

February/March 2017

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

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Volume 97 • Issue 2

In Memoriam



SRAR is saddened to report the passing of long time SRAR Board of Director member Dan Tresierra's Father, DANIEL ENRIQUE TRESIERRAS, SR. Daniel died on February 2, 2017 in Canyon Country, California with family by his side. He was born in San Fernando, California to Francisco & Pilar (Canchola) Tresieras. Attended San Fernando High School. Enlisted into the U.S. Navy during WWII. He and his parents were founders of the Tresieras Market chain. Services were held on February 8 & 9. Daniel will be laid to rest at the San Fernando Mission Cemetery. He is survived by too many to mention here.



We are saddened to report the passing of Gloria Darian on November 12, 2016. Mrs. Darian was a REALTOR® member of the association for 31 years and while she enjoyed a long and successful real estate career, her legacy includes being a beloved mother, grandmother, great-grandmother and her many charitable endeavors.

CONSUMER PRICE INDEXES

JANUARY 2017

PERCENT CHANGE

	ONE MONTH ENDING Jan 2017	12 MONTHS ENDING Jan 2017
Los Angeles - Riverside - Orange County	0.9	2.1



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REALTOR® REPORT

The Official Publication of SRAR

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President-Elect
Gary Washburn

Chief Executive Officer
Tim Johnson

**Santa Clarita Valley Division
Chairman**
Marty Kovacs

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STARCZYK SWORN IN AS SRAR 2017 PRESIDENT

BY NANCY STARCZYK, PRESIDENT, AND DAVID R. WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®
STRESSING THAT SAYING "WE CAN" ALWAYS MOTIVATES
BETTER THAN EXCUSES FOR "WHY WE CAN'T," REALTOR
NANCY STARCZYK WAS SWORN IN RECENTLY AS THE
2017 PRESIDENT OF THE SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS.

Starczyk, Gary Washburn, the 2017 president-elect, and the new board of directors were feted at the 97th Inaugural Ball of the 9,600-member association, which ranks as one of the largest in the nation.

Starczyk was sworn in by State Senator Scott Wilk. Realtor Laura Langen was the master of ceremonies.

"What I hope is that you will hear my motto," Starczyk said in her address.

"Your choice, your voice. Come join me on the path. Get involved!

"Your Association is working for you today," she said, "so you can enjoy tomorrow! Your success is our goal."

She said that in the Association's mission to value people, "SRAR delivers life and hope to achieve the American Dream through our leadership team and our members."

Every year, she said, it becomes more evident that for continued success Realtors need to keep up with technology, work with legislators, and fine tune the tools of the profession.

"My heart wants to improve member value," she said. "My pride wants to work towards better community and public relations. My head says our ethics and professionalism still need to improve. My soul is embedded in government relations and advocacy.

"And my absolute love," Starczyk said, "is our association excellence."

She praised the 2016 president, Gina Uzunyan, for her unstinting effort and for sharing the same passion. Starczyk noted that SRAR boasts a new CEO, Tim P. Johnson, and a new legal counselor, Steve DiGuseppe. A smooth transition to a new leadership team was made possible by Jim Link who retired recently from the top staff position after serving SRAR for 46 years.

Pat "Ziggy" Zicarelli, past president of the California Association of Realtors and SRAR, led a tribute to Link who he said "was admired and loved, and touched many in this room."

"It was a labor of love all my life," Link said. "I appreciate this. Thank you for allowing me to work for you."

Elected officials attended to honor Starczyk and Link, but also to extend thanks, praise and certificates of appreciation to the 2016 president Uzunyan. Lawmakers who attended included: L.A. City Councilmembers Paul Koretz and Paul Krekorian; Santa Clarita City Councilmen Bob Kellar and

Bill Miranda; L.A. City Controller Ron Galperin; Scott Abrams, representing Congressman Brad Sherman; State Senator Scott Wilk; and Assemblymen Dante Acosta, Matt Dababneh, and Adrin Nazarian. Also singled out for praise were the recipients of the Association's highest honors: Herb Lambert, the 2016 Realtor of the Year; Michael Regilio, 2016 Association Service Award Recipient; and Jessica Baca, 2016 Affiliate of the Year."

The installation saw the swearing in of SRAR's 2017 Board of Directors. C.A.R. past president Zicarelli administered the oath of office to Washburn and directors Liliana Alfonso, Winnie Davis, Jeff Kahn, Erika Kauzlarich- Bird, Bob Khalsa, Marty Kovacs, Paul Marks, Melania McShane, Patti Petralia, Jeff Phillips, Em Roberts, Fred Sabine, Diane Sydell, Dan Tresieras, Gina Uzunyan, M. Dean Vincent, Judy Ann Von Arb, Steve White, and Cindy Wu



Assemblyman Matt Dababneh, Pat "Ziggy" Zicarelli, past president C.A.R., SRAR.



Starczyk and Assemblyman Dante Acosta



State Senator Scott Wilk and Starczyk



Starczyk with president-elect Gary Washburn, and 2016 president Gina Uzunyan.



Jim Link



Tim Johnson



Singers Gheri LeGree and Realtors Cres San Jose, Nancy Starczyk.



D'Wilfri Dance Art Troupe, performed the night's theme, Phantom of the Opera, with Nancy Starczyk, fourth from left.



Nancy Starczyk's family and friends—Jerry Klazner, Benita Klazner, Ana Vargas, Louis Vargas, Starczyk, Allen Starczyk, Gino Montoya, Melinda Comouche, and Linda Ford.



CALIFORNIA NEEDS 1.8 MILLION HOMES TO MEET DEMAND

BY NANCY STARCZYK, PRESIDENT, AND DAVID R. WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

CALIFORNIA NEEDS AN ADDITIONAL 1.8 MILLION NEW HOMES BY 2025 TO MEET EXPECTED POPULATION GROWTH, WHICH MEANS 180,000 NEW UNITS MUST BE BUILT ANNUALLY COMPARED TO THE PALTRY PACE OF 80,000 HOMES PER YEAR SEEN FOR THE LAST DECADE.

From 1955 to 1989 the state saw 200,000 units built annually so it definitely is possible.

With California's desirable climate, diverse economy, and many of the nation's top colleges, the State continues to experience strong housing demand, according to a draft statewide housing assessment released recently by the California Dept. of Housing and Community Development.

The report — California's Housing Future: Challenges and Opportunities — notes, however, that housing construction is constrained by

regulatory barriers, high costs, and fewer public resources.

In addition to the 100,000 unit shortfall per year in new

construction, some of the housing challenges facing the state include:

- Lack of supply and rising costs are compounding growing inequality and limiting advancement opportunities for

younger Californians. Without intervention much of the housing growth is expected to overlap significantly with disadvantaged communities and areas with less job availability,

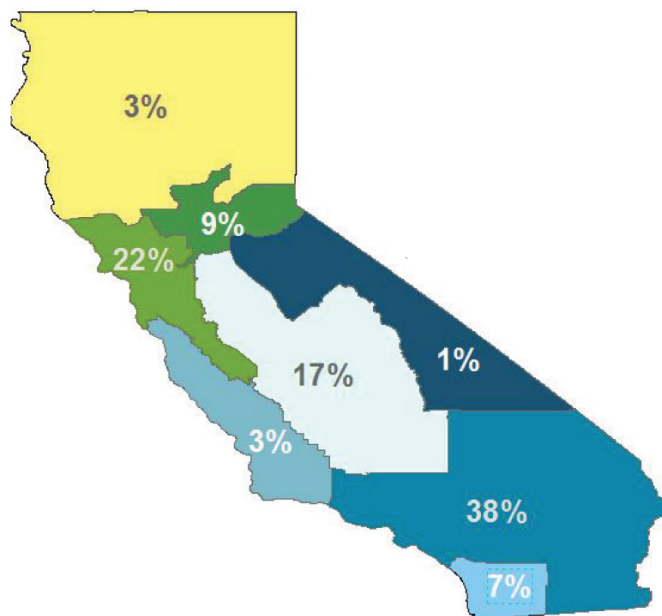
- Continued sprawl will decrease affordability and quality of life while increasing transportation costs.

- The majority of Californian renters — more than 3 million

- For California's vulnerable populations, discrimination and inadequate accommodations for people with disabilities are worsening housing cost and affordability challenges.

"New home construction is unsustainably low," said Ben Metcalf, director of the Dept. of Housing and Community Development. He was the keynote speaker at the recent "Housing Our Workers" forum organized by the Southland Regional Association of Realtors, the Valley Economic Alliance, and BizFed Institute. "It compounds today's challenges." Over the coming weeks this page will explore the concerns and recommendations that emerged from that forum and the state's housing assessment report.

Expected Growth Through 2025



Addressing Housing Challenges

Potential actions on the cost of housing fall under three broad categories:

- Reforming land use policies to advance affordability, sustainability, equity.
- Addressing housing and access needs for vulnerable populations through greater inter-agency coordination, program design, and evaluation.
- Investing in affordable home development and rehabilitation, rental and homeownership assistance, and community development.

households — pay more than 30 percent of their income rent, and nearly one-third — more than 1.5 million households — pay more than 50% of their income toward rent.

- Overall homeownership

rates are at their lowest since the 1940s.

- California is home to 12 percent of the nation's population, but a disproportionate 22 percent of the nation's homeless population.

Statewide Affordability

Higher wages and seasonal price declines hold California housing affordability in check.

- Thirty-one percent of California households could afford to purchase the \$511,360 median-priced home in the fourth quarter of 2016.

- To purchase a median price home buyers need a minimum annual income of \$100,800 to make monthly payments of \$2,520, including principal, interest, and taxes on a 30-year fixed-rate mortgage at a 3.91 percent interest rate.

That assumes a 20 percent downpayment.

- Forty percent of homebuyers were able to purchase the \$413,700 median-priced condo or townhome. An annual income of \$81,550 was required to make a monthly payment of \$2,040.

Source: California Association of Realtors
2016 Housing Affordability report

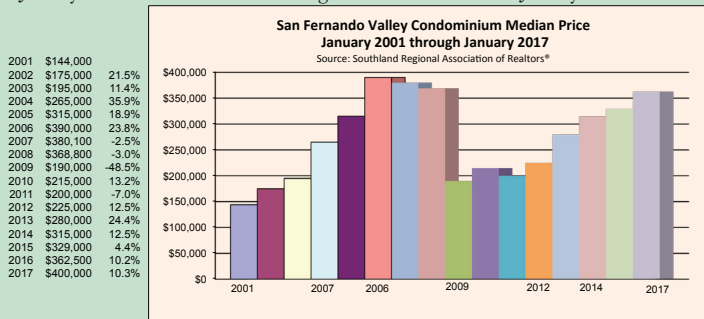
San Fernando Valley

\$400,000 — Condo Price Highest Since 2007

Home and condominium sales throughout the San Fernando Valley got off to a solid start during January even as inventory continued to shrink and the median price of condominiums hit its highest level since 2007, the Southland Regional Association of Realtors reported Thursday.

The 377 single-family homes that closed escrow last month added up to the highest total for the month since 2013, rising 11.9 percent over a year.

Similarly, 136 condominiums changed owners during January, up 15.3 percent from January 2016. The total also was the highest for the month since January 2013.



The condominium median price in January hit the \$400,000 benchmark for the first time since February 2007. It has been on a relentless upward drive with January's condo median 10.3 percent higher than a year ago and up 5.3 percent from December. The median was 3.6 percent below the record high of \$415,000 established in 2006.

"Rising prices are wonderful for sellers," said Nancy Starczyk, president of the Southland Regional Association of Realtors. "But higher prices make it tougher on buyers and a growing number of buyers really need help."

The median price of single-family homes that closed escrow during January was \$605,000, up 6.2 percent over a year ago and 5.2 percent higher than the December median and 7.6 percent below the record-high median of \$655,000 set in June 2007.

Tim Johnson, the Association's chief executive officer, said the lack of property for sale combined with plentiful buyers fuels higher prices. A total of 1,139 active listings were reported at the end of January.

"It's difficult to believe that 7,000 active listings per month were common last decade," Johnson said, "and that back in the 1990s there were months when more than 14,000 properties were for sale during any given month."

Santa Clarita Annual Home Price Posts Fifth Consecutive Increase

Local Realtors during 2016 assisted 2,493 sales of existing single-family homes throughout the Santa Clarita Valley while the annual price rose 6.3 percent, the Southland Regional Association of Realtors reported recently.

The home sale total was up 1.7 percent over 2016 and was the second consecutive year activity has been on the upswing following two years of declines of less than 2.0 percent.

The annual tally has exceeded the 2,000-sale benchmark every year since the local home market bottomed out in 2007 with 1,993 sales. Realtors also assisted the sale of 1,095 condominiums during 2016, down 0.8 percent or nine sales from 2015.

"There's strong, ongoing demand for housing in Santa Clarita," said Marty Kovacs, the 2017 chairman of the Santa Clarita Valley Division of the Southland Regional Association of Realtors. "We have a similar problem found in most other local markets in California — a lack of inventory. However, we're fortunate to have a significant number of new homes coming onto the market and more nearing the end of construction, which often translates into additional listings of existing homes for sale."

Tim Johnson, the chief executive officer of the 9,600-member Southland Regional Association of Realtors, said local, state and federal housing policies will have to be reviewed and revised if California hopes to ease the housing crunch.

"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," Johnson said.

The annual price of the 2,493 homes sold in Santa Clarita last year posted its fifth consecutive increase, ending 2016 at \$542,933, up 6.3 percent over the prior year. Similarly, the condominium annual price of \$338,875 was up 7.8 percent over 2015 and was the fifth consecutive annual gain.

Santa Clarita single-family home and condominium annual prices are still below their record highs: The 2016 annual home price was 10.0 percent below the high of \$603,492; and, the condominium price was 11.0 percent below its record high of \$380,583, with both records set in 2006.

Sales no doubt would have been higher in 2016 if only there had been more properties to sell.

The Southland Regional Association of Realtors® is a local trade association with more than 9,600 members serving the San Fernando and Santa Clarita Valleys. SRAR is one of the largest local associations in the nation.



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

SANTA CLARITA VALLEY

HOME, CONDO SALES RISE DURING JANUARY

Realtors helped close escrow on 123 singlefamily homes and 69 condominiums throughout the Santa Clarita Valley during January even as the median price of both categories hovered below record high levels, the Southland Regional Association of Realtors reported Thursday. The home sales total was up 8.8 percent over a year ago while condominium sales surged 25.5 percent compared to January 2016. The home sales total was the best start in two years while the condo sales figure has not been higher since January 2007.

"I think it is too early yet to have a clear idea as to where the market is heading for the year," said Martin "Marty" Kovacs, chairman of the Santa Clarita Valley Division of the Southland Regional Association of Realtors. "Demand for housing in Santa Clarita remains strong, yet rising resale prices and the limited inventory are powerful forces that limit buyer options and constrain sales." The median price of the homes sold during January was \$560,000, up 5.7 percent from a year ago. The condo median price for January of \$360,000 rose 17.5 percent from January 2016.



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

Kovacs Leads Santa Clarita Valley Division 2017 Council

Realtor Marty Kovacs, third from left, was sworn in recently to serve as the 2017 chairman of the Santa Clarita Valley Division of the Southland Regional Association of Realtors. M. Dean Vincent, left, serves as chairman-elect.

Officers 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, and Fred Sabine, SRAR liaison.

