

October/November 2016

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

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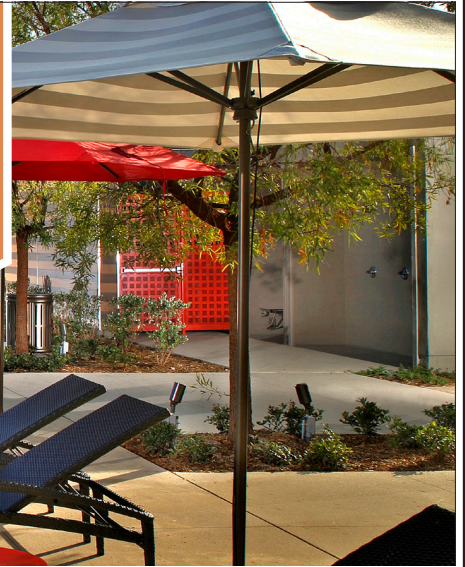


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Congratulations to the following REALTOR members who were elected to the SRAR board of directors for a two-year term beginning January 1, 2017:

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Emily M. Roberts
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Daniel Tresieras
M. Dean Vincent
Gary L. Washburn

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| CONSUMER PRICE INDEXES | | |
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REALTOR® REPORT

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MEDIAN HOME PRICE HIGHEST SINCE 2007

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

THE MEDIAN PRICE OF SINGLE-FAMILY HOMES SOLD THROUGHOUT THE SAN FERNANDO VALLEY DURING AUGUST CAME IN AT \$625,000 — THE HIGHEST MEDIAN PRICE SINCE 2007, THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS REPORTED THURSDAY.

That was up 7.8 percent over a year ago and brought the median just 4.6 percent below the record high of \$655,000 set in June 2007.

The median keeps inching higher even as the sales taper off due to a limited inventory and a shrinking pool of buyers who can afford the higher prices.

“While buyers jump on any entry level property that is reasonably priced, most other price ranges appear to have stalled,” said Gina Uzunyan, president of the 9,500-member Southland Regional Association of Realtors. “I’m hearing complaints

from Realtors that some sales are being slowed by the complicated dynamics of new disclosure rules, making it difficult to close a transaction.

“Personally, I’ve had buyers tell me they are temporarily pulling out of the market until after the presidential elections,” Uzunyan said. “They want to see what happens, which may be another reason why we’re not seeing as many multiple offers.”

The median price of condominiums sold last month in the Valley came in at \$385,000, up 4.1 percent over a year ago, off 3.0 percent from July, which saw the highest median price since July 2007. The August condo median price was 7.2 percent below the record high of \$415,000 set February 2006.

“The days of 1,000 or 1,500 closed escrows per month are gone,” said Jim Link, the Association’s chief executive officer. “The market is drifting in the doldrums. Low interest rates and pent-up demand keep sales going, but as prices go higher and inventory stays short, we’ll get an even tighter market.

“Owners who want to sell are happy and plenty of buyers are still interested,” he said, “yet current

market dynamics are unlikely to change in the near future.”

The Association reported a total of 545 single-family closed escrows during August in the San Fernando Valley. That was down 5.5 percent from a year ago. June was the high point of the year with 612 home sales, which was the highest total since October 2012.

Reflecting demand in entry-level price ranges, condominium sales picked up last month, increasing 6.9 percent to 201 closed escrows compared to August 2015. Condo sales increased 12.3 percent from this July.

For comparison, at the peak of last decade’s boom market 1,321 homes closed escrow in August 2003 while 524 condominiums changed owners in July 2004. The record high home sales total of 1,648 was set in August 1988.



Santa Clarita Valley

Home, Condo Sales Slowing

Home and condominium activity in the Santa Clarita Valley during August followed a pattern seen in other communities in the Southland with sales down compared to a year ago while posting month-to-month gains from this July, the Southland Regional Association of Realtors reported Thursday.

A total of 244 single-family homes changed owners in August, off 1.7 percent from August 2015 yet up 4.3 percent from last year. Similarly, 98 condominiums closed escrow, off 19.0 percent from 12 months ago, but up 4.3 percent from this July. Sales peaked this June when 265 homes and 127 condominiums sold.

“There are still plenty of people who want to buy a home, especially here in Santa Clarita,” said M. Dean Vincent, president of the Santa Clarita Valley Division of the Southland Regional Association of Realtors. “Yet like other regions, rising prices, while beneficial for sellers, pose affordability issues for buyers.

“The very tight inventory pushes prices higher,” he said, “but the pace of price increases will continue to slow until more people can afford to buy.”

The median price of homes sold last month was \$539,000, the

Association reported. That was up 3.1 from a year ago, yet off 3.8 percent from this July, which at \$560,000 was the highest median price since September 2007. The record high median home price of \$643,000 was set in April 2006.

The median price of condominiums that closed escrow during August was \$347,500, which was 6.9 percent higher than August 2015 and 5.0 percent ahead of this July. The highest condo median reported since the market downturn was in May with a median of \$349,500, which was 12.5 percent below the record high of \$397,000 set in January 2006.



M. Dean Vincent, President,
Santa Clarita Valley Division

“Sellers are in a good position, though the lack of inventory for a replacement home keeps many from listing their home for sale, and there are plenty of buyers who are very interested in buying in Santa Clarita,” said Jim Link, the Association’s chief executive officer, “but as prices inch higher and inventory stays low, we’ll see an even tighter market. To win a home, buyers will need to make a decision the moment their Realtor finds a suitable candidate,” he said. There were 623 active listings at the end of August, down 7.7 percent from 12 months ago. At the current pace of sales, that represents a low 1.8-month supply.

LOFTY PRICES, DOWN PAYMENTS, STYMIE RENTERS

BY GINA UZUNYAN, PRESIDENT, AND DAVID R. WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®
**MISCONCEPTIONS ABOUT HOW MUCH OF A DOWN
PAYMENT IS NEEDED TO BUY A HOME COULD BE
UNNECESSARILY DELAYING SOME QUALIFIED
RENTERS FROM ENTERING THE MARKET.**

Add in affordability concerns, especially here in California's über-high priced home market, and it's encouraging that a solid majority of renters — fully 68 percent — still believe now is a good time to buy. The National Association of Realtors Housing Opportunities and Market Experience found that 78 percent of homeowners and 60 percent of renters said it's a good time to buy. That's down from the inaugural survey in December 2015 when 68 percent of renters said it was a good time to buy.

Lawrence Yun, NAR chief economist, said it's clear the ongoing run-up in home prices and severe inventory shortages in a large portion of the country and locally are hitting the consumer psyche — especially among renters.

"This summer's historically low mortgage rates injected some additional demand into the market, but the dearth of homes for sale continues to keep a lid on sales, but not prices," he said.

"Given the stiff competition and limited homes available at the lower end of the market, it's not surprising at all that those under the age of 34 and in the West are the least confident about it being a good time to buy."

Very affordable mortgage rates and

strong job gains among young adults should be translating to a higher rate of homeownership. They're not, and as a result, sales to first-time buyers remain stuck below a third of all sales.

This quarter's HOME survey also found that awareness of low-down-payment mortgage options was scarce across all ages, income brackets and education levels. Fewer than 20 percent in each group indicated that they need 10 percent or less to finance their home purchase. Those ages 65 and older and under the age of 35 were the most likely to believe that they need more than 20 percent.

Some may not realize there are

mortgage financing options available that do not require a 20 percent down payment, which would be north of \$100,000 in parts of Southern California. In fact, most first-time buyers put down much less. In the 35-year history of NAR's Profile of Home Buyers and Sellers — the longest-running survey series of national housing data — the average median down payment has been 5 percent for first-time buyers.

Creditworthy prospective buyers should know that many lenders now offer safe, sustainable loans with as little as 3 percent down, and obtaining a mortgage isn't as difficult as it was in the immediate years after the economic downturn.

Sellers and Buyer Face Similar Hurdles

There are plenty of people who want to buy a home throughout Los Angeles and especially here in the San Fernando and Santa Clarita valleys. So why is inventory still so tight? Shouldn't owners be eager to tap swelling equity and take advantage of rising prices?

It turns out that prospective sellers face similar inventory and financial obstacles as prospective homebuyers.

"Realtors are reporting diminished buyer traffic because of the scarce number of affordable homes on the market," says Lawrence Yun, chief economist of the National Association of Realtors. "The lack of supply is stifling the efforts of many prospective buyers attempting to purchase while mortgage rates hover at historical lows." Similarly, sellers hesitate to list also because of the lack of inventory, along with a multitude of other reasons, including: Some would-be sellers need to keep working and need to stay close to their job. More households today have multiple generations living under one roof — out of necessity. The lingering effects of the Great Recession mean selling to buy a smaller home, as past generations did, may have to be cancelled or delayed. On top of that, low interest rates tempted many current owners to refinance their home, making it even more challenging to buy a replacement residence after they sell.

Despite resale prices that hover just below the highs of last decade's boom market, even owners with plenty of equity face the same reality as would-be buyers — an exceptionally tight inventory. If they can't find a replacement home they like, or one they can afford, some sellers decide to stay put, at least for the time being.

Education Committee

Committed to Life-Long Learning

The education committee of the Southland Regional Association of Realtors provides its 9,500 members a jam-packed menu listing dozens of lunch & learns, continuing education courses, MLS rules sessions, and license renewal classes.

To advance a career, to gain more poise, to seize what is offered, Daniel Tresieras, the 2016 chair of the committee, states the obvious: "First, you have to take action and get involved."

