

April/May 2017

REALTOR®REPORT

The Official Publication of Southland Regional Association of Realtors®

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2018 C.A.R. Director Applications Now Available

Interested in representing Southland Regional Association of REALTORS® at the state level? Apply to become a C.A.R. Director. Applicants must have been a primary member of SRAR for a minimum of three (3) years immediately prior to date of application and have served at least two (2) years on a SRAR standing committee within that three year period. [Click here](#) for more information including the fillable application.



Beware—Possible Phishing Attempt

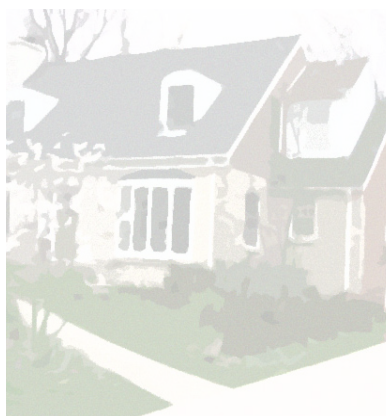
WARNING! — Not all emails are what they appear to be. For example, Realtors need to exercise caution if they receive an email with the subject line reading “NAR: Urgent Update.”

The email will look like “no-reply@nar.realtor,” but it is NOT from the National Association of Realtors.

The email uses the phrase “all registered Realtors are hereby advised to view the recent publication released” with a link. Do NOT click any of the links, which may ask for passwords or compromise a computer’s security. Instead, delete this email. Realtors and members of the public need to be on high alert for email and online fraud. For more information on cyberscams and cybersecurity best practices, visit Realtor.org to access these topics and resources:

- Wire Fraudsters Targeting Real Estate Transactions
- Protecting Your Business and Your Clients from Cyberfraud
- Request to Redirect Funds Should Trigger Caution
- Data Privacy and Security
- Risk Management
- Internet Security Best Practices
- Realtor Safety Articles

CONSUMER PRICE INDEXES		
JANUARY 2017		
	PERCENT CHANGE	
	ONE MONTH ENDING	12 MONTHS ENDING
	Mar 2017	Mar 2017
Los Angeles - Riverside - Orange County	0.3	2.7



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REALTOR® REPORT

The Official Publication of SRAR

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REAL ESTATE TALK: SRAR PRESIDENT NAMED 'WOMAN OF THE YEAR' FOR 38TH ASSEMBLY DISTRICT

BY MARTY KOVACS, SIGNAL CONTRIBUTOR - MARCH 29, 2017



LEFT TO RIGHT: ASSEMBLYMAN CHAD MAYES, R-42ND DISTRICT AND STATE ASSEMBLY REPUBLICAN LEADER; DANTE ACOSTA, R-38TH DISTRICT; SRAR PRESIDENT NANCY STARCZYK; ASSEMBLYWOMAN AUTUMN R. BURKE, D-62ND DISTRICT AND ASSISTANT SPEAKER PRO TEMPORE; AND ASSEMBLY SPEAKER ANTHONY RENDON, D-76TH DISTRICT. COURTESY PHOTO.

Nancy Lulejian Starczyk — widely respected and known for her tireless commitment to her profession, her community and charitable organizations — was selected recently as the “Woman of the Year 2017” for the 38th Assembly District, which spans the Santa Clarita, Simi and northern San Fernando valleys.

Starczyk is the 2017 president of the 9,600-member Southland Regional Association of Realtors. The honor was bestowed by State Assemblyman Dante Acosta during a pause in the Legislature’s business to acknowledge Starczyk, Women’s History Month and the Legislative Women’s Caucus annual award program.

Acosta noted that Starczyk has “devoted the last 28 years to building the community around her through economic engagement and volunteerism.

“Whether it was shaping the business community, volunteering for nonprofits, or singing at local

events, Nancy’s altruism has touched all aspects of the Santa Clarita Valley,” Acosta said. Starczyk lives in Northridge and has sold real estate in Santa Clarita for nearly three decades. She also served multiple terms as chairwoman of the Santa Clarita Valley Division of the Southland Regional Association of Realtors.

She was Association’s Realtor of the Year 2015, and its President’s award recipient 2013 and again in 2016. That same year she was listed as one of the top 51 most influential people in the Santa Clarita Valley. Starczyk, a fulltime Realtor, is also active in the SCV Chamber of Commerce, SCV Youth Project, and the Economic Development Corporation.

Marty Kovacs is the 2017 Chairman of the Santa Clarita Valley Division of the 9,600-member Southland Regional Association of Realtors. David Walker, of Walker Associates, co-authors articles for SRAR. The column represents SRAR’s views and not

necessarily those of The Signal. The column contains general information about the real estate market and is not intended to replace advice from your Realtor or other realty related professionals.



MARTY KOVACS IS THE 2017 CHAIRMAN OF THE SANTA CLARITA VALLEY DIVISION OF THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS. COURTESY PHOTO.

HOMEOWNERS REAP 6% EQUITY HIKE IN 2016

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

Homeowners throughout California saw an average 5.8 percent increase in equity in their home last year, which translates to a gain of about \$26,000 per home.

Indeed, rising equity is a nationwide trend as more homeowners see resale price hikes while the number of “underwater” owners — those with negative equity who owe more than their home’s resale value — continues to shrink.

