

December 2016/January 2017

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

Realtor® Nancy Starczyk

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Volume 96 • Issue 12

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NANCY STARCZYK TO SERVE AS 2017 SRAR PRESIDENT



REALTOR Nancy Starczyk was unanimously affirmed to serve as President of the Southland Regional Association of REALTORS for 2017, it was announced following the first meeting of the recently elected 2017 board of directors. Starczyk currently serves as the association's President-Elect.

Starczyk is well qualified to lead the 9,500 member association, one of the nation's largest. She has a long and distinguished career of volunteer service to the association, community and real estate industry.

A REALTOR for 26 years, she is completing her sixth year on the SRAR board of directors and second as a member of the Executive Committee. She was chairman of the Governmental Affairs Committee in 2015 and has served on that committee for over 10 years. She also has served on the Finance, Communications, commercial/investment, education and projects/events committees. Nancy also served two years on the board of trustees of the SRAR Charitable Foundation.

A California Association of REALTORS director since 1998, Nancy has served in numerous capacities, including the Legislative, Local Governmental Relations, REALTOR Action Fund and Investment Housing committees. Very active in politics, Nancy has been the REALTOR Key Contact to several elected officials and is a major donor to the REALTOR Action Fund.

Starczyk has served on the Santa Clarita Valley division council of SRAR for 19 years and has been council President four times. She is a past president of the Santa Clarita Valley Chamber of Commerce, a director of the Santa Clarita Valley Economic Development Corporation. She has received numerous civic awards in Santa Clarita for her community involvement, was the 2011 SRAR Association Service Award recipient and, in 2015, was named the SRAR REALTOR of the Year.

GARY WASHBURN NAMED 2017 PRESIDENT-ELECT



Joining Nancy Starczyk on the 2017 SRAR leadership team will be REALTOR Gary Washburn, who was elected to the position of President-Elect by the board of directors. Per association bylaws, Washburn will serve as President in 2018.

A REALTOR since 1977, Washburn's service to the association and community is long and distinguished. He has served on the Governmental Affairs Committee throughout most of his career in real estate and chaired the committee twice. He has also served on the Projects/Events, Equal Opportunity and Community Relations committees. He has been a director of SRAR for a total of seven years and has served on the Executive Committee. He received the SRAR Association Service Award in 2012 in recognition for his industry and community involvement.

Washburn has been a California Association REALTORS since 2009, serving on numerous committees. He was the Federal Political Coordinator to Congressman Howard "Buck" McKeon from 1992 to 2014. He served as Chief of Staff to California Assemblyman Keith Richman from 2000 to 2006 and previously served in a similar position to Assembly member Paula Boland.

Starczyk, Washburn and the 2017 board of directors will be installed at the annual Installation Gala January 21 at the Sheraton Universal Hotel. See REALTOR Report and visit www.srar.com for information.

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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ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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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 HOMES SOLD DURING OCTOBER IN
THE SAN FERNANDO VALLEY HIT \$625,000, THE HIGHEST
MONTHLY MEDIAN PRICE SINCE AUGUST 2007, THE
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS
REPORTED MONDAY.

The median price has been above the \$600,000 benchmark every month this year since April and twice — October and August — peaked at \$625,000.

That was 11.2 percent higher than a year ago October. Until April, the local median price had been below \$600,000 every month since late 2007, hitting rock bottom at \$339,000 in December 2011, which is when it started its steady climb. For comparison, the October median was 4.6 below the record high

\$655,000 median of June 2007.

The median price of condominiums sold Valleywide last month was \$355,000, down 3.8 percent compared to the prior year and off 5.3 percent from September.

“Faced with growing buyer resistance to rising resale prices, the condo median price has been drifting down since its high at \$397,000 earlier this year,” said Gina Uzunyan, president of the Southland Regional Association of Realtors. “Properly priced condos still sell quickly, but, at least for the moment and especially as seasonal forces come into play, buyers are thinking longer and harder about the impact on their finances before jumping into a home or condo purchase.”

A total of 485 single-family homes

changed owners last month in the San Fernando Valley, the Association reported. That was down 7.3 percent from a year ago and off 13.7 percent from this September. It was the lowest tally for the month since October 2007. Realtors also helped closed escrow on 200 condominiums, off 4.3 percent from last year.

“2016 will be remembered for its extremely limited inventory of homes for sale,” said Jim Link, the Association’s chief executive officer. “Even with the tight inventory, buyers finally resisted once prices soared to levels not seen since last decade.

“I don’t see anything on the horizon,” he said, “that is likely to trigger a sudden rise in listings of homes and condos for sale.”

TIPS FOR VETERANS WHEN REFINANCING

AS PART OF ITS ANNUAL EMPHASIS ON VETERANS DAY, THE FEDERAL CONSUMER FINANCIAL PROTECTION BUREAU FOCUSED ON MORTGAGE REFINANCE ISSUES IN ITS THIRD SEMI-ANNUAL “SERVICE MEMBER COMPLAINT SNAPSHOT.”

Since the bureau began accepting mortgage complaints in 2012, it has received over 12,500 mortgage complaints from service members, veterans, and their families. The snapshot analyzed 1,800 complaints related to mortgage refinancing, which revealed an increased interest in refinancing driven by low interest rates. The bureau found that some lenders aggressively pursue veterans with offers to refinance mortgages obtained from the Veterans Administration — but those offers can hold hidden features, which may not be in the veteran’s best interest financially.