The Santa Clarita Valley Division Council members took the oath of office at the annual installation banquet on Jan. 14 at Parker Ranch in Santa Clarita.

M. Dean Vincent is the Division's chairman-elect. Kovacs is congratulated by Nancy Starczyk, 2017 president of the Southland Regional Association of Realtors, and Gary Warshaw, right, SRAR's president-elect.



2017 Golf Classic Sponsorship Opportunities

Monday, April 3, 2017

- TITLE - \$10,000**
- Company Name/Logo displayed as "Presenting Sponsor" on all tournament materials and advertising
 - Eight playing spots in the tournament
 - Eight additional tickets to awards dinner (total of 16)
 - Special recognition in the L.A. Times and Daily News prior to and after the tournament
 - Primary advertising on all on-site tournament materials
 - Tee and green signage
 - Promotional banner at registration and awards dinner
 - Full page advertisement in the tournament program
 - Right to have on-course personnel at assigned tees and/or greens
 - Special recognition gift and participation at awards dinner

- ACE - \$5,000**
- Four playing spots in the tournament
 - Four additional tickets to the awards dinner
 - Prominent listing in all pre and post tournament publicity
 - Primary advertising on all on-site tournament materials
 - Tee and green signage
 - Ability to have a representative at a designated hole
 - Full page advertisement in tournament program
 - Acknowledgement and recognition at awards dinner

- EAGLE - \$2,500**
- Four playing spots in the tournament
 - Two additional tickets to the awards dinner
 - Listing in all pre and post tournament publicity
 - Advertising on all on-site tournament materials
 - Tee and green signage
 - Ability of have a representative at a designated hole
 - Half page advertisement in tournament program
 - Acknowledgement and recognition at awards dinner

- BIRDIE - \$1,500**
- Two playing spots in tournament
 - Listing on all pre and post tournament publicity
 - Listing on all tournament materials
 - Tee and green signage
 - Quarter page advertisement in tournament program
 - Acknowledgement and recognition at awards dinner

- HOLE OR CONTEST - \$1,000**
- Two tickets to awards dinner
 - Signage and representative at designated hole or contest
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 - Acknowledge in tournament program
 - Acknowledgement at awards dinner



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SOUTHLAND REGIONAL
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&
Santa Clarita Valley

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April 3, 2017**

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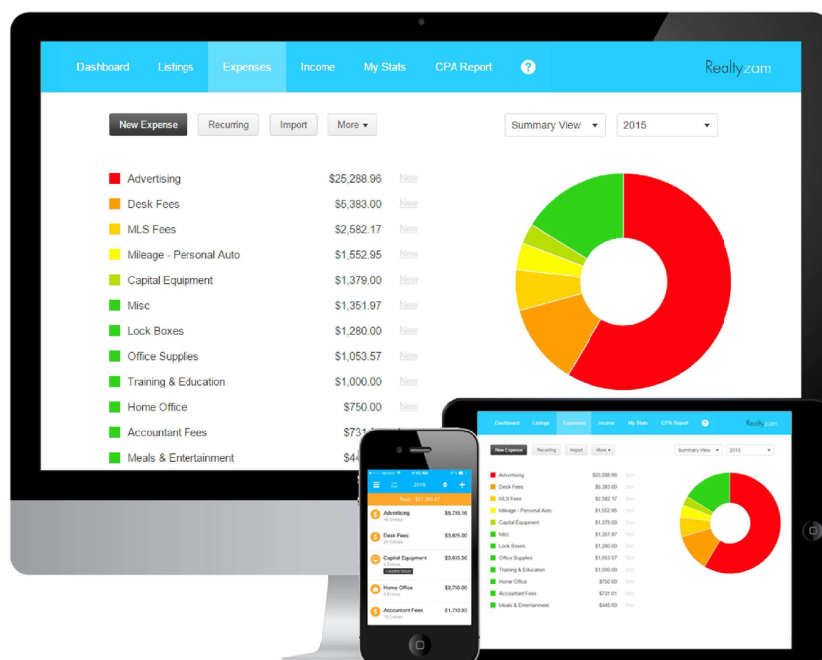
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SRAR
Charitable
Foundation, Inc.

Proceeds from our 2017 Charity Golf Tournament will benefit the SRAR Foundation. The SRAR Foundation was established in 1990 and has a mission to support worthy activities, groups or organizations in the San Fernando and Santa Clarita Valleys that have an emphasis on housing-related activities. All funds, including sponsorships and player tickets for the tournament, are tax deductible.

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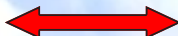
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May 3, 2017

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June 7, 2017

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July 12, 2017

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Effective Commercial Lease Agreements
August 9, 2017

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Overview of Commercial Real Estate Investment Analysis
September 6, 2017

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Due Diligence in Commercial Real Estate Transactions
October 4, 2017

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November 1, 2017

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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 objection comes within the purview of the 7 point criteria established by the National Association of Realtors®. If it does not, the complainant is notified and the applicant is admitted to membership. If it does, the Membership Committee Chairman shall appoint a panel of 3 members from the committee to interview the applicant. The Panel shall make its recommendation to the Membership Committee, which shall then forward its recommendation to the Board of Directors. If the committee recommends disapproval of the application, the Board of Directors will review the recommendation and render a final decision.

FIRST POSTING

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Keller Williams Realty
8619 Reseda Blvd. #101
Northridge, CA. 91324

Arnold, G R
Elite Estates
2244 Faraday Ave.
Carlsbad, CA. 92008

Ayala, Francisco
Francisco Ayala
7136 Haskell Ave., Suite 107
Van Nuys, CA. 91406

Dixon, Johan Willem
Western States Realty
9165 Matranga Place
Sun Valley, CA. 91352

Elimelech, Sivan
Sivan Elimelech Realty
5249 Babcock Ave.
Valley Village, CA. 91607

Hovanes, Margaritan
Margaritan Realty
801 N. Brand Blvd. #210
Glendale, CA. 91203

Koller, Gerald Lee
International Home Realty
16485 Laguna Canyon Rd., Suite 160
Irvine, CA. 92618

RESPONSIBLE REALTOR® APPLICANTS

SECOND POSTING

Mirolla, Michael Anthony
Michael Mirolla
9503 Orion Ave.
North Hills, CA. 91343

Paulino, Donald U.
Excel Credit and Financial Services, Inc.
9836 White Oak Avenue #105
Northridge, CA. 91325

Perkins, Terry O.
Alpha West Properties
10415 Larwin Ave. #4
Chatsworth, CA. 91311
Reaves, Victor
Elite International Real Estate, Home Loans
and Escrow Inc.
10238 Woodley Ave.
North Hills, CA. 91343

Roberts, Scott Alan
Scott Roberts
7535 Penobscot Drive
West Hills, CA. 91304

Shahbazyan, Bagrat
Basso Realty Inc.
8070 Wakefield Ave.
Panorama City, CA. 91402

Stratton Jr., Robert Allen
International/Commercial R.E. Srv.
26536 Ruether Avenue, #601
Santa Clarita, CA. 91350

Baron, Philip W.
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
Priority Properties
11519 Decente Dr.
Studio City, CA. 91604

Strumpf, Lance Steven
Lance Strumpf
5136 Woodley Ave.
Encino, CA. 91436

Winston, Rashad Renell
Rashad Winston
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Abedi, Laia A. / Exit Platinum Realty / Woodland Hills
Aguilar, Vilma O. / Sukasa Dreams & Trust Realty / Van Nuys
Ahmadzadeh, Alousa / Keller Williams Realty-Studio City / Studio City
Ahmadi, Nasser / Pinnacle Estate Properties / Northridge
Alain, Troy C. / Keller Williams Realty-Studio City / Studio City
Ally, Millicent Rachel / JohnHart Real Estate / Burbank
Antonucci, James / Keller Williams Realty-Studio City / Studio City
Araujo, Nicholas Louis / Keller Williams Realty-Studio City / Studio City
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Brundage, Alex / Boutique Realty / Tarzana
Braverman, Stephen L. / Rodeo Realty / Westlake Village
Burns, Timothy / RealtyHomes Services and Solutions Inc. / Seal Beach
Casswell, Eileen Valerie / Keller Williams Realty Calabasas / Calabasas
Chemichowski, Alvaro / Rodeo Realty / Encino
Cho, Christopher J. / Keller Williams Encino-Sherman Oaks / Encino
Chuborova, Ekaterina / Oak Brook Realty / Ennio
Constante, Nathalie Michelle / CIEVB Group / Woodland Hills
Cooper, Avery Michael / Keller Williams North Valley / Porter Ranch
Covarrubias III, Julian Emilio / Rodeo Realty / Studio City
Croslin, Tamara Sharnell / Rodeo Realty / Woodland Hills
Crues, Monique / Park Regency Realty / Granada Hills
Cutting, Glenn Anthony / RE/MAX of Santa Clarita / Santa Clarita
Davis, Suzanne Schrappe / Gold Star Realty / Encino
Degroot, Jacobus / Keller Williams Realty Calabasas / Calabasas
De Jesus, Eirlinda Roxas / Coldwell Banker Calabasas / Calabasas
Dekermanjian, Lori C. / Premiere Pacific Properties / Sherman Oaks
Dela Cruz, Wilson / Exit Platinum Realty / Woodland Hills
Delgado Ramirez, Stephany Tilia / Interio Real Estate Services / Northridge
Dersakissian, Daniel Arman / Gold Star Realty / Encino
Devishian, Andre Robert / BridgeLine Inc. / Studio City
Dissanyake, Indika / Realty Executives / Newhall
Dreyer, Craig Scott / First Class Real Estate / Burbank
Dudinskaya, Oksana / Pacific Inter Capital Investment Solutions, Inc. / Tarzana
Durham, Ramona Angela / Keller Williams World Media Center / Burbank
Ebert, Tricia / Meridian Capital Real Estate / Upland
Elyahou, Daniel Joseph / Rodeo Realty / Sherman Oaks
Eskander, Luma / Hall & Chambers Real Estate / Glendale
Esquivia, Estela / Pinnacle Estate Properties / Northridge
Fasshi, Amir Saparito / Keller Williams Realty Calabasas / Calabasas
Ferdman, Kameron Lynn / MCD Realty, Inc. / Simi Valley
Field, Gregory Sean / Century 21 Troop Real Estate / Simi Valley
Finn, Shaun Christopher / Coldwell Banker Residential Brokerage / Irvine
Fisher, Miles L. / Coldwell Banker Residential Brokerage / Studio City
Fitzgerald, Lori Ann / Luxmar Capital / Valencia
Frischer, Steven / So-Cal Real Estate Solutions, Inc. / Agoura Hills
Gallagher, Thomas Benton / Rodeo Realty / Calabasas
Gallani, Gail Ann / The 24 Unit Specialists / Burbank
Gamez, Kassie Alexa Deanne / Pinnacle Estate Properties / Northridge
Garcia, Elen Reyes / The Real Estate Plaza, Inc. / Granada Hills
Gasparyan, Anahit / Silverwood Properties, Inc. / Los Angeles
Ghamsari, Jesse Esmail / Wembley's Realty / Calabasas
Ghossami, Saghar / Exit Platinum Realty / Woodland Hills
Godinez Rodriguez, Zesar Noel / Sterling Realty Group / Encino
Gomez, Araceli / Omega Realty & Lending, Inc. / Woodland Hills
Gonzalez, Harri / Realty Executives / Newhall
Gonzalez, Maria Elena / Cal-Prime Realty / Valencia

Goodfriend, Stanley Harold / Keller Williams Realty Calabasas / Calabasas
Granger, Lynda Weeks / Keller Williams Westlake Village / Westlake Village
Grigorian, Danniell Marosi / Royal Rep Realty, Inc. / Woodland Hills
Gria, Miha Yanagisawa / Keller Williams Realty-Studio City / Studio City
Grosser, Tim / Keller Williams Westlake Village / Westlake Village
Gulyan, Maria / Pinnacle Estate Properties / Northridge
Hakobyan, Satine / S.T. Real Estate Group Inc. / North Hollywood
Halimi, Shylae Raquel / Keller Williams Encino-Sherman Oaks / Encino
Hartz, Brad / Coldwell Banker Residential Brokerage / Studio City
Hernandez, Boris / Park Regency Realty / Granada Hills
Hernandez, Ruth / Keller Williams Realty-Studio City / Studio City
Huber-Reinosa, Linda Diane / Berkshire Hathaway HomeServices-Crest Real Estate / La Cresenta
Ietaka, Emily Bushman / Pinnacle Estate Properties / Northridge
Inglehart, Ashley Elizabeth / Coldwell Banker / Sherman Oaks
Iyam, David Uru / Rodeo Realty / Calabasas
Jensen, Christopher Galby / Ramsey-Shilling Assoc. / Toluca Lake
Jones, Shaun Stephen / Keller Williams Westlake Village / Westlake Village
Kamranji, Kate / Pinnacle Estate Properties, Inc. / Encino
Kebabchyan, Armen / Unique Home Realty / Northridge
Khodavi, Lily / Pinnacle Estate Properties, Inc. / Encino
Kiesler, Carmelle / Keller Williams Realty-Studio City / Studio City
Kirillova, Margarita A. / Century 21 Hollywood / Hollywood
Koda, Ryan / Real Estate Spectrum, Inc. / Calabasas
Kramer, Tehila Hanoch / Keller Williams Realty / Studio City
Kronenburg, Pandora Eden / Coldwell Banker Residential Brokerage / Studio City
Laskin, Christina J. / Prov163, Real Estate Group / Burbank
Lazaro, Nora A. / HomeSmart NCG, Inc. / Valencia
Le, An / New Beginnings Realty / Newbury Park
Le Flore, Renee Alexis / Coldwell Banker Calabasas / Calabasas
Lee, Ronald W. / Keller Williams Westlake Village / Westlake Village
Lewis, Karen / Interio Real Estate Services / Northridge
Lizack, Gail Marie / MCD Realty, Inc. / Simi Valley
Liao, Jennifer / Stanford Raffles Realty / Los Angeles
Long, Ruben E. / Exit Platinum Realty / Woodland Hills
Lopez, Myeline Jeanette / Keller Williams Realty / Northridge
Lopez Vera, Adrian / Bailey Homes & Investments / Santa Clarita
Lyndy, Timothy Michael / Re/Max Traditions / Simi Valley
Madar, Oren / Keller Williams Realty Calabasas / Calabasas
Maldonado, Gabriela / Century 21 Peak / Granada Hills
Martinez, Josue Edwin / Keller Williams Realty Calabasas / Calabasas
McClain, Gwendolyn / Redfin Corporation / Irvine
McGhee, Charles Alonzo / Malibu Funding, Inc. / Malibu
Mendoza, Ana Patricia / Pinnacle Estate Properties / Northridge
Mendoza Razo, Linda Lizeth / HomeSmart NCG / Northridge
Mericio, Gheorghe / Coldwell Banker Quality Properties / Northridge
Messner, Kathy Lynn / New Beginnings Realty / Newbury Park
Milberg, Ann Marie / Century 21 Valley Properties, Inc. / West Hills
Milds-Cesoni, Suzanne / Keller-Davis, Inc. / Santa Clarita
Miller, Rachel Rose / Keller Williams Encino-Sherman Oaks / Encino
Minor, Michelle Aileen / Coldwell Banker Residential Brokerage / Studio City
Mooney, Ryan Charles / Keller Williams Realty / Studio City
Moravjeji, Arash / Keller Williams Westlake Village / Westlake Village
Myers, Tamara Lee / Keller Williams VIP Properties / Valencia
Navarete, Natalie / Palm Realty / Palmdale
Navarrete Merazdo, Barbara / Century 21 Valley Properties / West Hills
Nevarez, David / Ghazi Capital Group / Tarzana
Nguyen, Ann Marie / Empower Mortgage Services / Mission Hills
Nunez, Sergio J. / Park Regency Realty / Granada Hills
Ogari, Archie / Ulmost Pro, Inc. / Tarzana
Oganyan, Armine Amy / Keller Williams Realty Calabasas / Calabasas
Ostrander, Blaine Oakley / Ewing Sotheby's I.R. / Thousand Oaks
Pabalan, John Erick / Stratton Davis Realty / Bakersfield
Paduano, Gina Marie / The Olson Agency / Northridge
Palandri, Katrina Eileen / The Gina Michelle Project / Calabasas
Palominos, Freddy / Rodeo Realty / Woodland Hills
Pais, Zachary Nathaniel Malor / Tovi Realty, Inc. / Westlake Village
Pan, Matthew Moses / Rodeo Realty / Calabasas

