

January/February 2017

# REALTOR® REPORT

*The Official Publication of Southland Regional Association of Realtors®*

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## 'Housing Our Workers' Forum Set for Feb. 8

The people Los Angeles relies on most need your help! Housing is out of reach for teachers and construction workers, police and paramedics.

The "Housing Our Workers" Forum is a step toward a solution. RSVP now by emailing [jcapps@mwilsonrealtors.com](mailto:jcapps@mwilsonrealtors.com). The Southland Regional Association of Realtors, representing 9,600 real estate professionals, the Los Angeles County Business Federation Institute, representing thousands of major employers, and the Valley Economic Alliance are hosting the forum. The goal is to educate each other, motivate the public and activate a housing plan. Register now!



You are invited to the first in a series of Housing Our Workers H.O.W.® Forums

### "Housing Our Workers" H.O.W.® Forum

#### Why?

Workers in the Los Angeles region are suffering from an acute housing supply shortage. The Middle Class Workers are the ones being hurt the worst. Our goal in this forum is to **EDUCATE** one another, and **MOTIVATE** the policy makers to **ACTIVATE** a solution oriented plan of action.

#### Who? YOU!

Participants will include workers, neighborhood advocates, home builders, elected policy makers, and social service agencies, private and non-profit home builders, GSE's and financial institutions.

**Wednesday February 8, 8:30AM-4:00PM**

**Airtel Plaza Hotel**

**7277 Valjean Ave. Van Nuys, CA**

**R.S.V.P. with Jazmarie at [jcapps@mwilsonrealtors.com](mailto:jcapps@mwilsonrealtors.com)**



#### CONSUMER PRICE INDEXES

##### DECEMBER 2016

##### PERCENT CHANGE

	ONE MONTH ENDING Dec 2016	12 MONTHS ENDING Dec 2016
Los Angeles - Riverside - Orange County	0.0	2.0



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**SOUTHLAND REGIONAL  
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## REALTOR® REPORT

*The Official Publication of SRAR*

**President**  
**Nancy Starczyk**

**President-Elect**  
**Gary Washburn**

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**Tim Johnson**

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## 2016 HOME PRICE 2% BELOW RECORD HIGH

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

THE PRICE OF SINGLE-FAMILY HOMES SOLD THROUGHOUT THE SAN FERNANDO VALLEY DURING 2016 CAME IN AT \$599,733, JUST SHORT OF THE RECORD HIGH SET IN 2006, WHILE HOME SALES FELL 4.0 PERCENT, THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS REPORTED THURSDAY

The annual median home price increased 8.2 percent over 2015 and was 2.0 percent below the record high annual home price of \$611,933 established in 2007, the Association reported. Local resale prices have been rising steadily since 2011 with four of the past five years posting single-digit gains along with a doubledigit leap of 24.1 percent in 2013.

The condominium annual price also posted its fifth consecutive annual increase with 2016 up 6.3 percent to \$373,208. That was 5.5 percent below the record high condominium annual price of \$394,917, which was set in 2006.

Home and condominium transactions during 2016 generated \$5.4 billion for the local economy, not including the added millions of dollars real estate sales trigger in items ranging from purchases of appliances and furniture to home renovations and new landscaping

"I'm very optimistic," said Nancy Starczyk, the 2017 president of the 9,600-member Southland Regional Association of Realtors. "I expect to see gradual growth and continuing strong demand for housing in the coming months.

"Nothing particularly robust will happen relating to housing until we see which direction the new administration in Washington, D.C. is headed," Starczyk said, noting that Los Angeles is in the midst of a housing shortage that leaves renters few affordable choices while rising home prices in the midst of low inventory make it a challenge to find a home to purchase, qualify for a loan, and successfully close an escrow.

A total of 5,863 single-family homes changed owners during 2016 in the San Fernando Valley. That was off 4.0 percent from the prior year and was the second lowest annual home sales total, behind the 5,643 sales of 2014.

Fewer than 10,000 homes have changed owners every year since 2006 following a 10-year run with sales above the 10,000-sale benchmark, peaking at 13,878 in 2003, just before the economy plunged into the Great Recession. For perspective, the record high single-family home annual sales tally was set in 1988 at 15,263.

"The lack of inventory and shrinking affordability are huge issues for all of California which are magnified here in the San Fernando Valley," said Tim Johnson, the Association's chief executive officer. "There are so many variables that make prediction risky, yet our statistics show the pace of price increases slowing down. But something needs to be done if we want to ensure that essential service providers like police, fire and first responders, have an affordable place to live.

"The solutions will come through a combination of local and statewide housing initiatives and reforms," Johnson said. "And, the wild card is the new administration's plans for federal housing policy."

Local Realtors also assisted in the sale of 2,140 condominiums during 2016. That was down 0.6 percent from

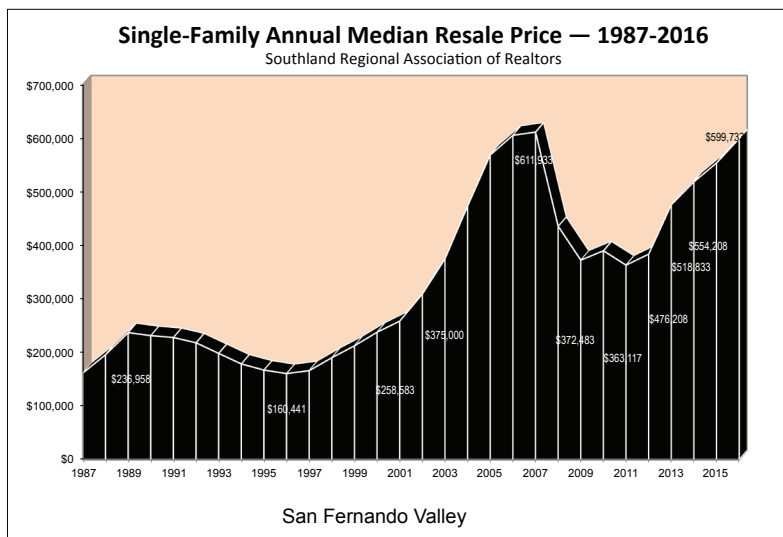
a year ago and was the second lowest annual tally since 1995 behind the 1,983 sales of 2014. Annual condo sales figures have trended down since 2002 when the record high annual condo sales total of 5,041 was reported. Condo sales since the Great Recession have been stuck in the mid-to low-2,000 range.

The lack of inventory kept home and condo sales in check throughout 2016, despite strong demand. The annual average monthly inventory last year was 1,611 active listing — which translates to a 2.2-month supply at the then current pace of sales, which appears to be the new normal for inventory.