That’s according to a recent report from CoreLogic, which found that owners with a mortgage during 2016 saw a total increase in equity of about \$783 billion — a nationwide average increase of 11.7 percent over 2015.

With that hike came relief for over 1 million borrowers whose home moved out of negative

equity, bringing the percentage of homeowners with positive equity to 93.8 percent of all mortgaged properties.

Distressed sales — foreclosure-related or short sales — here in the San Fernando Valley have virtually vanished. Of the 468 homes and condominiums that changed owners during February, nearly 95 percent were traditional transactions. A mere 4.3 percent were distressed sales — 11 bank sales resulting from foreclosure and nine short sales, where the lender agreed to a sale price that was less than the outstanding loan balance.

That’s a dramatic improvement from 2012, when the Southland Regional Association of Realtors started tracking local distressed sale statistics. Even with economic recovery already underway at the time, distressed sales at the end of 2012 accounted for 38 percent of total transactions.

Average home equity nationwide increased last year by about \$13,700 per owner, according to CoreLogic. That happened as

homes appreciated in resale value and also as loans were paid down.

The total number of mortgaged properties with negative equity during the fourth quarter of 2016 was 3.17 million, or 6.2 percent of all homes with a mortgage. That was down 2 percent from 3.23 million during the prior quarter and off a whopping 25 percent from 4.23 million homes in 2015.

Home equity gains were strongest in faster-appreciating and higher-priced home markets. Washington and Oregon saw 10.2 percent and 10.3 percent increases, which translated to equity gains of \$31,000 and \$27,000, respectively. California’s 5.8 percent hike was lower than other regions because housing here already is so much more expensive.

Nevada had the highest share of near and negative equity homes at 13.6 percent while Texas reported the lowest at 1.6 percent. Only 3 percent of homes had negative equity throughout the Greater L.A. region

Realtors Proud of Role in Defeat of L.A. Measure S

The 9,600-member Southland Regional Association of Realtors is proud of its role and the outpouring of support of its members in the historic coalition that contributed to the landslide defeat of Measure S on the March 7 ballot.

“Working together we did it! Measure S was resoundingly rejected by nearly 69 percent of Los Angeles voters,” said Nancy Starczyk, president of the Association. “Thank you for helping us spread the message about the measure and inform our local communities about what was at stake.”

Individual Realtors reached out to their clients, walked local communities and contributed to multiple campaigns, including the Coalition to Protect L.A. Neighborhoods and Jobs — No on S.

The positive outcome was a “concrete result of Realtors’

support and willingness to get involved in issues mobilization,” Starczyk said. “Your direct efforts. Your contributions. Your voice and your belief in our message yielded victory.”

Yet Starczyk noted that a more difficult challenge is ongoing — providing housing that is available and affordable to workers throughout the City of Los Angeles. The region is in the grips of a housing crisis, a severe shortage of affordable homes.

“Workers need our help,” she said. “We must increase the housing supply and make housing available and affordable for everyone again.”

Starczyk and Tim Johnson, the Association’s chief

executive officer, agreed that the Association, which serves the San Fernando and Santa Clarita valleys, needs to intensify its work with neighborhood advocates and other groups to bring certainty into the Los Angeles community planning process.

“The effort to defeat Measure S brought together a wide coalition of leaders and organizations from

across the city,” Johnson said. “Now we must work together to identify better solutions to our city’s housing challenges.”



70% BELIEVE NOW IS A GOOD TIME TO SELL

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

On the cusp of the typically hectic spring season, a promising trend has emerged — 69 percent of homeowners think now is a good time to sell.

That notable bumpup nationally is an increase from 56 percent a year ago, according to a recent survey conducted by the National Association of Realtors. Owners in Western states are even more bullish — 77 percent think now is the time to sell.

Not surprisingly, especially here in high-priced, inventory -starved Southern California, those same owners in the West are also the least likely — 61 percent — to think now is a good time to buy.

Realtors know that there are plenty of owners eager to trade up or trade down throughout the San Fernando and Santa Clarita valleys, yet market realities put all owners in a tricky position: Without careful planning and input from a reliable local expert they could wind up selling very quickly, but have no place to go.

“Demand far outpaces supply in many parts of the country right now, which means homeowners will likely sell their home much faster than the time it takes to buy another,” said NAR Chief Economist Lawrence Yun.

“Before listing, it’s best to have a carefully crafted plan in place.”

Multiple years of uninterrupted job gains and hope that the best is yet to

come in 2017 are igniting consumer confidence across the country, the survey found.

Yet, renters also understand a limited inventory and high prices make ownership more difficult if not less likely.

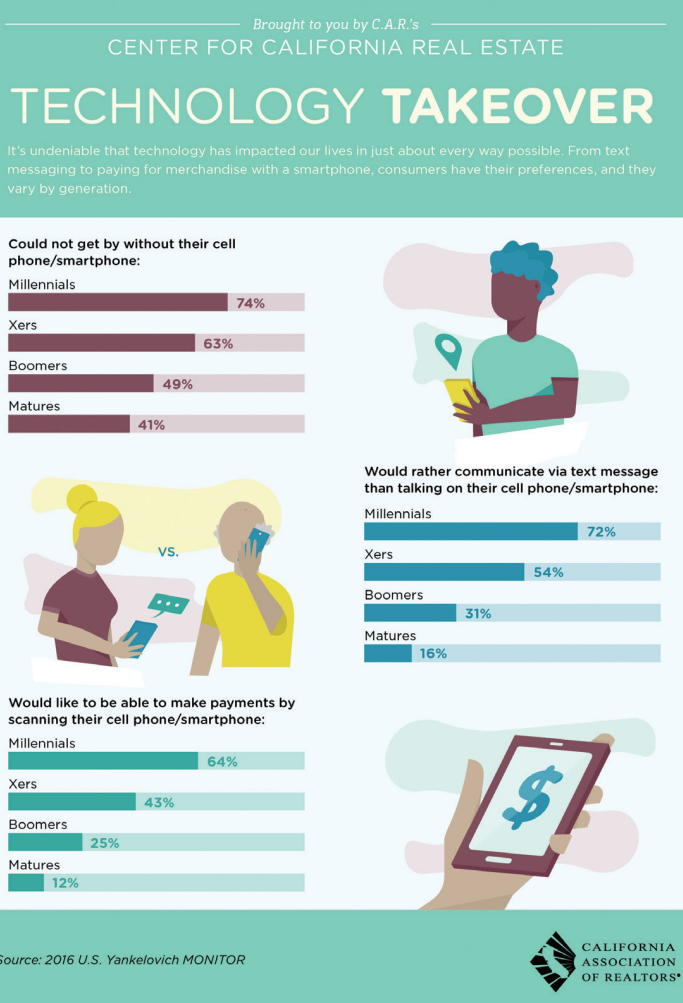
“Inventory conditions are even tighter than a year ago and home prices and mortgage rates are on an uphill climb,” Yun said. “These factors are giving many renter households a pause about it being a good time to buy, even as their job prospects improve and wages grow.”

Without more listings, these constraints will slow or delay some prospective buyers’ pursuit of purchasing a home

AID FOR THOSE WITHOUT CREDIT SCORES

MORTGAGE FINANCING GIANT FREDDIE MAC HAS EXPANDED ACCESS TO CREDIT FOR AMERICAN FAMILIES WITHOUT CREDIT SCORES. BEGINNING IN JUNE, BORROWERS WITHOUT CREDIT SCORES MAY BE ABLE TO EASILY QUALIFY FOR PURCHASE MORTGAGES OR NO-CASH-OUT REFINANCE TRANSACTIONS.

Still, borrowers will have to show payment references, like records showing timely rental or housing payments. Freddie Mac currently allows lenders to manually underwrite mortgage loans to borrowers without credit scores. Now, Freddie Mac will allow automated assessments of such borrowers, which it says will help lenders serve more potential buyers efficiently.



LOW INVENTORY FAVORS OWNERS EAGER TO SELL

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

A strong sellers' market picked up added momentum as the inventory of homes listed for sale throughout the San Fernando and Santa Clarita valleys fell during February to the lowest totals in four years, the Southland Regional Association of Realtors reported Wednesday.

"The tight inventory has made this market so frustrating for buyers," said Nancy Starczyk, the Association's president. "We don't know when this cycle will end, though spring typically brings out more homebuyers, so we're hopeful additional owners will list their property to capture favorable prices."

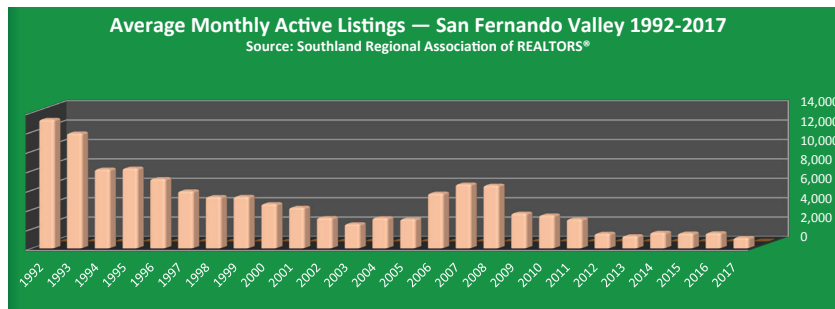
Starczyk said Realtors throughout the region reported strong consumer confidence along with multiple offers on homes that are priced right.

"For many properties, it's red hot out there," she said, noting that recent hikes in interest rates also often bring additional buyers into the market, making the coming months exceptionally favorable for owners who are willing to sell.

In it's monthly sales press releases the Association reported a total of 1,102 active listings of homes and condominiums at the end of February in the San Fernando Valley. That was down 15.2 percent from a year ago. It was the lowest total of any month since March 2013. For comparison,

the record high active listing tally of 14,976 was set in July 1992 as the national economy was in recession. Inventory averaged 3,100 listings per month during the boom market of the early 2000s before rising to 7,730 active listings in October 2007 as the housing bust swept the nation.

Since then, fewer and fewer owners are listing their homes for sale, which limits choices and pushes prices beyond the reach of many buyers, who are desperate for affordable housing. Here's hoping for more listings!



Millennials Want Home Equity Access

Homeowners nationwide are tapping into equity at the fastest rate in eight years, thanks to rising home prices. And millennials are leading the pack of those who are cashing in.

In 2016, the number of homeowners with potentially "tappable" equity rose to 39.5 million—those are borrowers who have at least 20 percent equity in their homes.