Panameno, Angela M. / Rodeo Realty / Northridge
Paredes Morales, Erika Carolina / Pinnacle Estate Properties / Northridge
Park, Samuel / New Star Realty Inc. / Granada Hills
Paz, Indra Y. / Paz Realty / Van Nuys
Pazzmino, Andrea Adriano / The Noho Agency / North Hollywood
Pearson, Sherrena Diane / Keller Williams Realty-Studio City / Studio City
Pitini, Anthony Joseph / Rodeo Realty / Woodland Hills
Puetz, Doug / Keller Williams Realty Calabasas / Calabasas
Rasmussen, Eric John / Century 21 Valley Properties, Inc. / West Hills
Reyes, Anna Maria / Pinnacle Estate Properties / Northridge
Rios, Jonisha / Keller Williams Encino-Sherman Oaks / Encino
Romero, Lupita / Keller Williams VIP Properties / Valencia
Ruvalcaba Jr., Ramiro / Park Regency Realty / Granada Hills
Ryder, Shawna Michelle / Lifestyles Fine Homes & Estates, Inc. / Simi Valley
Sabella, Tao Ray / Berkshire Hathaway HomeServices California Properties / Sherman Oaks
Sade, Mor Azran / Peter Pantherli / Sherman Oaks
Saini, Karamdeep Singh / Century 21 Peak / Granada Hills
Schlorf, Daniel Kevin / Elite Residential Realty / Calabasas
School, Wende Wilkins / Rodeo Realty / Encino
Schwartz, Daniel Jordan / Mountain Properties Corp. / Frazier Park
Scott, Stephanie Frances / Rodeo Realty / Studio City
Scozzaro, Tina Marie / Berkshire Hathaway HomeServices California Properties / Calabasas
Seleznev, Dimity / D & D Realty Services / Encino
Serrano, Tammy Louise / Century 21 Peak / Granada Hills
Shaalon, Raza Koligeh / Berkshire Hathaway HomeServices California Properties / Encino
Sheskey, Ernest Holmes / Meridian Capital Real Estate / Upland
Sidhu, Bhindinder Singh / Bladestone Estates, Inc. / Calabasas
Simmons, Valencia Arlene / Keller Williams World Media Center / Burbank
Slye, Rena-Marie Keller / Silva Realty / Stevenson Ranch
Snyder, Marsha Lynn / Keller Williams Westlake Village / Westlake Village
Soler, Christopher Steve Biang / Stratton Davis Realty / Bakersfield
Soler, Eric Joseph Biang / Stratton Davis Realty / Bakersfield
Sowden, Joshua David / Keller Williams Realty-Studio City / Studio City
Spagnola, Michael Thomas / Realty Executives / Newhall
Stevens, Joanne Louise / Keller Williams Realty Calabasas / Calabasas
Stone, Jeremy Bradley / Keller Williams Realty-Studio City / Studio City
Subramanyam, Karen Kesia / Realty Executives / Newhall
Tadevosyan, Rafael David / Keller Williams Realty World Media Center / Burbank
Tal, Shanni Neama / Rodeo Realty / Sherman Oaks
Theard Wilson, Michelle / Dilbeck Real Estate / Studio City
Thompson, Stanton Ray / Keller Williams Encino-Sherman Oaks / Encino
Tianzon Jr., Domingo H. / Exit Platinum Realty / Woodland Hills
Timm, Parker Eugene / Coldwell Banker Calabasas / Calabasas
Tinerino, Marissa Denise / Century 21 Peak / Granada Hills
Tsarevsky, Alex / Keller Williams Encino-Sherman Oaks / Encino
Uptgraff, Kathleen / RE/MAX of Santa Clarita / Santa Clarita
Urbina, Jazmine / HomeSmart NCG Inc. / Valencia
Vander Leek, Ana C. / Gold Keys Realty / Valencia
Vanderlinden, Joan Susan / Berkshire Hathaway HomeServices Crest Real Estate / La Cresenta
Van Kloeren, Sara / Century 21 Troop Real Estate / Simi Valley
Villagran, Jorge Antonio / NestHome Fine Homes & Estates / Santa Clarita
Villard, Johanna Nicole / Keller Williams Realty-Studio City / Studio City
Villanora Munoz, Teri Marisol / The Real Estate Plaza / Granada Hills
Vitalo, Veronica / White House Properties / Woodland Hills
Wanlim, Jessilyn Coriano / Keller Williams Realty-Studio City / Studio City
Wells, Tiffany Lynn / Premier Agent Network / Temecula
Werth, Robert Clinton / Valley Oaks Properties Inc. / Santa Clarita
White, Jan Holmes / Keller Williams VIP Properties / Valencia
White, Kelly Ann / Realty Executives / Valencia
White, Shahnaz Dashiropour / Century 21 Albert Fouad Realty / Encino
Wilhelm, Amber Lee / Berkshire Hathaway HomeServices California Properties / Sherman Oaks
Wu, Gail Jao / Keller Williams Westlake Village / Westlake Village
Yates, Steven Gary / Realty Executives Newhall / Santa Clarita
Yehzekiel, Topaz / Premier Realty Associates / San Diego
Zeolia, Dominica / Pacific Shores Real Estate, Inc. / Mission Viejo