"My objective for this committee, and in my life, is to be a life-long student,

always learning," he said. "The more you learn, the more you earn and the more self-confidence you'll have." Tresieras believes SRAR committees and its members "are the right people to be around" and believes it's important to "associate with positive, goal-oriented, like-minded people who encourage and inspire you." Dedicated volunteers, long-serving committee members and support from SRAR staff professionals ensure the committee fulfills its mission.

The education committee's primary objective is to keep membership ahead

on the learning curve, especially as it relates to trends, current real estate best-practices, and technological advances sweeping the industry.

Through planning and a visionary process, the committee forges future educational initiatives that benefit every SRAR members, but only if each members first decides to take action and get involved.



Front row, left to right: Em Roberts, committee vice chair Kristen Kalski, committee chair Dan Tresieras, Melanie McShane, Cindy Wu. Middle Row: Terri Weeks, Joe Engle, Anita Martin, Jerry Rosenfeld. Back Row: Ken Dorfman, Steve Peterson, Barry Kessler, Lauretta Martin, Shawn Halahmy.

AFFORDABILITY TOPS LIST OF REALTOR MARKET CONCERNS

BY GINA UZUNYAN, PRESIDENT, AND DAVID R. WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®
**DECLINING HOUSING AFFORDABILITY TOPPED
LACK OF INVENTORY AS REALTORS' TOP CONCERN,
WITH 26 PERCENT STATING THEY WERE CONCERNED
ABOUT LOW HOUSING AFFORDABILITY, AND 19
PERCENT INDICATING THEY WERE CONCERNED
ABOUT A TIGHT HOUSING SUPPLY.**

Realtors locally and throughout California also expressed concern in a recent survey about inflated home prices/housing bubble, a slowdown in economic growth, lending and financing, rising interest rates, and policy and regulations.

The California Realtors responding to the August Market Pulse Survey compiled by the California Association of Realtors expressed opinions on multiple topics, including:

- After reaching an all-time high of 38 percent in May, the share of homes selling above asking price dropped to 29 percent

in August, up from 27 percent a year ago. The share of properties selling below asking price dropped to 41 percent from 48 percent in August 2015. The remaining 30 percent sold at asking price, up from 25 percent in August 2015.

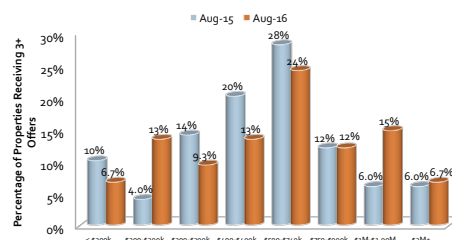
- For homes that sold above asking price, the premium paid over asking price rose to 10 percent, up from 7.8 percent in July and 8.2 percent from a year ago.

- The 41 percent of homes that sold below asking price sold for an average of 12 percent below asking price in August, which was down from 14 percent in July and up from 11 percent a year ago.

- More than six in 10 of properties – 62 percent – for sale received multiple offers in August, down from 66 percent in July and up from 58 percent in August 2015.

- The average number of offers per property remained at 2.8 in August, unchanged from July and up from 2.4 in August 2015. The year-over-year increase is likely due to a greater proportion of properties that received three or more offers – from 32 percent a year ago to 42 percent in August. Homes priced between \$200,000 - \$299,000 saw the most significant increase in three or more offers

3+ Offers Higher in \$200k & \$1M+ Price Categories

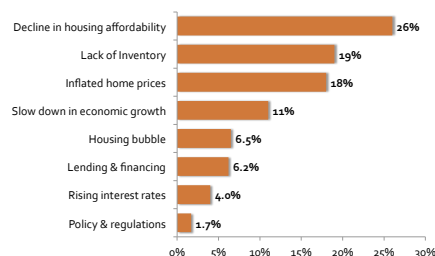


Q: How many offers did the seller in your last closed transaction receive?
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS® Market Pulse Survey

nearly a third – 31 percent – of properties had listing price reductions in August, up from 26 percent in July and 30 percent from August 2015.

- Realtors were the least optimistic in August since C.A.R. began tracking this data in January 2014. Realtor optimism of market conditions over the next year has been waning for the past few months and is now barely in positive territory at an index of 51, down from 52 in July and 58 in August 2015.

Affordability Tops REALTORS®' Biggest Concern



Q: What is your biggest concern about the current real estate market?
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS® Market Pulse Survey

compared to a year ago, primarily due to their better affordability.

- In a sign of slowing market activity,

Changes to Condo Rule Urged

When the "Housing Opportunity Through Modernization Act" was signed into law earlier this year, the Department of Housing and Urban Development was given notice that they had 90 days to weigh in on regulations related to Federal Housing Administration financing for condominiums before changes automatically went into effect.

In response to H.R. 3700, HUD Tuesday released a proposed rule on condominiums that includes positive changes, like a return of spot loans and an extension of the certification period, but also includes a proposal to set owner-occupancy rate requirements within a range of 25 percent to 75 percent. This is despite a 35 percent requirement laid out in H.R. 3700.

Realtors praised sections of the rule, but remain concerned about the possibility of an overly high owner-occupancy threshold. Less than 10 percent of all condos are FHA certified, which means much more needs to be done.

Realtors were disappointed that HUD chose to defer the owner-occupancy decision, but said they will work with HUD directly and through comment to establish a data-driven threshold.

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2017 — MORE SALES, MODEST PRICES HIKES

BY GINA UZUNYAN, PRESIDENT, AND DAVID R. WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®
HOME SALES HAVE BEEN FLAT THIS YEAR COMPARED TO 2015, BUT THE OUTLOOK FOR 2017 IS SLIGHTLY ROSIER, WITH MORE SALES PREDICTED EVEN AS THE ONGOING SHORTAGE OF HOMES FOR SALE AND PRICES TOO HIGH FOR TOO MANY FAMILIES TO AFFORD WILL CONSTRAIN OVERALL MARKET ACTIVITY.

That's the word from the recent market forecast by economists at the California Association of Realtors.

"Next year, California's housing market will be driven by tight housing supplies and the lowest housing affordability in six years," said C.A.R. President Pat "Ziggy" Zicarelli, who is also a leader and past president of the Southland Regional Association of Realtors. "The market will experience regional differences, with more affordable areas, such as the Inland Empire and Central Valley, outperforming the urban coastal

centers, where high home prices and a limited availability of homes on the market will hamper sales.

As a result, the Southern California and Central Valley regions will see moderate sales increases, while the San Francisco Bay Area will experience a decline as homebuyers migrate to peripheral cities with more affordable options.

The statewide forecast sees a modest increase statewide in existing home sales of 1.4 percent next year, up slightly from the projected 2016 sales total.

Sales in 2016 will be virtually flat at 407,300 existing, single-family home sales, compared with the 408,800 pace of homes sold in 2015.

Interest rates are expected to remain highly favorable for buyers and owners refinancing existing loans. The average for a 30-year, fixed mortgage interest rates will rise only slightly to 4.0 percent in 2017, up from 3.6 percent in 2016, but will still remain at

historically low levels.

The California median home price is forecast to increase 4.3 percent to \$525,600 in 2017, following a projected 6.2 percent increase in 2016 to \$503,900.

That represents the slowest rate of price appreciation in six years.

"With the California economy continuing to outperform the nation, the demand for housing will remain robust even with supply and affordability constraints still very much in evidence," said C.A.R. Vice President and Chief Economist Leslie Appleton-Young.

"The net result will be California's housing market posting a modest increase in 2017," she said. "The underlying fundamentals continue to support overall home sales growth, but headwinds, such as global economic uncertainty and deteriorating housing affordability, will temper stronger sales activity."

Multiple Listing Service Committee

Enhancing the 'Life Blood' of Real Estate

It's not an exaggeration to say the Multiple Listing Service Committee's decisions impact every member of the CRISNet service of Southland Regional Association of Realtors, every homebuyer, every seller.

That's because the MLS committee is charged with nourishing the "life-blood" of many residential real estate transactions.

"The one thing our member participants need is accurate data," said committee chair Bud Mauro.

The committee also must review

complaints regarding the accuracy of the data submitted by MLS users.

Ensuring the accuracy of listing information processed by CRISNet is vital to all real estate professionals and members of the public who count on the MLS to be accurate and up-to-date, unlike far too many other Internet services that fail to correct, edit, revise, or purge old data.

"It is an ongoing effort to continually provide listing data on which everyone can rely," Mauro said. "It is an important and worthwhile effort

to volunteer my time to benefit the industry, buyers and sellers," he said.

"It feels good," he said, "to see our committee's efforts to provide accurate information come to fruition."



Seated, left to right: Rich Pisani, vice chair, Bud Mauro, chair, M. Dean Vincent, Marty Kovacs, board liaison; Middle row: Antonio Vaziri, Irene Reinsdorf, Diane Sydell, Sandra McDuffie, Kimberly Jones, Shawn Halahmy, Dawn Reavis, Terri Soldingier, Vilma Letosky, Vida Monify. Back Row: Michael Regilio, Rana Linka, Quresh Bandukwala, Hoesep Stepanian.

Events & Community Relations Committee

Awareness, Compassion, Understanding

"Let's face it," said Angela Parekh, "planning an event is hard work." Yet the chair of the Southland Regional Association of Realtors' events and community relations committee was quick to add ... "and also fun."

That's the spirit Parekh and the 21 members of this vital committee bring to each challenge. What makes planning events special fun is that they wind up uniting the Association's 9,500 members while often benefiting the local communities that Realtors serve.

"Our committee is important because through this committee we fuse as one," Parekh said. "All other committees support us and enjoy our events. It becomes time to help and have fun!"

The events committee is one of multiple standing SRAR committees, plus additional special committees, including the finance and executive committees, and the 22-member board of directors.

Like all committees, events has a special, targeted mission that extends beyond the obvious tasks of planning a variety of events to benefit and educate real estate professionals.

Basic projects include an annual Realtor EXPO that collects together dozens of experts, companies and services that aid in the home buying or selling process. Typically more than 600 Realtors

attend the EXPO.

But throughout each year there are a multitude of educational classes and seminars offered on a wealth of topics that dissect and analyze every phase of a residential real estate transaction. These are the



Sitting, left to right: Carole Parker, Angela Parekh, committee chair, Sylvia Hanna. Second row: Teresita Perez, Sandra Trowanosky, Vilma Letosky, Noli Reyes, Carlos Ruiz. Last row: Lance Marks, Steve Peterson, David Garber. Committee members not pictured include: Gary Warschaw, vice chair, Rana Linka, director liaison, Joe Engle, Howard Katchen, Kim Kemhadjian, Leila Leong, Anita Martin, Andre Mendez, Marlen Videz, Amy Wiles, and Tiffany Coie-Zerg. SRAR staff: Michele Gerhard and Oscar Sol.

meetings of minds that enable Realtors to provide invaluable services, even in this modern age where some people think if they can search the Internet they must know it all. Beyond these fundamental yet essential offerings, the events committee strives to "promote awareness, compassion and understanding," Parekh stressed.

"Awareness" through public events such as the first-time Homebuyers' seminar set for Saturday, Oct. 15, or events designed to let senior citizens know their home can provide more benefits than just a roof overhead.

"Compassion" through annual food drives and Christmas parties for local school kids who might not otherwise get much if anything from Santa Claus and cash grants for first-time homebuyers who need every penny to buy a home and pay closing costs.

And "understanding" through several events throughout the year — a recent "paint night" and casino event, for example — that are fun, social activities designed to raise funds for the Association's charitable foundation, which contributes to homeless shelters and assists mothers with children who need a place to live.

"This committee brings Realtors and the community together," she said, noting that none of the events are possible without the help of volunteer committee members and a dedicated professional staff. "As a Realtor, the time I spend is priceless," she said. "I feel an inner satisfaction knowing that I am part of an important organization."

GOLDEN STATE SALES TICK UP SLIGHTLY

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

STATEWIDE SALES OF EXISTING SINGLE FAMILY HOMES TICKED UP SLIGHTLY DURING SEPTEMBER EVEN AS RISING PRICES AND A TIGHT INVENTORY CONTINUED TO LIMIT ACTIVITY LOCALLY AND THROUGHOUT THE GOLDEN STATE.

The September tally was up 1.3 percent from the 420,360 sales in August and rose a 0.8 percent compared to a year ago.

Home sales remained above the 400,000 pace for the sixth straight month, and the year-over-year increase was the first since January, the California Association of Realtors reported.

“While higher sales both on a monthly and an annual basis is a glimmer of good news, with most of the home-buying season behind us for 2016, it’s not enough to tip the scales for an increase above 2015’s sales pace,” said C.A.R. President Pat “Ziggy” Zicarelli. “With listings continuing to decline and demand still strong, especially at the lower end of the market, affordability will remain a challenge for would-be buyers.”

The statewide median price remained above the \$500,000 mark for the sixth straight month, with minimal signs of cooling down outside of a few select markets.

The median price of an existing,

single-family detached California home was down 2.3 percent in September to \$514,320 from \$526,580 in August. September’s median price increased 6.1 percent from the revised \$484,670 recorded in September 2015.

The median sales price is the point at which half of homes sold for more and half sold for less; it is influenced by the types of homes selling, as well as a general change in values. The monthly price decline is primarily due to seasonal factors.

Here in the San Fernando Valley the Southland Regional Association of Realtors reported the 562 homes that changed owners during September had a median price of \$620,000, a jump of 11.5 percent compared to 12 months ago and the sixth consecutive month that saw the home median exceed the benchmark of \$600,000.

Though still rising at a moderate pace even as affordability limits the pool of buyers, the San Fernando Valley median price was 5.3 percent below the record high of \$655,000 set in June 2007.

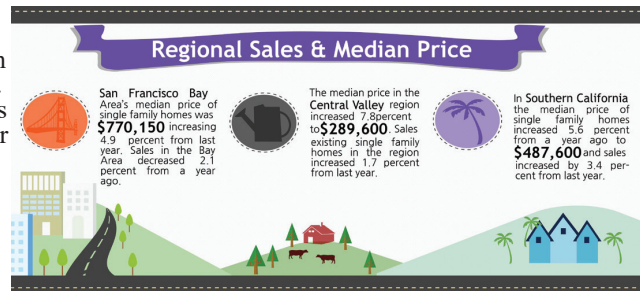
The price of condominiums sold locally during September was \$375,000, up 8.4 percent from a year ago. The condominium local record high of \$415,000 was set in February 2006, with the September condo median 9.6

percent below that high point.

“While demand remains strong for lower-priced homes, which are more inventory constrained, sales of homes at the higher-end have slowed significantly,” said C.A.R. Vice President and Chief Economist Leslie Appleton-Young. “For example, sales of properties priced between \$2 million and \$3 million, which are the least inventory constrained, grew by high double-digits in 2014 and 2015, but the pace has slowed down to a negligible 0.2 percent increase through the first nine months of this year.”

Current home prices in the state are still 13.5 percent below their previous peak, though most parts of the San Francisco Bay Area have already reached new all-time highs.

Statewide active listings continue to decline, falling 3.1 percent from August and 4.9 percent from a year ago. The year-over-year listings decline is the highest since January 2016.



Commercial and Investment Division Ten Specialized Classes Down, Two to Go!

By John Shamoun, Chair
SRAR Commercial and Investment Division

The primary mission of the Commercial and Investment Division is to support members of the Southland Regional Association of Realtors who are involved in the highly specialized commercial real estate field by developing educational and marketing opportunities.

That mandate manifests itself in three areas of focus:

- Member educational classes;
- Monthly networking meetings covering relevant and hot button real estate issues; and;
- Commercial real estate events. The division had a full calendar of educational sessions this year with 10 classes completed to-date and two to go.

These offerings can be introductory classes, where attendees learn how to write solid commercial contracts, to the details and intricacies of commercial lending, bankruptcy, 1031 exchanges, and a variety of complex subjects

related to commercial real estate.

For example, the class offering this month is “Property Management for Investment Real Estate” and in November an “Overview of Commercial Real Estate Investment Analysis.” Instructors are seasoned, active real estate practitioners who have been in the business for decades. Each class is three hours and held once a month.

Monthly networking meetings are held every third Tuesday of the month at SRAR’s headquarters on Sherman Way in Van Nuys. These gatherings offer an

property management, and insurance companies. This is a great opportunity to meet other professionals and network. The Division also holds two big events every year:

- Commercial Day, which typically is held in the first half of each year, brings together leaders in commercial real estate to speak about trends and topics washing over commercial real estate. Practitioners come from, CCIM, CBRE, Cushman and Wakefield, iLLi, Colliers, KW Commercial, to name a few.
- The Risk Management Event typically is held in the fall and attracts many attendees. This event is more focused on key industry issues.

The panel at this year’s event focused on “Resilience by Design,” which covered the far-reaching impact of the City of Los Angeles’ new earthquake retrofit ordinance.

Commercial real estate, like most service industries, is built on knowledge, education, and networking. The Commercial and Investment Division of the Southland Regional Association



Seated, left to right: Brian Hatkoff, Dan Tresieras, Heather Boren, Vice Chairman, Sue Horowitz, Barry Judis. 2nd Row: Gina Uzunyan, SRAR President. 3rd Row: Larry Margo, Amanda Etcheverry, Lauren Greer, John Shamoun, Chairman, Arnie Garfinkel, Keller Hopkins. 4th Row: Bob Khalsa - Liaison, Howard Fudenberg, Kristen Kalski. Not pictured: Jerry Rosenfeld

opportunity to network with and learn from a real estate professional on a topic that is in the news and relevant to commercial real estate. Attendees also get to pitch property listings and ask for “wants” — people who are looking for a property. Affiliates also attend the monthly networking meeting, including representatives of lending, title, escrow,

of Realtors strives to offer something that members can apply in everyday situations and to start networking. Real estate is knowledge driven. Careers depend on building long-lasting relationships. The Division’s offerings are a great starting point to build a network and a career. Attend an event. To learn more, visit commercial.srar.com.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

Sponsor a Child in Need



For just \$25, you could make a child's Holiday dreams come true!

Each year, with support of the SRAR Charitable Foundation, SRAR selects children from a local school in a low-income area of the San Fernando Valley to give them a memorable and happy Holiday experience.

In December up to 80 children will come to the SRAR office in Van Nuys where they will be treated to a delicious lunch, a visit from Santa Claus, and presented with gifts that they can share with their family.

You can help spread the Holiday cheer by sponsoring one of these children. Take a moment to sponsor a child today! Your sponsorship is tax deductible. SRAR Charitable Foundation 501c3 #95-4323748

Name: _____ # of Children to Sponsor at \$25 each: _____

Tel #: _____ Email: _____

Do you prefer to sponsor a child anonymously? ☐ YES ☐ NO

Do you prefer to sponsor a child in someone else's name? ☐ YES ☐ NO

If yes, please provide the name: _____

To sponsor by credit card, complete the information below. Checks may be made to 'SRAR Foundation' and sent to Oscar Sol at 7232 Balboa Blvd. Van Nuys, CA 91406.

CC#: _____ Expiration Date: _____

Name as it appears on card: _____ Total Amt to be Charged: _____

Signature to authorize charge: _____

Completed forms with credit card information may be faxed to 818-786-4541. If sponsoring by check, please send form along with check by mail

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

| | |
|--|--|
| Barash, Vadim Vadim Barash 10066 Melinda Way, #3 Northridge, CA. 91325 | Provencio, Daniel Daniel Provencio 26422 Kipling Place Stevenson Ranch, CA. 91381 |
| Constante, Linda Margaret Linda Margaret Constante 21550 Oxnard St. 3rd Floor Woodland Hills, CA. 91367 | Rainbolt, Audrey E. Keller Williams North Valley 19300 Rinaldi Street, Ste. L Porter Ranch, CA. 91326 |
| Farahmand, Afrasyab Ark Realty 6141 Debs Ave. Woodland Hills, CA. 91367 | Schultz, Terry Ann Terry Schultz 15851 Blackhawk St. Granada Hills, CA. 91344 |
| Hernandez, Sergio Imperio Realty 12945 Kelowna St. Pacoima, CA. 91331 | Shersher, Roman Parkway Estate Properties, Inc. 5124 Nestle Ave. Tarzana, CA. 91356 |
| Judd, David Anthony RealHome Services and Solutions, Inc. 3020 Old Ranch Parkway, Suite 300 Seal Beach, CA. 90740 | Terzyan, Hayk Greenstreet Partners 924 E. Green St., #210 Pasadena, CA. 91106 |
| Poissant, Richard Paul Richard Paul Poissant 17843 Malden St. Northridge, CA. 91325 | Townes, Scott Bainbridge Genesis Residential Realty, Inc. 20 Pacifica Ste. 450 Irvine, CA. 92618 |

SECOND POSTING

| | |
|---|--|
| Arboleas, Hector Casa Feliz Realty 17232 Nordhoff St. Northridge, CA. 91325 | Hawthorne, Timothy Roger Trilogy Partners, Inc. 23 Corporate Plaza Suite 150 Newport Beach, CA. 92660 |
| Brown, Russell B. RBB Realty, Inc. 22030 Lopez Street Woodland Hills, CA. 91364 | Orillo, Marc West Coast Realty Group 100 N. Brand St. #421 Glendale, CA. 91203 |
| Chubay, Alina Vaserman Omega Realty & Lending, Inc. 21241 Ventura Blvd. #173 Woodland Hills, CA. 91364 | Rogow, Barry Manfred Barry M. Rogow 24731 Calle Cargo Calabasas, CA. 91302 |
| Cogbill, Dennis Michael Deluxe Realty Corporation 22127 Viscanio Road Woodland Hills, CA. 91364 | Schultz, William H. William H. Schultz 32123 Lindero Canyon Road #203 Westlake Village, CA. 91361 |
| Cohen, Rachel All City Real Estate Loans 12363 Sylvan St. North Hollywood, CA. 91606 | |
| Cude, James Randall Randy Cude, Broker 27451 Tournay Road Suite 200 Valencia, CA. 91355 | |

REALTOR® APPLICANTS

Abedi, Natalie Vicky / Pinnacle Estate Properties / Northridge
 Abedi, Soheil / Burts & Associates / Sherman Oaks
 Aceves, Radna Sharma / Coldwell Banker / Sherman Oaks
 Anderson, Daniel Anthony / Keller Williams Westlake Village / Westlake Village
 Azima, Farbod / Dilbeck Real Estate / Calabasas
 Baquer, Nora N. / Cedar Grove Realty / Arleta
 Barnett, Sean / Berkshire Hathaway HomeServices California Properties / Sherman Oaks
 Bedgood, Anthony / Kellar-Davis, Inc. / Santa Clarita
 Brown, Ashley E. / The Virtual Realty Group / Irvine
 Campos, Wilton David / Progressive Realtors / San Fernando
 Chalunyan, Narine / Century 21 Peak / Woodland Hills
 Checa, Alain James Ebreo / Keller Williams VIP Properties / Valencia
 Chung, Yumi / Keller Williams Realty Calabasas / Calabasas
 Coward, Jack Alexander / Keller Williams World Media Center / Burbank
 Damavandi, Elizabeth Koroghli / General Realty Group, Inc. / Sherman Oaks
 Davila, Cesar / Bella Vista Estates Real Estate Group / Northridge
 Dole, Marion Jane Kramer / Pinnacle Estate Properties, Inc. / Northridge
 Doust, Shohreh Akhlagh / Real Estate eBroker, Inc. / Oceanside
 Fardowsi, Jacqueline Nargus / Berkshire Hathaway HomeServices California Realty / Westlake Village
 Fluhr, Patricia J. / Century 21 Troop Real Estate / Valencia
 Frazer, Lee / Rodeo Realty / Sherman Oaks
 Garcia, Andrew / Park Regency Realty / Granada Hills
 Gerard, Robert Alexander / Pinnacle Estate Properties, Inc. / Encino
 Gillen, Sarah Anne / Strategic Realty / Agoura Hills
 Gordon, Casey Jerred / Rodeo Realty / Westlake Village
 Guyaux, Nadine / Redfin Corporation / Irvine
 Hanlin, Holly / Sterling Oaks Real Estate Inc. / Valencia
 Hariri, Shahla / Keller Williams Realty Calabasas / Calabasas
 Hooper, Merdy Dai / New Beginnings Realty / Newbury Park
 Hopkins, Todd Michael / Boutique Realty / Tarzana
 Jost, Glenn Eliot / Keller Williams World Media Center / Burbank
 Kanal, Madhul / Premier Realty Associates / San Diego
 Khan, Ifrat / Keller Williams VIP Properties / Valencia
 Kheel, Victoria Elizabeth / Keller Williams Encino-Sherman Oaks / Encino
 Khosravi, Niloufar Ardakani / White House Properties / Woodland Hills
 Khumaryan, Armen / Gold Star Realty / Encino
 Kulinski, Thomas Paul / Coldwell Banker Vista Realty / Valencia
 Kutchai, Martin H. / Pacific Realtors / Agoura Hills
 Legg, Shawn Dauree / Keller Williams Encino-Sherman Oaks / Encino
 Llanes, Melissa R. / Cedar Grove Realty / Arleta
 Lomonaco, Joseph Michael / Allison James Estates & Homes / Woodland Hills
 Lyons, Belinda Susan / Coldwell Banker Calabasas / Calabasas
 Maggio, Cory Steven / Realty Executives / Newhall

Mathiowetz, Mayra / Berkshire Hathaway HomeServices California Properties / Valencia
 Martinez, Juan Francisco / Park Regency Realty / Granada Hills
 Martinez, Ruben / Pinnacle Estate Properties, Inc. / Encino
 McLaine, Carol Raymonde / Aviana Real Estate / Westlake Village
 Mejia, Sixto / A-Team Realty, Inc. / Woodland Hills
 Melgar, Rynxos John / Keller Williams Westlake Village / Westlake Village
 Mirakyan, Anna / Titan Realty & Investment / Northridge
 Mohammadi, Shaghayegh / Royal Rep Realty, Inc. / Woodland Hills
 Morales, Irma Lorena / New Beginnings Realty / Newbury Park
 Morales De Leon, Karla Eleonora / Keller Williams Realty Antelope Valley / Palmdale
 Nazarian, David / Kellar-Davis, Inc. / Santa Clarita
 Negrete, Susana / Valley Star Realty, Inc. / Mission Hills
 Nielsen, Todd Lee / Keller Williams World Media Center / Burbank
 Nuno, Juan / Progressive Realtors / San Fernando
 Olson, Catherine Ariane / Coldwell Banker Calabasas / Calabasas
 Orlandi, Carla / Pinnacle Estate Properties, Inc. / Mission Hills
 Patel, Hiral M. / Keller Williams North Valley / Porter Ranch
 Patton, Gwendolyn Ann / Keller Williams VIP Properties / Valencia
 Pineda, Stephanie / RE/MAX of Valencia / Valencia
 Plascencia, Alma Delia / San Fernando Realty, Inc. / San Fernando
 Praster, Joshua Louis / HomeBased Realty / Valencia
 Sandoval, Luis Daniel / The Olson Agency / Northridge
 Schutt, Marie / White House Properties / Woodland Hills
 Sepehrpour, Darius / JFK Realty & Loan Depot Inc. / Woodland Hills
 Shirvanian, Mahrokh / Rodeo Realty / Woodland Hills
 Silva, Nicole Marie / Rodeo Realty / Northridge
 Smith, Connie Delane / Century 21 Peak / Granada Hills
 Snodgrass, Robyn Marie / iRealty / Stevenson Ranch
 Switzky, Richard Jeffrey / Patrick Raach, Broker / Valencia
 Tejeda, Heidi Josebette / Keller Williams Encino-Sherman Oaks / Encino
 Thompson, Camaron Leigh / Lionsgate Real Estate Group / El Segundo
 Thonse, Bhavana / Coldwell Banker / Sherman Oaks
 Trombley, Virginia Louise / Patrick Raach, Broker / Valencia
 Turner, Kristi / Century 21 Troop Real Estate / Simi Valley
 Var, Leanne / Rockwood Realty / Westlake Village
 Ventura, Carlos Ernesto / Sherwood Forest Development Group, Inc. / Sherwood Forest
 Wang, Lina / Re/Max Traditions / Simi Valley
 Waterman, Maria L. / Realty Executives / Valencia
 Weatherford, Lindsay Amanda / Dilbeck Real Estate / Valencia
 Webb, Madelin / Savolio Real Estate Services / Encino
 Wilder, Kevin Lawrence / Re/Max Traditions / Simi Valley
 Williams, Laura Mary / Alpine Village Realty / Pine Mountain Club
 Zadeh, Niloufar Maghadass / Realty Smart / Calabasas