Overall, veterans reported that the solicitations and advertisements they received often were misleading. Many complained that lenders failed to deliver on promises made during the application process.

Here are tips to remember

when thinking about refinancing:

- **Borrowers don’t have to respond to marketing** – An ad may sound or look official, but an owner does not have to refinance a home unless they decide it’s in their best interest. Focus on the length of the new loan and whether the interest rate will change, not just the monthly payment.
- **Be a savvy consumer** – Review everything! Specific terms and conditions often are hidden in an advertisement.
- **Understand the risks** – Borrowers may not qualify for the rates and terms

listed. Before applying, ask upfront about all the qualifications required before finalizing any loan.

- **Shop around** – Within a limited time – 14-45 days – borrowers can shop around for a mortgage and it will be counted as a single inquiry affecting their credit score. Don’t limit lender choices just because credit has already been pulled by one lender. The impact of an inquiry is small, while shopping around for the best deal can potentially save a lot of money.

Equal Access to Housing

The Equal Opportunity and Housing Committee of the Southland Regional Association of Realtors is charged with developing and implementing programs and seminars to educate the public regarding the home-buying process.

It also seeks to identify barriers that keep people from homeownership while offering solutions, such as through expanded financing and credit options and fair housing initiatives. The intent is to encourage development of affordable housing for all and to promote cultural diversity through community outreach programs that forge goodwill. Toward that end, the committee this year again offered a homebuyer grant program, extending \$2,000 grants to 20 recipients, a multicultural mixer, two homebuyer seminars, a global business mixer to introduce Realtors to opportunities worldwide, and a field trip to learn about green environments and sustainability.

The committee consists of, sitting, from left to right: Jacqueline Molina, Terri Weeks, Liliana Alfonso, the chair of the committee, and Sylvia Hanna. Standing: Sandra Hernandez, Ira Hart, Judy Von Arb, Stella Croxon, Faryl Arbeitman, Ken Dorfman, Nubar Costantian, Thanaboon Narakulchai, Eleanor Dullas and Pamela Silver.



SAN JOSE'S \$1 MILLION PRICE LEADS NATION

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

SEVEN OF THE TEN MOST EXPENSIVE HOUSING MARKETS IN THE U.S. ARE IN THE WEST WITH SAN JOSE'S \$1 MILLION MEDIAN HOME PRICE LEADING THE WAY.

Persistent shortages of homes for sale throughout the nation led to slightly faster home price appreciation during the third quarter, according to a report released recently by the National Association of Realtors. Price gains were recorded in 83 percent of metro areas with 25 cities in the third quarter seeing double-digit increases. Lawrence Yun, NAR chief economist, said prospective buyers faced a very challenging market during the third quarter.

"Mortgage rates around historical lows and solid local job creation created a winning formula for sustained

HIGHER LOAN LIMIT PRAISED

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

REALTORS APPLAUDED THE FEDERAL HOUSING FINANCE AGENCY'S ANNOUNCEMENT TO INCREASE THE 2017 CONFORMING LOAN LIMITS FOR MORTGAGES ACQUIRED BY FANNIE MAE AND FREDDIE MAC TO \$424,100 ON ONE-UNIT PROPERTIES AND A CAP OF \$636,150 IN HIGH-COST AREAS.

The previous loan limits were \$417,000 and \$625,500, respectively.

"Raising the existing Fannie Mae and Freddie Mac conforming loan limits ... will provide stability and certainty to the housing market and give tens of thousands of California homebuyers a chance at homeownership," said Geoff McIntosh, the 2017 president of the California Association of Realtors.

"The FHFA recognizes that home prices have recovered, not just in California but also across the nation. Many higherpriced areas of the state will benefit greatly from the higher limit." The conforming loan limit determines the maximum size of a mortgage that government-sponsored enterprises Fannie Mae and Freddie Mac can buy or "guarantee." Non-conforming, or "jumbo loans," typically have tighter underwriting standards and carry higher mortgage interest rates than conforming loans, increasing monthly payments and hampering the ability of families in California to purchase homes by making them less affordable.

homebuying demand all summer long," he said. "Unfortunately ... deficient supply levels limited their options and drove prices higher — especially in markets in the West and South.

"That's why it's absolutely imperative that homebuilders ramp up the production of more single-family homes to meet demand and slow price growth."

The five most expensive housing markets in the third quarter were the San Jose metro area, where the median existing

single-family price was \$1,000,000; San Francisco, \$835,400; urban Honolulu, \$745,300; Anaheim-Santa Ana, \$740,100; and San Diego, \$589,300. Los Angeles had a median home price of \$536,700, up 5.1 percent from a year ago. The five lowest-cost metro areas in the third quarter were Youngstown- Warren-Boardman, Ohio, \$90,300; Cumberland, Maryland, \$94,400; Decatur, Illinois, \$99,400; Elmira, New York, \$109,400; and Rockford, Illinois, \$111,900

Buying A Home Possible with Realtor Aid

Brian Botow purchased a home in Canyon Country this year with the help of a grant from the Southland Regional Association of Realtors' Charitable Foundation and the California Association of Realtors' Housing Affordability Fund.

Gina Uzunyan, president of the Southland Regional Association of Realtors, is pictured presenting the grant to Botow. Realtor Kristy Fields provided professional assistance to in Botow's 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.



Connecting Younger Real Estate Professionals



Younger real estate practitioners often strive for a way to connect with each other and tap into valuable resources that will help them gain business savvy, tips on serving clients, and how to fuel their success.