For perspective, the highest inventory following the Great Recession was 7,730 active listings in October 2007, which was a 16.0-month supply. And, the record high inventory of 14,976 active listings was reported in July 1992 — a 17.6-month supply.

The year ended with December home sales up less than one percent from the prior year and condominium sales down 1.1 percent. The 496 homes that changed owners during December had a median price of \$575,000, up 1.8 percent from December 2015. The median price of the 181 condos that closed escrow during December was \$380,000, which was unchanged from a year ago.

Year	Annual Median	Percent Change
1987	\$161,582	
1988	\$195,708	21.1%
1989	\$236,958	21.1%
1990	\$231,358	-2.4%
1991	\$227,825	-1.5%
1992	\$217,958	-4.3%
1993	\$198,117	-9.1%
1994	\$178,417	-9.9%
1995	\$166,958	-6.4%
1996	\$160,441	-3.9%
1997	\$165,833	3.4%
1998	\$190,117	14.6%
1999	\$212,292	11.7%
2000	\$237,792	12.0%
2001	\$258,583	8.7%
2002	\$309,175	19.6%
2003	\$375,000	21.3%
2004	\$473,750	26.3%
2005	\$569,208	20.1%
2006	\$605,917	6.4%
2007	\$611,933	1.0%
2008	\$435,958	-28.6%
2009	\$372,483	-14.6%
2010	\$390,000	4.7%
2011	\$363,117	-6.9%
2012	\$383,700	5.7%
2013	\$476,208	24.1%
2014	\$518,833	9.0%
2015	\$554,208	6.8%
2016	\$599,733	8.2%





# 2016 — UP TO THE CHALLENGE

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

**LEADING A LOCAL ORGANIZATION AS LARGE AND DIVERSE AS THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS ENTAILS RESOLVING THORNY ISSUES WITH COMPETING, OFTEN EQUALLY-VALID VIEWPOINTS.**

Yet, in a year filled with tough decisions, the 22-member 2016 Board of Directors of SRAR was always “up to the challenge,” said Gina Uzunyan, the outgoing president of the 9,500-member association, which serves the San Fernando and Santa Clarita valleys.

“We have a powerful organization ... and the decisions I’m most proud of were controversial,” Uzunyan said. “The board worked well together and ... made very sound decisions on a multitude of policies and issues.”

Often that meant withstanding considerable pressure to take unpopular positions that the leaders believed were in the best interest of members, residential real estate, and the diverse communities the association serves.

“The Board made decisions that kept the big goals of service to members and the community in mind,” Uzunyan said, “and that’s a big deal.”

Uzunyan started the year with the goal of engaging members and expanding communications, objectives that had her meet with hundreds of members in more than 25 office gatherings and yielded an expanded social media presence, plus a soon-to-be unveiled new text messaging system.

The array of projects completed in 2016 included: Thousands of dollars raised by Realtors for organizations serving the homeless, a revitalized Leadership Academy that groomed a new generation of leaders, senior citizen homeowners learned how to benefit from their property, dozens of prospective buyers attended multiple homebuying seminars, cash grants helped buyers into homes of their own, and SRAR members and leaders advocated for positions before local, state and federal elected government representatives.

“Members I met with were grateful, thankful for the outreach,” Uzunyan said. “Many were eager to learn how they could get engaged, involved in the process that develops the tools they need to succeed and serve.”

“I’m very thankful to SRAR staff and our incredible board of directors,” she said. “It has been a fantastic year!”

The 2016 SRAR Board of Directors included, bottom photo, seated, left to

right: Stephen DiGiuseppe, legal counsel; Jim Link, chief executive officer; 2016 President Gina Uzunyan; Donna Davis, executive staff; President-Elect Nancy Starczyk; Tim Johnson, chief operating officer. Middle Row: Steve White, Finance Vice President Rob Schwab, Gaye Rainey, Jeff Kahn, Cindy Wu, Fred Sabine, Judy Von Arb, Bob Khalsa. Back row: Dean Vincent, Patti Petralia, Howard Katchen, Winnie Davis, Diane Syddell, Nancy Troxell Carnahan, Gary Washburn, Melanie McShane, Erika Kauzlarich-Bird.

Not pictured: Patricia Beltran, Marty Kovacs, Rana Linka, Paul Marks.

The 2016 Executive Committee included: seated, left to right: Jim Link, CEO; Gaye Rainey; 2016 President Gina Uzunyan; President-Elect Nancy Starczyk; Tim Johnson, chief operating officer.

Standing: Rob Schwab, vice president finance; Nancy Troxell Carnahan; Jeff Kahn; Patti Petralia; Roger Hance; Donna Davis, executive staff; Winnie Davis; and Steve DiGiuseppe, legal counsel.





## Starczyk 2017 SRAR President

Realtor Nancy Starczyk began her term as the 2017 president of the Southland Regional Association effective Jan. 1. She and the 2017 board of directors will be officially inducted into office at the association's 97th inaugural ball on Saturday, Jan. 21.

Starczyk launched her career in real estate 26 years ago and has been a director of the 9,500-member Association for the past six years.

Realtor Gary L. Washburn joined the 2017 SRAR leadership team as president-elect.

Congratulations to the following Realtor members who were elected to the Southland Regional Association of Realtors' board of directors for a two-year term effective Jan. 1: Liliana Alfonso, Jeff Phillips, Emily M. Roberts, Fred Sabine, Daniel Treserras, and M. Dean Vincent.

Serving the second year of their two-year term on the board of directors will be: Winnie Davis, Jeff Kahn, Howard M. Katchen, Erika Kauzlarich-Bird, Bob Khalsa, Marty Kovacs, Paul Marks, Melanie McShane, Patti Petralia, Diane Sydel, Judy Ann Von Arb, Steve White, and Cindy Wu.

Tickets for the 97th Inaugural Ball, which will be held in the Grand Ballroom of the Sheraton Universal Hotel, can be obtained at [www.srar.com](http://www.srar.com).

**Sponsors of the event include:** Realty Executives Santa Clarita, Valleywide Escrow, Spile, Leff & Goor LLP, Keller Williams Realty, CRMLS, Re/Max Valencia, Augusta Financial, Franklin Loan Center, LOGIX, SoCal Gas, SUPRA, TICOR Title, Five Point, Mel Wilson & Associates, Wells Fargo Home Mortgage, Realtor.com, and Glen Oaks Escrow.