RESIDENTIAL PROPERTIES LISTED

1,504

SEPTEMBER 2016 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,246

RESIDENTIAL PROP. ESCROW CLOSED

1,243

ACTIVE INVENTORY:

| | EN | ES | CS | WN | WS | SFV TOT | EXT | TOTAL |
|---------------------------------|-------|---------|---------|-------|---------|---------|-------|-------|
| NEW LISTINGS | 151 | 211 | 162 | 179 | 184 | 887 | 617 | 1,504 |
| TOTAL ACTIVE LISTINGS | 220 | 363 | 294 | 343 | 437 | 1,657 | 1,345 | 3,002 |
| AVERAGE DAYS ON MARKET | 68 | 72 | 65 | 68 | 72 | 72 | 99 | 84 |
| AVERAGE LIST PRICE IN THOUSANDS | 435.4 | 1,066.6 | 1,135.8 | 710.3 | 1,566.9 | 1,053.3 | 621.1 | 859.7 |
| MEDIAN LIST PRICE IN THOUSANDS | 424.9 | 809.0 | 719.9 | 600.0 | 799.9 | 659.9 | 389.6 | 550.0 |
| BOMS | 30 | 41 | 22 | 34 | 40 | 167 | 111 | 278 |
| AVERAGE BOM PRICE IN THOUSANDS | 379.8 | 794.9 | 999.0 | 563.6 | 867.2 | 717.4 | 483.4 | 604.0 |
| BOM TO SALE RATIO | 25.2 | 25.2 | 16.7 | 17.8 | 21.8 | 23.4 | 22.4 | 22.4 |
| EXPIRATIONS | 16 | 32 | 27 | 28 | 30 | 133 | 96 | 229 |

PENDING SALES:

| | | | | | | | | |
|---|-------|-------|-------|-------|-------|-------|-------|--------|
| NEW ESCROWS OPENED | 125 | 171 | 122 | 164 | 175 | 757 | 489 | 1,246 |
| TOTAL YTD ESCROWS OPENED | 1,001 | 1,339 | 1,063 | 1,409 | 1,535 | 6,347 | 3,923 | 10,270 |
| NEW OPEN ESCROWS AVERAGE DAYS ON MARKET | 35 | 39 | 34 | 42 | 42 | 39 | 54 | 45 |
| NEW OPEN ESCROWS AVERAGE LIST PRICE | 432.9 | 789.4 | 699.5 | 617.7 | 767.4 | 673.8 | 517.1 | 612.3 |

CLOSED SALES:

| | | | | | | | | |
|--|---------|-----------|---------|---------|-----------|-----------|-----------|-----------|
| NEW ESCROWS CLOSED | 109 | 163 | 132 | 191 | 171 | 766 | 477 | 1,243 |
| TOTAL YTD ESCROWS CLOSED | 914 | 1,244 | 1,040 | 1,338 | 1,441 | 5,977 | 3,687 | 9,664 |
| VOLUME OF NEW SALE DOLLARS IN MILLIONS | 45.817 | 141.407 | 84.419 | 118.759 | 152.803 | 543.204 | 239.402 | 782.605 |
| VOLUME OF TOTAL YTD SALES IN MILLIONS | 368.633 | 1,014.908 | 779.111 | 803.225 | 1,189.636 | 4,155.513 | 1,740.675 | 5,896.188 |
| AVERAGE SALE PRICE IN THOUSANDS | 420.3 | 867.5 | 639.5 | 621.8 | 893.6 | 709.1 | 501.9 | 629.6 |
| MEDIAN SALE PRICE IN THOUSANDS | 420.0 | 615.0 | 515.0 | 570.0 | 617.0 | 542.0 | 355.0 | 490.0 |
| COOP SALES | 79 | 136 | 109 | 154 | 142 | 620 | 375 | 995 |
| PERCENT OF COOP SALES | 72.5 | 83.4 | 82.6 | 80.6 | 83.0 | 78.6 | 80.9 | 80.0 |
| AVERAGE DAYS ON MARKET | 31 | 33 | 41 | 37 | 36 | 36 | 47 | 40 |
| SALES AT LIST PRICE | 66 | 85 | 68 | 84 | 76 | 379 | 268 | 647 |
| PERCENT OF SALES AT LIST PRICE | 60.6 | 52.1 | 51.5 | 44.0 | 44.4 | 49.5 | 56.2 | 52.1 |
| SALES TO LISTING INVENTORY RATIO | 49.5 | 44.9 | 44.9 | 55.7 | 39.1 | 46.2 | 35.5 | 41.4 |
| FINAL SALE TO NEW LISTING RATIO | 72.2 | 77.3 | 81.5 | 106.7 | 92.9 | 86.4 | 77.3 | 82.6 |

CLOSED SALES TYPE

| | | | | | | | | |
|--------------------|----|-----|----|-----|-----|-----|-----|-----|
| FORECLOSURE/REO | 2 | 2 | 4 | 2 | 1 | 11 | 21 | 32 |
| SELLER CONCESSIONS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SHORT SALE | 5 | 1 | 1 | 1 | 4 | 12 | 13 | 25 |
| STANDARD | 77 | 125 | 95 | 139 | 112 | 548 | 319 | 867 |
| OTHER | 25 | 35 | 32 | 49 | 54 | 195 | 124 | 319 |

SELLING PRICE RANGE:

| | AVG. SELL TIME | ACTIVE NO. LISTINGS | TOTAL # SOLD | REDUCED \$ | \$ AVERAGE PRICE REDUCTION % |
|------------------------|----------------|---------------------|--------------|------------|------------------------------|
| LESS THAN 100,000 | 86 | 42 | 10 | 7 | 5100 |
| 100,000 TO 109,999 | 143 | 5 | 4 | 3 | 230325 |
| 110,000 TO 119,999 | 85 | 1 | 1 | 1 | 33000 |
| 120,000 TO 139,999 | 93 | 16 | 5 | 3 | 3218500 |
| 140,000 TO 159,999 | 61 | 34 | 15 | 6 | 6608 |
| 160,000 TO 179,999 | 51 | 42 | 20 | 12 | 4844 |
| 180,000 TO 199,999 | 54 | 77 | 24 | 11 | 7459 |
| 200,000 TO 249,999 | 34 | 165 | 63 | 31 | 5437 |
| 250,000 TO 299,999 | 43 | 207 | 109 | 53 | 5248 |
| 300,000 TO 349,999 | 36 | 175 | 80 | 34 | 835 |
| 350,000 TO 399,999 | 29 | 191 | 96 | 49 | 7554 |
| 400,000 TO 449,999 | 32 | 160 | 120 | 66 | 8766 |
| 450,000 TO 499,999 | 40 | 212 | 90 | 36 | 3012 |
| 500,000 TO 549,999 | 34 | 170 | 102 | 52 | 7970 |
| 550,000 TO 599,999 | 33 | 176 | 79 | 44 | 10091 |
| 600,000 TO 699,999 | 36 | 241 | 117 | 70 | 17523 |
| 700,000 TO 799,999 | 44 | 219 | 89 | 56 | 28033 |
| 800,000 TO 899,999 | 39 | 158 | 59 | 33 | 21937 |
| 900,000 TO 999,999 | 64 | 89 | 29 | 18 | 68682 |
| 1,000,000 TO 1,999,999 | 46 | 407 | 97 | 68 | 63964 |
| MORE THAN 2,000,000 | 60 | 220 | 34 | 22 | 765455 |
| TOTALS | 40 | 3002 | 1243 | 677 | 3807 |

LISTINGS

14,162

2016 RMLS TOTAL - \$ VOLUME

\$5,896,188,000

SALES

9,941

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.