That's why the Young Professionals Network was launched in 2006 — as a way to help the upcoming generation of Realtors build a strong network within the real estate industry.

Through a lively blog, and an engaged YPN advisory subcommittee, the program gives its members the tools they need to advance their careers while having fun in the process. Through planned social events, YPN increases awareness of Southland Regional Association of Realtors benefits and activities.

The committee also helps to boost membership participation in other committees, educational opportunities and mentorship programs. Members of YPN typically serve no more than three consecutive years. After this time, members typically join other SRAR committees, if they have not done so already.

The 2016 committee includes, sitting left to right: Michelle Gerhard, staff; Lauren Greer, chair; and Dawn Reavis, vice chair. Standing, left to right: Olivia Chavez, Miriam Garcia, Bryant Razo, Jennifer Toft, Sabrina Meyer, Kristen Kalski, Jessica Baca, Cameron Byington, and Judy Von Arb, liaison to the committee from the SRAR Board of Directors.

L.A. SIDEWALK REPAIR PLAN LAUNCHED

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

THE CITY OF LOS ANGELES ON NOV. 30 LAUNCHED "SAFE SIDEWALKS LA" — AN INVESTMENT OF \$1.4 BILLION IN AN UNPRECEDENTED 30-YEAR PROGRAM DESIGNED TO FIX BROKEN SIDEWALKS, MAKING THEM SAFE AND ACCESSIBLE TO EVERYONE.

The program was approved unanimously by the Los Angeles City Council after nearly three years of public dialogue. It received input from hundreds of city residents and from business and professional organizations, such as the 9,500-member Southland Regional Association of Realtors, which serves the San Fernando and Santa Clarita valleys.

Safe Sidewalks L.A. will be spearheaded by the City's Bureau of Engineering in close coordination with many departments and agencies.

"Safe and restored sidewalks make our neighborhoods more livable and our city more beautiful," said Mayor Eric Garcetti. "Working with the City Council, we took on a 40-year-old challenge to repair our broken sidewalks. We can now redouble those efforts. I encourage all Angelenos to take advantage of this historic program."

Repairs surrounding city facilities, such as fire stations, police stations, parks, libraries and recreation centers, are currently in progress. This next phase is an expansion of the repair program that will address broken sidewalks. Repair requests from people with disabilities, their

families and caretakers, will be prioritized.

"For decades, the City of Los Angeles lacked a coherent plan to deal with crumbling sidewalks in our neighborhoods," said

Councilmember Paul Krekorian, chair of the City's Budget and Finance Committee. "That's all changing with

Safe Sidewalks L.A. Contacts

People with a mobility disability who encounter physical barriers, such as broken sidewalks, missing or broken curb ramps, or other barriers in the public right of way, can request sidewalk repairs through the Access Request Program. The City is offering a limited-time rebate to any property owner willing to pay for their own sidewalk repair through the Rebate Program.

To report sidewalk issues, go on-line to sidewalks.lacity.org or email sidewalks@lacity.org

If calling from within the City of Los Angeles Dial 311; Outside the Greater Los Angeles Area: Dial 213-473-3231

The hearing impaired can dial TTY Number 213-473-5990.

Safe Sidewalks L.A., an equitable and sustainable plan to repair every sidewalk

in the city that needs it. The plan makes good on the city's promise to improve our neighborhoods and make walkways safe and accessible to everyone, while also offering a limited rebate to home and business owners who want the freedom to initiate repairs themselves."

Councilmember Joe Buscaino said "today we are moving one step closer to efficiently and effectively fixing every side-walk in L.A. The Sidewalk Rebate program is a limited opportunity for Los Angeles property owners to accelerate their sidewalk repair by completing the work themselves and receiving a 50 percent rebate from the City as well as a warranty on the work."

Safe Sidewalks L.A. includes:

- An access request program—People with a mobility disability who encounter physical barriers due to broken sidewalks, missing curb ramps or other barriers in the public right of way can request a repair.
- A rebate program—A limited-time rebate for eligible property owners willing to pay for their own sidewalk repairs and get them fixed in an accelerated time. Owners can receive up to \$2,000 for a residential lot or \$4,000 for a commercial lot. The rebate program will be available for three years.

The general public can report a sidewalk in need of repair. To make requests or report problems sidewalks, use the contact information in the accompanying story on this page.

Grievance Committee

Nipping Disputes in the Bud

The Grievance Committee of the 9,500-member Southland Regional Association of Realtors strives to clip real estate disputes before they bud.

The committee's mission is to review complaints from members and the public to determine whether a formal hearing is warranted. So far this year, the Grievance Committee has processed 21 grievances, eight arbitrations, and 20 Ombudsman cases. To

serve as a member of the Grievance Committee applicants must be interviewed prior to appointment to the committee. In addition, prospective committee members must have been a member of an association of Realtors for a minimum of two years.

Pictured sitting left to right: Davina O'Donnell, Martin Catro, Wendy Cox, Chair and Jeff Kahn, Board of Directors Liaison. Second row: Pasqual Salazar, Antonio Vaziri, Gil Spiegel, Mike Harutunyan, Olivia Chavez, Fariba Ansari, Rich Pisani, Terri Soldinger, Liliana Alfonso, and Tammi Moallem. Third row: Raul Aponte (Green Shirt), Quresh Bandukwala, Celeste Heathington, and Linda Fox.



