.6
Final Sale to New Listing Ratio	61.5	86.2	75.6	76.3	54.9	69.4	69.8	69.5
CLOSED SALES TYPE								
Foreclosure/REO	0	1	0	1	0	2	3	5
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	1	0	2	0	0	3	2	5
Standard	22	49	29	28	45	173	89	262
Other	1	0	0	0	0	1	3	4

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JULY 2016

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	17	6	56	30	22	76	17	75	299	74	373
Total Active Listings	51	25	96	39	40	98	25	129	503	160	663
Average Days on Market	91	82	87	81	50	51	58	55	67	74	69
Average List Price in Thousands	577.0	746.5	717.7	756.4	734.9	663.7	842.7	833.7	734.7	460.1	668.4
Median List Price in Thousands	549.9	649.9	583.5	589.0	620.0	599.0	799.8	609.9	605.0	349.0	569.0
BOMS	10	1	19	3	5	16	9	28	91	26	117
Average BOM Price in Thousands	513.0	799.0	512.9	409.6	767.2	690.1	818.9	850.5	691.9	408.5	628.9
BOM to Sale Ratio	71.4	20.0	38.8	10.7	41.7	29.6	69.2	47.5	38.9	38.2	38.7
Expirations	2	2	2	3	0	3	1	2	15	2	17

PENDING SALES

New Escrows Opened	12	7	45	25	11	57	14	57	228	66	294
Total YTD Escrows Opened	75	36	340	163	123	365	86	391	1,579	412	1,991
New Open Escrows Average Days on Market	50	83	45	76	35	28	32	38	43	48	44
New Open Escrows Average List Price	500.9	483.9	518.9	546.9	604.1	569.0	825.7	621.4	581.0	416.2	544.0

CLOSED SALES:

New Escrows Closed	14	5	49	28	12	54	13	59	234	68	302
Total YTD Escrows Closed	70	30	298	154	108	330	80	358	1,428	386	1,814
Volume of New Sales Dollars in Millions	7.530	3.452	26.656	14.525	7.202	29.798	10.468	40.341	139.972	25.379	165.351
Volume of total YTD Sales in Millions	34.748	18.734	160.317	75.319	61.021	181.975	61.795	232.286	826.194	141.151	967.345
Average Sale price in Thousands	537.9	690.3	544.0	518.8	600.2	551.8	805.2	683.7	598.2	373.2	547.5
Median Sale Price in Thousands	560.0	706.7	525.0	500.0	595.0	500.0	659.5	599.0	560.0	300.0	530.0
Coop Sales	12	5	39	23	11	42	12	49	193	51	244
Percent of Coop Sales	85.7	100.0	79.6	82.1	91.7	77.8	92.3	83.1	82.5	75.0	80.8
Average Days on Market	125	130	95	88	80	97	71	93	94	89	93
Sales at List Price	3	1	28	17	2	34	5	27	117	42	159
Percent of Sales at List Price	21.4	20.0	57.1	60.7	16.7	63.0	38.5	45.8	50.0	61.8	52.6
Sales to Listing Inventory Ratio	27.5	20.0	51.0	71.8	30.0	55.1	52.0	45.7	46.5	42.5	45.6
Final Sale to New Listing Ratio	82.4	83.3	87.5	93.3	54.5	71.1	76.5	78.7	78.3	91.9	81.0

CLOSED SALES TYPE

Foreclosure / REO	0	1	1	0	0	2	0	0	4	0	4
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	2	0	0	1	0	0	3	2	5
Standard	14	4	46	28	12	50	13	58	225	64	289
Other	0	0	0	0	0	1	0	1	2	2	4

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JULY 2016

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	16	2	15	20	10	49	112	14	126
Total Active Listings	1	0	26	7	12	19	8	50	123	27	150
Average Days on Market	48	0	74	70	124	44	50	41	59	73	61
Average List Price in Thousands	515.0	0.0	337.8	261.4	264.5	376.2	421.1	436.6	379.2	465.7	394.8
Median List Price in Thousands	515.0	0.0	265.0	205.0	230.0	379.0	375.0	420.0	365.0	465.0	369.9
BOMS	0	0	12	1	3	4	1	11	32	4	36
Average BOM Price in Thousands	0.0	0.0	314.5	405.0	257.5	356.0	324.9	448.0	363.4	282.5	354.4
BOM to Sale Ratio	0.0	0.0	63.2	100.0	15.8	26.7	20.0	31.4	34.0	66.7	36.0
Expirations	0	0	2	0	2	0	0	2	6	0	6