## Santa Clarita Valley Division 2017 Council



Realtor® Marty Kovacs, Chairman, Santa Clarita Valley Division, SRAR

Realtor Marty Kovacs was selected to serve effective Jan. 1 as the 2017 chairman of the Santa Clarita Valley Division of the Southland Regional Association of Realtors. M. Dean Vincent was named chairman-elect.

Members of the Division include Jim Bevis, secretary/treasurer and council members: Reza Baniahmad, Sarah Darabi, Amanda Etcheverry, Phyllis Grekin, Richard Hall, Louise Henry, Nicole Stinson, Errol Valladares, Imelda Leano, affiliate chair, Fred Sabine, SRAR Liaison.

The Santa Clarita Valley Division Council members will be sworn into office at the annual installation banquet set for Jan. 14 at Parker Ranch in Santa Clarita.



Realtor® Nancy Starczyk, 2017 President, SRAR

## CONGRATULATIONS PAT ZIGGY ZICARELLI!!!

At the First Board of Directors Meeting of 2017, Southland Regional Association of REALTORS® honored Ziggy Zicarelli with REALTOR Emeritus Status in recognition of his many years of exemplary service and dedication to the Real Estate Industry. Emeritus Status is only granted to REALTORS who held membership in the National Association of REALTORS for a cumulative period of 40 years!

Standing with Ziggy in the photo is new CEO of Southland Regional Association of REALTORS Tim Johnson, New President Nancy Lulejian Starczyk and President-Elect Gary Washburn



## Governmental Affairs Committee

### Focus on Local Housing Issues

The mandate of the large and active Governmental Affairs Committee of the 9,500-member Southland Regional Association of Realtors ranges from community issues to the environment — in other words, anything that impacts local housing.

2016 saw the GA Committee taking positions on multiple initiatives while offering a stream of comments and input to lawmakers weighing a multitude of prospective new laws. The committee maintains a laser focus on local issues likely to effect property owners and residential real estate in the San Fernando and Santa Clarita valleys while

also building and maintaining bridges to the people charged with developing and enforcing local laws and regulations. It's an ongoing effort filled with frequent meetings and correspondence.

*Pictured below, seated, left to right:* Patti Petralia, legislative vice chair; Nancy Starczyk, GA Chair Olga Moretti; Karen Marten, Staff Liaison; Mel Wilson, SRAR legislative advocate. *Middle row:* Liliana Alfonso, Em Roberts, Marlene Nicula, Terri Weeks, Diana Sydel, Eleanor Dullas, Lauretta Martin, Anita Martin, Diana Martin, Dan Treserras. *Back row:* Pascual Salazar, Gary Washburn, Jim Bevis, Bob Khalsa, Carlos Aguilera, Vic Viereck.

*Not pictured:* Winnie Davis, Jesse Guzman, Wendy Hale, Linda Lesser, Alice McCain, Dave Parikh, Fred Sabine, Gina Uzunyan, SRAR CEO Jim Link, and Elizabeth de Carteret, director industry and community relations.



# COMMERCIAL R.E. ALSO LIMITED BY LACK OF INVENTORY

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

**THE OFFICE MARKET IS TIGHTENING WITH INVENTORY DWINDLING AND ASKING LEASE RATES ON THE RISE THROUGHOUT SOUTHERN CALIFORNIA AND MOST OF THE GOLDEN STATE.**

Just as in residential real estate, “the lack of inventory in commercial real estate ... is an example of a market peaking out because of an inability to accommodate more growth,” said Leslie Appleton-Young, the chief economist and vice president of the 185,000-member California Association of Realtors.

Appleton-Young focused on commercial real estate and its links to residential real estate as the keynote speaker at a recent gathering of the Commercial and Investment Division of the Southland Regional Association of Realtors.

California has outperformed the rest of the nation in terms of job growth for the last five years, she said, with the Bay Area

being the hottest region in nation.

Southern California has seen impressive job increases, too, but like other regions is learning that employment and business growth are inextricably linked to available, affordable housing.

“We see faster job growth in areas of California that offer housing,” Appleton-Young said. “That means areas like the Inland Empire will be boosted ... or you may have to define businesses outside of California.” Returning jobs to the U.S. that went overseas is positive, yet “bringing manufacturing jobs back is not the answer,” she said. “We need to be real

*‘We need to ... grow the types of jobs that will enable people to live in a place like Southern California’*

about the Internet of things and growing the types of jobs that will enable people to live in a place like Southern California.”

With the homeownership rate in California now at a 50-year low and local home resale prices near record highs, multifamily projects have emerged as a much-sought-after solid investment.

“There’s heavy competition for apartments,” she said, “and a lot of

pressure on builders to build more.”

The commercial market in downtown Los Angeles has turned around with rents on the rise and inventory plunging.

“If you see down arrows in any commercial sector, it means a lack of inventory,” she said, noting that demand exists even as each commercial sector is undergoing dramatic changes, such as the impact on retail space produced by the rise of e-commerce.

Or, for example, the industrial real estate market may be tight, yet “even if there is land available to be developed, you’re dealing with residents who will fight you every step of the way.

“It’s like a water balloon that will be squeezed and as pressure increases you’ll see development go to other parts of the country,” Appleton-Young said.

The 2017 outlook for local commercial real estate remains relatively bright, even if somewhat murky due to uncertainty about policies to be implemented by the incoming administration in the nation’s capital.

“Policies are going to be looked at, tax reform is on the table, ... interest rates are on the rise,” she said. “All will impact the economy.”

While there are plenty of questions about what will happen, the United States remains a place of opportunity and growth.

“We’re existing in a global capital market where there’s a lot of capital searching for yield,” she said. “Is there any safer place to have your money than in the United States?”

Even with its uncertainty and problems, Appleton-Young noted that the “U.S. economy is the cleanest dirty shirt in the hamper.”

WHO'S  
YOUR  
REALTOR

## Multifamily Market Overview – Los Angeles

- Job creation trending higher, specifically in healthcare and education
- High cost of SFH remains an impediment to first-time buyers, continues to drive up demand in the apartment sector
- Builders have been active. Greater Downtown LA will prompt biggest injections; So Bay and San Fernando reaching cycle highs
- Cap rates dropped to mid-4 percent, deal flows shifting from high-end to more affordable stock in the San Fernando Valley and Downtown LA markets

WHO'S  
YOUR  
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## Office Market Tightening

### Vacancy Rate

	Q315	Q316	YTY% Chg.
Los Angeles	15.8%	14.3%	-1.5%
Orange County	9.6%	9.7%	0.1%
Inland Empire	15.2%	13.0%	-2.2%

### Asking Lease Rate

	Q315	Q316	YTY% Chg.
Los Angeles	\$2.84	\$2.96	4.2%
Orange County	\$2.28	\$2.57	12.7%
Inland Empire	\$1.79	\$1.85	3.4%

SERIES: Office Vacancy Rate and Asking Lease Rate  
SOURCE: CBRE



## Risk Management — Skillfully Avoiding Issues

The Risk Management Committee of the Southland Regional Association of Realtors hopes Realtors never need their services. But since unexpected issues occur in any business, their goal is to offer a schedule of meetings and a wealth of information that will shield managers, Realtors and their clients from surprises. That includes opportunities to learn what state regulators view as common mistakes too many people make or offering expert speakers on how the city's new earthquake retrofit ordinance will be implemented and enforced.

Pictured above, from left to right: SRAR's Risk Management Committee members Jeff Kahn, Olga Moretti, Steve Spille, chair; Gina Uzunyan, SRAR 2016 president; Rick Fong, CalBRE assistant commissioner for enforcement; Nancy Starczyk, SRAR president-elect; and Carlo H. Banki, CalBRE special investigator and facilitator. Committee member not pictured, Kathy Mehringer.



# SANTA'S SLEIGH WENT MISSING!

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

**SIX DOZEN CHILDREN STOOD OUTSIDE IN THE COLD WAITING FOR THE RIDE THAT NEVER CAME. WAS CHRISTMAS GOING TO BE CANCELED? NO WAY!**

Instead, Santa Claus with an assist from eight elves — cleverly disguised as volunteer Realtors and Association staff — loaded up two sleighs.

They had decided: If the children couldn't come to the Christmas Party, this



group would take the party to the kids!

But let's back up a little. Early on the morning of Wednesday, Dec. 7, more than 80 students from Noble Avenue Elementary School in North Hills were lined up along the curb.

They were waiting patiently for school district buses that were scheduled to ferry them to the headquarters of the Southland Regional Association of Realtors in Van Nuys.

Every year SRAR throws a Kids' Christmas bash, complete with a festooned hall, games, videos, food, sweets galore, gifts, faux snow and sometimes even a shiny red fire engine with sirens wailing serving as a sleigh with a jolly Santa perched on top.

Contributions from local Realtors, real estate offices and the Association

make it all possible.

But the buses were MIA with little chance of rounding up replacements in time to keep the children smiling.

Like the good problem solvers that they are, the Realtor volunteers and staff launched "Plan B," which just happened to be hatched on the spot.

Two Association vans were unlocked, loaded full with gifts, food and drinks for 80 plus students. Santa was cued and off they went.

"We weren't giving up on that party," said the chair of the event, Teresita Perez. "It definitely was not like our normal kids' party. Yet, through the chaos and drama, it transformed into the greatest afternoon!"

The party had to happen for yet another reason: The kids were chosen to attend because they had won a class contest — they all had a perfect school attendance record! No way Santa could be absent!



Pictured above, left to right, some of the people who made the Kids' Christmas Party happen: Noli Reyes, Michelle Gerhard, Michael Dean Vincent, Lela Leong, Gina Uzunyan, Teresita Perez, Gary Warshaw, Vilma Letosky, Angela Parekh, Rana Link, and Sylvia Hanna.

## MODEST GAINS IN HOME SALES LIKELY IN 2017

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

**THE HOUSING MARKET IS MORPHING — WHAT WITH HIKES IN INTEREST RATES, RISING PRICES AND LIMITED INVENTORY — BUT ECONOMISTS EXPECT TO SEE MODEST GAINS NATIONWIDE IN EXISTING HOME SALES IN THE NEW YEAR.**

The decline in affordability in many parts of the country is taking a toll on the public's outlook about their housing market, according to a housing forecast released Wednesday by the National Association of Realtors.

"Rents and home prices outpacing incomes and scant supply in the affordable price range has been a prominent headwind for many prospective buyers this year," said Lawrence Yun, NAR's chief economist. "Making matters worse, the unwelcoming reality of higher mortgage rates since the election is likely further holding back confidence. Younger households, renters, and those living in the costlier West region — where prices have soared in recent months — are the least optimistic about buying."

Still, a majority of more than 2,700 households surveyed by NAR say now is a good time to buy a home, but consumer confidence has retreated significantly among renters. Fifty-seven percent of renters say now is a good time to buy, down from 68 percent a year ago. Meanwhile, 78 percent of homeowners say now is a good time to make a home purchase.

Existing-home sales are expected to close 2016 up 3.3 percent more than 2015, making it the best year since 2006. Sales in 2017 are forecast to grow by about 2 percent and reach 5.52 million. Yun expected mortgage rates to jump to about 4.6 percent by the end of next year.

# C 2017 ommercial R eal E state E ducation S eries



Brian Hatkoff, CCIM

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Heather Boren

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# Soap for Hope

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FOR **HOPE OF THE VALLEY**  
RESCUE MISSION

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



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20655 Soledad Canyon Road, Suite 33 • Canyon Country, CA 91351 • 661-299-2930

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

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Baron Group Real Estate  
19360 Rinaldi St. #227  
Porter Ranch, CA. 91326

Castillo, Miryan  
Castle Realty Partners LP  
8300 Tampa Ave. Ste. E  
Northridge, CA. 91324

Fassih, Ali  
West Capital Real Estate  
4735 Gloria Ave. #7  
Encino, CA. 91436

Fathi, Katayon  
Kathy Fathi  
340 N. Westlake Blvd. #240  
Westlake Village, CA. 91362

Padich, Jennifer Ya-Wen Hsu  
8020 Max, Inc.  
15545 Devonshire St. #208  
Mission Hills, CA. 91345

Rappoport, Linda  
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Strumpf, Lance Steven  
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Encino, CA. 91436

Winston, Rashad Renell  
Rashad Winston  
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Sherman Oaks, CA. 91411

### SECOND POSTING

Afkhami, Masoud  
Masoud Afkhami  
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Steven Berman  
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Guerrero, Steve  
Champs Realty Group  
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Bagasaryan, Milena / Pinnacle Estate Properties / Northridge  
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Bennett, Tracy Elman / HomeSmart NCG Inc. / Valencia  
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SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

**SAN FERNANDO VALLEY**  
**COMPARABLE SALES ANALYSIS 2011-2017**  
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)  
TOTAL MONTH BY MONTH

	2011				2012				2013				2014				2015				2016			
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST
JAN	1,786	976	368.7	54.3	1,481	877	322.1	59.9	1,288	881	396.3	68.4	1,338	786	393.2	58.7	1,445	743	387.5	51.4	1,257	760	448.4	60.5
FEB	1,646	753	303.5	45.7	1,458	856	262.9	57.9	1,218	821	353.8	67.4	1,388	732	375.5	52.7	1,397	786	397.8	56.3	1,402	730	433.9	52.1
MAR	1,875	1,050	430.7	56	1,515	1,085	427.4	71.6	1,377	1,337	470.8	77.8	1,565	903	473.0	57.7	1,634	1,080	603.7	66.1	1,552	1,050	640.1	67.7
APR	1,740	1,052	394.2	60.5	1,387	1,140	448.8	82.2	1,549	1,114	559.3	71.9	1,548	1,124	589.4	72.6	1,733	1,168	657.4	67.4	1,656	1,111	658.9	67.1
MAY	1,732	1,023	422.3	59.1	1,429	1,280	497.9	89.6	1,506	1,265	630.6	84.0	1,608	1,083	582.2	67.4	1,593	1,153	680.7	72.4	1,633	1,169	680.5	71.6
JUNE	1,752	1,114	439.1	63.6	1,367	1,216	484.0	89.0	1,551	1,133	573.4	73.0	1,711	1,086	574.2	63.5	1,820	1,266	733.9	69.6	1,742	1,299	785.0	74.6
JUL	1,592	1,033	422.7	64.9	1,314	1,266	515	96.3	1,610	1,176	584.9	73.0	1,673	1,165	600.3	69.6	1,686	1,321	770.6	78.4	1,644	1,163	745.4	70.7
AUG	1,707	1,145	452.6	67.1	1,308	1,273	508.3	97.3	1,581	1,196	623.6	75.6	1,146	999	536.8	66.3	1,695	1,228	692	72.4	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	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	759	1,152	692.3	151.8
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	1,7361	1,3005	787.9	74.9
AVG. SALE PRICE		\$395,470				\$392,470				\$479,270				\$525,464				\$558,825				\$605,843		



## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR DECEMBER 2016

<b>ACTIVE INVENTORY</b>	<b>EN</b>	<b>ES</b>	<b>CS</b>	<b>WN</b>	<b>WS</b>	<b>SFV TOTAL</b>	<b>EXT</b>	<b>TOTAL</b>
New Listings .....	49	45	52	67	72	285	284	569
Total Active Listings .....	116	168	148	183	239	854	899	1,753
Average Days on Market .....	96	95	88	79	108	94	112	104
Average List Price in Thousands .....	495.9	1,212.1	1,408.3	855.2	1,921.6	1,270.9	629.6	942.0
Median List Price in Thousands .....	459.9	895.0	899.0	700.0	965.0	749.8	380.0	599.0
BOMS .....	302	315	263	364	449	1,693	939	2,632
Average BOM Price in Thousands .....	288.6	638.4	651.5	478.2	887.2	609.6	494.5	568.5
BOM to Sale Ratio .....	355.3	366.3	332.9	286.6	377.3	341.3	247.8	300.8
Expirations .....	14	32	33	26	45	150	119	269
<b>PENDING SALES</b>								
New Escrows Opened .....	61	68	61	71	78	339	305	644
Total YTD Escrows Opened .....	935	1,125	931	1,374	1,426	5,791	4,011	9,802
New Open Escrows Average Days on Market .....	46	56	60	70	48	56	52	54
New Open Escrows Average List Price .....	448.4	1,010.3	993.7	651.6	783.7	778.9	508.2	650.7
<b>CLOSED SALES:</b>								
New Escrows Closed .....	85	86	79	127	119	496	379	875
Total YTD Escrows Closed .....	921	1,112	941	1,384	1,429	5,787	3,929	9,716
Volume of New Sales Dollars in Millions .....	34.171	80.551	67.853	88.013	94.123	364.710	204.734	569.444
Volume of total YTD Sales in Millions .....	400.123	1,091.205	856.423	913.125	1,324.089	4,584.964	1,871.162	6,456.125
Average Sale price in Thousands .....	402.0	936.6	858.9	693.0	790.9	735.3	540.2	650.8
Median Sale Price in Thousands .....	418.9	770.0	568.0	593.0	640.0	575.0	330.0	520.0
Coop Sales .....	67	66	63	110	96	402	302	704
Percent of Coop Sales .....	78.8	76.7	79.7	86.6	80.7	81.0	79.7	80.5
Average Days on Market .....	45	42	34	49	47	44	59	51
Sales at List Price .....	52	36	34	61	52	235	194	429
Percent of Sales at List Price .....	61.2	41.9	43.0	48.0	43.7	47.4	51.2	49.0
Sales to Listing Inventory Ratio .....	73.3	51.2	53.4	69.4	49.8	58.1	42.2	49.9
Final Sale to New Listing Ratio .....	173.5	191.1	151.9	189.6	165.3	174.0	133.5	153.8
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO .....	4	1	4	2	4	15	19	34
Seller Concessions .....	0	0	0	0	0	0	0	0
Short Sale .....	5	0	2	3	2	12	11	23
Standard .....	72	85	72	120	109	458	341	799
Other .....	4	0	1	2	4	11	8	19

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR DECEMBER 2016

<b>ACTIVE INVENTORY</b>	<b>EN</b>	<b>ES</b>	<b>CS</b>	<b>WN</b>	<b>WS</b>	<b>SFV TOTAL</b>	<b>EXT</b>	<b>TOTAL</b>
New Listings .....	14	29	18	29	17	107	83	190
Total Active Listings .....	59	75	57	56	49	296	179	475
Average Days on Market .....	100	91	91	73	95	90	95	92
Average List Price in Thousands .....	345.7	528.2	381.3	442.5	490.4	441.1	516.2	469.4
Median List Price in Thousands .....	325.0	475.6	344.5	428.0	415.0	389.9	420.0	399.5
BOMS .....	93	148	95	89	127	552	317	869
Average BOM Price in Thousands .....	188.9	372.0	304.5	310.3	295.5	302.0	361.7	323.8
BOM to Sale Ratio .....	273.5	336.4	279.4	261.8	362.9	305.0	330.2	313.7
Expirations .....	4	14	9	6	12	45	22	67
<b>PENDING SALES</b>								
New Escrows Opened .....	21	33	30	21	28	133	80	213
Total YTD Escrows Opened .....	328	541	433	377	458	2,137	1,072	3,209
New Open Escrows Average Days on Market .....	82	53	63	44	42	56	41	50
New Open Escrows Average List Price .....	313.6	507.6	448.9	434.4	426.7	435.1	517.5	466.1
<b>CLOSED SALES:</b>								
New Escrows Closed .....	34	44	34	34	35	181	96	277
Total YTD Escrows Closed .....	319	530	425	387	452	2,113	1,031	3,144
Volume of New Sales Dollars in Millions .....	13.388	20.933	14.505	13.327	16.559	78.712	44.224	122.936
Volume of total YTD Sales in Millions .....	99.814	250.336	165.716	154.949	189.023	859.837	460.828	1,320.665
Average Sale price in Thousands .....	393.8	475.7	426.6	392.0	473.1	434.9	460.7	443.8
Median Sale Price in Thousands .....	295.0	480.0	327.0	370.0	415.0	380.0	345.0	369.9
Coop Sales .....	29	42	29	29	27	156	83	239
Percent of Coop Sales .....	85.3	95.5	85.3	85.3	77.1	86.2	86.5	86.3
Average Days on Market .....	39	47	43	52	53	47	46	47
Sales at List Price .....	24	24	19	15	14	96	38	134
Percent of Sales at List Price .....	70.6	54.5	55.9	44.1	40.0	53.0	39.6	48.4
Sales to Listing Inventory Ratio .....	57.6	58.7	59.6	60.7	71.4	61.1	53.6	58.3
Final Sale to New Listing Ratio .....	242.9	151.7	188.9	117.2	205.9	169.2	115.7	145.8
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO .....	1	0	0	1	0	2	0	2
Seller Concessions .....	0	0	0	0	0	0	0	0
Short Sale .....	2	1	1	1	1	6	0	6
Standard .....	31	43	33	31	34	172	93	265
Other .....	0	0	0	1	0	1	3	4

## SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR DECEMBER 2016

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	7	5	34	7	10	23	4	26	116	38	154
Total Active Listings	44	20	79	29	27	63	15	56	333	124	457
Average Days on Market	124	115	95	144	98	95	63	103	104	105	104
Average List Price in Thousands	531.1	922.1	734.7	660.6	822.2	631.7	794.8	862.6	724.4	442.5	647.9
Median List Price in Thousands	519.0	749.9	619.9	549.9	735.0	589.0	799.9	630.0	599.0	330.0	550.0
BOMS	25	19	137	71	39	119	29	118	557	123	680
Average BOM Price in Thousands	358.9	581.4	435.5	473.5	482.5	441.2	598.8	477.3	463.7	390.8	450.5
BOM to Sale Ratio	625.0	475.0	351.3	443.8	229.4	216.4	223.1	236.0	281.3	256.3	276.4
Expirations	3	4	10	3	4	7	5	15	51	15	66

### PENDING SALES

New Escrows Opened	7	2	32	12	11	31	6	36	137	49	186
Total YTD Escrows Opened	110	49	522	246	183	574	134	664	2,482	676	3,158
New Open Escrows Average Days on Market	97	75	42	85	94	81	56	49	65	57	63
New Open Escrows Average List Price	502.4	362.0	572.5	514.3	567.7	656.9	741.1	648.4	606.8	426.1	559.2

### CLOSED SALES:

New Escrows Closed	4	4	39	16	17	55	13	50	198	48	246
Total YTD Escrows Closed	107	48	519	253	180	582	136	669	2,494	661	3,155
Volume of New Sales Dollars in Millions	1.921	1.795	19.721	9.738	9.989	31.246	9.627	31.262	115.298	19.143	134.440
Volume of total YTD Sales in Millions	53.161	28.355	275.921	130.539	103.615	323.711	106.037	429.199	1,450.538	250.406	1,700.945
Average Sale price in Thousands	480.1	448.8	505.7	608.6	587.6	568.1	740.5	625.2	582.3	398.8	546.5
Median Sale Price in Thousands	417.5	400.0	470.0	545.0	557.0	554.0	757.0	610.0	555.0	341.0	540.0
Coop Sales	3	2	30	13	16	48	12	46	170	44	214
Percent of Coop Sales	75.0	50.0	76.9	81.3	94.1	87.3	92.3	92.0	85.9	91.7	87.0
Average Days on Market	183	124	112	106	104	90	93	87	99	104	100
Sales at List Price	1	3	20	8	4	29	5	19	89	18	107
Percent of Sales at List Price	25.0	75.0	51.3	50.0	23.5	52.7	38.5	38.0	44.9	37.5	43.5
Sales to Listing Inventory Ratio	9.1	20.0	49.4	55.2	63.0	87.3	86.7	89.3	59.5	38.7	53.8
Final Sale to New Listing Ratio	57.1	80.0	114.7	228.6	170.0	239.1	325.0	192.3	170.7	126.3	159.7

### CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	3	0	0	3	1	4
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	1	0	0	1	0	0	2	0	2
Standard	4	4	37	15	17	50	13	49	189	47	236
Other	0	0	1	1	0	1	0	1	4	0	4

## SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR DECEMBER 2016

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	1	0	21	0	16	4	5	23	70	8	78
Total Active Listings	1	0	31	2	17	6	7	40	104	17	121
Average Days on Market	201	0	72	147	49	83	104	65	71	87	73
Average List Price in Thousands	510.0	0.0	345.7	142.5	314.3	398.3	378.6	442.1	380.6	474.8	393.8
Median List Price in Thousands	510.0	0.0	290.0	135.0	300.0	339.9	380.0	409.9	344.9	459.0	349.0
BOMS	1	0	56	1	40	30	8	68	204	23	227
Average BOM Price in Thousands	445.0	0.0	211.9	249.9	182.7	230.1	294.8	263.9	230.8	272.5	235.0
BOM to Sale Ratio	0.0	0.0	200.0	0.0	266.7	272.7	400.0	242.9	242.9	153.3	229.3
Expirations	0	0	1	0	2	3	1	3	10	1	11

### PENDING SALES

New Escrows Opened	0	0	17	0	11	5	3	27	63	6	69
Total YTD Escrows Opened	0	0	266	15	172	173	57	419	1,102	128	1,230
New Open Escrows Average Days on Market	0	0	29	0	38	39	42	46	40	44	40
New Open Escrows Average List Price	0.0	0.0	346.1	0.0	296.8	360.8	413.6	379.0	356.0	321.3	352.2