Southland Regional Association of Realtors®

97th Annual Inaugural Ball


Join us in celebrating the Installation of

PRESIDENT NANCY STARCZYK

and the 2017 Officers and Directors

Saturday, January 21, 2017

Sheraton Universal Hotel
Grand Ballroom
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Dinner at 7:30 p.m.
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For further information, contact Karen Marten: (818) 947-2254; KarenM@srar.com

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Heather Boren

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



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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.

RESPONSIBLE REALTOR® APPLICANTS

FIRST POSTING

Afkhami, Masoud
Masoud Afkhami
4244 Park Alisal
Calabasas, CA. 91302

Berman, Steven
Steven Berman
16716 Alginet Pl.
Encino, CA. 91436

Guerrero, Steve
Champs Realty Group
4533 Van Nuys Blvd. Ste. 301
Sherman Oaks, CA. 91403

LePage, Paul Dennis
Realty One Group, Inc.
23811 Aliso Road #181
Laguna Niguel, CA. 92677

Shifman, Alan Dean
Alan Dean Shifman
5539 Fairview Place
Agoura, CA. 91301

Singleton, Kristen Deanne
Kristen Singleton Realty
23560 Lyons Ave. #225
Newhall, CA. 91321

SECOND 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

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

REALTOR® APPLICANTS

Alghini, Sunday Ann / Keller Williams Westlake Village / Westlake Village
Anaya, Nidya / The Real Estate Plaza / Granada Hills
Appel, Flori Lynn / Real Estate eBroker / Oceanside
Aroutiounian, Nicole / Keller Williams VIP Properties / Valencia
Ashouri, Samar Rouhani / Coldwell Banker Calabasas / Calabasas
Axtell, Kelly / Coldwell Banker Residential Brokerage / Studio City
Baxter, Katrina Lynn / Coldwell Banker Calabasas / Calabasas
Bell, Crystal Ann / Coldwell Banker Calabasas / Calabasas
Benson, Alex / Keller Williams Realty Calabasas / Calabasas
Benson, Lorette / Coldwell Banker Calabasas / Calabasas
Besch, Daniel Casey / SCV Leasing / Newhall
Boyle, Amber / Realty Executives / Valencia
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Burgen-Essex, Monica / Berkshire Hathaway HomeServices California Properties / Calabasas
Carpenter, Lequan Marquise / Rodeo Realty / Encino
Chalamasetti, Swarna Deepthi / Park Regency Realty / Granada Hills
Chamoun, Rima / Keller Williams VIP Properties / Valencia
Champagne, Taylor Scott / The Champagne Organization / Thousand Oaks
Cobian, Esteban Javier / Realty Executives Newhall / Newhall
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Cruzado, Rinaldo / Gold Star Realty / Encino
Duran Lopez, Martha Alejandra / Rodeo Realty / Northridge
Eisley, William Shane / Coldwell Banker / Sherman Oaks
Erfan, Noel H. / Berkshire Hathaway HomeServices California Properties / Calabasas
Esparza, Nadya / Keller Williams Encino-Sherman Oaks / Encino
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Lee, Eric Kwanjae / Century 21 Peak / Granada Hills
Mac Beane, Michael J. / Realty Executives / Newhall
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Mueller, Melissa C. / Keller Williams Westlake Village / Westlake Village
Nagy, Lesley Lynn / Rodeo Realty / Calabasas
Oxley, Lisa Barkin / Rodeo Realty / Studio City
Parzyan, Syuzanna / Rodeo Realty, Inc. / Beverly Hills
Peters, Joshua / Keller Williams VIP Properties / Valencia
Petros, Stella / Rodeo Realty / Northridge
Phechthart, Dusadee Ed / HNT Realty / Canoga Park
Radel, Anne Marie / Coldwell Banker Calabasas / Calabasas
Rodriguez, Guillermo / Century 21 Peak / Granada Hills
Rogers, Marlena / Omega Realty & Lending Inc. / Woodland Hills
Roy, Tori / Pinnacle Estate Properties, Inc. / Encino
Saeidian, Jasmine Jantel / Berkshire Hathaway HomeServices California Realty / Thousand Oaks
Schilz, Quinn / Pinnacle Estate Properties, Inc. / Encino
Singh, Damanpreet / Rodeo Realty / Northridge
Solovy, Brooke Lorelle / Keller Williams Realty Calabasas / Calabasas
Tamna, Bryan / Metro Pacific Real Estate / Valencia
Torres, Silvia / Century 21 Peak / North Hollywood
Urgenson, Reanne / Berkshire Hathaway HomeServices California Properties / Valencia
Vargas Torres, Giancarlo Yoffre / Century 21 Peak / North Hollywood
Vaynberg, Steven Simon / Keller Williams Encino-Sherman Oaks / Encino
Vizconde, Ralff / Coldwell Banker Greater Valleys / Granada Hills
Wiesen, Jeffrey I. / Keller Williams Encino-Sherman Oaks / Encino
Wilkinson, Kenneth / Strategic Realty / Agoura Hills
Williams, Henry E. / Keller Williams VIP Properties / Valencia
Wilson, Cassandra Ann / Berkshire Hathaway HomeServices California Properties / Calabasas
Youngdahl, Timothy / Keller Williams Westlake Village / Westlake Village
Zerounian, Paul / Dynamic Realty Inc. / Palmdale

RESIDENTIAL PROPERTIES LISTED

1,119

NOVEMBER 2016 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,028

RESIDENTIAL PROP. ESCROW CLOSED

1,032

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	90	135	120	132	631	488	1,119
TOTAL ACTIVE LISTINGS	202	309	271	266	1,419	1,246	2,665
AVERAGE DAYS ON MARKET	80	79	77	74	82	89	89
AVERAGE LIST PRICE IN THOUSANDS	449.7	1,038.6	1,094.8	764.9	1,053.8	640.2	860.4
MEDIAN LIST PRICE IN THOUSANDS	430.0	779.0	649.0	625.0	649.0	395.0	549.0
BOMS	30	35	22	38	166	86	252
AVERAGE BOM PRICE IN THOUSANDS	389.4	867.0	561.6	644.5	682.0	552.4	637.8
BOM TO SALE RATIO	28.6	26.9	18.5	27.9	21.0	24.4	24.4
EXPIRATIONS	8	29	21	28	123	108	231

PENDING SALES:

NEW ESCROWS OPENED	101	118	119	136	614	414	1,028
TOTAL YTD ESCROWS OPENED	1,195	1,577	1,285	1,671	7,519	4,736	12,255
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	48	45	43	47	48	51	51
NEW OPEN ESCROWS AVERAGE LIST PRICE	407.2	808.9	790.0	637.1	688.9	521.4	621.5

CLOSED SALES:

NEW ESCROWS CLOSED	105	130	119	136	622	410	1,032
TOTAL YTD ESCROWS CLOSED	1,129	1,514	1,254	1,615	7,244	4,493	11,737
VOLUME OF NEW SALE DOLLARS IN MILLIONS	42,620	114,157	96,483	79,893	437,567	186,523	624,090
VOLUME OF TOTAL YTD SALES IN MILLIONS	455,016	1,241,660	940,437	969,092	5,012,260	2,092,413	7,104,673
AVERAGE SALE PRICE IN THOUSANDS	405.9	878.1	810.8	587.5	703.5	454.9	604.7
MEDIAN SALE PRICE IN THOUSANDS	405.5	615.0	555.0	529.0	539.0	340.0	475.0
COOP SALES	78	102	101	115	507	348	855
PERCENT OF COOP SALES	74.3	78.5	84.9	84.6	81.5	84.9	82.8
AVERAGE DAYS ON MARKET	38	44	37	40	41	51	45
SALES AT LIST PRICE	70	59	54	72	313	193	506
PERCENT OF SALES AT LIST PRICE	66.7	45.4	45.4	52.9	50.3	47.1	49.0
SALES TO LISTING INVENTORY RATIO	52.0	42.1	43.9	51.1	43.8	36.7	36.7
FINAL SALE TO NEW LISTING RATIO	116.7	96.3	99.2	101.5	98.6	84.0	92.2

CLOSED SALES TYPE

FORECLOSURE/REO	4	4	2	1	13	21	34
SELLER CONCESSIONS	0	0	0	0	0	0	0
SHORT SALE	3	1	1	0	9	6	15
STANDARD	95	124	114	133	591	379	970
OTHER	3	1	2	2	9	4	13

SELLING PRICE RANGE:

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %	
LESS THAN 100,000	33	35	5	83960	24.9
100,000 TO 109,999	20	4	1	2900	2.8
110,000 TO 119,999	12	5	1	3000	2.4
120,000 TO 139,999	128	13	9	9961	5.9
140,000 TO 159,999	100	30	6	9550	4.9
160,000 TO 179,999	82	48	12	16747	7.8
180,000 TO 199,999	36	75	10	9691	4.3
200,000 TO 249,999	42	144	62	12480	4.0
250,000 TO 299,999	53	176	83	10369	3.0
300,000 TO 349,999	47	162	42	13631	3.4
350,000 TO 399,999	40	187	36	15054	3.2
400,000 TO 449,999	48	127	47	1262	15.7
450,000 TO 499,999	42	196	47	10065	1.9
500,000 TO 549,999	32	150	35	1582	11.8
550,000 TO 599,999	33	148	75	14508	2.2
600,000 TO 699,999	35	217	93	25669	3.4
700,000 TO 799,999	43	206	64	35044	3.4
800,000 TO 899,999	48	129	49	36838	3.7
900,000 TO 999,999	44	73	10	22266	2.0
1,000,000 TO 1,999,999	45	336	78	65527	4.4
MORE THAN 2,000,000	91	204	29	310455	7.6
TOTALS	45	2665	589	28598	0.7

LISTINGS

16,687

2016 RMLS TOTAL - \$ VOLUME

\$7,104,673,000

EN: Arleta, Kagel Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar, ES: Cahuenga Pass, Lake Hollywood, North Hollywood, Sherman Oaks, Studio City, Toluca Lake, Valley Glen, Valley Village, Van Nuys

CS: Encino, Lake Balboa, Reseda, Tarzana, Van Nuys WN: Chatsworth, Granada Hills, Mission Hills, North Hills, Northridge WS: Bell Canyon, Calabasas, Canoga Park, Hidden Hills, Monte Nido, West Hills, Winnetka, Woodland Hills

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



	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	1085	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	1052	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	1,163	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	1165	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	1,119	1,028	624.0	92.2												
DEC	1,075	1,112	435.7	103.4	771	1263	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		\$479,270		\$525,464		\$525,464		\$558,825		\$558,825																				