RESIDENTIAL PROPERTIES LISTED

1,255

JANUARY 2017 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

994

RESIDENTIAL PROP. ESCROW CLOSED

886

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
101	158	121	151	169	700	555	1,255
NEW LISTINGS	169	185	240	300	1,139	1,129	2,268
TOTAL ACTIVE LISTINGS	91	86	74	90	86	101	94
AVERAGE DAYS ON MARKET	446.7	978.5	764.4	1,679.4	1,060.8	628.5	845.6
AVERAGE LIST PRICE IN THOUSANDS	435.0	720.0	670.4	829.0	660.0	384.9	540.0
MEDIAN LIST PRICE IN THOUSANDS	18	22	24	28	119	117	236
BOMS	390.5	724.7	854.3	641.0	817.5	431.3	626.1
AVERAGE BOM PRICE IN THOUSANDS	20.0	24.7	25.2	23.2	31.4	26.6	26.6
BOM TO SALE RATIO	12	8	20	29	88	65	153
EXPIRATIONS							
PENDING SALES:							
NEW ESCROWS OPENED	96	132	107	129	586	408	994
TOTAL YTD ESCROWS OPENED	96	132	107	129	586	408	994
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	61	53	47	45	53	56	54
NEW OPEN ESCROWS AVERAGE LIST PRICE	421.0	837.2	810.8	589.1	694.3	495.0	612.5
CLOSED SALES:							
NEW ESCROWS CLOSED	82	110	97	107	513	373	886
TOTAL YTD ESCROWS CLOSED	82	110	97	107	513	373	886
VOLUME OF NEW SALE DOLLARS IN MILLIONS	33,530	93,243	91,281	64,996	366,864	205,214	572,078
VOLUME OF TOTAL YTD SALES IN MILLIONS	33,530	93,243	91,281	64,996	366,864	205,214	572,078
AVERAGE SALE PRICE IN THOUSANDS	408.9	847.7	941.0	607.4	715.1	550.2	645.7
MEDIAN SALE PRICE IN THOUSANDS	407.0	650.0	525.0	572.0	540.0	360.7	498.0
COOP SALES	62	91	84	89	429	313	742
PERCENT OF COOP SALES	75.6	82.7	86.6	83.2	83.6	83.9	83.7
AVERAGE DAYS ON MARKET	52	49	46	44	48	53	50
SALES AT LIST PRICE	54	45	38	55	242	191	433
PERCENT OF SALES AT LIST PRICE	65.9	40.9	39.2	51.4	47.2	51.2	48.9
SALES TO LISTING INVENTORY RATIO	48.5	52.4	44.6	44.6	45.0	33.0	39.1
FINAL SALE TO NEW LISTING RATIO	81.2	69.6	80.2	70.9	73.3	67.2	70.6
CLOSED SALES TYPE							
FORECLOSURE/REO	5	1	0	1	9	15	24
SELLER CONCESSIONS	0	0	0	0	0	0	0
SHORT SALE	3	0	0	3	7	6	13
STANDARD	73	108	96	102	490	343	833
OTHER	1	1	1	1	7	9	16

SELLING PRICE RANGE:

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	68	32	3	3500.
100,000 TO 109,999	4	9	0	1050.
110,000 TO 119,999	8	8	2	5950.
120,000 TO 139,999	37	16	4	357225.
140,000 TO 159,999	47	21	9	12718.
160,000 TO 179,999	66	42	10	17290.
180,000 TO 199,999	52	64	13	6950.
200,000 TO 249,999	40	118	55	6085.
250,000 TO 299,999	52	169	61	4410.
300,000 TO 349,999	62	142	27	4397.
350,000 TO 399,999	48	148	58	7595.
400,000 TO 449,999	36	125	25	5384.
450,000 TO 499,999	50	146	41	7363.
500,000 TO 549,999	40	128	84	12168.
550,000 TO 599,999	55	123	61	111177.
600,000 TO 699,999	49	181	94	11958.
700,000 TO 799,999	40	152	55	32761.
800,000 TO 899,999	51	124	36	39066.
900,000 TO 999,999	59	62	12	88585.
1,000,000 TO 1,999,999	67	294	68	81455.
MORE THAN 2,000,000	73	164	25	515282.
TOTALS	50	2268.	518.	42523.

LISTINGS

1,255

2016 RMLS TOTAL - \$ VOLUME

\$572,078,000

EN: Arleta, Kagal 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.



	2012				2013				2014				2015				2016				2017			
	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	1,481	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	1,255	886	572.0	70.6
FEB	1,458	856	282.9	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	1,515	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	1,387	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	1,429	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	1,367	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	1,314	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	1,308	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	1,276	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	1,339	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	1,087	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	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	759	1,152	692.3	151.8				
TOTAL	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		\$392,470				\$479,270				\$525,464				\$558,825				\$605,843						

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY 2017

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	77	95	84	112	132	500	437	937
Total Active Listings	113	170	128	188	252	851	925	1,776
Average Days on Market	85	92	87	77	93	87	105	96
Average List Price in Thousands	491.3	1,182.6	1,434.1	843.1	1,907.7	1,268.3	652.7	947.7
Median List Price in Thousands	460.0	924.5	1,149.0	700.0	939.5	775.0	375.0	599.0
BOMS	10	14	17	23	18	82	92	174
Average BOM Price in Thousands	448.1	929.3	1,052.1	686.3	1,797.5	1,018.5	428.2	706.4
BOM to Sale Ratio	16.4	17.9	26.6	26.4	20.7	21.8	31.4	26.0
Expirations	7	6	16	13	22	64	54	118
PENDING SALES								
New Escrows Opened	72	76	74	94	92	408	330	738
Total YTD Escrows Opened	72	76	74	94	92	408	330	738
New Open Escrows Average Days on Market	63	58	50	44	64	56	59	57
New Open Escrows Average List Price	457.9	1,122.2	965.7	646.6	881.1	812.6	499.0	672.4
CLOSED SALES:								
New Escrows Closed	61	78	64	87	87	377	293	670
Total YTD Escrows Closed	61	78	64	87	87	377	293	670
Volume of New Sales Dollars in Millions	26.764	78.269	75.553	57.305	70.136	308.028	165.786	473.813
Volume of total YTD Sales in Millions	26.764	78.269	75.553	57.305	70.136	308.028	165.786	473.813
Average Sale price in Thousands	438.8	1,003.5	1,180.5	658.7	806.2	817.1	565.8	707.2
Median Sale Price in Thousands	440.0	805.0	595.0	600.0	650.0	605.0	340.0	530.0
Coop Sales	44	64	56	71	76	311	246	557
Percent of Coop Sales	72.1	82.1	87.5	81.6	87.4	82.5	84.0	83.1
Average Days on Market	52	50	43	48	55	50	54	52
Sales at List Price	37	26	26	45	38	172	147	319
Percent of Sales at List Price	60.7	33.3	40.6	51.7	43.7	45.6	50.2	47.6
Sales to Listing Inventory Ratio	54.0	45.9	50.0	46.3	34.5	44.3	31.7	37.7
Final Sale to New Listing Ratio	79.2	82.1	76.2	77.7	65.9	75.4	67.0	71.5
CLOSED SALES TYPE								
Foreclosure/REO	4	1	0	1	1	7	12	19
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	3	0	0	3	0	6	6	12
Standard	53	76	64	82	84	359	267	626
Other	1	1	0	1	2	5	8	13

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY 2017

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	24	63	37	39	37	200	118	318
Total Active Listings	56	75	57	52	48	288	204	492
Average Days on Market	104	74	94	62	78	82	86	84
Average List Price in Thousands	356.7	515.9	389.3	479.9	481.1	447.6	519.2	477.3
Median List Price in Thousands	346.0	475.6	345.0	455.0	399.0	399.0	430.0	409.9
BOMS	8	8	7	4	10	37	25	62
Average BOM Price in Thousands	318.6	366.7	373.8	380.5	414.9	372.2	442.6	400.6
BOM to Sale Ratio	38.1	25.0	21.2	20.0	33.3	27.2	31.3	28.7
Expirations	5	2	4	6	7	24	11	35
PENDING SALES								
New Escrows Opened	24	56	33	35	30	178	78	256
Total YTD Escrows Opened	24	56	33	35	30	178	78	256
New Open Escrows Average Days on Market	57	46	42	47	43	46	47	47
New Open Escrows Average List Price	310.3	450.3	463.3	434.9	403.4	422.9	478.2	439.7
CLOSED SALES:								
New Escrows Closed	21	32	33	20	30	136	80	216
Total YTD Escrows Closed	21	32	33	20	30	136	80	216
Volume of New Sales Dollars in Millions	6.766	14.973	15.728	7.690	13.679	58.836	39.428	98.265
Volume of total YTD Sales in Millions	6.766	14.973	15.728	7.690	13.679	58.836	39.428	98.265
Average Sale price in Thousands	322.2	467.9	476.6	384.5	456.0	432.6	492.9	454.9
Median Sale Price in Thousands	310.0	470.0	460.0	317.0	415.0	400.0	445.0	405.0
Coop Sales	18	27	28	18	27	118	67	185
Percent of Coop Sales	85.7	84.4	84.8	90.0	90.0	86.8	83.8	85.6
Average Days on Market	53	45	50	26	42	44	49	46
Sales at List Price	17	19	12	10	12	70	44	114
Percent of Sales at List Price	81.0	59.4	36.4	50.0	40.0	51.5	55.0	52.8
Sales to Listing Inventory Ratio	37.5	42.7	57.9	38.5	62.5	47.2	39.2	43.9
Final Sale to New Listing Ratio	87.5	50.8	89.2	51.3	81.1	68.0	67.8	67.9
CLOSED SALES TYPE								
Foreclosure/REO	1	0	0	0	1	2	3	5
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	1	1	0	1
Standard	20	32	32	20	27	131	76	207
Other	0	0	1	0	1	2	1	3