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

[illegible]

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR SEPTEMBER 2016

| ACTIVE INVENTORY | EN | ES | CS | WN | WS | SFV TOTAL | EXT | TOTAL |
|---|-----------|-----------|-----------|-----------|-----------|------------------|------------|--------------|
| New Listings | 111 | 144 | 108 | 130 | 151 | 644 | 500 | 1,144 |
| Total Active Listings | 156 | 266 | 209 | 270 | 357 | 1,258 | 1,119 | 2,377 |
| Average Days on Market | 65 | 73 | 68 | 72 | 84 | 74 | 95 | 84 |
| Average List Price in Thousands | 484.7 | 1,261.8 | 1,393.3 | 780.1 | 1,812.6 | 1,240.2 | 641.8 | 958.5 |
| Median List Price in Thousands | 450.0 | 999.0 | 999.0 | 689.0 | 950.0 | 775.0 | 380.0 | 615.0 |
| BOMS | 21 | 25 | 15 | 21 | 37 | 119 | 93 | 212 |
| Average BOM Price in Thousands | 421.1 | 1,010.0 | 1,210.6 | 662.0 | 904.6 | 837.2 | 412.0 | 650.7 |
| BOM to Sale Ratio | 24.7 | 22.7 | 15.8 | 14.1 | 30.1 | 21.2 | 24.5 | 22.5 |
| Expirations | 10 | 22 | 22 | 23 | 25 | 102 | 77 | 179 |
| PENDING SALES | | | | | | | | |
| New Escrows Opened | 97 | 108 | 87 | 126 | 138 | 556 | 388 | 944 |
| Total YTD Escrows Opened | 745 | 906 | 726 | 1,111 | 1,162 | 4,650 | 3,095 | 7,745 |
| New Open Escrows Average Days on Market | 38 | 35 | 31 | 43 | 42 | 38 | 56 | 46 |
| New Open Escrows Average List Price | 454.2 | 1,002.2 | 815.9 | 679.5 | 864.6 | 770.2 | 527.2 | 670.3 |
| CLOSED SALES: | | | | | | | | |
| New Escrows Closed | 85 | 110 | 95 | 149 | 123 | 562 | 379 | 941 |
| Total YTD Escrows Closed | 684 | 854 | 712 | 1,051 | 1,090 | 4,391 | 2,927 | 7,318 |
| Volume of New Sales Dollars in Millions | 38.535 | 114.768 | 71.406 | 101.700 | 132.923 | 459.331 | 198.608 | 657.940 |
| Volume of total YTD Sales in Millions | 299.041 | 828.723 | 652.994 | 688.841 | 1,046.356 | 3,515.956 | 1,405.509 | 4,921.465 |
| Average Sale price in Thousands | 453.4 | 1,043.3 | 751.6 | 682.5 | 1,080.7 | 817.3 | 524.0 | 699.2 |
| Median Sale Price in Thousands | 439.0 | 770.0 | 575.0 | 635.0 | 722.0 | 620.0 | 349.9 | 541.0 |
| Coop Sales | 59 | 93 | 76 | 119 | 103 | 450 | 294 | 744 |
| Percent of Coop Sales | 69.4 | 84.5 | 80.0 | 79.9 | 83.7 | 80.1 | 77.6 | 79.1 |
| Average Days on Market | 29 | 34 | 34 | 40 | 39 | 36 | 47 | 40 |
| Sales at List Price | 50 | 59 | 51 | 60 | 59 | 279 | 222 | 501 |
| Percent of Sales at List Price | 58.8 | 53.6 | 53.7 | 40.3 | 48.0 | 49.6 | 58.6 | 53.2 |
| Sales to Listing Inventory Ratio | 54.5 | 41.4 | 45.5 | 55.2 | 34.5 | 44.7 | 33.9 | 39.6 |
| Final Sale to New Listing Ratio | 76.6 | 76.4 | 88.0 | 114.6 | 81.5 | 87.3 | 75.8 | 82.3 |
| CLOSED SALES TYPE | | | | | | | | |
| Foreclosure/REO | 0 | 2 | 4 | 2 | 0 | 8 | 19 | 27 |
| Seller Concessions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Short Sale | 3 | 1 | 1 | 1 | 3 | 9 | 12 | 21 |
| Standard | 59 | 85 | 66 | 107 | 80 | 397 | 254 | 651 |
| Other | 23 | 22 | 24 | 39 | 40 | 148 | 94 | 242 |

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER 2016

| ACTIVE INVENTORY | EN | ES | CS | WN | WS | SFV TOTAL | EXT | TOTAL |
|---|-----------|-----------|-----------|-----------|-----------|------------------|------------|--------------|
| New Listings | 40 | 67 | 54 | 49 | 33 | 243 | 117 | 360 |
| Total Active Listings | 64 | 97 | 85 | 73 | 80 | 399 | 226 | 625 |
| Average Days on Market | 74 | 70 | 59 | 53 | 79 | 67 | 120 | 86 |
| Average List Price in Thousands | 315.1 | 531.2 | 502.6 | 452.4 | 470.5 | 463.9 | 518.6 | 483.6 |
| Median List Price in Thousands | 289.8 | 477.0 | 399.9 | 439.9 | 420.0 | 419.9 | 412.0 | 419.0 |
| BOMS | 9 | 16 | 7 | 13 | 3 | 48 | 18 | 66 |
| Average BOM Price in Thousands | 283.2 | 458.8 | 545.5 | 404.7 | 405.6 | 420.5 | 543.8 | 454.2 |
| BOM to Sale Ratio | 37.5 | 30.2 | 18.9 | 31.0 | 6.3 | 23.5 | 18.4 | 21.9 |
| Expirations | 6 | 10 | 5 | 5 | 5 | 31 | 19 | 50 |
| PENDING SALES | | | | | | | | |
| New Escrows Opened | 28 | 63 | 35 | 38 | 37 | 201 | 101 | 302 |
| Total YTD Escrows Opened | 256 | 433 | 337 | 298 | 373 | 1,697 | 828 | 2,525 |
| New Open Escrows Average Days on Market | 25 | 48 | 41 | 40 | 40 | 41 | 46 | 42 |
| New Open Escrows Average List Price | 359.2 | 424.7 | 410.3 | 412.9 | 404.6 | 407.1 | 478.1 | 430.9 |
| CLOSED SALES: | | | | | | | | |
| New Escrows Closed | 24 | 53 | 37 | 42 | 48 | 204 | 98 | 302 |
| Total YTD Escrows Closed | 230 | 390 | 328 | 287 | 351 | 1,586 | 760 | 2,346 |
| Volume of New Sales Dollars in Millions | 7.282 | 26.639 | 13.013 | 17.059 | 19.880 | 83.873 | 40.793 | 124.666 |
| Volume of total YTD Sales in Millions | 69.592 | 186.185 | 126.116 | 114.384 | 143.280 | 639.557 | 335.166 | 974.723 |
| Average Sale price in Thousands | 303.4 | 502.6 | 351.7 | 406.2 | 414.2 | 411.1 | 416.3 | 412.8 |
| Median Sale Price in Thousands | 280.0 | 450.0 | 324.9 | 375.0 | 398.0 | 375.0 | 375.0 | 375.0 |
| Coop Sales | 20 | 43 | 33 | 35 | 39 | 170 | 81 | 251 |
| Percent of Coop Sales | 83.3 | 81.1 | 89.2 | 83.3 | 81.3 | 83.3 | 82.7 | 83.1 |
| Average Days on Market | 37 | 32 | 58 | 28 | 30 | 36 | 46 | 39 |
| Sales at List Price | 16 | 26 | 17 | 24 | 17 | 100 | 46 | 146 |
| Percent of Sales at List Price | 66.7 | 49.1 | 45.9 | 57.1 | 35.4 | 49.0 | 46.9 | 48.3 |
| Sales to Listing Inventory Ratio | 37.5 | 54.6 | 43.5 | 57.5 | 60.0 | 51.1 | 43.4 | 48.3 |
| Final Sale to New Listing Ratio | 60.0 | 79.1 | 68.5 | 85.7 | 145.5 | 84.0 | 83.8 | 83.9 |
| CLOSED SALES TYPE | | | | | | | | |
| Foreclosure/REO | 2 | 0 | 0 | 0 | 1 | 3 | 2 | 5 |
| Seller Concessions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Short Sale | 2 | 0 | 0 | 0 | 1 | 3 | 1 | 4 |
| Standard | 18 | 40 | 29 | 32 | 32 | 151 | 65 | 216 |
| Other | 2 | 13 | 8 | 10 | 14 | 47 | 30 | 77 |

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR SEPTEMBER 2016

| ACTIVE INVENTORY | AC | ADUL | CC | CA | NE | SAU | SR | VAL | SCVTOT | EXT | TOTAL |
|---------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|--------|-------|-------|
| New Listings | 11 | 2 | 60 | 18 | 14 | 70 | 18 | 77 | 270 | 80 | 350 |
| Total Active Listings | 53 | 23 | 102 | 40 | 44 | 101 | 26 | 130 | 519 | 147 | 666 |
| Average Days on Market | 107 | 107 | 70 | 87 | 75 | 57 | 73 | 65 | 73 | 74 | 73 |
| Average List Price in Thousands | 553.6 | 892.1 | 712.5 | 633.6 | 692.6 | 631.2 | 838.5 | 805.1 | 710.1 | 486.3 | 660.7 |
| Median List Price in Thousands | 525.0 | 685.0 | 583.5 | 550.0 | 604.9 | 575.0 | 819.9 | 629.0 | 599.0 | 385.0 | 569.9 |
| BOMS | 1 | 1 | 10 | 0 | 7 | 10 | 0 | 15 | 44 | 14 | 58 |
| Average BOM Price in Thousands | 359.0 | 599.0 | 571.4 | 0.0 | 455.0 | 562.6 | 0.0 | 694.1 | 588.5 | 347.1 | 530.2 |
| BOM to Sale Ratio | 7.7 | 25.0 | 18.5 | 0.0 | 87.5 | 20.0 | 0.0 | 23.4 | 19.3 | 20.6 | 19.6 |
| Expirations | 4 | 4 | 6 | 2 | 3 | 5 | 2 | 6 | 32 | 7 | 39 |