Millennials, in particular, are turning to HELOCs—home equity lines of credit—more so than Generation X members or Baby Boomers, according to a recent survey by TD Bank. More than a third of millennials say they're considering applying for a HELOC in the next 18 months. That is more than double the rate than Generation X and nine times higher than Baby Boomers.

Millennials recognize that HELOCs have a good purpose, especially for remodeling. Indeed, remodeling was the number one motivation for taking out a HELOC last year while debt consolidation was number two. Millennials are entering the housing market slower than previous generations.

When they do buy, they often are purchasing lower-cost, fixer-upper homes. As home prices rise, they're pulling out equity from the home to remodel. They say their main motivation to renovate is to increase the value of their home, according to the TD Bank survey.

Millennials are being more reserved in taking out HELOCs. Borrowers who did do cash-out refinances last year still had near 35 percent equity remaining in their home, which is the lowest on record. They also had an average credit score of 750.

Few Listings Limit Home Sales

A tight inventory of homes and condominiums listed for sale — dropping to the lowest monthly tally since 2013 — limited sales throughout the San Fernando Valley during February, the Southland Regional Association of Realtors reported recently.

The 321 single-family homes that closed escrow last month were essentially unchanged from a year ago, down one sale or 0.3 percent.

"The tight inventory has made this market so frustrating for buyers," said Nancy Starczyk, president of the 9,600-member Association. "We don't know when this cycle will end, though spring typically brings out more homebuyers, so we're hopeful additional owners will list their property to capture favorable prices."

Starczyk said Realtors throughout the San Fernando Valley reported strong consumer confidence along with multiple offers on homes that are priced right.

"For many properties, it's red hot out there,"

she said. In addition to the 321 homes that closed escrows during February, local Realtors also assisted the sale of 147 condominium sales. That was up 8.9 percent from a year ago and 8.1 percent ahead of this January.

High prices and tight inventory kept home and condo sales 75.7 percent and 71.9 percent below their respective record highs of 1,321 home sales in December 2011 and 524 condo sales in July 2004.

"Recent sales numbers highlight the realities of a low inventory market and affordability constraints," said Tim Johnson, chief executive officer

of the Southland Regional Association of Realtors. "Rising interest rates typically push more buyers off the fence, but finding an affordable home will remain a challenge." The median price of homes sold during February of \$600,000 was up 7.0 percent from a year ago while the condominium median price of \$399,000 increased 5.0 percent. Both appear to have hit a plateau, posting modest year-to-year increases, but staying below record highs. The record high single-family median price of \$655,000 was set in June 2007 while the condo high of \$415,000 was established in February 2006.

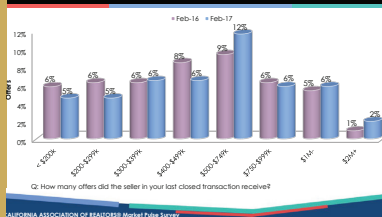
The Association also reported 1,102 active listings of all types of property at the end of February throughout the San Fernando Valley. That was down 15.2 percent from a year ago.

The February active listing total was the lowest of any month since March 2013. For comparison, the record high active listing tally of 14,976 was set in July 1992 as the national economy was in recession. Inventory averaged 3,100 listings per month during the boom market of the early 2000s, before rising to 7,730 active listings in October 2007 as the housing bust swept the nation.

Biggest Concern is Lack of Inventory



3+ Offers Increase in Mid-Range Prices



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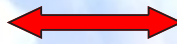
For more information, please contact Oscar Sol at 818-947-2298 or email him at Oscars@srar.com

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Overview of Commercial Real Estate Investment Analysis
May 3, 2017

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To Register
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Tax & Legal Impact on Commercial Real Estate
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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To Register
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December 6, 2017

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RESIDENTIAL PROPERTIES LISTED

1,732

MARCH 2017 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,502

RESIDENTIAL PROP. ESCROW CLOSED

1,167

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	136	217	192	221	256	710	1,732
TOTAL ACTIVE LISTINGS	175	238	210	208	1,165	1,023	2,188
AVERAGE DAYS ON MARKET	80	68	59	64	75	91	79
AVERAGE LIST PRICE IN THOUSANDS	465.4	995.2	1,198.1	735.3	1,775.3	730.4	942.8
MEDIAN LIST PRICE IN THOUSANDS	450.0	730.0	699.0	609.0	879.0	665.0	579.9
BOMS	28	30	33	26	41	108	266
AVERAGE BOM PRICE IN THOUSANDS	390.5	836.1	663.6	539.4	929.6	641.5	674.2
BOM TO SALE RATIO	20.4	25.6	16.0	23.9	22.8	29.3	22.8
EXPIRATIONS	10	11	16	26	21	71	155

PENDING SALES:

NEW ESCROWS OPENED	140	174	158	179	206	645	1,502
TOTAL YTD ESCROWS OPENED	310	440	360	449	451	1,511	3,521
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	45	41	37	31	39	49	43
NEW OPEN ESCROWS AVERAGE LIST PRICE	423.4	849.4	800.6	607.8	804.4	499.4	619.3

CLOSED SALES:

NEW ESCROWS CLOSED	82	147	129	163	140	506	1,167
TOTAL YTD ESCROWS CLOSED	246	373	303	361	348	1,205	2,836
VOLUME OF NEW SALE DOLLARS IN MILLIONS	34,039	118,607	123,334	100,050	120,534	243,434	739,998
VOLUME OF TOTAL YTD SALES IN MILLIONS	101,663	309,424	272,592	216,237	272,259	1,172,175	1,796,558
AVERAGE SALE PRICE IN THOUSANDS	415.1	806.9	956.1	613.8	861.0	751.2	634.1
MEDIAN SALE PRICE IN THOUSANDS	435.0	615.0	635.0	560.0	632.0	568.0	500.0
COOP SALES	65	120	103	130	109	438	965
PERCENT OF COOP SALES	79.3	81.6	79.8	79.8	77.9	86.6	82.7
AVERAGE DAYS ON MARKET	50	50	53	40	43	53	49
SALES AT LIST PRICE	46	77	57	87	58	280	605
PERCENT OF SALES AT LIST PRICE	56.1	52.4	44.2	53.4	41.4	49.2	51.8
SALES TO LISTING INVENTORY RATIO	46.9	61.8	61.4	78.4	41.9	56.7	53.3
FINAL SALE TO NEW LISTING RATIO	60.3	67.7	67.2	73.8	54.7	64.7	67.4

CLOSED SALES TYPE

FORECLOSURE/REO	2	2	1	3	2	10	30
SELLER CONCESSIONS	0	0	0	0	0	0	0
SHORT SALE	1	1	3	2	1	8	11
STANDARD	76	143	123	154	136	632	1,099
OTHER	3	1	2	4	1	11	27

SELLING PRICE RANGE:

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %	
LESS THAN 100,000	67	25	7	19614	24.8
100,000 TO 109,999	54	7	2	18950	15.1
110,000 TO 119,999	7	10	0	N/A	0.0
120,000 TO 139,999	33	14	5	11950	8.3
140,000 TO 159,999	79	13	8	11000	6.0
160,000 TO 179,999	64	40	20	8884	4.7
180,000 TO 199,999	64	46	23	3453	1.7
200,000 TO 249,999	45	89	82	1642	7.4
250,000 TO 299,999	72	145	77	7990	2.5
300,000 TO 349,999	54	111	79	8062	1.9
350,000 TO 399,999	41	122	79	7947	1.5
400,000 TO 449,999	41	123	92	6606	0.7
450,000 TO 499,999	48	135	105	6500	0.9
500,000 TO 549,999	41	142	79	5913	0.8
550,000 TO 599,999	54	135	64	12984	2.0
600,000 TO 699,999	38	186	121	5467	0.5
700,000 TO 799,999	47	158	86	17126	1.7
800,000 TO 899,999	43	106	57	20507	2.2
900,000 TO 999,999	67	80	33	8930	23.8
1,000,000 TO 1,999,999	49	312	116	59212	3.1
MORE THAN 2,000,000	81	191	29	329392	7.7
TOTALS	49	2188	628	22355	0.8

LISTINGS

4,243

2016 RMLS TOTAL - \$ VOLUME

\$1,796,558,000

SALES

2,857

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

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

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

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

	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	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	1,732	1,167	739.9	67.4						
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	1,165	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	17,361	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 MARCH 2017

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	104	139	142	180	205	770	581	1,351
Total Active Listings	119	163	155	171	280	888	848	1,736
Average Days on Market	75	73	54	62	78	69	94	81
Average List Price in Thousands	516.4	1,208.7	1,453.8	795.5	2,016.5	1,333.8	771.3	1,059.0
Median List Price in Thousands	475.0	949.0	979.0	675.0	1,049.9	769.0	436.0	650.0
BOMS	13	14	29	18	29	103	87	190
Average BOM Price in Thousands	465.4	1,281.2	686.0	562.5	1,082.9	829.2	664.2	753.7
BOM to Sale Ratio	21.3	14.7	30.5	14.8	27.6	21.5	21.8	21.7
Expirations	9	8	11	21	18	67	63	130
PENDING SALES								
New Escrows Opened	102	101	111	139	157	610	515	1,125
Total YTD Escrows Opened	228	269	249	340	346	1,432	1,199	2,631
New Open Escrows Average Days on Market	34	41	39	33	40	37	50	43
New Open Escrows Average List Price	449.0	1,116.9	959.5	653.7	921.4	820.7	521.2	683.6
CLOSED SALES:								
New Escrows Closed	61	95	95	122	105	478	399	877
Total YTD Escrows Closed	181	245	209	276	257	1,168	945	2,113
Volume of New Sales Dollars in Millions	27.533	95.313	109.625	82.397	106.342	421.210	191.545	612.756
Volume of total YTD Sales in Millions	80.847	250.579	231.719	180.786	233.629	977.560	494.552	1,472.112
Average Sale price in Thousands	451.4	1,003.3	1,154.0	675.4	1,012.8	881.2	480.1	698.7
Median Sale Price in Thousands	445.0	800.0	765.0	650.0	725.0	671.5	365.0	555.0
Coop Sales	49	76	73	96	83	377	343	720
Percent of Coop Sales	80.3	80.0	76.8	78.7	79.0	78.9	86.0	82.1
Average Days on Market	48	51	55	46	46	49	56	52
Sales at List Price	32	51	40	67	40	230	220	450
Percent of Sales at List Price	52.5	53.7	42.1	54.9	38.1	48.1	55.1	51.3
Sales to Listing Inventory Ratio	51.3	58.3	61.3	71.3	37.5	53.8	47.1	50.5
Final Sale to New Listing Ratio	58.7	68.3	66.9	67.8	51.2	62.1	68.7	64.9
CLOSED SALES TYPE								
Foreclosure/REO	1	1	0	2	2	6	16	22
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	1	3	2	0	6	1	7
Standard	58	92	90	116	103	459	367	826
Other	2	1	2	2	0	7	15	22