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR NOVEMBER 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	65	83	86	109	115	458	411	869
Total Active Listings	137	220	195	213	294	1,059	1,043	2,102
Average Days on Market	76	79	78	74	98	83	102	92
Average List Price in Thousands	504.8	1,255.5	1,352.2	850.7	1,858.6	1,262.2	655.3	961.1
Median List Price in Thousands	455.5	999.0	825.0	700.0	885.0	749.0	380.0	599.0
BOMS	18	25	11	31	33	118	65	183
Average BOM Price in Thousands	435.0	1,032.3	776.0	682.8	963.5	806.3	576.3	724.6
BOM to Sale Ratio	22.2	29.4	12.2	31.6	32.0	25.8	20.7	23.7
Expirations	6	24	16	23	33	102	89	191
PENDING SALES								
New Escrows Opened	66	68	81	106	106	427	331	758
Total YTD Escrows Opened	883	1,065	877	1,311	1,358	5,494	3,738	9,232
New Open Escrows Average Days on Market	54	49	45	46	56	50	52	51
New Open Escrows Average List Price	453.1	1,049.2	953.4	700.8	847.3	802.3	536.8	686.4
CLOSED SALES:								
New Escrows Closed	81	85	90	98	103	457	314	771
Total YTD Escrows Closed	841	1,027	863	1,263	1,314	5,308	3,557	8,865
Volume of New Sales Dollars in Millions	35.046	93.002	84.444	64.185	92.771	369.447	142.817	512.264
Volume of total YTD Sales in Millions	367.670	1,011.629	789.225	827.926	1,233.192	4,229.642	1,675.384	5,905.026
Average Sale price in Thousands	432.7	1,094.1	938.3	654.9	900.7	808.4	454.8	664.4
Median Sale Price in Thousands	425.0	785.0	625.0	579.0	662.0	595.0	320.0	515.1
Coop Sales	63	65	74	80	87	369	268	637
Percent of Coop Sales	77.8	76.5	82.2	81.6	84.5	80.7	85.4	82.6
Average Days on Market	37	46	36	41	48	42	51	45
Sales at List Price	54	34	39	52	45	224	150	374
Percent of Sales at List Price	66.7	40.0	43.3	53.1	43.7	49.0	47.8	48.5
Sales to Listing Inventory Ratio	59.1	38.6	46.2	46.0	35.0	43.2	30.1	36.7
Final Sale to New Listing Ratio	124.6	102.4	104.7	89.9	89.6	99.8	76.4	88.7
CLOSED SALES TYPE								
Foreclosure/REO	4	3	2	1	2	12	18	30
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	3	0	0	0	3	6	5	11
Standard	72	81	87	96	97	433	288	721
Other	2	1	1	1	1	6	3	9

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR NOVEMBER 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	25	52	34	25	37	173	77	250
Total Active Listings	65	89	76	53	77	360	203	563
Average Days on Market	88	77	73	77	77	78	81	79
Average List Price in Thousands	333.5	502.5	434.2	420.2	479.7	440.6	562.7	484.6
Median List Price in Thousands	310.0	469.0	369.9	420.0	415.0	399.0	469.9	415.0
BOMS	12	10	11	7	8	48	21	69
Average BOM Price in Thousands	321.0	453.7	347.2	474.6	318.5	376.6	478.1	407.5
BOM to Sale Ratio	50.0	22.2	37.9	18.4	27.6	29.1	21.9	26.4
Expirations	2	5	5	5	4	21	19	40
PENDING SALES								
New Escrows Opened	35	50	38	30	34	187	83	270
Total YTD Escrows Opened	312	512	408	360	433	2,025	998	3,023
New Open Escrows Average Days on Market	35	40	39	49	49	42	72	51
New Open Escrows Average List Price	320.6	482.1	441.8	412.1	468.8	430.0	460.1	439.3
CLOSED SALES:								
New Escrows Closed	24	45	29	38	29	165	96	261
Total YTD Escrows Closed	288	487	391	352	418	1,936	936	2,872
Volume of New Sales Dollars in Millions	7.574	21.155	12.039	15.709	11.644	68.120	43.706	111.826
Volume of total YTD Sales in Millions	87.346	230.031	151.211	141.166	172.863	782.618	417.029	1,199.647
Average Sale price in Thousands	315.6	470.1	415.1	413.4	401.5	412.9	455.3	428.5
Median Sale Price in Thousands	305.0	451.0	377.0	379.9	365.0	380.0	389.9	380.0
Coop Sales	15	37	27	35	24	138	80	218
Percent of Coop Sales	62.5	82.2	93.1	92.1	82.8	83.6	83.3	83.5
Average Days on Market	44	41	42	37	37	40	51	44
Sales at List Price	16	25	15	20	13	89	43	132
Percent of Sales at List Price	66.7	55.6	51.7	52.6	44.8	53.9	44.8	50.6
Sales to Listing Inventory Ratio	36.9	50.6	38.2	71.7	37.7	45.8	47.3	46.4
Final Sale to New Listing Ratio	96.0	86.5	85.3	152.0	78.4	95.4	124.7	104.4
CLOSED SALES TYPE								
Foreclosure/REO	0	1	0	0	0	1	3	4
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	1	1	0	1	3	1	4
Standard	23	43	27	37	28	158	91	249
Other	1	0	1	1	0	3	1	4

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR NOVEMBER 2016

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	8	5	38	18	9	25	9	25	137	59	196
Total Active Listings	45	22	85	35	33	72	21	72	385	154	539
Average Days on Market	112	119	84	96	104	90	67	97	95	87	93
Average List Price in Thousands	533.4	920.6	750.0	645.6	755.7	671.9	797.6	841.0	730.4	492.1	662.3
Median List Price in Thousands	502.9	749.5	629.9	549.0	675.0	589.9	799.9	639.0	619.0	370.0	566.0
BOMS	4	0	11	1	6	11	4	13	50	17	67
Average BOM Price in Thousands	535.7	0.0	668.8	550.0	625.1	621.9	754.7	720.6	660.6	350.5	581.9
BOM to Sale Ratio	57.1	0.0	28.9	6.3	50.0	22.9	44.4	18.1	24.4	33.3	26.2
Expirations	1	1	6	1	1	4	1	11	26	9	35