PENDING SALES

| | | | | | | | | | | | |
|---|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| New Escrows Opened | 8 | 4 | 42 | 21 | 9 | 56 | 15 | 59 | 214 | 74 | 288 |
| Total YTD Escrows Opened | 88 | 41 | 423 | 207 | 144 | 466 | 112 | 522 | 2,003 | 547 | 2,550 |
| New Open Escrows Average Days on Market | 50 | 72 | 46 | 37 | 41 | 40 | 39 | 42 | 42 | 50 | 44 |
| New Open Escrows Average List Price | 44.9 | 571.5 | 535.8 | 591.0 | 677.4 | 570.9 | 760.9 | 606.0 | 588.9 | 389.6 | 537.7 |

CLOSED SALES:

| | | | | | | | | | | | |
|---|--------|--------|---------|--------|--------|---------|--------|---------|-----------|---------|-----------|
| New Escrows Closed | 13 | 4 | 54 | 23 | 8 | 50 | 12 | 64 | 228 | 68 | 296 |
| Total YTD Escrows Closed | 90 | 39 | 400 | 200 | 138 | 430 | 104 | 494 | 1,895 | 511 | 2,406 |
| Volume of New Sales Dollars in Millions | 6.066 | 2.136 | 26.604 | 11.595 | 5.221 | 27.517 | 10.297 | 45.197 | 134.635 | 26.869 | 161.504 |
| Volume of total YTD Sales in Millions | 44.504 | 23.381 | 211.568 | 98.221 | 79.566 | 238.309 | 81.858 | 322.051 | 1,099.457 | 191.599 | 1,291.056 |
| Average Sale price in Thousands | 466.6 | 534.0 | 492.7 | 504.1 | 652.6 | 550.3 | 858.1 | 706.2 | 590.5 | 395.1 | 545.6 |
| Median Sale Price in Thousands | 494.0 | 446.0 | 479.9 | 499.9 | 574.9 | 525.0 | 775.0 | 595.0 | 525.0 | 300.0 | 500.0 |
| Coop Sales | 12 | 3 | 49 | 20 | 5 | 44 | 7 | 59 | 199 | 58 | 257 |
| Percent of Coop Sales | 92.3 | 75.0 | 90.7 | 87.0 | 62.5 | 88.0 | 58.3 | 92.2 | 87.3 | 85.3 | 86.8 |
| Average Days on Market | 138 | 179 | 93 | 68 | 124 | 99 | 87 | 110 | 101 | 112 | 104 |
| Sales at List Price | 5 | 0 | 34 | 17 | 2 | 30 | 4 | 29 | 121 | 29 | 150 |
| Percent of Sales at List Price | 38.5 | 0.0 | 63.0 | 73.9 | 25.0 | 60.0 | 33.3 | 45.3 | 53.1 | 42.6 | 50.7 |
| Sales to Listing Inventory Ratio | 24.5 | 17.4 | 52.9 | 57.5 | 18.2 | 49.5 | 46.2 | 49.2 | 43.9 | 46.3 | 44.4 |
| Final Sale to New Listing Ratio | 118.2 | 200.0 | 90.0 | 127.8 | 57.1 | 71.4 | 66.7 | 83.1 | 84.4 | 85.0 | 84.6 |

CLOSED SALES TYPE

| | | | | | | | | | | | |
|--------------------|---|---|----|----|---|----|----|----|-----|----|-----|
| Foreclosure / REO | 0 | 0 | 1 | 0 | 1 | 3 | 0 | 0 | 5 | 1 | 6 |
| Seller Concessions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Short Sale | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 3 | 3 | 6 |
| Standard | 8 | 3 | 37 | 17 | 5 | 33 | 10 | 51 | 164 | 50 | 214 |
| Other | 4 | 1 | 16 | 6 | 2 | 13 | 2 | 12 | 56 | 14 | 70 |

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER 2016

| ACTIVE INVENTORY | AC | ADUL | CC | CA | NE | SAU | SR | VAL | SCVTOT | EXT | TOTAL |
|---------------------------------|-------|------|-------|-------|-------|-------|-------|-------|--------|-------|-------|
| New Listings | 0 | 0 | 33 | 1 | 10 | 22 | 5 | 45 | 116 | 14 | 130 |
| Total Active Listings | 1 | 0 | 33 | 3 | 16 | 15 | 9 | 47 | 124 | 23 | 147 |
| Average Days on Market | 109 | 0 | 53 | 110 | 70 | 42 | 75 | 37 | 52 | 70 | 54 |
| Average List Price in Thousands | 515.0 | 0.0 | 368.5 | 149.7 | 308.4 | 376.5 | 374.9 | 436.1 | 383.7 | 454.5 | 394.8 |
| Median List Price in Thousands | 515.0 | 0.0 | 285.0 | 145.0 | 290.0 | 385.0 | 369.9 | 390.0 | 365.0 | 455.0 | 374.0 |
| BOMS | 0 | 0 | 10 | 0 | 7 | 1 | 1 | 7 | 26 | 4 | 30 |
| Average BOM Price in Thousands | 0.0 | 0.0 | 316.2 | 0.0 | 290.5 | 389.9 | 660.0 | 434.0 | 357.0 | 388.5 | 361.2 |
| BOM to Sale Ratio | 0.0 | 0.0 | 47.6 | 0.0 | 63.6 | 5.9 | 33.3 | 17.9 | 27.1 | 28.6 | 27.3 |
| Expirations | 0 | 0 | 2 | 0 | 2 | 2 | 1 | 5 | 12 | 1 | 13 |

PENDING SALES

| | | | | | | | | | | | |
|---|-----|-----|-------|-----|-------|-------|-------|-------|-------|-------|-------|
| New Escrows Opened | 0 | 0 | 32 | 0 | 14 | 20 | 4 | 39 | 109 | 14 | 123 |
| Total YTD Escrows Opened | 0 | 0 | 204 | 14 | 135 | 152 | 48 | 348 | 901 | 102 | 1,003 |
| New Open Escrows Average Days on Market | 0 | 0 | 25 | 0 | 24 | 29 | 38 | 31 | 28 | 23 | 28 |
| New Open Escrows Average List Price | 0.0 | 0.0 | 298.4 | 0.0 | 264.9 | 350.4 | 469.8 | 414.9 | 351.6 | 430.4 | 360.6 |

CLOSED SALES:

| | | | | | | | | | | | |
|---|-------|-------|--------|-------|--------|--------|--------|---------|---------|--------|---------|
| New Escrows Closed | 0 | 0 | 21 | 5 | 11 | 17 | 3 | 39 | 96 | 14 | 110 |
| Total YTD Escrows Closed | 0 | 0 | 183 | 14 | 121 | 141 | 42 | 336 | 837 | 94 | 931 |
| Volume of New Sales Dollars in Millions | 0.000 | 0.000 | 7.041 | 1.502 | 3.284 | 6.306 | 1.212 | 15.341 | 34.687 | 5.077 | 39.764 |
| Volume of Total YTD Sales in Millions | 0.000 | 0.000 | 53.645 | 5.350 | 34.407 | 48.864 | 16.852 | 129.013 | 288.131 | 35.261 | 323.392 |
| Average Sale price in Thousands | 0.0 | 0.0 | 335.3 | 300.4 | 298.6 | 371.0 | 404.0 | 393.4 | 361.3 | 362.6 | 361.5 |
| Median Sale Price in Thousands | 0.0 | 0.0 | 307.0 | 270.0 | 290.0 | 385.0 | 420.0 | 410.0 | 372.0 | 352.0 | 370.0 |
| Coop Sales | 0 | 0 | 18 | 3 | 7 | 15 | 3 | 32 | 78 | 11 | 89 |
| Percent of Coop Sales | 0.0 | 0.0 | 85.7 | 60.0 | 63.6 | 88.2 | 100.0 | 82.1 | 81.3 | 78.6 | 80.9 |
| Average Days on Market | 0 | 0 | 98 | 126 | 78 | 128 | 59 | 71 | 90 | 91 | 90 |
| Sales at List Price | 0 | 0 | 18 | 3 | 7 | 11 | 1 | 23 | 63 | 7 | 70 |
| Percent of Sales at List Price | 0.0 | 0.0 | 85.7 | 60.0 | 63.6 | 64.7 | 33.3 | 59.0 | 65.6 | 50.0 | 63.6 |
| Sales to Listing Inventory Ratio | 0.0 | 0.0 | 63.6 | 166.7 | 68.8 | 113.3 | 33.3 | 83.0 | 77.4 | 60.9 | 74.8 |
| Final Sale to New Listing Ratio | 0.0 | 0.0 | 63.6 | 500.0 | 110.0 | 77.3 | 60.0 | 86.7 | 82.8 | 100.0 | 84.6 |