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY 2017

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	8	8	44	27	15	44	15	46	207	65	272
Total Active Listings	41	21	86	31	31	61	18	54	343	125	468
Average Days on Market	117	91	99	127	71	82	60	87	94	104	97
Average List Price in Thousands	531.3	940.6	744.8	639.9	752.5	654.3	883.2	823.8	726.1	492.2	663.6
Median List Price in Thousands	524.9	749.9	615.9	500.0	539.0	580.0	825.0	639.0	599.9	345.0	549.9
BOMS	3	3	12	2	4	6	3	4	37	15	52
Average BOM Price in Thousands	486.3	885.0	593.2	452.0	487.3	527.5	606.3	666.8	587.5	364.0	523.0
BOM to Sale Ratio	50.0	75.0	52.2	15.4	33.3	24.0	33.3	12.9	30.1	30.0	30.1
Expirations	3	1	4	1	2	8	0	7	26	8	34

PENDING SALES

New Escrows Opened	10	4	42	21	7	35	11	39	169	60	229
Total YTD Escrows Opened	10	4	42	21	7	35	11	39	169	60	229
New Open Escrows Average Days on Market	150	72	41	39	105	49	25	35	50	56	51
New Open Escrows Average List Price	410.1	679.7	548.9	529.6	758.3	598.0	715.3	630.6	589.9	352.6	527.7

CLOSED SALES:

New Escrows Closed	6	4	23	13	12	25	9	31	123	50	173
Total YTD Escrows Closed	6	4	23	13	12	25	9	31	123	50	173
Volume of New Sales Dollars in Millions	2.787	2.486	12.505	6.710	7.370	15.211	6.408	19.610	73.087	19.262	92.350
Volume of total YTD Sales in Millions	2.787	2.486	12.505	6.710	7.370	15.211	6.408	19.610	73.087	19.262	92.350
Average Sale price in Thousands	464.5	621.5	543.7	516.2	614.2	608.4	712.0	632.6	594.2	385.2	533.8
Median Sale Price in Thousands	425.0	605.0	500.0	455.0	500.0	526.8	738.0	615.0	560.0	338.0	515.0
Coop Sales	5	4	21	8	11	21	8	27	105	43	148
Percent of Coop Sales	83.3	100.0	91.3	61.5	91.7	84.0	88.9	87.1	85.4	86.0	85.5
Average Days on Market	199	190	106	105	119	133	117	83	115	93	108
Sales at List Price	1	3	9	9	5	13	3	15	58	20	78
Percent of Sales at List Price	16.7	75.0	39.1	69.2	41.7	52.0	33.3	48.4	47.2	40.0	45.1
Sales to Listing Inventory Ratio	14.6	19.0	26.7	41.9	38.7	41.0	50.0	57.4	35.9	40.0	37.0
Final Sale to New Listing Ratio	75.0	50.0	52.3	48.1	80.0	56.8	60.0	67.4	59.4	76.9	63.6

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	0	1	0	1	0	1
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	1	0	0	0	0	1	2	1	3
Standard	6	4	22	12	12	25	8	30	119	48	167
Other	0	0	0	1	0	0	0	0	1	1	2

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY 2017

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	19	2	18	11	8	34	92	11	103
Total Active Listings	0	0	15	3	18	9	10	35	90	18	108
Average Days on Market	0	0	47	49	40	24	84	74	58	82	62
Average List Price in Thousands	0.0	0.0	389.6	368.3	315.4	533.1	391.3	456.0	414.4	496.9	428.2
Median List Price in Thousands	0.0	0.0	299.0	321.0	295.0	447.8	380.0	441.0	385.0	400.0	385.0
BOMS	0	0	5	0	4	2	1	7	19	2	21
Average BOM Price in Thousands	0.0	0.0	279.0	0.0	333.5	365.5	335.0	380.5	339.9	395.0	345.2
BOM to Sale Ratio	0.0	0.0	26.3	0.0	33.3	40.0	100.0	23.3	27.5	18.2	26.3
Expirations	0	0	0	0	0	0	0	3	3	3	6

PENDING SALES

New Escrows Opened	1	0	33	1	16	10	5	39	105	7	112
Total YTD Escrows Opened	1	0	33	1	16	10	5	39	105	7	112
New Open Escrows Average Days on Market	213	0	57	188	36	68	31	36	49	30	48
New Open Escrows Average List Price	510.0	0.0	317.3	150.0	293.2	402.1	366.8	421.7	363.1	266.5	357.0

CLOSED SALES:

New Escrows Closed	0	0	19	2	12	5	1	30	69	11	80
Total YTD Escrows Closed	0	0	19	2	12	5	1	30	69	11	80
Volume of New Sales Dollars in Millions	0.000	0.000	6.277	0.660	3.404	1.678	0.348	12.050	24.418	3.820	28.238
Volume of Total YTD Sales in Millions	0.000	0.000	6.277	0.660	3.404	1.678	0.348	12.050	24.418	3.820	28.238
Average Sale price in Thousands	0.0	0.0	330.4	330.0	283.7	335.6	348.0	401.7	353.9	347.3	353.0
Median Sale Price in Thousands	0.0	0.0	290.0	135.0	265.0	360.0	348.0	388.0	360.0	279.9	350.0
Coop Sales	0	0	14	2	10	3	1	23	53	10	63
Percent of Coop Sales	0.0	0.0	73.7	100.0	83.3	60.0	100.0	76.7	76.8	90.9	78.8
Average Days on Market	0	0	100	134	92	69	124	80	89	137	95
Sales at List Price	0	0	12	1	8	2	0	19	42	6	48
Percent of Sales at List Price	0.0	0.0	63.2	50.0	66.7	40.0	0.0	63.3	60.9	54.5	60.0
Sales to Listing Inventory Ratio	0.0	0.0	126.7	66.7	66.7	55.6	10.0	85.7	76.7	61.1	74.1
Final Sale to New Listing Ratio	0.0	0.0	100.0	100.0	66.7	45.5	12.5	88.2	75.0	100.0	77.7

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	0	0	0	0	1	1
Standard	0	0	19	2	12	5	1	30	69	10	79
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED
375

JANUARY 2017 SCV RESIDENTIAL MLS SUMMARY
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED
341

