

November/December 2016

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

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In Memoriam

The association is saddened to report the passing, on November 2nd, of long time member David Solomon, Responsible REALTOR® of Cal-Pacific Realty, Inc.

Mr. Solomon joined the association, then named North Hollywood Board of REALTORS, in 1954.

Services were held on Friday, November 4th at Mount Sinai - Hollywood Hills. We extend our condolences to Mr. Solomon's family and friends.

Realtors Win by Supporting RAF!



The Southland Regional Association of Realtors is pleased to announce the winners of its 2016 Realtor Action Fund iPad Sweepstakes. The winners were Roy Bernard, Marilyn Feldman, and Patrick Lopez.

Contributions to the fund support educational and legislative advocacy on behalf of property rights and issues important to everyone hoping to buy or sell a home, including the real estate professionals who make those transactions possible. SRAR thanks everyone who contributed! Members who donated at least \$20 to RAF were entered into a drawing to win one of three iPads. SRAR members will have a chance to support this vital initiative and possibly win a top prize if they contribute to the RAF when they pay their 2017 dues.

Pictured, left to right: Nancy Starczyk, SRAR 2016 president-elect; Bernard; Winnie Davis, RAF chair; Feldman; Lopez; and, Gina Uzunyan, SRAR 2016 president.

CONSUMER PRICE INDEXES		
OCTOBER 2016		
	PERCENT CHANGE	
	ONE MONTH ENDING	12 MONTHS ENDING
	Oct 2016	Oct 2016
Los Angeles - Riverside - Orange County	2.2	0.4



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SOUTHLAND REGIONAL
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REALTOR® REPORT

The Official Publication of SRAR

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Nancy Starczyk

Chief Executive Officer
Jim Link

Santa Clarita Valley Division
President
M. Dean Vincent

Main office:
7232 Balboa Blvd. • Van Nuys, CA 91406
Tel: (818) 786-2110 • Fax: (818) 786-4541
e-mail: info@srar.com

FIVE NUGGETS MINED FROM A 35-YEAR STUDY

BY GINA UZUNYAN, PRESIDENT, AND DAVID R. WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®
THIRTY-FIVE YEARS AGO FIRST-TIME HOMEBUYERS
ACCOUNTED FOR 44 PERCENT OF SALES EVEN WHILE
INTEREST RATES WERE OVER FOUR TIMES HIGHER THAN
THEY ARE TODAY

A lot has changed over the decades.

As the National Association of Realtors prepares to release on Oct. 31 the latest version of its annual “Profile of Home Buyers and Sellers” they identified five noteworthy real estate trends since the survey’s inception:

- **Participation from first-time buyers is depressed.** For a multitude of reasons, young adults are holding off until they marry and have children. First-time buyers in the 2015 survey represented the lowest share, 32 percent, since 1987, 30 percent. The

homeownership rate for 18-35 year-olds is 34.1 percent, the lowest level since 1994.

- **The internet is not replacing a real**

estate agent. Two decades ago only 2 percent of buyers used the internet. Since 2012, 90 percent or more have gone online during the house hunt. Despite the internet’s ascending popularity over the past 20 years, buyers and sellers continue to seek a real estate agent to buy or sell a home.

- **Buyers have bought slightly bigger, but the pace is currently at a standstill.**

The typical single-family home purchased in 1981 was 300-square-foot smaller than in last year’s survey, which at 2,000 square feet remains the survey high, despite a recent focus on McMansions.

- **Downpayments have trended down over time, but not in recent years. In recent years, downpayment amounts have remained mostly unchanged, coming in at 6 percent for first-time buyers the last two surveys and either 13 percent or 14 percent for repeat buyers in the past four surveys.**

- **The home search is taking longer; tight inventory has slowed the pace in past two years.**



Professional Standards Committee

Backbone of Real Estate

In a service profession such as residential real estate, enforcing the industry’s code of ethics and swiftly, fairly resolving conflicts should they arise are of vital importance to Realtors and all of the clients they serve.

That’s why members of the Southland Regional Association of Realtors’ Professional Standards Committee must complete special training and have three years of previous experience on

the Association’s Grievance Committee.

“Enforcing the code of ethics and professional standards are the backbone of residential real estate,” said Tom Carnahan, the Committee’s chairman. “We decide on disciplinary action and arbitration of disputes. Speedy, equitable resolution benefits all parties.”

Carnahan expressed pride in the diligence and dedication of committee members and their willingness to sort through mountains of detail to find solutions to sometimes thorny issues.

“Personally, I get tremendous satisfaction,” Carnahan said, “knowing that what we do translates into tangible benefits for fellow Realtors, homebuyers and homesellers.”



Members of the Southland Regional Association of Realtors Professional Standards Committee include, from left to right, seated: John Seletos, Wendy Furth, Tom Carnahan, chairman, Neal Adler, and Paul Marks. Standing: Eric Domeyer, Walter Mosauer, Tony Forman, Russ Thomulka, Irene Reinsdorf, Kreg Gable, Lynn Blumberg, Fran Sirota, Vic Viereck

HERB LAMBERT NAMED REALTOR OF THE YEAR

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

REGARDED AS A CONSUMMATE PRO WHO DILIGENTLY
WORKS IN THE SHADOWS FOR REAL ESTATE, HERB
LAMBERT WAS SELECTED RECENTLY AS THE 2016
REALTOR OF THE YEAR.

The 9,500-member Southland Regional Association of Realtors also tapped Michael Regilio for its Service Award and selected Jessica Baca as the Affiliate of the Year.

The top accolades were announced at the Association's 18th Awards Gala. Jeff Kahn was the MC. "This is a great honor," Lambert said, noting that he enjoys working to resolve disputes and advance the profession. Nancy Starczyk, the 2015 Realtor of the Year and SRAR's president elect, said Lambert is "an acute problem solver" who, like his passion for juggling, can keep multiple

projects in the air until they are settled.

Prior to presenting the Association Service Award, Rana Linka, the 2015 recipient, said that Regilio is "a huge help to everyone" and "an inspiration."

SRAR "has been an extended family to all of us," Regilio said. "It's a great association with a great history." Lauren Greer presented the 2016 Affiliate Award to Baca, who Greer said "has taken the region by storm" since she came to the Valley three years ago, offering her assistance and input at every event.

The Awards Gala also presented an opportunity to thank the leaders of the Association's committees, including: John Shamoun, commercial real estate and investment division; Doris Casas, communications; Dan Tresieras, education; Liliana Alfonso, equal opportunity; Wendy Furth, ethics and arbitration; Angela Parekh, events and community relations; Jim Ezell, SRAR's charitable foundation; Olga Moretti, governmental affairs; Wendy Cox, grievance; Bud Mauro, MLS rules and compliance; Tom Carnahan, professional standards; Steve Spile, risk management; Pascual Salazar, technology; Lauren Greer, young Realtors; Nancy Starczyk Santa

Clarita Valley governmental affairs; Sharon Barron, finance; and Dawn Zirbel, Santa Clarita Valley affiliates.

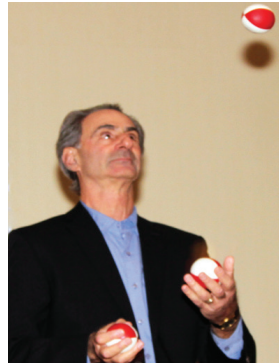
Gina Uzunyan, SRAR's 2016 president, noted that "the association has had an amazing year" of engaging more members and accomplishments made possible by the dedication and devotion of a cadre of volunteers and professional staff.

She gave special thanks to the board of directors and SRAR's Santa Clarita Valley Council, including: Patricia Beltran, Winnie Davis, Jeff Kahn, Howard Katchen, Erika Kauzlarich-Bird, Bob Khalsa, Marty Kovacs, Rana Linka, Paul Marks,

Melanie McShane, Patti Petralia, Gaye Rainey, Fred Sabine, Nancy Starczyk, Diane Sydell, Nancy Troxell-Carnahan, Dean Vincent, Judy Ann Von Arb, Gary Washburn, and Cindy Wu. The Santa Clarita Council directors are Reza Baniahmad, Sarah Darabi, Amanda Etcheverry, Debbie Hawkins, Louisa Henry, Bob Khalsa, Marty Kovacs, Nancy Starczyk, Nicole Stinson, Errol Valladares, and Dean Vincent.



Top photo, left to right: Gina Uzunyan, SRAR president; Herb Lambert, 2016 Realtor of the Year; Nancy Starczyk, 2016 SRAR president-elect. Bottom photo: Association Service Award recipient Michael Regilio, Uzunyan, and Rana Linka, the 2015 honoree.



Realtor of the Year Herb Lambert, top photo, knows how to juggle complex issues, too. Bottom photo, left, 2016 Affiliate of the Year honoree Jessica Baca received the honor from Lauren Greer, the 2015 recipient.



Leadership Academy graduates include, front row, left to right: Manya Prybyla, Vilma Iletosky, Louisa Henry, Rebecca de Luca, Carolina Hernandez, Teresita Perez, Shanaz Hooshmand, Cindy Wu, M. Dean Vincent, SRAR President Gina Uzunyan. Back row, left to right: John Shamoun, Pascual Salazar, Cari Pelayo, Kristen Kalski, Doug Schmidt, Steve Averbukh, Fredrick Tazartes. Graduates not pictured: Kim Kemhadjian, Robert Johnson, Paul Marks, Jennifer Toft.

R.E POISED FOR TRANSFORMATION AS MILLENNIALS RISE

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

DEMOGRAPHIC SHIFTS ARE POISED TO TRANSFORM THE REAL ESTATE INDUSTRY NOW THAT MILLENNIALS HAVE TAKEN OVER BABY BOOMERS AS THE LARGEST GENERATION.

As a growing share of millennials enter their mid-30s, an increasing number of them will be getting married and eventually having children. This points to strengthening demand for buying a home.

Meanwhile, baby boomers' tendency to age in place creates opportunities for commercial real estate in the form of medical and assisted living facilities development.

Those opinions and trends emerged at a recent gathering in Florida of Realtors from across the nation.

Two speakers with leadership roles in the Counselors of Real Estate, Scott Muldavin, 2017 chair, and Peter Burley, chair of the group's external affairs committee, participated in a forum reviewing trends impacting residential and commercial real estate.

For the past five years, the committee has identified and released a top 10 list of the issues that are likely to define real estate in the upcoming year.

Since consumers decide to buy or sell a home based on

Top 10 Issues Affecting Commercial R.E. in 2017

- The changing global economy
- Debt capital market retrenchment
- Demographic shifts
- Density/urbanization
- The political environment
- Housing affordability and credit constraints
- The disappearing middle class
- Energy
- The sharing and virtual economy
- The rise of experiential retail

Source: Counselors of Real Estate

what they believe the future holds, Realtors need to be well versed on emerging trends.

Burley said the lack of new supply coming onto the market has made purchasing a home more expensive.

Furthermore, younger and older buyers are competing over the minimal inventory in many of the same places.

Adding more

pressure is that while apartment construction has ramped up in some regions, rents still outpace incomes in many communities.

This only adds to the pressure of aspiring homebuyers trying to save enough money for a down payment.

"Home prices have outstripped incomes and it makes it very challenging for millennials looking to buy," Burley said. "As a result, rental demand is expected to remain very strong."

Cities, like Los Angeles, are expanding as people prefer to live in or near urban areas.

Those living in the suburbs still want to be within close proximity of walkable areas that offer a plethora of activities and unique experiences. This has resulted in the suburbs striving to become more urban-like with mixed-used developments and office space.

In the commercial real estate retail sector the rapid rise in online shopping has led to major retailers closing stores and

Buying A Home Possible with Realtor Aid

Janice Peterson purchased a home in Santa Clarita recently with the help of a grant from the Southland Regional Association of Realtors' Charitable Foundation and the California Association of Realtors' Housing Affordability Fund.

Jim Ezell, right, chairman of SRAR's charitable foundation, presented the grant. Realtor Jake Dennis provided professional assistance to Peterson in the purchase. The \$2,000 grant was used to defray closing costs.

The Southland Regional Association of Realtors and C.A.R. each year offers multiple 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 weekly page for details.



Caution Needed, Assess Risks

Drones Take Off in Real Estate

More real estate professionals are looking to add drones into their business to capture aerial photos and videos of listings, following the recent release of the Federal Aviation Administration's final rule on commercial drone use. But they still need to take to the skies with caution.

The process for getting cleared to fly a drone for commercial purposes is being clarified, said Danielle Corbett, an FAA spokeswoman, at a panel session during the 2016 Realtors Conference and Expo in Orlando, Florida.



Operators now are required to obtain a "part 107 certificate" – which replaced the former Section 333 waiver. That has eased the process considerably, Corbett said. Operators also no longer are required to hold a pilot's license.

That said, Corbett said that operators must take a test before flying, and

they must retake that test every 24 months in order to operate a drone. Also, there are some restrictions on the number of activities that can be done with a drone. For example, FAA prohibits flying a drone over a person or flying at night.

Realtors continue to advocate for greater clarity on drone use by, for example, stressing the need for a drone strategy that allows for "beyond visual line-of-sight" flights, and guidelines for when the drone travels beyond what an operator can physically see during an operation.