### CLOSED SALES:

New Escrows Closed	0	0	28	0	15	11	2	28	84	15	99
Total YTD Escrows Closed	0	0	260	14	168	180	54	423	1,099	129	1,228
Volume of New Sales Dollars in Millions	0.000	0.000	8.655	0.000	3.810	4.303	0.990	11.355	29.114	6.381	35.494
Volume of Total YTD Sales in Millions	0.000	0.000	77.050	5.350	46.819	62.773	22.304	163.228	377.524	50.665	428.188
Average Sale price in Thousands	0.0	0.0	309.1	0.0	254.0	391.2	495.0	405.6	346.6	425.4	358.5
Median Sale Price in Thousands	0.0	0.0	297.0	0.0	253.0	389.0	340.0	380.0	340.0	376.0	341.0
Coop Sales	0	0	28	0	14	11	1	20	74	12	86
Percent of Coop Sales	0.0	0.0	100.0	0.0	93.3	100.0	50.0	71.4	88.1	80.0	86.9
Average Days on Market	0	0	84	0	65	83	119	121	94	91	93
Sales at List Price	0	0	14	0	8	6	1	18	47	9	56
Percent of Sales at List Price	0.0	0.0	50.0	0.0	53.3	54.5	50.0	64.3	56.0	60.0	56.6
Sales to Listing Inventory Ratio	0.0	0.0	90.3	0.0	88.2	183.3	28.6	70.0	80.8	88.2	81.8
Final Sale to New Listing Ratio	0.0	0.0	133.3	0.0	93.8	275.0	40.0	121.7	120.0	187.5	126.9

### CLOSED SALES TYPE

Foreclosure / REO	0	0	1	0	0	0	0	0	1	0	1
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	0	0	1	1	1	2
Standard	0	0	27	0	14	11	2	26	80	14	94
Other	0	0	0	0	1	0	0	1	2	0	2



RESIDENTIAL PROPERTIES LISTED

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DECEMBER 2016 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

255

RESIDENTIAL PROP. ESCROW CLOSED

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ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	8	5	55	7	26	27	9	49	186	46	232
TOTAL ACTIVE LISTINGS	45	20	110	31	44	69	22	96	437	141	578
AVERAGE DAYS ON MARKET	125	115	88	144	79	94	76	87	96	103	98
AVERAGE LIST PRICE IN THOUSANDS	530.6	922.1	625.1	627.2	626.0	611.4	662.3	687.4	642.6	446.4	594.7
MEDIAN LIST PRICE IN THOUSANDS	519.0	749.9	500.0	549.0	599.0	535.0	599.0	535.0	510.0	339.0	510.0
BOMS	26	19	193	72	79	149	37	186	761	146	907
AVERAGE BOM PRICE IN THOUSANDS	362.2	581.4	370.6	470.4	330.7	398.7	533.1	399.3	401.3	372.2	396.6
BOM TO SALE RATIO	650.0	475.0	286.1	450.0	246.9	225.8	246.7	236.5	269.9	231.7	262.9
EXPIRATIONS	3	4	11	3	6	10	6	18	61	16	77

PENDING SALES:

NEW ESCROWS OPENED	7	2	49	12	22	36	9	63	200	55	255
TOTAL YTD ESCROWS OPENED	110	49	788	261	355	747	191	1,083	3,584	804	4,388
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	97	75	38	85	66	75	51	48	57	56	57
NEW OPEN ESCROWS AVERAGE LIST PRICE	502.4	362.0	493.9	514.3	432.3	615.7	631.9	533.0	527.8	413.7	503.2

CLOSED SALES:

NEW ESCROWS CLOSED	4	4	67	16	32	66	15	78	282	63	345
TOTAL YTD ESCROWS CLOSED	107	48	779	267	348	762	190	1,092	3,593	790	4,383
VOLUME OF NEW SALE DOLLARS IN MILLIONS	1,921	1,795	28,376	9,738	13,799	35,549	10,617	42,618	144,412	25,523	169,935
VOLUME OF TOTAL YTD SALES IN MILLIONS	53,161	28,355	352,971	135,889	150,434	386,484	128,341	592,428	1,828,062	301,071	2,129,133
AVERAGE SALE PRICE IN THOUSANDS	480.1	448.8	423.5	608.6	431.2	538.6	707.8	546.4	512.1	405.1	492.6
MEDIAN SALE PRICE IN THOUSANDS	417.5	400.0	425.0	545.0	445.0	505.0	744.0	540.0	490.0	355.0	475.0
COOP SALES	3	2	58	13	30	59	13	66	244	56	300
PERCENT OF COOP SALES	75.0	50.0	86.6	81.3	93.8	89.4	86.7	84.6	86.5	88.9	87.0
AVERAGE DAYS ON MARKET	183	124	100	106	86	89	96	99	97	101	98
SALES AT LIST PRICE	1	3	34	8	12	35	6	37	136	27	163
PERCENT OF SALES AT LIST PRICE	25.0	75.0	50.7	50.0	37.5	53.0	40.0	47.4	48.2	42.9	47.2
SALES TO LISTING INVENTORY RATIO	8.9	20.0	60.9	51.6	72.7	81.3	95.7	81.3	64.5	44.7	59.7
FINAL SALE TO NEW LISTING RATIO	50.0	80.0	121.8	228.6	123.1	244.4	166.7	159.2	151.6	137.0	148.7

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	1	0	0	3	0	0	4	1	5
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	1	0	0	1	0	1	3	1	4
STANDARD	4	4	64	15	31	61	15	75	269	61	330
OTHER	0	0	1	1	1	1	0	2	6	0	6

SELLING PRICE RANGE:

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	17	3	1	1	4000	4.0
100,000 TO 109,999	175	1	1	0	N/A	0.0
110,000 TO 119,999	84	0	2	1	19000	14.7
120,000 TO 129,999	5	3	2	0	25000	25.0
130,000 TO 139,999	5	3	0	0	N/A	0.0
140,000 TO 149,999	21	8	2	1	12250	6.3
150,000 TO 159,999	14	5	4	1	3910	2.0
160,000 TO 169,999	48	15	6	4	11175	4.6
170,000 TO 179,999	41	20	3	2	11950	4.0
180,000 TO 189,999	54	22	6	4	8880	2.7
190,000 TO 199,999	53	19	10	9	20933	5.0
200,000 TO 209,999	51	27	29	18	11221	2.1
210,000 TO 219,999	37	46	40	25	13552	2.6
220,000 TO 229,999	43	52	24	18	14736	2.6
230,000 TO 239,999	41	45	32	21	14670	2.4
240,000 TO 249,999	53	68	45	31	23296	3.3
250,000 TO 259,999	55	45	22	16	9744	30.4
260,000 TO 269,999	41	8	6	3	55058	5.7
270,000 TO 279,999	25	14	6	5	37565	3.8
280,000 TO 289,999	63	46	5	4	176750	12.2
290,000 TO 299,999	0	7	0	0	N/A	0.0
MORE THAN 2,000,000	46	457	246	164	17483	0.2
TOTALS						