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH 2017

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	32	78	50	41	51	252	129	381
Total Active Listings	56	75	55	37	54	277	175	452
Average Days on Market	92	58	71	73	62	70	75	72
Average List Price in Thousands	356.9	531.1	477.5	456.9	524.6	474.1	532.3	496.6
Median List Price in Thousands	360.0	520.0	399.0	459.0	450.0	436.9	435.0	435.0
BOMS	15	16	4	8	12	55	21	76
Average BOM Price in Thousands	325.5	446.7	501.0	487.2	559.1	448.0	547.5	475.5
BOM to Sale Ratio	71.4	30.8	11.8	19.5	34.3	30.1	19.6	26.2
Expirations	1	3	5	5	3	17	8	25
PENDING SALES								
New Escrows Opened	38	73	47	40	49	247	130	377
Total YTD Escrows Opened	82	171	111	109	105	578	312	890
New Open Escrows Average Days on Market	75	42	33	22	38	41	45	42
New Open Escrows Average List Price	354.6	479.3	425.2	448.3	429.4	434.9	413.1	427.4
CLOSED SALES:								
New Escrows Closed	21	52	34	41	35	183	107	290
Total YTD Escrows Closed	65	128	94	85	91	463	260	723
Volume of New Sales Dollars in Millions	6.506	23.294	13.709	17.653	14.192	75.353	51.889	127.242
Volume of total YTD Sales in Millions	20.816	58.845	40.873	35.451	38.630	194.615	129.831	324.446
Average Sale price in Thousands	309.8	448.0	403.2	430.6	405.5	411.8	484.9	438.8
Median Sale Price in Thousands	277.0	430.0	370.0	420.0	400.0	395.0	410.0	399.0
Coop Sales	16	44	30	34	26	150	95	245
Percent of Coop Sales	76.2	84.6	88.2	82.9	74.3	82.0	88.8	84.5
Average Days on Market	55	47	45	23	32	39	44	41
Sales at List Price	14	26	17	20	18	95	60	155
Percent of Sales at List Price	66.7	50.0	50.0	48.8	51.4	51.9	56.1	53.4
Sales to Listing Inventory Ratio	37.5	69.3	61.8	110.8	64.8	66.1	61.1	64.2
Final Sale to New Listing Ratio	65.6	66.7	68.0	100.0	68.6	72.6	82.9	76.1
CLOSED SALES TYPE								
Foreclosure/REO	1	1	1	1	0	4	4	8
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	1	0	0	0	1	2	2	4
Standard	18	51	33	38	33	173	100	273
Other	1	0	0	2	1	4	1	5

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR MARCH 2017

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	12	9	68	38	23	68	17	78	313	84	397
Total Active Listings	23	16	78	32	31	59	17	71	327	126	453
Average Days on Market	105	69	102	78	65	56	41	60	74	88	78
Average List Price in Thousands	692.7	1,180.4	733.1	792.1	761.5	687.9	880.5	852.5	786.0	545.8	719.2
Median List Price in Thousands	575.0	869.0	617.2	629.0	615.0	659.0	810.0	715.0	660.0	405.0	620.0
BOMS	3	1	9	4	4	9	4	8	42	13	55
Average BOM Price in Thousands	395.6	869.0	503.9	500.7	502.2	667.0	724.5	710.3	599.7	408.6	554.5
BOM to Sale Ratio	21.4	20.0	19.1	19.0	30.8	18.8	50.0	17.0	20.7	16.5	19.5
Expirations	0	3	8	2	0	5	3	3	24	7	31

PENDING SALES

New Escrows Opened	17	9	56	35	16	53	10	60	256	79	335
Total YTD Escrows Opened	42	19	139	71	35	129	27	138	600	201	801
New Open Escrows Average Days on Market	92	80	28	58	34	29	31	27	39	50	42
New Open Escrows Average List Price	496.1	667.8	554.9	551.1	681.6	656.0	905.3	662.4	622.2	402.6	570.4

CLOSED SALES:

New Escrows Closed	14	5	47	21	13	48	8	47	203	79	282
Total YTD Escrows Closed	25	13	105	49	31	102	23	109	457	176	633
Volume of New Sales Dollars in Millions	6.414	2.741	25.446	10.920	8.008	27.531	6.228	29.421	116.709	32.948	149.657
Volume of total YTD Sales in Millions	11.298	7.472	56.098	25.041	19.221	59.313	16.904	69.222	264.571	68.756	333.327
Average Sale price in Thousands	458.2	548.2	541.4	520.0	616.0	573.6	778.5	626.0	574.9	417.1	530.7
Median Sale Price in Thousands	445.0	620.0	485.0	527.0	475.0	535.0	775.0	595.0	535.0	309.0	505.0
Coop Sales	14	5	43	18	10	40	6	38	174	72	246
Percent of Coop Sales	100.0	100.0	91.5	85.7	76.9	83.3	75.0	80.9	85.7	91.1	87.2
Average Days on Market	201	76	92	86	112	94	120	83	99	103	100
Sales at List Price	5	2	25	11	7	31	2	28	111	41	152
Percent of Sales at List Price	35.7	40.0	53.2	52.4	53.8	64.6	25.0	59.6	54.7	51.9	53.9
Sales to Listing Inventory Ratio	60.9	31.3	60.3	65.6	41.9	81.4	47.1	66.2	62.1	62.7	62.3
Final Sale to New Listing Ratio	116.7	55.6	69.1	55.3	56.5	70.6	47.1	60.3	64.9	94.0	71.0

CLOSED SALES TYPE

Foreclosure / REO	2	1	4	0	0	2	0	1	10	0	10
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	1	0	0	0	0	1	0	0	2	3	5
Standard	11	4	43	21	13	45	8	46	191	74	265
Other	0	0	0	0	0	0	0	0	0	2	2

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH 2017

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	1	0	24	2	18	19	7	44	115	8	123
Total Active Listings	1	0	18	1	16	13	10	28	87	17	104
Average Days on Market	2	0	30	15	17	50	44	52	39	86	46
Average List Price in Thousands	443.7	0.0	422.0	210.0	297.5	506.4	422.1	445.4	417.1	504.9	431.4
Median List Price in Thousands	443.7	0.0	340.0	210.0	301.0	479.0	399.9	435.0	399.0	470.0	399.9
BOMS	0	0	6	1	2	0	3	5	17	4	21
Average BOM Price in Thousands	0.0	0.0	355.3	665.0	315.0	0.0	405.3	462.7	409.2	384.8	404.5
BOM to Sale Ratio	0.0	0.0	22.2	50.0	8.3	0.0	50.0	11.9	14.2	40.0	16.2
Expirations	0	0	0	0	0	0	1	3	4	3	7

PENDING SALES

New Escrows Opened	0	0	22	5	14	13	6	40	100	8	108
Total YTD Escrows Opened	1	0	75	8	50	37	18	112	301	21	322
New Open Escrows Average Days on Market	0	0	27	24	44	13	49	18	25	34	26
New Open Escrows Average List Price	0.0	0.0	324.9	452.0	292.4	360.7	389.0	418.2	372.5	438.7	377.4

CLOSED SALES:

New Escrows Closed	0	0	27	2	24	19	6	42	120	10	130
Total YTD Escrows Closed	1	0	67	4	49	25	14	101	261	23	284
Volume of New Sales Dollars in Millions	0.000	0.000	8.497	1.030	7.304	8.025	2.226	17.014	44.097	4.416	48.513
Volume of Total YTD Sales in Millions	0.490	0.000	21.503	1.690	14.495	10.058	5.275	41.006	94.517	9.031	103.548
Average Sale price in Thousands	0.0	0.0	314.7	515.0	304.3	422.4	371.1	405.1	367.5	441.6	373.2
Median Sale Price in Thousands	0.0	0.0	290.0	365.0	289.9	389.0	378.0	408.0	345.0	272.0	340.0
Coop Sales	0	0	25	2	21	17	6	36	107	9	116
Percent of Coop Sales	0.0	0.0	92.6	100.0	87.5	89.5	100.0	85.7	89.2	90.0	89.2
Average Days on Market	0	0	91	72	77	132	118	67	87	83	87
Sales at List Price	0	0	21	1	12	13	3	26	76	6	82
Percent of Sales at List Price	0.0	0.0	77.8	50.0	50.0	68.4	50.0	61.9	63.3	60.0	63.1
Sales to Listing Inventory Ratio	0.0	0.0	150.0	200.0	150.0	146.2	60.0	150.0	137.9	58.8	125.0
Final Sale to New Listing Ratio	0.0	0.0	112.5	100.0	133.3	100.0	85.7	95.5	104.3	125.0	105.7

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	2	0	0	2	0	2
Standard	0	0	26	2	24	17	6	42	117	10	127
Other	0	0	1	0	0	0	0	0	1	0	1