PENDING SALES

New Escrows Opened	9	7	32	8	14	43	12	49	174	53	227
Total YTD Escrows Opened	107	48	498	235	174	546	128	631	2,367	633	3,000
New Open Escrows Average Days on Market	139	88	57	31	66	40	56	45	54	38	50
New Open Escrows Average List Price	468.9	517.6	477.5	546.4	654.5	563.5	710.9	623.2	574.4	335.6	518.7

CLOSED SALES:

New Escrows Closed	7	3	38	16	12	48	9	72	205	51	256
Total YTD Escrows Closed	103	44	479	238	163	529	123	618	2,297	613	2,910
Volume of New Sales Dollars in Millions	4.418	2.069	19.529	9.736	6.423	25.845	7.332	42.903	118.254	21.381	139.635
Volume of total YTD Sales in Millions	51.240	26.560	254.825	121.539	93.644	293.546	96.410	396.787	1334.551	231.264	1565.815
Average Sale price in Thousands	631.1	689.7	513.9	608.5	535.2	538.4	814.7	595.9	576.8	419.2	545.5
Median Sale Price in Thousands	630.0	569.0	475.0	545.0	495.0	525.0	775.0	555.0	545.0	343.7	520.0
Coop Sales	2	3	34	12	9	41	9	63	173	45	218
Percent of Coop Sales	28.6	100.0	89.5	75.0	75.0	85.4	100.0	87.5	84.4	88.2	85.2
Average Days on Market	148	144	74	103	155	81	85	87	91	111	95
Sales at List Price	3	0	22	7	3	23	1	35	94	32	126
Percent of Sales at List Price	42.9	0.0	57.9	43.8	25.0	47.9	11.1	48.6	45.9	62.7	49.2
Sales to Listing Inventory Ratio	15.6	13.6	44.7	45.7	36.4	66.7	42.9	100.0	53.2	33.1	47.5
Final Sale to New Listing Ratio	87.5	60.0	100.0	88.9	133.3	192.0	100.0	288.0	149.6	86.4	130.6

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	0	0	0	0	3	3
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	1	0	0	1	2	2	4
Standard	7	3	38	16	11	48	9	70	202	44	246
Other	0	0	0	0	0	0	0	1	1	2	3

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR NOVEMBER 2016

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	21	1	10	7	3	30	72	11	83
Total Active Listings	1	0	24	3	11	8	7	47	101	14	115
Average Days on Market	170	0	53	90	73	90	108	59	67	77	68
Average List Price in Thousands	515.0	0.0	408.1	285.0	316.0	365.3	455.4	431.3	406.1	496.0	417.1
Median List Price in Thousands	515.0	0.0	320.0	150.0	345.5	359.9	409.0	415.0	376.0	498.9	380.0
BOMS	0	0	7	0	4	1	1	5	18	3	21
Average BOM Price in Thousands	0.0	0.0	358.9	0.0	255.9	339.9	336.5	430.5	353.6	394.0	359.4
BOM to Sale Ratio	0.0	0.0	25.9	0.0	28.6	7.1	25.0	16.7	20.2	37.5	21.6
Expirations	0	0	2	0	3	0	0	0	5	2	7

PENDING SALES

New Escrows Opened	0	0	25	1	14	7	2	29	78	14	92
Total YTD Escrows Opened	0	0	252	15	163	169	54	393	1,046	124	1,170
New Open Escrows Average Days on Market	0	0	55	16	38	36	92	33	42	56	45
New Open Escrows Average List Price	0.0	0.0	289.5	525.0	267.2	332.5	346.8	415.1	340.6	393.8	348.7

CLOSED SALES:

New Escrows Closed	0	0	27	0	14	14	4	30	89	8	97
Total YTD Escrows Closed	0	0	234	14	153	169	52	396	1,018	114	1,132
Volume of New Sales Dollars in Millions	0.000	0.000	8.501	0.000	3.753	4.831	1.537	11.751	30.373	3.477	33.850
Volume of Total YTD Sales in Millions	0.000	0.000	69.099	5.350	43.009	58.469	21.314	152.213	349.455	44.284	393.739
Average Sale price in Thousands	0.0	0.0	314.9	0.0	268.1	345.0	384.3	391.7	341.3	434.6	349.0
Median Sale Price in Thousands	0.0	0.0	290.0	0.0	249.0	371.0	376.0	370.0	340.0	369.9	345.0
Coop Sales	0	0	24	0	12	11	2	23	72	7	79
Percent of Coop Sales	0.0	0.0	88.9	0.0	85.7	78.6	50.0	76.7	80.9	87.5	81.4
Average Days on Market	0	0	78	0	88	80	80	79	80	89	81
Sales at List Price	0	0	23	0	9	6	2	12	52	3	55
Percent of Sales at List Price	0.0	0.0	85.2	0.0	64.3	42.9	50.0	40.0	58.4	37.5	56.7
Sales to Listing Inventory Ratio	0.0	0.0	112.5	0.0	127.3	175.0	57.1	63.8	88.1	57.1	84.3
Final Sale to New Listing Ratio	0.0	0.0	128.6	0.0	140.0	200.0	133.3	100.0	123.6	72.7	116.9

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	0	0	0	0	0	0
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	1	0	1	2	0	2
Standard	0	0	27	0	13	13	4	29	86	8	94
Other	0	0	0	0	1	0	0	0	1	0	1

RESIDENTIAL PROPERTIES LISTED

279

RESIDENTIAL PROP. ESCROW OPENED

319

RESIDENTIAL PROP. ESCROW CLOSED

353

NOVEMBER 2016 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	8	5	59	19	32	12	55	209	70	279
TOTAL ACTIVE LISTINGS	46	22	109	38	80	28	119	486	168	654
AVERAGE DAYS ON MARKET	113	119	78	95	90	77	82	89	87	88
AVERAGE LIST PRICE IN THOUSANDS	553.0	920.6	674.7	617.1	645.8	712.1	679.2	663.0	492.4	619.2
MEDIAN LIST PRICE IN THOUSANDS	502.9	749.5	559.0	519.0	575.9	699.0	539.9	558.0	379.0	529.9
BOMS	4	0	18	1	12	5	18	68	20	88
AVERAGE BOM PRICE IN THOUSANDS	535.7	0.0	548.3	550.0	598.4	671.1	640.0	579.3	357.0	528.8
BOM TO SALE RATIO	57.1	0.0	27.7	6.3	19.4	38.5	17.6	23.1	33.9	24.9
EXPIRATIONS	1	1	8	1	4	1	11	31	11	42

PENDING SALES:

NEW ESCROWS OPENED	9	7	57	9	50	14	78	252	67	319
TOTAL YTD ESCROWS OPENED	107	48	750	250	715	182	1,024	3,413	757	4,170
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	139	88	56	29	40	61	40	51	42	49
NEW OPEN ESCROWS AVERAGE LIST PRICE	468.9	517.6	395.0	544.0	531.1	658.9	545.8	502.1	347.8	469.7

CLOSED SALES:

NEW ESCROWS CLOSED	7	3	65	16	62	13	102	294	59	353
TOTAL YTD ESCROWS CLOSED	103	44	713	252	698	175	1,014	3,315	727	4,042
VOLUME OF NEW SALE DOLLARS IN MILLIONS	4.418	2.069	28.029	9.736	30.675	8.869	54.654	148.627	24.858	173.485
VOLUME OF TOTAL YTD SALES IN MILLIONS	51.240	26.560	323.925	126.889	352.015	117.724	549.000	1,684.005	275.548	1,959.554
AVERAGE SALE PRICE IN THOUSANDS	631.1	689.7	431.2	608.5	494.8	682.2	535.8	505.5	421.3	491.5
MEDIAN SALE PRICE IN THOUSANDS	630.0	569.0	430.0	545.0	494.8	699.0	520.0	499.0	350.0	485.0
COOP SALES	2	3	58	12	52	11	86	245	52	297
PERCENT OF COOP SALES	28.6	100.0	89.2	75.0	83.9	84.6	84.3	83.3	88.1	84.1
AVERAGE DAYS ON MARKET	148	144	75	103	81	84	85	88	108	91
SALES AT LIST PRICE	3	0	45	7	29	3	47	146	35	181
PERCENT OF SALES AT LIST PRICE	42.9	0.0	69.2	43.8	46.2	23.1	46.1	49.7	59.3	51.3
SALES TO LISTING INVENTORY RATIO	15.2	13.6	59.6	42.1	77.5	46.4	85.7	60.5	35.1	54.0
FINAL SALE TO NEW LISTING RATIO	87.5	60.0	110.2	84.2	193.8	108.3	185.5	140.7	84.3	126.5

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	0	0	0	0	0	0	3	3
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	1	0	2	4	2	6
STANDARD	7	3	65	16	61	13	99	288	52	340
OTHER	0	0	0	0	0	0	1	2	2	4

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	0	0	0	N/A
100,000 TO 109,999	0	1	0	N/A
110,000 TO 119,999	0	1	0	N/A
120,000 TO 139,999	52	3	1	13450
140,000 TO 159,999	81	1	1	40000
160,000 TO 179,999	42	4	2	2235
180,000 TO 199,999	71	2	1	40000
200,000 TO 249,999	34	22	9	9462
250,000 TO 299,999	24	26	9	4761
300,000 TO 349,999	28	20	10	7834
350,000 TO 399,999	35	37	19	3296
400,000 TO 449,999	25	34	15	4926
450,000 TO 499,999	36	42	24	10291
500,000 TO 549,999	40	42	25	14059
550,000 TO 599,999	35	40	24	14111
600,000 TO 699,999	46	44	31	23140
700,000 TO 799,999	42	16	9	15408
800,000 TO 899,999	81	9	7	93443
900,000 TO 999,999	101	3	2	76300
1,000,000 TO 1,999,999	0	8	6	31999
MORE THAN 2,000,000	0	9	0	N/A
TOTALS	37	353	195	14019

2016 RMLS TOTAL - \$ VOLUME

\$1,959,554,000

LISTINGS

5,118

SALES

4,121

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SANTA CLARITA VALLEY

[illegible]

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OUTWEST

Fridays

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

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

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

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

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

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

Affiliate Networking, MLS Pitches, Caravan,
Guest Speakers

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

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

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

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

SCV CARAVAN 2nd & 4th Fridays

SCV Networking Meeting 2nd & 4th Fridays

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

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

Affiliate Chair: Dawn Zirbel dzirbel@firstam.com

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