RESIDENTIAL PROP. ESCROW CLOSED
253

ACTIVE INVENTORY:															
NEW LISTINGS	8	ADUL	8	CC	29	CA	33	NE	55	SAU	80	VAL	SCV TOTAL	EXT	TOTAL
TOTAL ACTIVE LISTINGS	41	21	101	63	34	120	49	60	70	34	28	89	299	76	375
AVERAGE DAYS ON MARKET	117	91	91	91	120	615.9	591.9	60	75	68	707.5	679.2	86	101	90
AVERAGE LIST PRICE IN THOUSANDS	531.3	940.6	692.1	692.1	615.9	591.9	591.9	591.9	638.7	575.0	707.5	679.2	661.3	492.8	619.5
MEDIAN LIST PRICE IN THOUSANDS	524.9	749.9	579.9	579.9	524.9	499.9	499.9	499.9	544.9	544.9	649.0	549.0	540.0	349.0	509.0
BOMS	3	3	17	17	2	2	8	8	8	8	4	11	56	17	73
AVERAGE BOM PRICE IN THOUSANDS	486.3	885.0	500.8	500.8	452.0	410.4	410.4	410.4	487.0	487.0	538.5	484.6	503.5	367.6	471.8
BOM TO SALE RATIO	50.0	75.0	40.5	40.5	13.3	33.3	33.3	33.3	26.7	26.7	40.0	18.0	29.2	27.9	28.9
EXPIRATIONS	3	1	4	4	1	1	2	2	8	8	0	10	29	11	40
PENDING SALES:															
NEW ESCROWS OPENED	11	4	75	75	22	23	23	23	45	45	16	78	274	67	341
TOTAL YTD ESCROWS OPENED	11	4	75	75	22	23	23	23	45	45	16	78	274	67	341
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	156	72	48	48	45	57	57	57	53	53	27	35	49	53	50
NEW OPEN ESCROWS AVERAGE LIST PRICE	419.2	679.7	447.0	447.0	512.3	434.7	434.7	434.7	554.5	554.5	606.4	525.1	503.0	343.6	471.7
CLOSED SALES:															
NEW ESCROWS CLOSED	6	4	42	42	15	24	24	24	30	30	10	61	192	61	253
TOTAL YTD ESCROWS CLOSED	6	4	42	42	15	24	24	24	30	30	10	61	192	61	253
VOLUME OF NEW SALE DOLLARS IN MILLIONS	2,787	2,486	18,782	18,782	7,370	10,774	10,774	10,774	16,889	16,889	6,756	31,661	97,505	23,082	120,587
VOLUME OF TOTAL YTD SALES IN MILLIONS	2,787	2,486	18,782	18,782	7,370	10,774	10,774	10,774	16,889	16,889	6,756	31,661	97,505	23,082	120,587
AVERAGE SALE PRICE IN THOUSANDS	464.5	621.5	447.2	447.2	491.3	448.9	448.9	448.9	563.0	563.0	675.6	519.0	507.8	378.4	476.6
MEDIAN SALE PRICE IN THOUSANDS	425.0	605.0	428.0	428.0	455.0	370.0	370.0	370.0	500.5	500.5	725.0	500.0	485.0	335.0	455.0
COOP SALES	5	4	35	35	10	21	21	21	24	24	9	50	158	53	211
PERCENT OF COOP SALES	83.3	100.0	83.3	83.3	66.7	87.5	87.5	87.5	80.0	80.0	90.0	82.0	82.3	86.9	83.4
AVERAGE DAYS ON MARKET	199	190	103	103	109	106	106	106	122	122	117	81	105	101	104
SALES AT LIST PRICE	1	3	21	21	10	13	13	13	15	15	3	34	100	26	126
PERCENT OF SALES AT LIST PRICE	16.7	75.0	50.0	50.0	66.7	54.2	54.2	54.2	50.0	50.0	30.0	55.7	52.1	42.6	49.8
SALES TO LISTING INVENTORY RATIO	14.6	19.0	41.6	41.6	44.1	49.0	49.0	49.0	42.9	42.9	35.7	68.5	44.3	42.7	43.9
FINAL SALE TO NEW LISTING RATIO	75.0	50.0	66.7	66.7	51.7	72.7	72.7	72.7	54.5	54.5	43.5	76.3	64.2	80.3	67.5
CLOSED SALES TYPE															
FORECLOSURE/REO	0	0	0	0	0	0	0	0	0	0	1	0	1	0	1
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	1	1	0	0	0	0	0	0	0	0	2	2	4
STANDARD	6	4	41	41	14	24	24	24	30	30	9	60	188	58	246
OTHER	0	0	0	0	1	0	0	0	0	0	0	0	1	1	2
SELLING TIME - PRICE CHANGE - PRICE REDUCTION															
	AVG. SELL TIME	ACTIVE NO. LISTINGS			TOTAL # SOLD			REDUCED \$			\$ AVERAGE PRICE REDUCTION %				
SELLING PRICE RANGE:															
LESS THAN 100,000	75	3	3	3	0	0	0	0	0	0	3	0	26297	25.5	25.5
100,000 TO 109,999	0	0	0	0	0	0	0	0	0	0	0	0	N/A	0.0	N/A
110,000 TO 119,999	0	0	1	1	0	0	0	0	0	0	0	0	N/A	0.0	0.0
120,000 TO 139,999	101	3	3	3	2	2	2	2	2	2	2	2	20470	13.2	13.2
140,000 TO 159,999	0	0	2	2	0	0	0	0	0	0	0	0	N/A	0.0	0.0
160,000 TO 179,999	12	0	0	0	1	7	1	0	0	0	0	0	N/A	0.0	0.0
180,000 TO 199,999	120	6	6	6	5	5	5	5	5	5	4	4	12750	6.3	6.3
200,000 TO 249,999	54	23	23	23	21	21	21	21	21	21	10	10	9510	3.6	3.6
250,000 TO 299,999	30	40	40	40	20	20	20	20	20	20	8	8	4478	1.4	1.4
300,000 TO 349,999	44	40	40	40	17	17	17	17	17	17	10	10	11650	3.5	3.5
350,000 TO 399,999	40	38	38	38	26	26	26	26	26	26	16	16	8055	2.0	2.0
400,000 TO 449,999	53	52	52	52	27	27	27	27	27	27	15	15	6091	1.4	1.4
450,000 TO 499,999	33	59	59	59	27	27	27	27	27	27	15	15	11819	2.2	2.2
500,000 TO 549,999	53	55	55	55	22	22	22	22	22	22	13	13	16562	2.9	2.9
550,000 TO 599,999	62	34	34	34	21	21	21	21	21	21	13	13	805	3.1	3.1
600,000 TO 699,999	57	71	71	71	31	31	31	31	31	31	23	23	20892	3.0	3.0
700,000 TO 799,999	77	51	51	51	15	15	15	15	15	15	10	10	35257	4.4	4.4
800,000 TO 899,999	45	11	11	11	7	7	7	7	7	7	4	4	68817	6.0	6.0
900,000 TO 999,999	95	17	17	17	2	2	2	2	2	2	2	2	144500	12.2	12.2
1,000,000 TO 1,999,999	78	55	55	55	6	6	6	6	6	6	5	5	67425	4.6	4.6
MORE THAN 2,000,000	0	8	8	8	0	0	0	0	0	0	0	0	N/A	0.0	0.0
TOTALS	52	576	576	576	253	253	253	253	253	253	153	153	17120	2.9	2.9
LISTINGS															
2016 RMLS TOTAL - \$ VOLUME													SALES		
\$120,587,000													253		
*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.															



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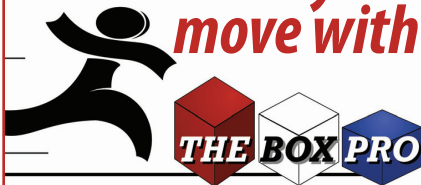
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OUTWEST

Fridays

Chairperson: Cameron Byington
Phone: (747) 444-2744

Co-Chair: Ron Henderson
Phone: (818) 914-2536

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

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

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

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

Affiliate Networking, MLS Pitches, Caravan,
Guest Speakers

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

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

www.facebook.com/OutwestMarketingMeeting/

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

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

East North 1st 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 3/2/17 Prospecting

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
Chairperson: Louisa Henry
661-607-1684 or louisahenry8@gmail.com
Affiliate Chair: Imelda Leano- imelda.leano@movement.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 Networking 8:45am Meeting
Cities: Group 1- 2nd Friday- Canyon Country, Newhall, Saugus
Group 2 - 4th Friday- Castaic, Stevenson Ranch, Valencia