MARCH 2017 SCV RESIDENTIAL MLS SUMMARY										
MONTHLY RESIDENTIAL SALES STATISTICS										
RESIDENTIAL PROPERTIES LISTED 520	RESIDENTIAL PROP. ESCROW OPENED 443									RESIDENTIAL PROP. ESCROW CLOSED 412
	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT
ACTIVE INVENTORY:										
NEW LISTINGS	13	9	92	40	41	87	24	122	428	92
TOTAL ACTIVE LISTINGS	24	16	96	33	47	72	27	99	414	143
AVERAGE DAYS ON MARKET	101	69	88	76	48	55	42	57	67	88
AVERAGE LIST PRICE IN THOUSANDS	682.3	1,180.4	674.7	774.5	603.5	655.1	710.7	737.4	708.5	541.0
MEDIAN LIST PRICE IN THOUSANDS	565.0	869.0	575.0	629.0	520.0	620.0	625.0	649.9	615.0	419.0
BOMS	3	1	15	5	6	9	7	13	59	17
AVERAGE BOM PRICE IN THOUSANDS	395.6	869.0	444.5	533.6	439.8	667.0	587.7	615.1	544.8	403.0
BOM TO SALE RATIO	21.4	20.0	20.3	21.7	16.2	13.4	50.0	14.6	18.3	19.1
EXPIRATIONS	0	3	8	2	0	5	4	6	28	10
PENDING SALES:										
NEW ESCROWS OPENED	17	9	78	40	30	66	16	100	356	87
TOTAL YTD ESCROWS OPENED	43	19	214	79	85	166	45	250	901	222
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	92	80	28	54	38	26	38	24	35	49
NEW OPEN ESCROWS AVERAGE LIST PRICE	496.1	667.8	490.0	538.7	500.0	597.8	711.7	564.7	552.0	405.9
CLOSED SALES:										
NEW ESCROWS CLOSED	14	5	74	23	37	67	14	89	323	89
TOTAL YTD ESCROWS CLOSED	26	13	172	53	80	127	37	210	718	199
VOLUME OF NEW SALE DOLLARS IN MILLIONS	6.414	2.741	33.943	11.950	15.312	35.556	8.454	46.434	160.806	37.364
VOLUME OF TOTAL YTD SALES IN MILLIONS	11,788	7,472	77,601	26,731	33,716	69,371	22,179	110,229	359,088	77,787
AVERAGE SALE PRICE IN THOUSANDS	458.2	548.2	458.7	519.6	413.8	530.7	603.9	521.7	497.9	419.8
MEDIAN SALE PRICE IN THOUSANDS	445.0	620.0	448.0	527.0	325.0	514.9	645.0	503.5	475.0	307.5
COOP SALES	14	5	68	20	31	57	12	74	281	81
PERCENT OF COOP SALES	100.0	100.0	91.9	87.0	83.8	85.1	85.7	83.1	87.0	91.0
AVERAGE DAYS ON MARKET	201	76	91	85	90	105	119	75	95	101
SALES AT LIST PRICE	5	2	46	12	19	44	5	54	187	47
PERCENT OF SALES AT LIST PRICE	35.7	40.0	62.2	52.2	51.4	65.7	35.7	60.7	57.9	52.8
SALES TO LISTING INVENTORY RATIO	58.3	31.3	77.1	69.7	78.7	93.1	51.9	78.0	89.9	62.2
FINAL SALE TO NEW LISTING RATIO	107.7	55.6	80.4	57.5	90.2	77.0	58.3	73.0	75.5	96.7
CLOSED SALES TYPE										
FORECLOSURE/REO	2	1	4	0	0	2	0	1	10	0
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0
SHORT SALE	1	0	0	0	0	3	0	0	4	3
STANDARD	11	4	69	23	37	62	14	88	308	84
OTHER	0	0	1	0	0	0	0	0	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	53	4	3	2	24389	19.7				
100,000 TO 109,999	155	0	0	0	15000	12.5				
110,000 TO 119,999	0	1	0	0	N/A	0.0				
120,000 TO 139,999	37	2	1	1	10800	8.0				
140,000 TO 159,999	27	4	4	0	605	0.5				
160,000 TO 179,999	27	2	4	2	327	0.2				
180,000 TO 199,999	54	4	8	5	34407	13.9				
200,000 TO 249,999	56	25	17	12	166548	10.3				
250,000 TO 299,999	35	16	47	20	460	0.0				
300,000 TO 349,999	56	35	39	17	7771	29.5				
350,000 TO 399,999	31	32	28	17	9598	2.3				
400,000 TO 449,999	39	35	47	27	7783	1.7				
450,000 TO 499,999	41	56	53	21	8845	1.8				
500,000 TO 549,999	53	43	39	18	6288	1.1				
550,000 TO 599,999	44	40	28	14	5199	0.9				
600,000 TO 699,999	50	91	42	26	16181	2.4				
700,000 TO 799,999	39	59	24	14	29620	3.5				
800,000 TO 899,999	40	21	11	4	15681	1.7				
900,000 TO 999,999	46	17	5	3	92000	8.9				
1,000,000 TO 1,999,999	45	60	11	8	105633	7.2				
MORE THAN 2,000,000	0	10	0	0	N/A	0.0				
TOTALS	44	557	412	208	18637	0.6				
2016 RMLS TOTAL - \$ VOLUME										
\$436,875,000										
SALES 924										

*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	520	412	198.1	79.2
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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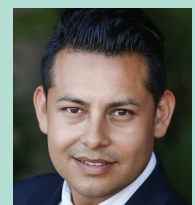
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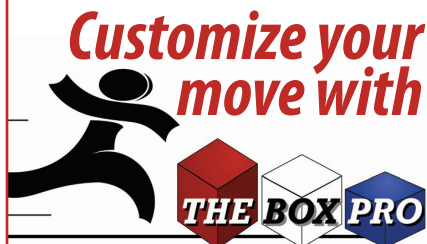
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AREA MEETING ANNOUNCEMENTS

OUTWEST

Fridays

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

Co-Chair: Ron Henderson
Phone: (818) 999-3981

Education Chairman: Ian Mayers
Phone: (818) 298-3405

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
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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

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
Co-Chairperson: Dean Vincent-dean@deanvincent.com
Co-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