May/June 2017

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

VALLEY MEDIAN HOME PRICE CRACKS RECORD.... Pg. 3

Volume 97 • Issue 5

OPPORTUNITY KNOCKS FOR YOU TO GET INVOLVED IN LEADERSHIP

The Southland Regional AOR wants you to have a voice to advocate for its membership by applying for the Board of Directors! If this sounds interesting to you, the application is available NOW for the 2018/2019 term on the Board of Directors. We need YOU! **Click here** for more information including requirements and application.

Old Fashioned Cashier's Check a Solid Safeguard Against Wire Fraud

Wiring money when a home is about to change owners is fast and convenient ... just ask the crooks who every year rip off hundreds of people throughout Greater Los Angeles.

At stake could be tens of thousands or even hundreds if thousands of dollars, said Edward Navarro. In one instance, he said, a university lost $1 million to wire fraud.

"If lost, what are you going to do? How will you get it back?" he asked. "Use of bank cashier's checks eliminates the problem. But if you do wire, then let's see what we have to do to mitigate the risk."

Navarro is an escrow professional by day who also volunteers with the real estate team of the County of Los Angeles Sheriff's Department fraud detail in the Commercial Crimes Bureau.

He was the keynote speaker at a recent meeting held in Valencia of the Southland Regional Association of Realtors' risk management committee.

Navarro said victims of the more than 500 real estate wire fraud cases the Sheriff investigates each year have about 36 hours to discover the con and seek immediate assistance. Here's how it works: A con artist phishes for real estate pros with an attachment that, if clicked, inserts a bot in the computer that notifies the thief if it spots vital information, such as contact info and when an escrow is expected to close.

Edward Navarro

The thief then swoops in via email, disguised as the real estate professional, to tell a buyer to send money to a different bank.

Funds misdirected to a felon's bank account can be ordered held if law enforcement and a judge act quickly. After 36 hours, Navarro said, most likely the money is out of the country, off shore … gone!

Here are tips to prevent wire fraud:

- Real estate professionals need to **avoid using unsecured wireless** systems to convey vital client and financial information. That includes most coffee shops—a favorite office alternative.
- **Update anti-virus programs weekly.** Cons quickly adapt, working around any fire wall.
- Consider using **fax instead of email.** Phones lines could be tapped, but faxes generally will be more secure. Texting is less risky, too.
- **Change passwords often** — at least every three months, but preferably more frequently.
- **Call to verify** all transactions, but especially any last-minute changes to wiring instructions.
- Importantly, **every real estate office needs to create a tracking system:** confirm everything, check on departure and arrival of funds.
- **Create an emergency plan,** what to do if money vanishes.
- **If hit, immediately contact police or the Sheriff and the FBI.** Navarro said the Sheriff is creating a strike task force that can have a warrant delivered to a bank ordering it not to release funds.
- **Consider obtaining cyber crime insurance.**

"You've got to be aware," Navarro said. "They are always attacking you."

Attendees at the Valencia risk management meeting included, pictured left to right: Steve White, 2017 president-elect, California Association of Realtors; Bob Kellar, Realtor and council member, City of Santa Clarita; Nancy Starczyk, 2017 president Southland Regional Association of Realtors; and Marty Kovaks, 2017 chairman, Santa Clarita Valley Division of SRAR.

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

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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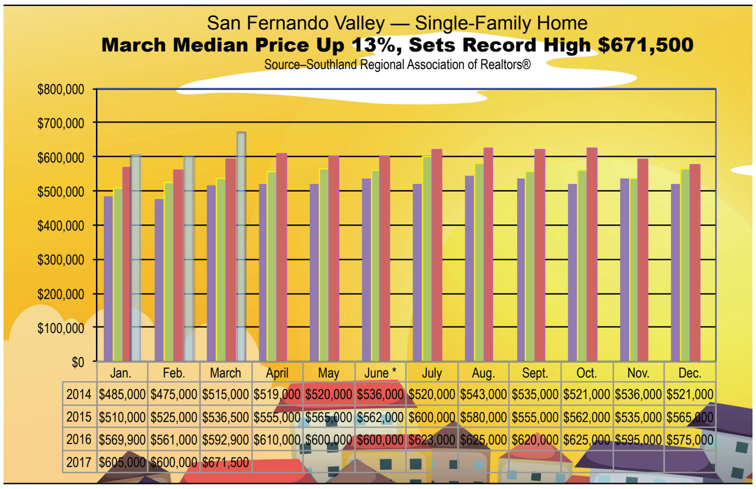
VALLEY MEDIAN HOME PRICE CRACKS RECORD

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

The median price of homes that closed escrow during March throughout the San Fernando Valley set a record high $671,500, the Southland Regional Association of Realtors reported.



	Jan.	Feb.	March	April	May	June *	July	Aug.	Sept.	Oct.	Nov.	Dec.
2014	$485,000	$475,000	$515,000	$519,000	$520,000	$536,000	$520,000	$543,000	$535,000	$521,000	$536,000	$521,000
2015	$510,000	$525,000	$536,500	$555,000	$565,000	$562,000	$600,000	$580,000	$555,000	$562,000	$535,000	$565,000
2016	$569,900	$561,000	$592,900	$610,000	$600,000	$600,000	$623,000	$625,000	$620,000	$625,000	$595,000	$575,000
2017	$605,000	$600,000	$671,500									

The median was up 13.3 percent from a year ago March. It also was 2.5 percent higher than the prior record of $655,000 set in June 2007, the height of that decade's boom housing market.

For most of 2016 the home median price was stuck on a plateau in the low $600,000 range as buyers resisted paying more and the pool of buyers who could afford rising prices in all price ranges shrank.

"It's age old supply and demand at work," said Nancy Starczyk, president of the 9,600-member Southland Regional Association of Realtors. "Demand for housing is high and buyers outnumber the supply of homes listed for sale, which leads to dreaded bidding wars."

Buyers able to pay the most get the prize, yet the region sees rents rising rapidly and workers with fewer housing options.

Southern California remains a draw thanks to its fine weather, access to mountains and beaches, and vibrant economy, Starczyk said, yet few newcomers appreciate that housing is so much more expensive than the rest of the nation, that options for new construction are few, and that local communities resist higher density.

The median price of homes sold may have set a new record, but sales remained dramatically lower than a decade ago.

A total of 478 single-family homes changed owners last month—63.8 percent below the record high of 1,321 home sales set in August 2003.

'Thank You!' Charity Golf Supporters

More than 115 players from the San Fernando and Santa Clarita valleys networked, made new friends, drove, chipped and putted recently to make the Southland Regional Association of Realtors' 2017 Charity Golf Classic a stunning success.

It could not have happened without the support of hundreds of Realtors, sponsors, affiliate members, volunteers and staff.

From left to right, Gary Washburn, SRAR president-elect; Pat "Ziggy" Zicarelli, past president of SRAR and the California Association of Realtors; Nancy Starcyk, 2017 SRAR president; M. Dean Vincent, chairman-elect Santa Clarita Valley Division of SRAR.

Because of the generous support, SRAR's Charitable Foundation will extend handsome donations to Genesis House, a project of the Hope of the Valley Rescue Mission, and Bridge to Home, Homeless Services, which serves the Santa Clarita Valley. Genesis House provides housing and counseling for homeless mothers with children from the San Fernando and Santa Clarita valleys.

2017 Charity Golf Classic Categories and Sponsors included: Ace CRMLS; **Eagle** Shane, Di Giuseppe & Rodgers, SUPRA; **Birdie** The Box Pro, Carlson Law Group, Inc., Keller Williams Realty; **Hole** Spile, Leff & Goor, LLP, Chiquita Canyon Landfill; