

March/April 2017

# REALTOR®REPORT

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

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# JIM LINK RETIRES FROM TOP POST

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

**FOLLOWING A CAREER THAT SAW HIM CONSISTENTLY PLACE FRIENDSHIP AND LOYALTY ON PAR WITH ORGANIZATION, ACCOMPLISHMENTS AND PROGRESS, JIM LINK RETIRED RECENTLY AS THE CHIEF EXECUTIVE OFFICER OF THE 9,800-MEMBER SOUTHLAND REGIONAL ASSOCIATION OF REALTORS.**

SRAR's board of directors selected Tim Johnson to replace Link as CEO, effective Jan. 6. Johnson has responsibility for all administration and management of the Association.

Link parlayed a temporary summer internship in 1971 into a 46-year career, ultimately leading what today is the fourth largest Association in California and one of the biggest in the nation.

A year after his internship began, the graduate of the then San Fernando Valley State College was promoted to SRAR director of operations. In 1987 Link replaced his mentor, Robert Adamson, as the Association's top staff executive. And, in 2006 SRAR's board of directors elevated Link to CEO, an explicit acknowledgement of his importance and cementing his already strong bond to SRAR, which serves the San Fernando and Santa Clarita valleys.

Along the way Link mastered the challenging world of association management, earning accolades from politicians and peers, recognition in the region and state, and allies and partners in City Hall, Congress and throughout the real estate profession. Link was honored in 1998 with the William R. Magel Award of Excellence from the 1.2-million member National Association of Realtors, an award that

recognizes a leader of a local Realtor association who truly excels and is admired by everyone he touches.

While Link intends to polish his golf game and play with his 10 grandchildren, he also will stay involved with his lifelong passion. He'll be consulting and working on special projects, even as he pulls away from the long hours and dozens of meetings that jam a CEO's calendar.

SRAR brought Johnson onboard in January 2013 as chief operating officer. Prior to joining SRAR, Johnson was CFO and vice president of business development for Rapattoni Corp. Johnson also served as staff vice president for the California Association of Realtors where he directed C.A.R.'s information technology and Internet development groups. He was involved in major strategic initiatives at C.A.R. in the area of Multiple Listing Service and worked closely with leaders of the real estate community in California and throughout the nation.

Before joining C.A.R. in 1998, Johnson was director of information technology for the Times Mirror Company. Johnson is a lifelong resident of Southern California. He resides in Simi Valley with his wife and three children.

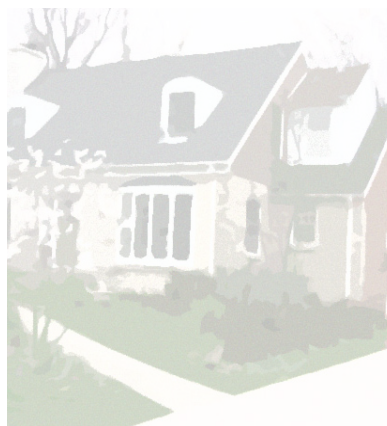


Jim Link



Tim Johnson

CONSUMER PRICE INDEXES		
JANUARY 2017		
	PERCENT CHANGE	
	ONE MONTH ENDING	12 MONTHS ENDING
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Los Angeles - Riverside - Orange County	2.7	0.6



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## REALTOR® REPORT

*The Official Publication of SRAR*

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# CALIFORNIA LOSES 6% OF GDP DUE TO HOUSING SHORTAGE

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

CALIFORNIA'S HOUSING CRISIS IMPACTS ALL RESIDENTS AND UNDERMINES THE ECONOMY, YET REVISING HOUSING POLICIES AND ENCOURAGING CONSTRUCTION OF TENS OF THOUSANDS OF NEW HOMES WILL REQUIRE A LONG-TERM, CONSISTENT CAMPAIGN.

"Revising housing policy is tough," said Ben Metcalf, director of the state's Department of Housing and Community Development. "It's up to you guys.

Lawmakers need to hear from you again and again. Keep that drum beat going so that people see the impact of the housing shortage."



Mel Wilson, SRAR's Government Affairs Director, organized the H.O.W. forum.

Metcalf was the keynote speaker at the recent "Housing Our Workers" forum presented by the Southland Regional Association of Realtors,

the Valley Economic Alliance, the National Association of Realtors, and BizFed Institute.

The forum drew 200 attendees and speakers representing all levels of government, labor groups, housing and homeless advocates, prospective homebuyers along with financial institutions and developers large and small.



Ben Metcalf, director, California Dept. of Housing and Community Development, was the keynote speaker at SRAR's Housing Our Workers forum.

Metcalf noted that the first statewide housing assessment report since 2000 was released recently and that lawmakers and state regulators are looking for input and suggestions on how to alleviate what Metcalf called an "unsustainably low" level of home construction statewide.

While California during the 1970s and 80s built 210,000 new homes each year, today sees a mere 80,000 new homes in an environment where existing demand requires at least 150,000 additional homes.

"The homes that are brought to market are disproportionately located farther away from jobs," he said, adding to worker

stress, lost income, and a deteriorating quality of life.

"We're seeing patterns emerging of inequality that are particularly unsettling," Metcalf noted. "Young people are leaving the state ... and the likelihood is rising that the younger generation will not do as

good or better than their parents."

Metcalf said there are a multitude of reasons why the housing shortage has appeared and there are many steps that can be taken to alleviate it.

Those steps range from new legislation allowing garages to be converted into

income-generating housing units to sweeping new rules to reduce fees on new construction, seeking ways to help local jurisdictions foster development, and creating ongoing funding sources for building new units and getting more people into homes of their own.

"We need to be realistic about where things stand," he said, "but we also need to step forward and make change happen."

## State Home Sales Off to Solid Start

California's housing market began the year on a high note with January sales up 4.4 percent from January 2016, the California Association of Realtors reported recently.

Existing, single-family home sales totaled 420,100 in January on a seasonally adjusted annualized rate, which also was up 4.4 percent from December.

Condominium sales rose 7.5 percent from the prior year.

January's statewide median home price came in at \$489,580, down 3.8 percent from December yet up 4.8 percent from January 2016. The median price of homes sold during January in the Greater Los Angeles Metropolitan Areas came in at \$450,710, up 3.9 percent from the prior year. The Inland Empire had a median price of \$312,500, up 7.0 percent.

"California's housing market continues to be defined by the higher-priced, coastal markets and the less expensive, inland areas that still offer access to major employment centers," said C.A.R. President Geoff McIntosh.

"Eroding affordability and tight housing inventory are pushing buyers away from the core Bay Area markets of San Francisco, San Mateo, and Santa Clara and into less expensive bedroom communities, such as Contra Costa, Napa, and Solano," McIntosh said. "In Southern California, an influx of buyers from coastal employment areas into the Inland Empire drove healthy year-over-year sales in Riverside and San Bernardino."

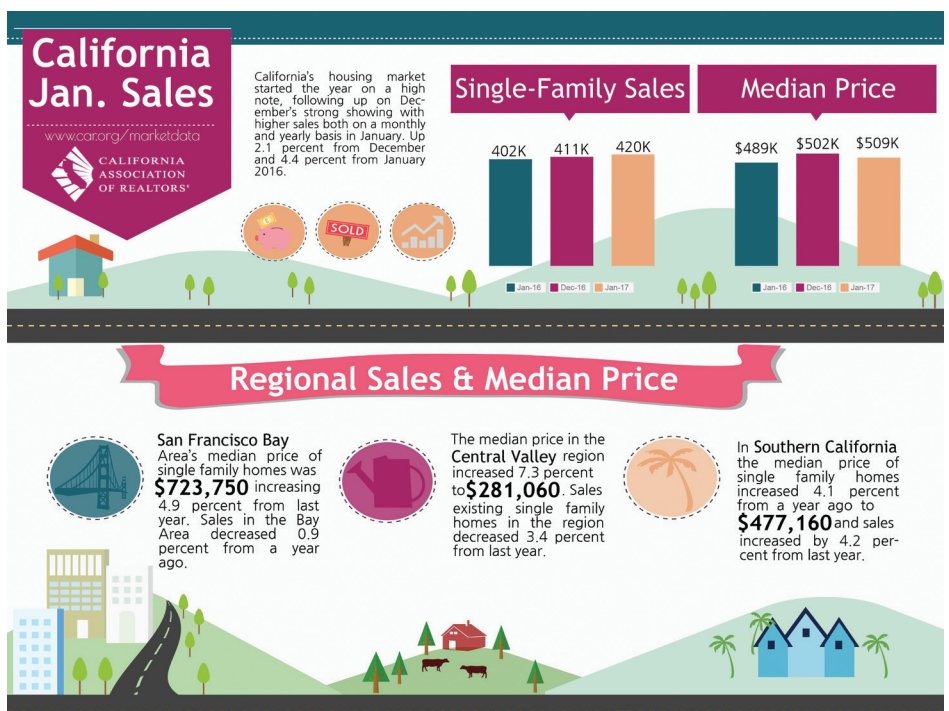
January's sales increase was likely boosted by rising interest rates, which have risen sharply since the election and have given buyers an incentive to get off the sidelines and close escrow before rates go higher.

"Yet, future anticipated rate hikes," said C.A.R. Senior Vice President and Chief Economist Leslie Appleton-Young, "will increase the cost of homebuying and could have an adverse effect on affordability and future home sales."

New listings in pricey Bay Area counties, such as Marin, San Francisco, San Mateo, and Santa Clara rose significantly from December, a possible indication of sellers cashing out robust price appreciation experienced over the past few years.

New statewide active listings continued to decline, dipping 0.3 percent from December and 10.5 percent from January 2016.

The median number of days it took to sell a single-family home went up from 33 days in December to 37 days in January but was down from 44.2 days in January 2016.





## QUICK ACTION NEEDED TO TACKLE HOUSING SHORTAGE

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

HANDING KEYS TO A YOUNG COUPLE ABOUT TO ENTER THEIR  
NEW HOME IS A MOMENT OF CELEBRATION AND JOY.

"It really gets me when they say I'm the first in my family to own a home," said Scott Syphax, CEO of Nehemiah Companies.

"And that their family has been waiting two generations. For us in California, that right of passage is becoming far too rare."

Now, he said, too many people believe they'll have to "win the lottery to have any chance at getting keys."

Syphax was an opening speaker at the recent "Housing Our Workers" forum presented by the Southland Regional Association of Realtors, the Valley Economic Alliance, the National Association of Realtors, and BizFed Institute.

The forum drew 200 attendees and speakers representing all levels of government, labor, housing and homeless advocates, and prospective homebuyers along with financial institutions and developers large and small.

Syphax noted that the forum was a rare example of diverse interest groups coming together to seek



Scott Syphax  
Chairman and CEO,  
Nehemiah Companies

solutions to California's growing housing crisis.

"Housing and homeownership are public health issues," he said. "We're degrading families and diminishing community experiences."

He noted that his company has helped 325,000 families into a

home over the last ten years, but of that number a mere 23,000 were in California with only 5,000 of those in Los Angeles.

And, only 25 percent of those Californians were



### High Housing Costs and Needs Have Consequences

- **Economy:** Lack of housing supply costs the California economy \$238 billion dollars annually.
- **Poverty:** When housing is factored in, California's poverty rate is the highest in the nation.
- **Economic Mobility:** Children that grow up exposed to poverty have a greater chance of lower economic mobility later in life.
- **Environment/Transportation:** As households move further from jobs, longer commutes raise transportation costs and pollution
- **Health:** Housing instability negatively impacts mental and physical health, and providing housing can lower public health and social services costs.
- **Education:** Children experiencing housing instability experience reduced academic outcomes.

workforce housing," Syphax said.

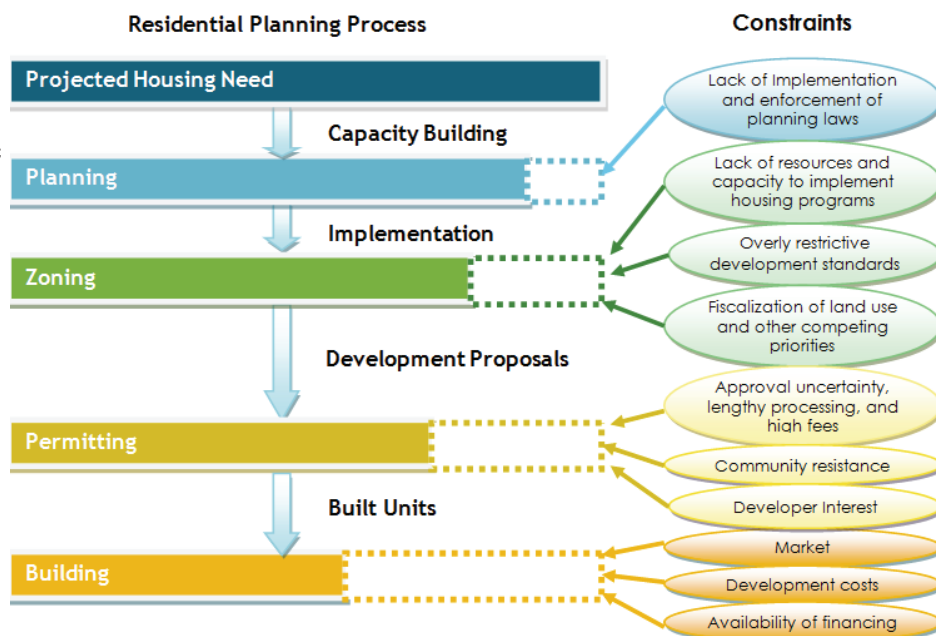
"We've got to do better. We've got to act now. What's happening right now is that people are abandoning hope ... and they will abandon the state."

"The real question is," Syphax said, "what are every single one of you willing to do about it?"

The comment deadline on the state's draft Housing Assessment Report is today, March 4. Submit comments to [SHA@hcd.ca.gov](mailto:SHA@hcd.ca.gov). Visit [www.hcd.ca.gov/statewide-housingassessment](http://www.hcd.ca.gov/statewide-housingassessment) to view the draft report, which was

the source of the two charts on this page.

## California's Residential Planning and Development Process



able to buy a new home, compared to 43 percent of the owners in other states. Why the disparity in number and type of purchases? Syphax said there's a simple answer: "In other states it's just easier to build."

## SEARCHING FOR WAYS TO BUILD HOUSING FASTER

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

LOS ANGELES IS FACING WORSE THAN A HOUSING CRISIS —  
AN ENVIRONMENT WHERE WORKERS MAKING MORE THAN  
\$75,000 A YEAR OFTEN CANNOT EVEN FIND A HOME TO  
RENT OR BUY.

“What we have is more like a perfect storm,” said Brian Border, a manager at Wells Fargo. “It could lead to a collapse of the ability to expand the economy.

“The list of issues is long,” he said, yet “I don’t think anyone is talking about it. It’s not on tv or in the news.”

Border was one of dozens of participants in a “Housing Our Workers” forum presented recently by the Southland Regional Association of Realtors, BizFed Institute, The Valley Economic Alliance and the National Association of Realtors.

Representatives from housing, urban development, city leadership, finance, public health, neighborhood councils and other organizations met to try to forge a strategy on how to develop more housing, especially housing within the financial reach of typical wage earners and professionals. Statewide the 80,000 homes built each year are at least 100,000 units short of what’s need to meet natural demand.

Participants in each of multiple breakout groups offered their findings, their ideas on how to proceed. Those findings included the following:

- Home ownership is an essential cornerstone of community pride.
- Housing supply is not meeting demand. Incomes are not growing in pace with the rising cost of homes.
- Housing needs to be developed holistically, not in a vacuum, for a diverse community.
- High fees, tough regulations, a

protracted process make it difficult for home developers to succeed.

- There’s value in financial education—it enables renters to become owners. Lenders need to educate and incentivize first-time homebuyers.
- Neighborhood groups and councils should not block all development, but give input on feasible developments and acceptable locations.
- There’s a disconnect between housing stakeholders, including a lack of time for the public to engage with neighborhood councils, developers, other parties, and to get educated.
- Tighten regulations on short-term rental platforms, such as Airbnb and VRBO.
- Debt-to-income ratio is too high, putting people at risk of losing their homes and becoming homeless.
- There’s a misconception of who’s homeless. Too many homes are overcrowded.
- There’s a lack of collaboration and discussion—we need partnerships involving neighborhood councils, businesses, and government.
- Local government needs to streamline the development process.
- Regions like the San Fernando Valley need “in-fill development” with good planning and community buy-in.
- Current public policy discourages private investment.
- All-cash home purchases push people out of the housing market.
- Living far from jobs means workers spend more time in traffic, more time away from family, with less energy for work. More traffic equals poor air quality.
- Everyone needs to be proactive, to make their voice heard. Advocate for better jobs and for more housing.



## MILLENNIALS FLOOD FHA LOAN MARKET

MILLENNIALS ACCOUNTED FOR 84 PERCENT OF CLOSED HOME LOANS IN JANUARY WITH MORE THAN ONE THIRD OF THOSE BUYERS RELYING ON FEDERAL HOUSING ADMINISTRATION BACKED LOANS OFFERING LOW DOWNPAYMENT OPTIONS.

Yet much of that activity was in low-cost states, like Alabama and Kentucky, not high-priced California, which was ranked in a recent Bankrate.com survey as the toughest state in the nation for first-time homebuyers.

In January, 35 percent of the under-35 buyers used an FHA loan, according to Ellie Mae’s Millennial Tracker.

“It is not surprising to see millennial borrowers leverage FHA loans,” said Joe Tyrrell, executive vice president of Corporate Strategy for Ellie Mae, “because they typically offer lower downpayments and lower average FICO score requirements than conventional loans.”

The average millennial FICO score in January was 724. Broken out, the average FICO score for a conventional loan was 748; 734 for VA loans; and 690 for FHA loans.

Millennials who delay homeownership will likely impact their finances for years to come. Real estate wealth has proven to be a major contributor to the financial wealth of previous generations.

U.S. homeowners captured more than \$12.7 trillion in home equity by the end of the second quarter of 2016, the highest since the end of 2006, according to the Federal Reserve.





**SOUTHLAND REGIONAL  
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San Fernando  
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## Charity Golf Classic

**Monday  
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*A premier event to benefit The Genesis House, a residential program of Hope of the Valley Rescue Mission that provides housing & resources for homeless moms & kids in the San Fernando & Santa Clarita Valleys.*



*Bridge to Home provides help, hope and change in the Santa Clarita Valleys to the homeless and those in need with year-round client services for medical, dental, social services, referrals and meals. Bridge to Home also provides an emergency winter shelter between November and March. For more info call 661.254.4663 or visit Bridge to Home online at [www.btohome.com](http://www.btohome.com)*

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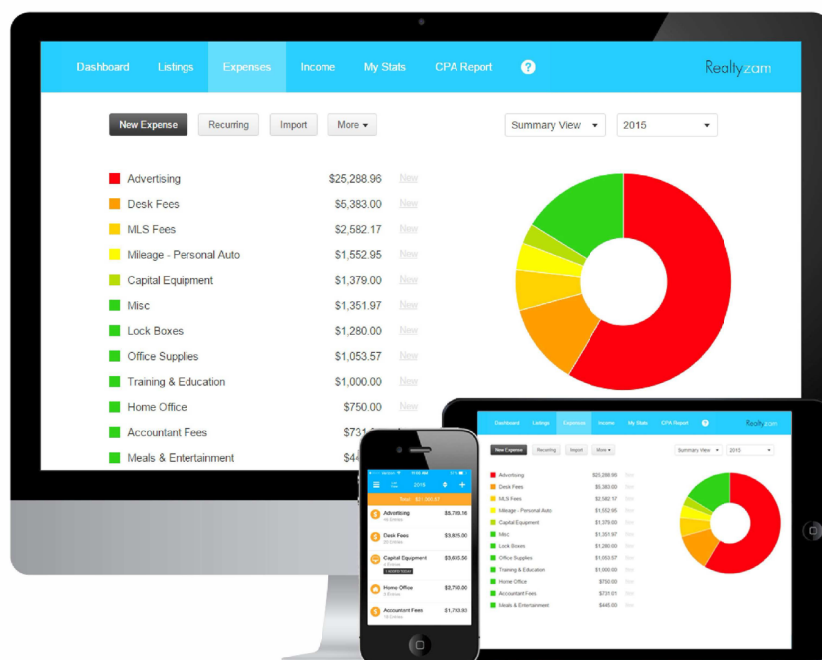
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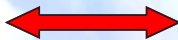


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801 N. Brand Blvd. #210  
Glendale, CA. 91203

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Northridge, CA. 91325

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Alpha West Properties  
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Chatsworth, CA. 91311  
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10238 Woodley Ave.  
North Hills, CA. 91343

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Scott Roberts  
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West Hills, CA. 91304  
Shahbazyan, Bagrat  
Bassa Realty Inc.  
8070 Wakefield Ave.  
Panorama City, CA. 91402

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

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Arango Isaza, Claudia A. / Rodeo Realty / Encino  
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Asher, Violet Skye / Wish Sotheby's International Realty / Sherman Oaks  
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Lumanog, Rodol Pamintuan / Coldwell Banker Greater Valleys / Granada Hills  
Luo, Margaret Yide / Pacific Realtors / Agoura Hills  
Ly, Trai / NextHome Fine Homes & Estates / Santa Clarita  
Lynn, Tami / Keller Williams Realty Calabasas / Calabasas  
Macuk, Rebecca Audrey / iRealty / Stevenson Ranch  
Manno, Michael Anthony / HomeSmart NCG Inc. / Valencia  
Manzo, Guillermo / Realty Smart / Calabasas  
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Sampson, Victor Kenneth / Coldwell Banker Quality Properties / Northridge  
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Saucedo, Juan / Interio Real Estate Services / Northridge  
Schnabel, Micah Jonathan / Keller-Davis, Inc. / Santa Clarita  
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Seropian, Avedis / Pinnacle Estate Properties / Northridge  
Shifman Pilleg, Ady Batseva / Keller Williams Realty Calabasas / Calabasas  
Siegfried, Jonathan Michael / Re/Max Olson & Associates, Inc. / Westlake Village  
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White, William Lawrence / Century 21 Peak / Woodland Hills  
Woods, Robert Williams / Prov163, Real Estate Group / Burbank  
Woods-Stadt, Hayley / Dilbeck Real Estate / Valencia  
Zajic, Nermin / Coldwell Banker Calabasas / Calabasas