Corbett said the FAA expects to release a proposed rule for extended line of sight operations, as well as for flights over people, within the next year.

Steve McIrvin, who heads the U.S. offices for Autel Robotics, urged those taking flight to consult their insurance agents about what kind of additional coverage they may need. Insurance companies also may require additional training and the earning of a safety certificate to use drones, added Casey King of the Unmanned Safety Institute.

"Businesses are more and more finding opportunities to utilize drones as a way of cutting costs and better serving customers," said Tom Salomone, NAR's past president. "That's true in real estate and other industries as well. As application of this technology picks up, the regulatory landscape will likely continue to evolve."

shrinking their store footprints.

One emerging trend in the industry is smaller "showroom" space with an online component where consumers can buy at the store and have the item shipped to their home within a few days.

Another shift is that many new commercial construction projects are mixed-use developments with a variety of retail, food and housing.

QUAKE RETROFIT LAW SHAKING UP LOCAL REAL ESTATE

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

IT'S NOT A MAGNITUDE 7.8 EARTHQUAKE, BUT TO SOME BUILDING OWNERS IT MAY FEEL LIKE IT. THE FIRST PHASE OF IMPLEMENTATION OF THE CITY OF LOS ANGELES' LAW REQUIRING EARTHQUAKE RETROFITTING OF THOUSANDS OF PRE-1978 BUILDINGS HAS OWNERS, REALTORS, ENGINEERS, AND CONSTRUCTION COMPANIES SCRAMBLING TO UNDERSTAND THE ORDINANCE, FIND FINANCING AND COMPLY WITH THE ORDINANCE.

"We're in year one on a sevenyear horizon," said Wayne H. Kalayjian, senior manager, Capital Projects Consulting Deloitte Advisory, who was a co-keynote speaker at a recent forum on the new law presented by the Southland Regional Association of Realtors' Commercial and Investment Division in partnership with the Risk Management Committee.

"Owners have one year to determine their retrofit status, one more year to deal with permits and develop a strategy, then five years to execute the work," he said.

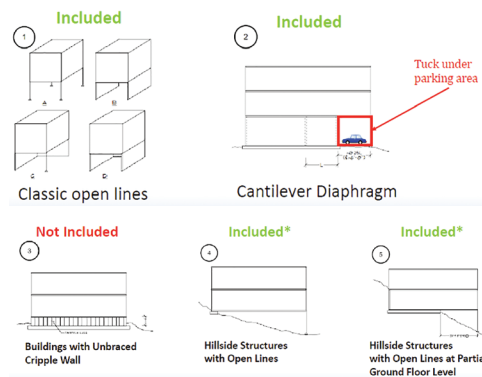
There are an estimated 15,000 buildings, many of them located in the San Fernando Valley, that fall under the scope of the measure.

Kalayjian and structural engineer and co-keynote speaker David Funk, John Labib and Associates, agreed that there also could be tens if not hundreds of thousands of other buildings impacted by the law that have yet to be identified.

When a 7.8 magnitude earthquake hits, a U.S. Berkeley study forecast it could kill 1,800 people and cause \$213 billion in economic losses — a devastating hit to

Los Angeles, which in 2014 ranked as the world's 16th largest economy, bigger than Turkey, Saudi Arabia, Argentina and the Netherlands.

"What is important for an owner and real estate professional is to know if my building is vulnerable," Kalayjian said. "If



it is, does it diminish the value because it needs to be upgraded."

It also raises questions about finding

Tuck under parking only in part of the line



the right professionals — architects, structural engineers, contractors — to get informed opinions about the need for and cost of retrofitting. As the city sends out notices, the finite pool of experts will be in short supply, with one professional at the forum saying her company already was booked out five months in advance. That pressure is sure to build, so swift action is essential.

"It's Los Angeles now," Kalayjian said, "but it will extend to Santa Monica, San Fernando, other jurisdictions. Adopting a similar ordinance is a no-brainer for other municipalities."

There are three primary categories of structures impacted, but the largest number are called pre-1978 wood frame "soft-firststory" buildings, such as apartment or mixed used structures that have parking tucked under a second story. Multiple speakers stressed that once an owner receives a notice, they need to advise all current and prospective tenants that they are living in a potentially unsafe structure. Disclosure is an essential step, although retrofitting often will not impact tenants or limit use of the structure.

Ironically, even when retrofitted, building codes cannot guarantee any building is earthquake proof.

Retrofitting older buildings, which could cost \$100,000 on average per building, or abiding by modern building codes in newer structures are merely safeguards meant to buy time for residents, to give them a precious few more seconds to flee when the big one hits.

Additional information soon will be available on www.srar.com. Or, go to the L.A. Department of Building and Safety and search for "mandatory soft story retrofit program."

Local Realtor Installed as C.A.R. President-Elect

Steve White, a local Realtor and director and past president of the Southland Regional Association of Realtors, was installed recently as president-elect of the 185,000-member California Association of Realtors.



Realtor Steve White

Leading the 2017 team is C.A.R. President Geoff McIntosh, a 30-year real estate veteran and broker from Southern California. Serving with McIntosh are White, Treasurer Jared Martin, and Chief Executive Officer Joel Singer.

White comes from a family of Realtors, with his mother, brother, and sister all busy in the real estate profession. He is active in Valencia and Northridge with offices in each region. He started his real estate career in 1986 and began to serve in organized real estate in 1992.

White led the effort to merge the former Santa Clarita Valley Association of Realtors into the Southland Regional Association of Realtors and was named SRAR's Realtor Associate of the Year in 2002, president in 2006, and Realtor of the Year in 2008. He has been a C.A.R. and National Association of Realtors director continuously since 1994 and 2004, respectively.

Soap for Hope

SRAR IS COLLECTING TOILETRY DONATIONS!

FOR **HOPE OF THE VALLEY**
RESCUE MISSION

VAN NUYS HELP CENTER

The Van Nuys Help Center specializes in unique services. This location provides showers, hot meals, clothing, computer training, and case management services for the homeless.

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in Van Nuys and Santa Clarita
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**SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.**

Donations will be collected and delivered to the Van Nuys Help Center in October.

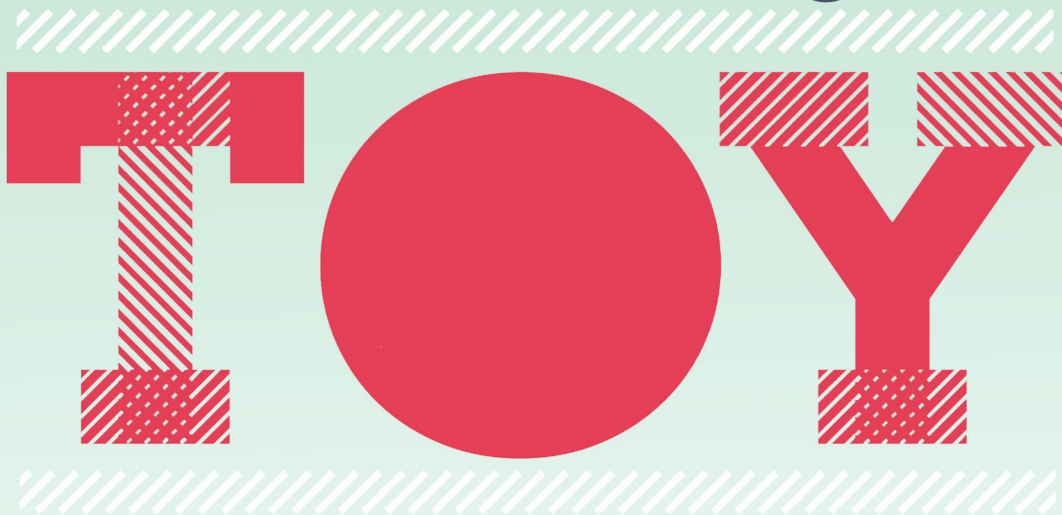


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SOUTHLAND REGIONAL
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Holiday



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thru
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Bring all collected toys to the SRAR
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SOUTHLAND REGIONAL
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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.

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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

Abadia, Robert
Intelligent Real Estate Services
10309 Tennessee Ave.
Los Angeles, CA. 90064

Bosch, Jason Omar
Keller Williams Signature Realty
17870 Castleton St., Ste. 100
City of Industry, CA. 91748

Curtis, Jeffrey Alan
Keller Williams Realty
9000 W. Sunset Blvd., Suite 1100
West Hollywood, CA. 90069

Hart, Robert
Robert Hart
5018 Balboa Blvd.
Encino, CA. 91316

Holmes, Bruce Roy
Come & See JJ Realty Inc.
667 S. Bronson Ave.
Los Angeles, CA. 90005

Lafeuille, Sylvan De
Sylvan Blue Sky Realty
29160 Heathercliff Rd. Fl. 1
Malibu, CA. 90265

RESPONSIBLE REALTOR® APPLICANTS

SECOND POSTING

Myrick, Alan Douglas
Condo Solutions Realty
25430 Stratford Drive
Santa Clarita, CA. 91350

Shuben, Allan L.
Allan Shuben Realty
7144 Rock Ridge Terrace
West Hills, CA. 91307

Zavaleta, Samuel
US National Realty & Inv.
18553 Clark Street #211
Tarzana, CA. 91356

Barash, Vadim
Vadim Barash
10066 Melinda Way, #3
Northridge, CA. 91325

Constante, Linda Margaret
Linda Margaret Constante
21550 Oxnard St. 3rd Floor
Woodland Hills, CA. 91367

Farahmand, Afrasyab
Ark Realty
6141 Debs Ave.
Woodland Hills, CA. 91367

Hernandez, Sergio
Imperio Realty
12945 Kelowna St.
Pacoima, CA. 91331

Judd, David Anthony
RealHome Services and Solutions,
Inc.
3020 Old Ranch Parkway, Suite
300
Seal Beach, CA. 90740

Poissant, Richard Paul
Richard Paul Poissant
17843 Malden St.
Northridge, CA. 91325

Provencio, Daniel
Daniel Provencio
26422 Kipling Place
Stevenson Ranch, CA. 91381

Rainbolt, Audrey E.
Keller Williams North Valley
19300 Rinaldi Street, Ste. L
Porter Ranch, CA. 91326

Schultz, Terry Ann
Terry Schultz
15851 Blackhawk St.
Granada Hills, CA. 91344

Shersher, Roman
Parkway Estate Properties, Inc.
5124 Nestle Ave.
Tarzana, CA. 91356

Terzyan, Hayk
Greenstreet Partners
924 E. Green St., #210
Pasadena, CA. 91106

Townes, Scott Bainbridge
Genesis Residential Realty, Inc.
20 Pacifica Ste. 450
Irvine, CA. 92618

REALTOR® APPLICANTS

Aliezhah, Saghar Ivana / Keller Williams Realty Calabasas / Calabasas
Alkhasian, Emma / First Class Real Estate / Burbank
Andes, Angelita / Cedar Grove Realty / Arleta
Archer, Esmeralda / Barbaros Investments / Woodland Hills
Arredondo, Jorge David Rodriguez / Redfin Corporation / Irvine
Ayoub, Alan / Exclusive Realty / Newhall
Bagri, Victoria Nika / Century 21 Hollywood / Hollywood
Barrett, Arthur L. / Meridian Capital Real Estate / Upland
Bedrossian, Yelena / New Century Realty / North Hollywood
Benami, Benjamin / JohnHart Real Estate / Burbank
Biggs III, Robert Nathan / Dilbeck Real Estate / La Canada
Bonarou, Aiki / Rodeo Realty / Encino
Bonilla, Jose L. / Keller Williams Westlake Village / Westlake Village
Bradley, Craig Robert / Rodeo Realty / Northridge
Brandt, Joseph Christopher / Keller Williams Encino-Sherman Oaks / Encino
Brandt, Sandra Irene / Century 21 Hilltop / Simi Valley
Bregman, Traci Lee / Coldwell Banker Calabasas / Calabasas
Campise, Jay Matthew / Century 21 Peak / Granada Hills
Capanna, Mia Cara / Coldwell Banker / Sherman Oaks
Castanom, Ernesto / Realty Executives / San Fernando
Chamourian, Hagop E. / Titus Realty, Inc. / Glendale
Chavira, Juliann Nicole / Keller Williams Realty Calabasas / Calabasas
Chavistad, Kellians S. / HomeSmart NCG Inc. / Valencia
Crockford, Candice Denise / Century 21 Peak / Granada Hills
Danelian, Richard Scott / Pinnacle Estate Properties / Northridge
Danieli, May Rose / Park Regency Realty / Granada Hills
De Nysschen, Christian Johannes / Keller Williams Encino-Sherman Oaks / Encino
Dhillon, Harparkash Kaur / New Choice Real Estate, Inc. / Granada Hills
Dong, Jianxiang / Mel Wilson & Associates / Northridge
Elmer, James Joseph / Century 21 Hilltop / Simi Valley
Ernesto, Morales Hizon / Savvio Real Estate Services / Encino
Erzrumyan, Hakop Jack / Keller Williams Encino-Sherman Oaks / Encino
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Jacobo, Michael Paul / Berkshire Hathaway HomeServices California Properties / Encino
Jefferson, Aareon / Keller Williams VIP Properties / Valencia
Jehle, Matthew Lee / Keller Williams Westlake Village / Westlake Village
Johnson, Betty / Keller Williams Realty Calabasas / Calabasas
Kinman, Timothy Wayne / Dilbeck Real Estate / Valencia
Kitsinian, Vanna / Keller Williams Encino-Sherman Oaks / Encino