PENDING SALES

New Escrows Opened	0	0	24	1	19	17	6	37	104	7	111
Total YTD Escrows Opened	0	0	156	10	108	115	40	268	697	74	771
New Open Escrows Average Days on Market	0	0	32	60	27	29	20	18	25	38	26
New Open Escrows Average List Price	0.0	0.0	298.7	405.0	275.6	405.6	431.1	365.1	344.2	279.4	340.1

CLOSED SALES:

New Escrows Closed	0	0	19	1	19	15	5	35	94	6	100
Total YTD Escrows Closed	0	0	139	8	98	105	35	261	646	73	719
Volume of New Sales Dollars in Millions	0.000	0.000	5.662	0.206	5.314	5.015	2.101	12.938	31.235	1.578	32.813
Volume of Total YTD Sales in Millions	0.000	0.000	40.287	3.443	27.737	35.305	13.795	99.634	220.202	27.670	247.872
Average Sale price in Thousands	0.0	0.0	298.0	206.0	279.7	334.3	420.2	369.7	332.3	263.0	328.1
Median Sale Price in Thousands	0.0	0.0	292.0	206.0	299.0	355.0	360.0	369.0	331.0	255.0	331.0
Coop Sales	0	0	18	1	16	12	2	30	79	5	84
Percent of Coop Sales	0.0	0.0	94.7	100.0	84.2	80.0	40.0	85.7	84.0	83.3	84.0
Average Days on Market	0	0	98	68	61	81	37	96	84	63	82
Sales at List Price	0	0	12	0	10	11	4	22	59	4	63
Percent of Sales at List Price	0.0	0.0	63.2	0.0	52.6	73.3	80.0	62.9	62.8	66.7	63.0
Sales to Listing Inventory Ratio	0.0	0.0	73.1	14.3	158.3	78.9	62.5	70.0	76.4	22.2	66.7
Final Sale to New Listing Ratio	0.0	0.0	118.8	50.0	126.7	75.0	50.0	71.4	83.9	42.9	79.4

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	2	0	0	0	2	0	2
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	1	0	0	1	0	1
Standard	0	0	19	1	17	14	5	35	91	6	97
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED

499

JULY 2016 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

405

RESIDENTIAL PROP. ESCROW CLOSED

402

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	17	6	72	32	37	96	27	124	411	88	499
TOTAL ACTIVE LISTINGS	52	25	122	46	52	117	33	179	626	187	813
AVERAGE DAYS ON MARKET	90	82	85	80	67	50	56	51	65	74	67
AVERAGE LIST PRICE IN THOUSANDS	575.8	746.5	636.7	681.1	626.3	617.1	740.5	722.8	664.9	460.9	618.0
MEDIAN LIST PRICE IN THOUSANDS	549.9	649.9	500.0	549.9	559.9	579.0	735.0	559.9	559.9	355.0	539.7
BOMS	10	1	31	4	8	20	10	39	123	30	153
AVERAGE BOM PRICE IN THOUSANDS	513.0	799.0	436.1	408.5	576.0	623.3	769.5	737.0	606.5	391.7	564.3
BOM TO SALE RATIO	71.4	20.0	45.6	13.8	25.8	29.0	55.6	41.5	37.5	40.5	38.1
EXPIRATIONS	2	2	4	3	2	3	1	4	21	2	23

PENDING SALES:

NEW ESCROWS OPENED	12	7	69	26	30	74	20	94	332	73	405
TOTAL YTD ESCROWS OPENED	75	36	496	173	231	480	126	659	2,276	486	2,762
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	50	83	75	75	30	28	28	30	37	47	39
NEW OPEN ESCROWS AVERAGE LIST PRICE	500.9	483.9	442.3	541.4	396.0	531.5	707.3	520.5	506.8	403.1	488.2
CLOSED SALES:											
NEW ESCROWS CLOSED	14	5	68	29	31	69	18	94	328	74	402
TOTAL YTD ESCROWS CLOSED	70	30	437	162	206	435	115	619	2,074	459	2,533
VOLUME OF NEW SALE DOLLARS IN MILLIONS	7.530	3.452	32.318	14.731	12.516	34.813	12.569	53.279	171.207	26.957	198.164
VOLUME OF TOTAL YTD SALES IN MILLIONS	34.748	18.734	200.604	78.762	88.758	217.279	75.990	331.920	1,046.396	168.821	1,215.217
AVERAGE SALE PRICE IN THOUSANDS	537.9	690.3	475.3	508.0	403.7	504.5	698.3	566.8	522.0	364.3	492.8
MEDIAN SALE PRICE IN THOUSANDS	560.0	706.7	475.0	500.0	359.0	490.0	610.0	515.0	498.5	300.0	476.0
COOP SALES	12	5	57	24	27	54	14	79	272	56	328
PERCENT OF COOP SALES	85.7	100.0	83.8	82.8	87.1	78.3	77.8	84.0	82.9	75.7	81.6
AVERAGE DAYS ON MARKET	125	130	96	87	68	93	61	94	91	87	91
SALES AT LIST PRICE	3	1	40	17	12	45	9	49	176	46	222
PERCENT OF SALES AT LIST PRICE	21.4	20.0	58.8	58.6	38.7	65.2	50.0	52.1	53.7	62.2	55.2
SALES TO LISTING INVENTORY RATIO	26.9	20.0	59.6	63.0	39.0	59.6	54.5	52.5	52.4	39.6	49.4
FINAL SALE TO NEW LISTING RATIO	82.4	83.3	94.4	90.6	83.8	71.9	66.7	75.8	79.8	84.1	80.6

CLOSED SALES TYPE

FORECLOSURE/REO	0	1	1	0	2	2	0	0	6	0	6
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	2	0	2	2	0	0	0	0	0
STANDARD	14	4	65	29	29	64	18	93	316	70	386
OTHER	0	0	0	0	0	1	0	1	2	2	4

SELLING PRICE RANGE:

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	5	2	2	0	3061	3.6
100,000 TO 109,999	7	1	1	0	3000	3.0
110,000 TO 119,999	0	0	0	0	N/A	0.0
120,000 TO 139,999	60	8	1	1	10000	7.7
140,000 TO 159,999	13	1	2	0	5010	3.6
160,000 TO 179,999	8	9	4	2	6350	3.3
180,000 TO 199,999	38	9	9	5	3099	1.5
200,000 TO 249,999	32	26	20	11	3215	1.4
250,000 TO 299,999	24	43	33	11	90528	4.7
300,000 TO 349,999	37	49	32	16	2504	0.7
350,000 TO 399,999	23	63	36	12	3373	0.9
400,000 TO 449,999	51	58	24	12	2498	0.1
450,000 TO 499,999	32	70	46	19	2782	0.2
500,000 TO 549,999	23	77	31	11	1066	0.0
550,000 TO 599,999	39	68	39	20	11542	1.7
600,000 TO 699,999	40	94	38	24	15455	2.3
700,000 TO 799,999	35	68	29	20	20663	2.5
800,000 TO 899,999	47	31	12	8	33512	3.3
900,000 TO 999,999	55	4	4	3	47000	4.6
1,000,000 TO 1,999,999	44	66	10	9	82250	6.0
MORE THAN 2,000,000	0	8	0	0	N/A	0.0
TOTALS	34	770	373	184	16964	1.6

2016 RMLS TOTAL - \$ VOLUME

\$1,215,217,000

LISTINGS

3,477

SALES

2,586

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SANTA CLARITA VALLEY

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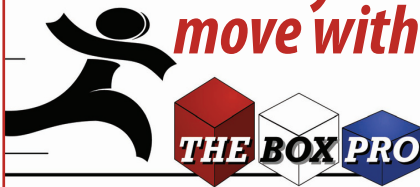
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AREA MEETING ANNOUNCEMENTS

OUTWEST

Fridays

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

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

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

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

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

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

Affiliate Networking, MLS Pitches, Caravan,
Guest Speakers

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

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

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

Co Chairman: Bud Mauro Realtor®
Email: Budmauro1@aol.com CELL: (818) 681-3343
Co Chairman: Valerie B. Miranda, REALTOR®
Location: El Cariso Golf Club Restaurant, "The 19th Hole". 13100 Eldridge Ave., Sylmar CA. Exit 210 Frwy at Hubbard, N. to Eldridge, E. to Golf Club Entrance. [TG-482 D 3]
Time: 8:30 – 9:30 A.M. - EVERY FRIDAY

SCV CARAVAN 2nd & 4th Fridays

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@firsttam.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