RESIDENTIAL PROPERTIES LISTED

1,256

RESIDENTIAL PROP. ESCROW OPENED

1,183

RESIDENTIAL PROP. ESCROW CLOSED

804

FEBRUARY 2017 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	113	146	133	148	728	528	1,256
TOTAL ACTIVE LISTINGS	180	214	183	202	1,102	1,061	2,163
AVERAGE DAYS ON MARKET	80	82	77	76	82	100	91
AVERAGE LIST PRICE IN THOUSANDS	467.2	1,008.7	1,101.0	747.9	1,075.4	633.5	858.6
MEDIAN LIST PRICE IN THOUSANDS	445.0	685.0	689.0	659.0	650.0	379.0	548.0
BOMS	31	22	26	27	140	98	238
AVERAGE BOM PRICE IN THOUSANDS	405.0	745.6	588.9	677.7	616.1	459.7	551.7
BOM TO SALE RATIO	18.5	36.9	32.5	29.9	29.6	29.6	29.6
EXPIRATIONS	14	21	15	23	97	61	158

PENDING SALES:

NEW ESCROWS OPENED	90	152	119	158	667	516	1,183
TOTAL YTD ESCROWS OPENED	182	276	219	278	1,214	900	2,114
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	43	48	53	32	43	57	49
NEW OPEN ESCROWS AVERAGE LIST PRICE	416.3	841.0	871.5	630.7	780.8	516.5	665.5

CLOSED SALES:

NEW ESCROWS CLOSED	84	119	80	90	468	336	804
TOTAL YTD ESCROWS CLOSED	165	228	175	195	973	706	1,679
VOLUME OF NEW SALE DOLLARS IN MILLIONS	34,828	99,059	59,781	62,403	325,760	179,641	505,401
VOLUME OF TOTAL YTD SALES IN MILLIONS	68,074	191,832	149,974	126,309	688,915	382,940	1,071,854
AVERAGE SALE PRICE IN THOUSANDS	414.6	832.4	747.3	693.4	696.1	534.6	628.6
MEDIAN SALE PRICE IN THOUSANDS	425.0	598.5	555.0	560.0	530.0	390.0	502.0
COOP SALES	66	100	64	76	389	275	664
PERCENT OF COOP SALES	78.6	84.0	80.0	84.4	83.1	81.8	82.6
AVERAGE DAYS ON MARKET	53	53	51	48	50	58	53
SALES AT LIST PRICE	54	51	36	43	228	168	396
PERCENT OF SALES AT LIST PRICE	64.3	42.9	45.0	47.8	48.7	50.0	49.3
SALES TO LISTING INVENTORY RATIO	46.7	55.6	43.7	44.6	42.5	31.7	37.2
FINAL SALE TO NEW LISTING RATIO	74.3	81.5	60.2	60.8	64.3	63.6	64.0

CLOSED SALES TYPE

FORECLOSURE/REO	3	3	1	4	11	11	22
SELLER CONCESSIONS	0	0	0	0	0	0	0
SHORT SALE	1	4	1	1	9	13	22
STANDARD	80	112	77	83	444	300	744
OTHER	0	0	1	2	4	12	16

SELLING PRICE RANGE:

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %	
LESS THAN 100,000	156	31	2	116483	36.1
100,000 TO 109,999	0	6	0	N/A	0.0
110,000 TO 119,999	0	10	0	N/A	0.0
120,000 TO 139,999	202	14	2	6500	7.5
140,000 TO 159,999	48	19	6	8400	5.0
160,000 TO 179,999	75	43	3	3263	1.6
180,000 TO 199,999	83	54	18	1059	41.3
200,000 TO 249,999	56	115	49	7136	2.0
250,000 TO 299,999	51	165	59	8573	2.7
300,000 TO 349,999	49	135	60	7741	1.3
350,000 TO 399,999	60	138	58	12284	2.8
400,000 TO 449,999	48	131	62	895	0.3
450,000 TO 499,999	48	116	68	4697	26.1
500,000 TO 549,999	44	130	80	8973	1.5
550,000 TO 599,999	60	120	56	13581	2.1
600,000 TO 699,999	44	188	71	21814	2.3
700,000 TO 799,999	51	142	56	14439	1.2
800,000 TO 899,999	56	105	39	24387	2.5
900,000 TO 999,999	45	61	18	46407	4.3
1,000,000 TO 1,999,999	66	278	63	79045	4.4
MORE THAN 2,000,000	37	162	24	337811	36.4
TOTALS	53	2163	804	5846	2.4

LISTINGS

2,511

2016 RMLS TOTAL - \$ VOLUME

\$1,071,854,000

SALES

1,690

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

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

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



	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	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	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	1,256	804	505.4	64.0						
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 FEBRUARY 2017

<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 .....	77	94	97	112	145	525	413	938
Total Active Listings .....	125	140	130	161	265	821	871	1,692
Average Days on Market .....	76	91	75	77	94	84	104	95
Average List Price in Thousands .....	514.8	1,264.3	1,380.3	810.1	1,900.3	1,284.8	668.2	967.4
Median List Price in Thousands .....	460.0	879.0	1,129.0	699.0	899.0	749.0	379.9	599.0
BOMS .....	23	14	17	21	24	99	78	177
Average BOM Price in Thousands .....	458.1	896.1	700.9	708.7	824.6	703.7	467.1	599.5
BOM to Sale Ratio .....	37.7	18.9	32.1	31.3	36.4	30.8	29.9	30.4
Expirations .....	9	17	6	18	21	71	51	122
<b>PENDING SALES</b>								
New Escrows Opened .....	64	101	83	116	116	480	402	882
Total YTD Escrows Opened .....	130	174	150	203	198	855	711	1,566
New Open Escrows Average Days on Market .....	40	48	51	35	41	43	58	50
New Open Escrows Average List Price .....	452.5	1,027.1	1,089.6	695.7	1,186.3	919.7	524.4	739.5
<b>CLOSED SALES:</b>								
New Escrows Closed .....	61	74	53	67	66	321	261	582
Total YTD Escrows Closed .....	121	152	116	152	152	693	552	1,245
Volume of New Sales Dollars in Millions .....	27.281	78.012	48.214	52.471	57.728	263.706	139.602	403.308
Volume of total YTD Sales in Millions .....	53.762	156.281	122.994	108.686	127.287	569.010	304.822	873.832
Average Sale price in Thousands .....	447.2	1,054.2	909.7	783.2	874.7	821.5	534.9	693.0
Median Sale Price in Thousands .....	450.0	775.0	685.0	590.0	665.0	600.0	365.0	530.0
Coop Sales .....	48	61	40	55	58	262	212	474
Percent of Coop Sales .....	78.7	82.4	75.5	82.1	87.9	81.6	81.2	81.4
Average Days on Market .....	53	57	52	46	49	52	60	55
Sales at List Price .....	41	31	25	30	29	156	132	288
Percent of Sales at List Price .....	67.2	41.9	47.2	44.8	43.9	48.6	50.6	49.5
Sales to Listing Inventory Ratio .....	48.8	52.9	40.8	41.6	24.9	39.1	30.0	34.4
Final Sale to New Listing Ratio .....	79.2	78.7	54.6	59.8	45.5	61.1	63.2	62.0
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO .....	2	3	0	3	0	8	8	16
Seller Concessions .....	0	0	0	0	0	0	0	0
Short Sale .....	0	2	1	0	2	5	12	17
Standard .....	59	69	51	62	64	305	232	537
Other .....	0	0	1	2	0	3	9	12

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR FEBRUARY 2017

<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 .....	36	52	36	36	43	203	115	318
Total Active Listings .....	55	74	53	41	58	281	190	471
Average Days on Market .....	92	65	81	74	72	76	80	78
Average List Price in Thousands .....	359.0	525.2	415.9	503.6	500.2	463.7	474.1	467.9
Median List Price in Thousands .....	349.9	470.6	375.0	498.5	410.0	413.0	374.9	400.0
BOMS .....	8	8	9	6	10	41	20	61
Average BOM Price in Thousands .....	252.2	482.1	377.3	569.5	390.1	404.6	431.0	413.2
BOM to Sale Ratio .....	34.8	17.8	33.3	26.1	34.5	27.9	26.7	27.5
Expirations .....	5	4	9	5	3	26	10	36
<b>PENDING SALES</b>								
New Escrows Opened .....	26	51	36	42	32	187	114	301
Total YTD Escrows Opened .....	52	102	69	75	61	359	189	548
New Open Escrows Average Days on Market .....	49	49	59	24	40	43	56	48
New Open Escrows Average List Price .....	327.3	472.4	368.6	451.3	453.9	424.3	488.5	448.6
<b>CLOSED SALES:</b>								
New Escrows Closed .....	23	45	27	23	29	147	75	222
Total YTD Escrows Closed .....	44	76	59	43	58	280	154	434
Volume of New Sales Dollars in Millions .....	7.547	21.048	11.567	9.932	11.960	62.054	40.039	102.093
Volume of total YTD Sales in Millions .....	14.313	35.551	26.980	17.623	25.438	119.905	78.117	198.022
Average Sale price in Thousands .....	328.1	467.7	428.4	431.8	412.4	422.1	533.9	459.9
Median Sale Price in Thousands .....	346.0	470.0	380.0	430.0	394.5	399.0	417.0	406.0
Coop Sales .....	18	39	24	21	25	127	63	190
Percent of Coop Sales .....	78.3	86.7	88.9	91.3	86.2	86.4	84.0	85.6
Average Days on Market .....	50	46	50	53	39	47	50	48
Sales at List Price .....	13	20	11	13	15	72	36	108
Percent of Sales at List Price .....	56.5	44.4	40.7	56.5	51.7	49.0	48.0	48.6
Sales to Listing Inventory Ratio .....	41.8	60.8	50.9	56.1	50.0	52.3	39.5	47.1
Final Sale to New Listing Ratio .....	63.9	86.5	75.0	63.9	67.4	72.4	65.2	69.8
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO .....	1	0	1	1	0	3	3	6
Seller Concessions .....	0	0	0	0	0	0	0	0
Short Sale .....	1	2	0	1	0	4	1	5
Standard .....	21	43	26	21	28	139	68	207
Other .....	0	0	0	0	1	1	3	4

## SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR FEBRUARY 2017

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	10	7	35	18	10	44	6	49	179	71	250
Total Active Listings	28	20	68	33	22	54	14	55	294	127	421
Average Days on Market	109	101	115	136	86	79	70	70	97	99	97
Average List Price in Thousands	582.8	1,116.9	790.0	706.7	871.2	709.1	941.1	878.7	798.1	517.1	713.4
Median List Price in Thousands	540.0	869.0	634.9	531.0	735.0	659.0	840.0	675.0	650.0	340.0	600.0
BOMS	2	0	12	2	4	9	1	6	36	12	48
Average BOM Price in Thousands	321.2	0.0	592.2	472.0	706.5	575.0	779.9	693.0	600.9	306.1	527.2
BOM to Sale Ratio	40.0	0.0	33.3	12.5	66.7	32.1	16.7	19.4	27.3	23.5	26.2
Expirations	5	1	3	0	1	3	0	5	18	12	30

### PENDING SALES

New Escrows Opened	15	6	48	17	15	46	8	44	199	68	267
Total YTD Escrows Opened	24	10	88	36	21	78	19	82	358	123	481
New Open Escrows Average Days on Market	87	41	45	27	57	47	69	40	48	57	50
New Open Escrows Average List Price	463.6	545.5	557.8	507.6	523.6	558.0	796.2	651.0	573.7	426.1	536.1

### CLOSED SALES:

New Escrows Closed	5	4	36	16	6	28	6	31	132	51	183
Total YTD Escrows Closed	11	8	59	28	18	54	15	62	255	100	355
Volume of New Sales Dollars in Millions	2.097	2.245	18.692	8.211	3.843	15.842	4.268	20.198	75.396	18.711	94.107
Volume of total YTD Sales in Millions	4.884	4.731	31.197	14.121	11.213	31.782	10.676	39.809	148.414	37.298	185.712
Average Sale price in Thousands	419.4	561.2	519.2	513.2	640.5	565.8	711.3	651.6	571.2	366.9	514.2
Median Sale Price in Thousands	439.0	485.0	490.0	509.0	595.0	525.0	685.0	600.0	535.0	309.0	500.0
Coop Sales	4	4	29	14	6	22	5	26	110	44	154
Percent of Coop Sales	80.0	100.0	80.6	87.5	100.0	78.6	83.3	83.9	83.3	86.3	84.2
Average Days on Market	156	155	125	73	157	91	66	85	103	102	103
Sales at List Price	3	3	16	9	1	15	5	12	64	21	85
Percent of Sales at List Price	60.0	75.0	44.4	56.3	16.7	53.6	83.3	38.7	48.5	41.2	46.4
Sales to Listing Inventory Ratio	17.9	20.0	52.9	48.5	27.3	51.9	42.9	56.4	44.9	40.2	43.5
Final Sale to New Listing Ratio	50.0	57.1	102.9	88.9	60.0	63.6	100.0	63.3	73.7	71.8	73.2

### CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	1	0	1	2	0	2
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	2	0	0	0	0	0	2	3	5
Standard	5	4	33	16	6	26	6	30	126	48	174
Other	0	0	1	0	0	1	0	0	2	0	2

## SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR FEBRUARY 2017

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	19	4	15	13	5	31	87	12	99
Total Active Listings	0	0	13	4	12	9	4	29	71	18	89
Average Days on Market	0	0	46	26	38	57	40	59	50	94	59
Average List Price in Thousands	0.0	0.0	473.0	418.0	307.6	423.0	406.1	468.4	430.0	569.9	458.3
Median List Price in Thousands	0.0	0.0	389.0	345.0	315.0	405.0	399.9	444.9	400.0	470.0	409.9
BOMS	0	0	6	2	3	3	0	4	18	4	22
Average BOM Price in Thousands	0.0	0.0	274.9	518.5	299.8	418.3	0.0	394.5	356.6	230.0	333.6
BOM to Sale Ratio	0.0	0.0	26.1	0.0	23.1	300.0	0.0	13.8	24.3	200.0	28.9
Expirations	0	0	1	0	1	0	0	2	4	0	4

### PENDING SALES

New Escrows Opened	0	0	25	2	22	15	9	37	110	13	123
Total YTD Escrows Opened	1	0	56	3	36	24	14	73	207	17	224
New Open Escrows Average Days on Market	0	0	35	14	37	15	24	39	33	48	34
New Open Escrows Average List Price	0.0	0.0	321.9	385.0	309.7	426.7	382.5	406.8	368.4	406.7	372.5

### CLOSED SALES:

New Escrows Closed	1	0	23	0	13	1	7	29	74	2	76
Total YTD Escrows Closed	1	0	42	2	25	6	8	59	143	13	156
Volume of New Sales Dollars in Millions	0.490	0.000	7.184	0.000	3.787	0.355	2.700	11.942	26.458	0.795	27.253
Volume of Total YTD Sales in Millions	0.490	0.000	13.461	0.660	7.191	2.033	3.048	23.993	50.876	4.615	55.491
Average Sale price in Thousands	490.0	0.0	312.3	0.0	291.3	355.0	385.8	411.8	357.5	397.5	358.6
Median Sale Price in Thousands	490.0	0.0	285.0	0.0	295.5	355.0	368.0	386.5	339.0	335.0	339.0
Coop Sales	1	0	21	0	11	1	6	21	61	2	63
Percent of Coop Sales	100.0	0.0	91.3	0.0	84.6	100.0	85.7	72.4	82.4	100.0	82.9
Average Days on Market	248	0	109	0	90	170	74	97	101	62	100
Sales at List Price	0	0	14	0	9	1	2	17	43	2	45
Percent of Sales at List Price	0.0	0.0	60.9	0.0	69.2	100.0	28.6	58.6	58.1	100.0	59.2
Sales to Listing Inventory Ratio	0.0	0.0	176.9	0.0	108.3	11.1	175.0	100.0	104.2	11.1	85.4
Final Sale to New Listing Ratio	0.0	0.0	121.1	0.0	86.7	7.7	140.0	93.5	85.1	16.7	76.8

### 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	0	0
Standard	1	0	23	0	13	1	7	29	74	2	76
Other	0	0	0	0	0	0	0	0	0	0	0



RESIDENTIAL PROPERTIES LISTED

349

RESIDENTIAL PROP. ESCROW OPENED

390

RESIDENTIAL PROP. ESCROW CLOSED

259

FEBRUARY 2017 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	10	7	54	22	35	57	11	80	266	83	349
TOTAL ACTIVE LISTINGS	28	20	81	37	34	63	18	84	365	145	510
AVERAGE DAYS ON MARKET	109	101	104	124	69	76	64	66	88	98	91
AVERAGE LIST PRICE IN THOUSANDS	582.8	1,116.9	739.1	675.5	672.3	688.2	822.2	737.0	726.5	523.6	668.8
MEDIAN LIST PRICE IN THOUSANDS	540.0	869.0	625.0	519.0	500.0	625.0	779.9	625.0	635.0	365.0	555.0
BOMS	2	0	18	4	7	12	1	10	54	16	70
AVERAGE BOM PRICE IN THOUSANDS	321.2	0.0	486.4	495.3	532.2	535.8	779.9	573.6	519.4	287.0	466.3
BOM TO SALE RATIO	33.3	0.0	30.5	25.0	36.8	41.4	7.7	16.7	26.2	30.2	27.0
EXPIRATIONS	5	1	4	0	2	3	0	7	22	12	34

PENDING SALES:

NEW ESCROWS OPENED	15	6	73	19	37	61	17	81	309	81	390
TOTAL YTD ESCROWS OPENED	25	10	144	39	57	102	33	155	565	140	705
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	87	41	41	26	45	39	46	40	42	55	45
NEW OPEN ESCROWS AVERAGE LIST PRICE	463.6	545.5	477.0	494.7	396.5	525.7	577.2	539.5	500.6	422.9	484.5

CLOSED SALES:

NEW ESCROWS CLOSED	6	4	59	16	19	29	13	60	206	53	259
TOTAL YTD ESCROWS CLOSED	12	8	101	30	43	60	23	121	398	113	511
VOLUME OF NEW SALE DOLLARS IN MILLIONS	2,587	2,245	25,876	8,211	7,630	16,197	6,968	32,141	101,854	19,506	121,360
VOLUME OF TOTAL YTD SALES IN MILLIONS	5,374	4,731	44,658	14,781	18,404	33,815	13,724	63,801	199,289	41,913	241,203
AVERAGE SALE PRICE IN THOUSANDS	431.2	561.2	438.6	513.2	401.6	558.5	536.0	535.7	494.4	368.0	468.6
MEDIAN SALE PRICE IN THOUSANDS	439.0	485.0	451.0	509.0	330.0	525.0	475.0	500.0	485.0	320.0	465.0
COOP SALES	5	4	50	14	17	23	11	47	171	46	217
PERCENT OF COOP SALES	83.3	100.0	84.7	87.5	89.5	79.3	84.6	78.3	83.0	86.8	83.8
AVERAGE DAYS ON MARKET	171	155	119	73	111	94	70	91	102	100	102
SALES AT LIST PRICE	3	3	30	9	10	16	7	29	107	23	130
PERCENT OF SALES AT LIST PRICE	50.0	75.0	50.8	56.3	52.6	55.2	53.8	48.3	51.9	43.4	50.2
SALES TO LISTING INVENTORY RATIO	21.4	20.0	72.8	49.2	55.9	46.0	72.2	55.9	56.4	71.4	50.8
FINAL SALE TO NEW LISTING RATIO	60.0	57.1	109.3	72.7	76.0	50.9	118.2	75.0	77.4	63.9	74.2

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	0	0	0	1	0	1	2	0	2
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	2	0	0	0	0	0	2	3	5
STANDARD	6	4	56	16	19	27	13	59	200	50	250
OTHER	0	0	1	0	0	1	0	0	2	0	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	79	2	2	1	12750	11.0
100,000 TO 109,999	0	0	0	0	N/A	0.0
110,000 TO 119,999	0	0	0	0	N/A	0.0
120,000 TO 139,999	0	2	0	0	N/A	0.0
140,000 TO 159,999	3	2	2	0	3000	2.0
160,000 TO 179,999	41	5	4	2	31993	11.3
180,000 TO 199,999	20	9	1	1	7900	4.2
200,000 TO 249,999	57	21	13	6	16954	5.9
250,000 TO 299,999	45	20	29	16	5177	1.6
300,000 TO 349,999	59	35	25	13	13434	3.2
350,000 TO 399,999	77	32	22	9	2450	0.6
400,000 TO 449,999	112	40	21	13	17221	3.4
450,000 TO 499,999	49	48	36	20	9123	1.7
500,000 TO 549,999	31	37	32	20	12321	2.2
550,000 TO 599,999	44	32	14	8	15380	2.6
600,000 TO 699,999	44	70	35	21	12190	1.7
700,000 TO 799,999	53	57	11	6	56300	6.9
800,000 TO 899,999	34	13	6	4	28500	3.3
900,000 TO 999,999	76	31	1	1	15000	1.6
1,000,000 TO 1,999,999	34	58	5	5	118400	9.1
MORE THAN 2,000,000	0	11	0	0	N/A	0.0
TOTALS	54	510	259	146	15532	2.8

2016 RMLS TOTAL - \$ VOLUME

\$241,203,000

LISTINGS

724

SALES

512

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



# SANTA CLARITA VALLEY

	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	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	375	253	120.5	67.5						
FEB	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	349	259	121.3	74.2						
MAR	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										
APR	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										
MAY	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										
JUNE	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										
JUL	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										
AUG	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										
SEPT	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										
OCT	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										
NOV	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										
DEC	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										
TOTAL	4360	4278	1356.5	99	4773	4107	1597	84.5	5020	3898	1642.5	77.6	5197	4,242	1,961.5	81.6	5,314	4,041	2132.8	76.0										
AVG. SALE PRICE		\$317,090				\$388,850				\$421,369				\$462,399				\$527,790												

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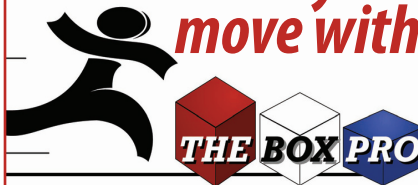
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## AREA MEETING ANNOUNCEMENTS

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

### COMM. INVST. 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  
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### 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 3/2/17 Prospecting

### 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  
Co-Chairperson: Dean Vincent-dean@deanvincent.com  
Co-Chairperson: Louisa Henry  
661-607-1684 or [louisahenry8@gmail.com](mailto:louisahenry8@gmail.com)  
Affiliate Chair: Imelda Leano- [imelda.leano@movement.com](mailto: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