Kostoglu, Manole / Pinnacle Estate Properties / Northridge
Lee, Hwajin / Keller Williams VIP Properties / Valencia
Leviton, Natasha Emily / Rodeo Realty / Sherman Oaks
LeWinter, Barbara Yvette / Rodeo Realty / Studio City
Locker, Michael / Keller Williams VIP Properties / Valencia
Lopez, Mauro / Jorge Zuniga / Canoga Park
Lucarelli, Michael Thomas / Re/Max Grand Central / Tarzana
Martinez, Jose De Jesus / Pinnacle Estate Properties / Northridge
Massenburg, Aida Araeli Perez / Keller Williams North Valley / Porter Ranch
Medrano Quihuis, Yury / Intero Real Estate Services / Northridge
Megerdichian, Sylvia / Berkshire Hathaway HomeServices California Properties / Encino
Merle, Anthony Paul / Red Carpet Realty / Santa Clarita
Miduryan, Anush Anna / Keller Williams Encino-Sherman Oaks / Encino
Milgram-Pendergast, Jennifer Lynn / JohnHart Real Estate / Valencia
Mitchell, Heloise Justine / Keller Williams VIP Properties / Valencia
Mitchell, Nicole M. / Keller Williams Westlake Village / Westlake Village
Nabhani, Noojume / American View Realty / Woodland Hills
Oganesyan, Sergey / Aaron David Lowy / Studio City
Otworth, Jony Javier / Brightstone Estate Properties / Winnetka
Pacudan, Fredie / Century 21 Troop Real Estate / Valencia
Paniagua, Michael Anthony / Keller Williams VIP Properties / Valencia
Park, Julian Q. / Global Premiere Properties, Inc. / Mission Hills
Parkinson, Amelinda Ariel / Berkshire Hathaway HomeServices California Properties / Calabasas
Peressut, Federico Fecundo / Century 21 Peak Realty / Granada Hills
Pernia, Zuleika / Lighthouse Prop R.E.Servs Inc / Marina Del Rey
Powe, Nikol Lene / American View Realty / Woodland Hills
Radcliff, Candace / Rodeo Realty / Calabasas
Rasco, Elise Lillian / Rodeo Realty / Studio City
Reynolds, L.A. / Coldwell Banker Realty Calabasas / Calabasas
Rivera, Laura A. / Boulevard Estate Properties Inc. / Chatsworth
Rodriguez, Rhina / Dwell California Real Estate & Investments, Inc. / Tarzana
Samuha, Yaron / Keller Williams Calabasas / Calabasas
Sevidal, Marlon P. / HomeSmart NCG Inc. / Valencia
Spader, Sebastian / Keller Williams Encino-Sherman Oaks / Encino
Terriquez, Nataly / Keller Williams Calabasas / Calabasas
Thompson, Antoine Amor / Gold Star Realty / Encino
Thurman, Kimberly Ann / HomeSmart NCG / Valencia
Trent, Donna / Ian Sebastian/Running Realty / Studio City
Trujillo, David Cid / Keller Williams Encino-Sherman Oaks / Encino
Tucci, Kimberly Ann / Coldwell Banker / Sherman Oaks
Turgeman, Asher / Real Estate eBroker, Inc. / Oceanside
Turvey, Trevor Jason / Berkshire Hathaway HomeServices California Properties / Sherman Oaks
Umana, Andres / Real Estate eBroker, Inc. / Oceanside
Uribe, Vanessa / Keller Williams World Media Center / Burbank
Vartabetian, Christina / John Hart Corp. / Glendale
Vidman, Robert Steven / Rodeo Realty / Studio City
Williams, Wade / Rodeo Realty / Westlake Village
Yaffa, Gayane / Keller Williams Realty / Northridge
Yaghdjian, Sevan / Pinnacle Estate Properties, Inc. / Northridge
Yi, Chae Pun / Come See JJ Realty, Inc. / Los Angeles
Yiqing, Gu / Real Estate eBroker, Inc. / Oceanside
Zahedi, Amin / Century 21 Peak / Woodland Hills
Ziegler, Rachelle Margaret / Realty Executives / Newhall
Zuniga, Brian David Solaris / JFK Realty & Loan Depot Inc. / Woodland Hills

RESIDENTIAL PROPERTIES LISTED

1,406

OCTOBER 2016 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,199

RESIDENTIAL PROP. ESCROW CLOSED

1,099

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	125	174	167	166	202	834	572	1,406
TOTAL ACTIVE LISTINGS	219	341	301	301	425	1,587	1,313	2,900
AVERAGE DAYS ON MARKET	71	73	71	71	82	74	92	83
AVERAGE LIST PRICE IN THOUSANDS	437.2	1,056.6	1,071.7	740.7	1,474.9	1,026.1	665.2	862.7
MEDIAN LIST PRICE IN THOUSANDS	424.9	799.0	649.0	610.0	749.9	649.0	395.0	550.0
BOMS	42	41	29	35	43	190	120	310
AVERAGE BOM PRICE IN THOUSANDS	390.9	980.8	1,068.1	572.4	776.0	742.1	529.6	659.9
BOM TO SALE RATIO	36.8	27.3	29.6	22.6	25.6	27.7	28.2	28.2
EXPIRATIONS	11	29	22	30	36	128	99	227

PENDING SALES:

NEW ESCROWS OPENED	120	151	126	165	140	702	497	1,199
TOTAL YTD ESCROWS OPENED	1,103	1,469	1,178	1,557	1,661	6,968	4,366	11,334
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	41	43	42	44	51	44	59	50
NEW OPEN ESCROWS AVERAGE LIST PRICE	386.6	897.1	865.7	581.5	1,010.9	752.7	465.2	633.5

CLOSED SALES:

NEW ESCROWS CLOSED	114	150	98	155	168	685	414	1,099
TOTAL YTD ESCROWS CLOSED	1,026	1,387	1,137	1,484	1,604	6,638	4,093	10,731
VOLUME OF NEW SALE DOLLARS IN MILLIONS	45,144	119,629	66,558	92,746	129,195	453,272	194,689	647,961
VOLUME OF TOTAL YTD SALES IN MILLIONS	413,162	1,128,089	844,909	890,970	1,303,411	4,580,539	1,912,189	6,492,728
AVERAGE SALE PRICE IN THOUSANDS	396.0	797.5	679.2	598.4	769.0	661.7	470.3	589.6
MEDIAN SALE PRICE IN THOUSANDS	410.0	620.0	510.0	570.0	625.2	535.0	360.0	485.0
COOP SALES	98	122	80	126	139	565	366	931
PERCENT OF COOP SALES	86.0	81.3	81.6	81.3	82.7	82.5	88.4	84.7
AVERAGE DAYS ON MARKET	31	45	44	37	41	40	47	42
SALES AT LIST PRICE	75	63	48	78	76	340	219	559
PERCENT OF SALES AT LIST PRICE	65.8	42.0	49.0	50.3	45.2	49.6	52.9	50.9
SALES TO LISTING INVENTORY RATIO	52.1	32.6	32.6	39.5	31.5	43.2	37.9	37.9
FINAL SALE TO NEW LISTING RATIO	91.2	86.2	58.7	93.4	83.2	82.1	72.4	78.2

CLOSED SALES TYPE

FORECLOSURE/REO	5	4	1	3	5	18	15	33
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	3	2	2	3	1	11	7	18
STANDARD	105	141	95	148	159	648	383	1031
OTHER	1	3	0	1	3	8	9	17

SELLING PRICE RANGE:

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %	
LESS THAN 100,000	54	36	2	2	12950.	12.5
100,000 TO 109,999	8	4	2	1	84900.	45.9
110,000 TO 119,999	111	3	3	3	11833.	8.7
120,000 TO 139,999	58	17	6	3	3340.	2.1
140,000 TO 159,999	80	32	6	1	1402.	1.0
160,000 TO 179,999	46	38	21	9	379.	1.6
180,000 TO 199,999	66	76	26	10	7406.	3.4
200,000 TO 249,999	46	179	57	27	445952.	4.5
250,000 TO 299,999	39	182	89	45	5285.	1.6
300,000 TO 349,999	35	183	93	50	8947.	2.5
350,000 TO 399,999	34	193	83	42	9223.	2.0
400,000 TO 449,999	41	127	91	54	9794.	1.8
450,000 TO 499,999	35	214	87	50	73756.	3.6
500,000 TO 549,999	30	161	86	42	9053.	1.5
550,000 TO 599,999	43	158	71	44	19308.	3.0
600,000 TO 699,999	37	250	113	69	76526.	2.9
700,000 TO 799,999	43	207	81	54	26868.	3.3
800,000 TO 899,999	39	145	42	24	7915.	0.5
900,000 TO 999,999	50	85	30	24	72830.	6.3
1,000,000 TO 1,999,999	58	396	92	68	169968.	3.5
MORE THAN 2,000,000	91	214	18	16	300436.	8.3
TOTALS	42	2900	1099	638	65529.	2.8

LISTINGS

15,568

2016 RMLS TOTAL - \$ VOLUME

\$6,492,728,000

SALES

11,040

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	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	1,687	1,201	740.9	71.2																								
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	1,504	1,243	782.6	82.6																								
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	1,406	1,099	647.9	78.2																								
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 OCTOBER 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	78	124	118	132	151	603	450	1,053
Total Active Listings	141	245	213	236	341	1,176	1,082	2,258
Average Days on Market	73	72	73	71	85	76	95	85
Average List Price in Thousands	500.8	1,264.2	1,323.4	826.3	1,711.4	1,225.2	686.6	967.1
Median List Price in Thousands	455.5	1,049.0	879.9	699.0	865.0	749.8	379.9	619.0
BOMS	29	29	20	25	38	141	99	240
Average BOM Price in Thousands	429.5	1,244.6	1,336.0	626.6	779.6	855.0	561.6	734.0
BOM to Sale Ratio	37.7	30.9	31.7	20.2	29.9	29.1	30.0	29.4
Expirations	8	19	17	25	30	99	86	185
PENDING SALES								
New Escrows Opened	88	109	85	128	108	518	397	915
Total YTD Escrows Opened	823	1,003	805	1,226	1,261	5,118	3,445	8,563
New Open Escrows Average Days on Market	39	42	42	48	54	46	61	52
New Open Escrows Average List Price	411.5	1,077.9	1,075.4	624.8	1,177.2	873.0	478.2	701.7
CLOSED SALES:								
New Escrows Closed	77	94	63	124	127	485	330	815
Total YTD Escrows Closed	761	943	775	1,169	1,213	4,861	3,249	8,110
Volume of New Sales Dollars in Millions	34.058	96.237	53.322	80.470	110.304	374.391	155.770	530.161
Volume of total YTD Sales in Millions	333.079	919.147	705.736	765.696	1,141.676	3,865.335	1,537.858	5,403.193
Average Sale price in Thousands	442.3	1,023.8	846.4	649.0	868.5	771.9	472.0	650.5
Median Sale Price in Thousands	440.0	880.0	607.0	605.0	688.0	625.0	345.0	550.0
Coop Sales	68	76	53	99	103	399	294	693
Percent of Coop Sales	88.3	80.9	84.1	79.8	81.1	82.3	89.1	85.0
Average Days on Market	29	38	45	38	41	38	47	42
Sales at List Price	49	38	30	62	57	236	173	409
Percent of Sales at List Price	63.6	40.4	47.6	50.0	44.9	48.7	52.4	50.2
Sales to Listing Inventory Ratio	54.6	38.4	29.6	52.5	37.2	41.2	30.5	36.1
Final Sale to New Listing Ratio	98.7	75.8	53.4	93.9	84.1	80.4	73.3	77.4
CLOSED SALES TYPE								
Foreclosure/REO	4	3	1	2	5	15	14	29
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	1	1	2	0	6	5	11
Standard	70	87	61	119	121	458	302	760
Other	1	3	0	1	1	6	9	15