CLOSED SALES TYPE

| | | | | | | | | | | | |
|--------------------|---|---|----|---|---|----|---|----|----|----|----|
| Foreclosure / REO | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 |
| Seller Concessions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Short Sale | 0 | 0 | 1 | 0 | 1 | 2 | 0 | 1 | 5 | 1 | 6 |
| Standard | 0 | 0 | 16 | 3 | 7 | 12 | 2 | 28 | 68 | 11 | 79 |
| Other | 0 | 0 | 4 | 2 | 3 | 2 | 1 | 10 | 22 | 2 | 24 |

| <div> <div> RESIDENTIAL PROPERTIES LISTED 480 </div> <div> SEPTEMBER 2016 SCV RESIDENTIAL MLS SUMMARY MONTHLY RESIDENTIAL SALES STATISTICS </div> <div> RESIDENTIAL PROP. ESCROW OPENED 411 </div> <div> RESIDENTIAL PROP. ESCROW CLOSED 406 </div> </div> | | | | | | | | | | | |
|--|----------------|---------------------|--------------|------------|------------------------------|---------|--------|---------|-----------|---------|-----------|
| ACTIVE INVENTORY: | | | | | | | | | | | |
| | AC | ADUL | CC | CA | NE | SAU | SR | VAL | SCV TOTAL | EXT | TOTAL |
| NEW LISTINGS | 11 | 2 | 93 | 19 | 24 | 92 | 23 | 122 | 386 | 94 | 480 |
| TOTAL ACTIVE LISTINGS | 54 | 23 | 135 | 43 | 60 | 116 | 35 | 177 | 643 | 170 | 813 |
| AVERAGE DAYS ON MARKET | 107 | 107 | 66 | 89 | 74 | 55 | 73 | 74 | 69 | 73 | 58 |
| AVERAGE LIST PRICE IN THOUSANDS | 552.8 | 892.1 | 628.4 | 599.8 | 590.1 | 598.3 | 719.3 | 707.1 | 647.2 | 482.0 | 612.7 |
| MEDIAN LIST PRICE IN THOUSANDS | 525.0 | 685.0 | 520.0 | 545.0 | 506.0 | 552.6 | 725.0 | 574.8 | 552.6 | 399.0 | 530.0 |
| BOMS | 1 | 1 | 20 | 0 | 14 | 11 | 1 | 22 | 70 | 18 | 88 |
| AVERAGE BOM PRICE IN THOUSANDS | 359.0 | 599.0 | 443.8 | 0.0 | 372.7 | 546.9 | 660.0 | 611.4 | 502.5 | 350.3 | 472.6 |
| BOM TO SALE RATIO | 7.7 | 25.0 | 26.7 | 0.0 | 73.7 | 16.4 | 3 | 21.4 | 21.6 | 22.0 | 21.7 |
| EXPIRATIONS | 4 | 4 | 8 | 2 | 5 | 7 | 3 | 11 | 44 | 8 | 52 |
| PENDING SALES: | | | | | | | | | | | |
| NEW ESCROWS OPENED | 8 | 4 | 74 | 21 | 23 | 76 | 19 | 98 | 323 | 88 | 411 |
| TOTAL YTD ESCROWS OPENED | 88 | 41 | 627 | 221 | 279 | 618 | 160 | 870 | 2,904 | 649 | 3,553 |
| NEW OPEN ESCROWS AVERAGE DAYS ON MARKET | 50 | 72 | 37 | 37 | 31 | 37 | 39 | 38 | 38 | 46 | 39 |
| NEW OPEN ESCROWS AVERAGE LIST PRICE | 447.9 | 571.5 | 433.1 | 591.0 | 426.3 | 512.9 | 699.6 | 529.9 | 508.8 | 396.1 | 484.7 |
| CLOSED SALES: | | | | | | | | | | | |
| NEW ESCROWS CLOSED | 13 | 4 | 75 | 28 | 19 | 67 | 15 | 103 | 324 | 82 | 406 |
| TOTAL YTD ESCROWS CLOSED | 90 | 39 | 583 | 214 | 259 | 571 | 146 | 830 | 2,732 | 605 | 3,337 |
| VOLUME OF NEW SALE DOLLARS IN MILLIONS | 6.066 | 2.136 | 33.646 | 13.097 | 8.505 | 33.823 | 11.509 | 60.538 | 169.322 | 31.946 | 201.268 |
| VOLUME OF TOTAL YTD SALES IN MILLIONS | 44.504 | 23.381 | 265.213 | 103.571 | 113.973 | 287.174 | 98.710 | 451.064 | 1,387.588 | 226.859 | 1,614.447 |
| AVERAGE SALE PRICE IN THOUSANDS | 466.6 | 534.0 | 448.6 | 467.8 | 447.6 | 504.8 | 767.3 | 587.8 | 522.6 | 389.6 | 495.7 |
| MEDIAN SALE PRICE IN THOUSANDS | 494.0 | 446.0 | 449.0 | 459.0 | 415.0 | 491.5 | 712.8 | 525.0 | 480.0 | 309.5 | 456.0 |
| COOP SALES | 12 | 3 | 67 | 23 | 12 | 59 | 10 | 91 | 277 | 69 | 346 |
| PERCENT OF COOP SALES | 92.3 | 75.0 | 89.3 | 82.1 | 63.2 | 88.1 | 66.7 | 88.3 | 85.5 | 84.1 | 85.2 |
| AVERAGE DAYS ON MARKET | 138 | 179 | 94 | 78 | 97 | 106 | 81 | 95 | 98 | 108 | 100 |
| SALES AT LIST PRICE | 5 | 0 | 52 | 20 | 9 | 41 | 5 | 52 | 184 | 36 | 220 |
| PERCENT OF SALES AT LIST PRICE | 38.5 | 0.0 | 69.3 | 71.4 | 47.4 | 61.2 | 33.3 | 50.5 | 56.8 | 43.9 | 54.2 |
| SALES TO LISTING INVENTORY RATIO | 24.1 | 17.4 | 55.6 | 65.1 | 31.7 | 57.8 | 42.9 | 58.2 | 50.4 | 48.2 | 49.9 |
| FINAL SALE TO NEW LISTING RATIO | 118.2 | 200.0 | 80.6 | 147.4 | 79.2 | 72.8 | 65.2 | 84.4 | 83.9 | 87.2 | 84.6 |
| CLOSED SALES TYPE | | | | | | | | | | | |
| FORECLOSURE/REO | 0 | 0 | 1 | 0 | 1 | 4 | 0 | 0 | 6 | 1 | 7 |
| SELLER CONCESSIONS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SHORT SALE | 1 | 0 | 1 | 0 | 1 | 3 | 0 | 2 | 8 | 4 | 12 |
| STANDARD | 8 | 3 | 53 | 20 | 12 | 45 | 12 | 79 | 232 | 61 | 293 |
| OTHER | 4 | 1 | 20 | 8 | 5 | 15 | 3 | 22 | 78 | 16 | 94 |
| SELLING TIME - PRICE CHANGE - PRICE REDUCTION | | | | | | | | | | | |
| | AVG. SELL TIME | ACTIVE NO. LISTINGS | TOTAL # SOLD | REDUCED \$ | \$ AVERAGE PRICE REDUCTION % | | | | | | |
| SELLING PRICE RANGE: | | | | | | | | | | | |
| LESS THAN 100,000 | 109 | 1 | 3 | 3 | 105333 | | | | | | 38.4 |
| 100,000 TO 109,999 | 0 | 1 | 0 | 0 | N/A | | | | | | 0.0 |
| 110,000 TO 119,999 | 100 | 1 | 2 | 2 | 27450 | | | | | | 19.1 |
| 120,000 TO 139,999 | 28 | 4 | 4 | 3 | 75300 | | | | | | 23.2 |
| 140,000 TO 159,999 | 85 | 3 | 4 | 2 | 27013 | | | | | | 11.8 |
| 160,000 TO 179,999 | 20 | 6 | 7 | 1 | 1564 | | | | | | 0.9 |
| 180,000 TO 199,999 | 29 | 5 | 5 | 0 | 3550 | | | | | | 1.9 |
| 200,000 TO 249,999 | 103 | 30 | 13 | 7 | 15580 | | | | | | 6.5 |
| 250,000 TO 299,999 | 27 | 41 | 32 | 14 | 5101 | | | | | | 1.7 |
| 300,000 TO 349,999 | 44 | 48 | 32 | 15 | 9347 | | | | | | 2.0 |
| 350,000 TO 399,999 | 36 | 56 | 39 | 19 | 4636 | | | | | | 27.7 |
| 400,000 TO 449,999 | 37 | 67 | 53 | 28 | 6627 | | | | | | 1.2 |
| 450,000 TO 499,999 | 31 | 93 | 52 | 27 | 6537 | | | | | | 1.3 |
| 500,000 TO 549,999 | 43 | 81 | 41 | 21 | 12634 | | | | | | 2.2 |
| 550,000 TO 599,999 | 51 | 71 | 30 | 20 | 21110 | | | | | | 3.3 |
| 600,000 TO 699,999 | 33 | 111 | 38 | 25 | 13813 | | | | | | 2.0 |
| 700,000 TO 799,999 | 51 | 65 | 18 | 11 | 26906 | | | | | | 3.3 |
| 800,000 TO 899,999 | 46 | 29 | 12 | 8 | 23069 | | | | | | 2.5 |
| 900,000 TO 999,999 | 54 | 26 | 10 | 9 | 71933 | | | | | | 6.7 |
| 1,000,000 TO 1,999,999 | 82 | 66 | 8 | 6 | 71950 | | | | | | 5.1 |
| MORE THAN 2,000,000 | 25 | 8 | 3 | 3 | 103333 | | | | | | 3.8 |
| TOTALS | 42 | 813 | 406 | 224 | 15687 | | | | | | 0.3 |
| <div> <div>LISTINGS 4,455</div> <div>2016 RMLS TOTAL - \$ VOLUME \$1,614,447,000</div> <div>SALES 3,401</div> </div> | | | | | | | | | | | |

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



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

[illegible]

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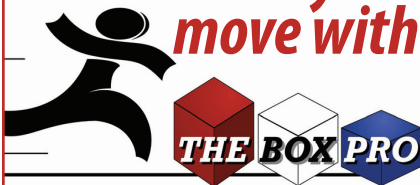
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AREA MEETING ANNOUNCEMENTS

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.

<http://www.outwestmarketing.com/>

www.facebook.com/OutwestMarketingMeeting/

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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@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