LISTINGS

5,350

2016 RMLS TOTAL - \$ VOLUME

\$2,129,133,000

SALES

4,466

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.\*



# SANTA CLARITA VALLEY

	2011						2012						2013						2014						2015						2016					
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST								
JAN	519	241	75.2	46.4	470	276	83.8	58.7	355	248	84.2	69.9	391	238	96.2	60.9	406	200	84.3	49.3	391	209	95.6	53.5	391	209	95.6	53.5								
FEB	525	222	74.2	42.3	447	275	78.7	61.5	370	255	89.7	68.9	417	214	88.2	51.3	407	219	95.6	53.8	451	244	114.3	54.1	451	244	114.3	54.1								
MAR	585	310	104	53	460	348	107.9	75.7	383	345	132	90.1	491	261	103.2	53.2	487	327	155	67.1	527	342	160.6	64.9	527	342	160.6	64.9								
APR	618	329	106	53.2	427	364	109	85.2	417	364	139.1	87.3	484	369	155.5	76.2	561	376	213.2	67.0	515	405	189.7	78.6	515	405	189.7	78.6								
MAY	588	363	115.8	61.7	456	384	118	84.2	430	373	140.1	86.7	500	367	157.6	73.4	495	381	167.9	77	506	425	210.3	84.0	506	425	210.3	84.0								
JUNE	578	397	128	68.7	413	432	135.0	104.6	471	346	142.7	73.5	493	344	153.2	69.8	542	443	203.4	81.7	552	479	235.6	86.8	552	479	235.6	86.8								
JUL	512	364	115.7	71.1	388	392	122.6	101	489	404	163.7	82.6	500	373	157.1	74.6	546	442	205.3	81	499	402	198.1	80.6	499	402	198.1	80.6								
AUG	532	406	130	76.3	422	406	120.2	96.2	448	375	147.4	83.7	441	362	159.9	82.1	446	439	205.7	98.4	498	409	203.2	82.1	498	409	203.2	82.1								
SEPT	505	336	103.4	66.5	314	337	118.2	107.3	412	332	129.1	80.6	454	341	145.9	75.1	415	368	167.2	88.7	480	406	201.2	84.6	480	406	201.2	84.6								
OCT	491	346	106.5	70.5	317	347	121.2	109.5	410	335	131.9	81.7	366	356	149.6	97.3	372	358	161.1	96.2	384	367	180.9	95.6	384	367	180.9	95.6								
NOV	368	354	104.8	96.2	283	298	96	105.3	324	323	131.9	99.7	256	308	136.8	120.3	300	286	127.7	95.3	279	353	173.4	126.5	279	353	173.4	126.5								
DEC	307	415	122.9	135.2	233	419	145.9	179.8	214	407	165.2	109.2	227	365	161.9	160.8	220	403	175.2	183.2	232	345	169.9	148.7	232	345	169.9	148.7								
TOTAL	6,128	4,083	1286.5	67	4360	4278	1356.5	99	4723	4107	1597	84.5	5020	3898	1642.5	77.6	5,197	4,242	1,961.5	81.6	5,314	4,041	2132.8	76.0	5,314	4,041	2132.8	76.0								
AVG. SALE PRICE																																				



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It's Your Responsibility as an Advertiser to Keep Track of Your Ad's Expiration Date. Send in Your Renewal One Week Prior to Expiration Date to Guarantee Continued Exposure and Results From Your REALTOR® Report Classified Ads.

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**ADVERTISERS: DON'T BE LEFT OUT!**  
It's Your Responsibility as an Advertiser to Keep Track of Your Ad's Expiration Date. Send in Your Renewal One Week Prior to Expiration Date to Guarantee Continued Exposure and Results From Your REALTOR® Report Classified Ads.

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#### Termite Inspection

- Fast report (fax or e-mail)
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\$629,000

**JOEL COOPER**  
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Text: 310-601-0310

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### Why Park Regency?

**Who:** The Mere Team  
**Years with Park Regency:** 17  
**Sales Year-to-Date:** Over \$10 Million  
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- #1:** The support we receive from both management and co-workers is much like a family. It's true that real estate can be a competitive industry, but we are here for one another. The support is not only limited to our professional careers but encompasses our entire way of life.
- #2:** The resources Park Regency offers are the best in the industry. From the constant evolution of the marketing department in order to stay ahead of the industry to the years of experience our real estate agents bring to the table.
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Styl'n Construction, Inc.

### STYL'N CONSTRUCTION, INC.

R.E.O. / Foreclosures

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- Carpet - Vinyl - tile
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800-649-1922 FAX

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## AREA MEETING ANNOUNCEMENTS

### OUTWEST

**Fridays**

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

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

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

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

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

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

Affiliate Networking, MLS Pitches, Caravan,  
Guest Speakers

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

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

[www.facebook.com/OutwestMarketingMeeting/](http://www.facebook.com/OutwestMarketingMeeting/)

### COMM. INVEST. PROP. 3<sup>rd</sup> Tues of mo.

Chairperson: Brian Hatkoff, CCIM  
Phone: (818) 701-7789  
Web: [www.commercialdataexchange.com](http://www.commercialdataexchange.com)  
Time: 8:30 A.M.  
Location: SRAR Auditorium  
7232 Balboa Blvd., Van Nuys  
**Now Includes Business Opportunities**

### East North 1<sup>st</sup> Thursday of mo.

Chairperson: Rudy H. Leon  
Phone: 818-642-7839

Co-Chair: Daniel Villegas  
Phone: 818-535-8397

Location: Lulu's Restaurant  
16900 Roscoe Blvd.  
Van Nuys, CA 91406 in the back room

Time: 8:30 A.M. – 10:00 A.M.  
Affiliate Networking, MLS Pitches, Guest  
Speakers Topic for 2/2/17 Prospecting for leads

### R.E. NETWORK Fridays (expt. holidays)

Co Chairman: Bud Mauro Realtor®  
Email: [Budmauro1@aol.com](mailto: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 2<sup>nd</sup> & 4<sup>th</sup> Fridays

SCV Networking Meeting 2<sup>nd</sup> & 4<sup>th</sup> Fridays

Chairperson: Dean Vincent  
818-802-8856 or [MDeanVincent@RealtyExecutives.com](mailto:MDeanVincent@RealtyExecutives.com)

Co Chair: Nicole Stinson  
661-816-4234 or [nicole@nicolestinson.com](mailto:nicole@nicolestinson.com)

Affiliate Chair: Dawn Zirbel [dzirbel@firstam.com](mailto:dzirbel@firstam.com)

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