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	47	50	49	34	51	231	122	353
Total Active Listings	78	96	88	65	84	411	231	642
Average Days on Market	67	75	67	72	70	70	79	73
Average List Price in Thousands	322.4	526.8	462.6	430.2	514.9	456.5	564.8	495.5
Median List Price in Thousands	295.0	499.0	370.0	425.0	419.9	399.0	470.0	412.0
BOMS	13	12	9	10	5	49	21	70
Average BOM Price in Thousands	304.6	343.3	472.6	436.9	748.8	417.3	378.5	405.6
BOM to Sale Ratio	35.1	21.4	25.7	32.3	12.2	24.5	25.0	24.6
Expirations	3	10	5	5	6	29	13	42
PENDING SALES								
New Escrows Opened	32	42	41	37	32	184	100	284
Total YTD Escrows Opened	280	466	373	331	400	1,850	921	2,771
New Open Escrows Average Days on Market	45	44	43	31	43	41	50	44
New Open Escrows Average List Price	317.9	427.7	430.9	431.8	449.7	414.0	413.6	413.8
CLOSED SALES:								
New Escrows Closed	37	56	35	31	41	200	84	284
Total YTD Escrows Closed	265	444	362	315	391	1,777	844	2,621
Volume of New Sales Dollars in Millions	11.805	23.392	13.236	12.276	18.892	78.881	38.919	117.800
Volume of total YTD Sales in Millions	80.082	208.941	139.173	125.273	161.735	715.204	374.331	1,089.535
Average Sale price in Thousands	299.6	417.7	378.2	396.0	460.8	394.4	463.3	414.8
Median Sale Price in Thousands	288.0	408.0	385.5	379.0	360.0	355.0	379.0	362.5
Coop Sales	30	46	27	27	36	166	72	238
Percent of Coop Sales	81.1	82.1	77.1	87.1	87.8	83.0	85.7	83.8
Average Days on Market	34	58	40	30	38	42	46	43
Sales at List Price	26	25	18	16	19	104	46	150
Percent of Sales at List Price	70.3	44.6	51.4	51.6	46.3	52.0	54.8	52.8
Sales to Listing Inventory Ratio	47.4	58.3	39.8	47.7	48.8	48.7	36.4	44.2
Final Sale to New Listing Ratio	78.7	112.0	71.4	91.2	80.4	86.6	68.9	80.5
CLOSED SALES TYPE								
Foreclosure/REO	1	1	0	1	0	3	1	4
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	1	1	1	1	1	5	2	7
Standard	35	54	34	29	38	190	81	271
Other	0	0	0	0	2	2	0	2

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR OCTOBER 2016

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	11	7	46	18	13	54	11	68	228	74	302
Total Active Listings	47	27	89	31	36	100	24	111	465	158	623
Average Days on Market	104	105	80	110	87	67	58	69	80	77	79
Average List Price in Thousands	545.3	873.2	723.2	654.7	728.7	660.3	828.5	807.1	721.7	468.0	657.4
Median List Price in Thousands	500.0	700.0	610.0	570.0	689.9	600.0	814.0	625.0	619.0	349.0	569.0
BOMS	4	1	4	3	3	13	5	19	52	13	65
Average BOM Price in Thousands	446.2	1,050.0	419.0	586.6	728.0	554.1	699.7	625.1	596.8	497.7	577.0
BOM to Sale Ratio	57.1	33.3	9.8	13.0	21.4	24.5	45.5	37.3	25.6	22.8	25.0
Expirations	5	1	5	2	3	5	1	9	31	5	36

PENDING SALES

New Escrows Opened	12	1	44	24	19	47	7	69	223	50	273
Total YTD Escrows Opened	100	42	469	230	161	508	117	587	2,214	590	2,804
New Open Escrows Average Days on Market	112	109	32	47	56	39	47	35	43	51	44
New Open Escrows Average List Price	571.5	1,150.0	548.2	602.0	581.7	552.5	791.7	637.8	597.1	411.2	563.0

CLOSED SALES:

New Escrows Closed	7	3	41	23	14	53	11	51	203	57	260
Total YTD Escrows Closed	97	41	441	222	151	482	114	546	2,094	564	2,658
Volume of New Sales Dollars in Millions	3,018	1,485	23,739	13,927	8,755	29,941	7,806	31,364	120,035	23,601	143,636
Volume of total YTD Sales in Millions	47,522	24,491	235,297	111,803	87,221	267,876	89,078	353,884	1,217,171	213,577	1,430,748
Average Sale price in Thousands	431.1	495.0	579.0	605.5	625.4	564.9	709.6	615.0	591.3	414.0	552.4
Median Sale Price in Thousands	440.0	518.0	510.0	534.9	510.0	550.0	684.5	580.0	548.0	327.0	520.0
Coop Sales	6	2	35	19	11	44	9	44	170	50	220
Percent of Coop Sales	85.7	66.7	85.4	82.6	78.6	83.0	81.8	86.3	83.7	87.7	84.6
Average Days on Market	129	126	107	102	136	88	87	80	97	117	101
Sales at List Price	1	0	19	9	5	32	2	21	89	25	114
Percent of Sales at List Price	14.3	0.0	46.3	39.1	35.7	60.4	18.2	41.2	43.8	43.9	43.8
Sales to Listing Inventory Ratio	14.9	11.1	46.1	74.2	38.9	53.0	45.8	45.9	43.7	36.1	41.7
Final Sale to New Listing Ratio	63.6	42.9	89.1	127.8	107.7	98.1	100.0	75.0	89.0	77.0	86.1

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	1	1	2	0	4	0	4
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	2	0	0	0	0	0	2	1	3
Standard	7	3	38	23	13	52	9	51	196	55	251
Other	0	0	1	0	0	0	0	0	1	1	2

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2016

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	23	1	15	6	3	27	75	7	82
Total Active Listings	1	0	31	3	14	9	6	48	112	19	131
Average Days on Market	140	0	70	60	68	82	122	45	63	76	65
Average List Price in Thousands	515.0	0.0	358.9	280.0	287.9	362.1	361.5	458.1	392.2	460.5	402.1
Median List Price in Thousands	515.0	0.0	299.5	135.0	265.0	365.0	357.0	425.0	359.5	399.9	364.9
BOMS	0	0	9	0	3	3	2	3	20	4	24
Average BOM Price in Thousands	0.0	0.0	305.9	0.0	195.5	373.3	391.0	788.0	380.3	408.2	384.9
BOM to Sale Ratio	0.0	0.0	34.6	0.0	16.7	21.4	33.3	9.7	21.1	33.3	22.4
Expirations	0	0	1	1	1	1	0	1	5	3	8

PENDING SALES

New Escrows Opened	0	0	27	0	18	13	4	24	86	12	98
Total YTD Escrows Opened	0	0	228	14	152	162	52	369	977	111	1,088
New Open Escrows Average Days on Market	0	0	19	0	42	16	12	42	30	51	32
New Open Escrows Average List Price	0.0	0.0	309.8	0.0	261.6	368.4	369.3	397.7	335.9	492.6	355.1

CLOSED SALES:

New Escrows Closed	0	0	26	0	18	14	6	31	95	12	107
Total YTD Escrows Closed	0	0	207	14	139	155	48	367	930	106	1,036
Volume of New Sales Dollars in Millions	0.000	0.000	7,504	0.000	4,849	4,755	2,925	11,747	31,780	5,547	37,327
Volume of Total YTD Sales in Millions	0.000	0.000	60,598	5,350	39,256	39,639	19,777	140,895	319,515	40,808	360,323
Average Sale price in Thousands	0.0	0.0	288.6	0.0	269.4	339.6	487.5	378.9	334.5	462.3	348.9
Median Sale Price in Thousands	0.0	0.0	260.0	0.0	260.0	355.0	345.0	379.0	327.0	355.0	330.0
Coop Sales	0	0	24	0	17	13	5	27	86	12	98
Percent of Coop Sales	0.0	0.0	92.3	0.0	94.4	92.9	83.3	87.1	90.5	100.0	91.6
Average Days on Market	0	0	71	0	91	69	79	71	75	104	78
Sales at List Price	0	0	20	0	12	7	3	17	59	4	63
Percent of Sales at List Price	0.0	0.0	76.9	0.0	66.7	50.0	50.0	54.8	62.1	33.3	58.9
Sales to Listing Inventory Ratio	0.0	0.0	83.9	0.0	128.6	155.6	100.0	64.6	84.8	63.2	81.7
Final Sale to New Listing Ratio	0.0	0.0	113.0	0.0	120.0	233.3	200.0	114.8	126.7	171.4	130.5

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	0	0	0	0	1	1
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	1	0	0	1	2	0	2
Standard	0	0	26	0	17	14	6	30	93	11	104
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED

384

OCTOBER 2016 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

371

RESIDENTIAL PROP. ESCROW CLOSED

367

ACTIVE INVENTORY:

NEW LISTINGS

11

7

69

19

28

14

95

303

81

384

TOTAL ACTIVE LISTINGS

48

27

120

34

50

30

159

577

177

754

AVERAGE DAYS ON MARKET

105

105

77

106

82

71

62

77

77

77

AVERAGE LIST PRICE IN THOUSANDS

544.7

873.2

629.1

621.6

635.6

735.1

701.7

637.8

467.2

613.0

MEDIAN LIST PRICE IN THOUSANDS

500.0

700.0

499.0

564.9

590.0

799.9

570.0

529.0

358.8

529.0

BOMS

4

1

13

3

6

7

22

72

17

89

AVERAGE BOM PRICE IN THOUSANDS

446.2

1,050.0

340.7

586.6

461.8

611.5

647.3

536.6

476.7

525.2

BOM TO SALE RATIO

57.1

33.3

19.4

13.0

18.8

41.2

26.8

24.2

24.6

24.3

EXPIRATIONS

5

1

6

3

4

1

10

36

8

44

PENDING SALES:

NEW ESCROWS OPENED

12

1

71

24

37

11

93

309

62

371

TOTAL YTD ESCROWS OPENED

100

42

697

244

313

169

956

3,191

701

3,892

NEW OPEN ESCROWS AVERAGE DAYS ON MARKET

112

109

27

47

34

34

36

39

51

41

NEW OPEN ESCROWS AVERAGE LIST PRICE

571.5

1,150.0

457.5

602.0

426.0

638.1

575.8

524.4

426.9

508.1

CLOSED SALES:

NEW ESCROWS CLOSED

7

3

67

23

32

17

82

298

69

367

TOTAL YTD ESCROWS CLOSED

97

41

648

236

290

162

913

3,024

670

3,694

VOLUME OF NEW SALE DOLLARS IN MILLIONS

3.018

1.485

31.243

13.927

13.604

10.731

43.112

151.815

29.148

180.963

VOLUME OF TOTAL YTD SALES IN MILLIONS

47.522

24.491

295.895

117.153

126.477

108.855

494.780

1536.686

254.384

1791.070

AVERAGE SALE PRICE IN THOUSANDS

431.1

495.0

466.3

605.5

425.1

631.2

525.8

509.4

422.4

493.1

MEDIAN SALE PRICE IN THOUSANDS

440.0

518.0

442.0

534.9

312.0

643.0

500.0

496.0

337.0

472.5

COOP SALES

6

2

59

19

28

14

71

256

62

318

PERCENT OF COOP SALES

85.7

66.7

88.1

82.6

87.5

82.4

86.6

85.9

89.9

86.6

AVERAGE DAYS ON MARKET

129

126

93

102

110

84

77

90

115

94

SALES AT LIST PRICE

1

0

39

9

17

5

38

148

29

177

PERCENT OF SALES AT LIST PRICE

14.3

0.0

58.2

39.1

53.1

29.4

46.3

49.7

42.0

48.2

SALES TO LISTING INVENTORY RATIO

14.6

11.1

55.8

67.6

55.8

56.7

51.6

51.6

39.0

48.7

FINAL SALE TO NEW LISTING RATIO

63.6

42.9

97.1

121.1

114.3

121.4

86.3

98.3

85.2

95.6

CLOSED SALES TYPE

FORECLOSURE/REO

0

0

0

0

1

2

0

4

1

5

SELLER CONCESSIONS

0

0

0

0

0

0

0

0

0

0

SHORT SALE

0

0

2

0

1

0

1

289

66

355

STANDARD

7

3

64

23

30

15

81

289

66

355

OTHER

0

0

1

0

0

0

0

1

1

2

SELLING PRICE RANGE:

LESS THAN 100,000

0

0

0

0

0

1

1

20000

20.0

100,000 TO 109,999

0

0

1

0

0

0

0

N/A

0.0

110,000 TO 119,999

0

0

1

0

0

0

0

N/A

0.0

120,000 TO 139,999

23

0

4

2

2

1

1

9000

7.0

140,000 TO 159,999

0

0

3

0

0

0

0

N/A

0.0

160,000 TO 179,999

46

3

6

3

3

3

3

10000

5.5

180,000 TO 199,999

18

10

10

3

3

2

2

54002

N/A

200,000 TO 249,999

42

31

29

14

14

14

14

7510

1.8

250,000 TO 299,999

33

35

36

12

12

12

12

726

0.2

300,000 TO 349,999

31

57

30

15

15

15

15

4789

1.2

350,000 TO 399,999

27

57

31

18

18

16

16

10614

2.4

400,000 TO 449,999

27

53

29

16

16

16

16

6160

1.3

450,000 TO 499,999

35

84

40

28

28

28

28

8721

1.7

500,000 TO 549,999

26

57

49

34

34

34

34

11155

2.0

550,000 TO 599,999

35

65

23

13

13

13

13

16879

2.6

600,000 TO 699,999

36

99

46

24

24

24

24

9593

1.3

700,000 TO 799,999

49

72

22

10

10

10

10

11990

1.4

800,000 TO 899,999

113

23

5

4

4

4

4

41475

4.6

900,000 TO 999,999

58

21

5

5

5

5

5

62000

5.9

1,000,000 TO 1,999,999

88

62

12

10

10

10

10

111909

8.5

MORE THAN 2,000,000

6

10

1

0

0

0

0

N/A

N/A

TOTALS

36

754

367

210

3447

3.7

2016 RMLS TOTAL - \$ VOLUME

\$1,791,070,000

LISTINGS

4,839

SALES

3,768

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



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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/

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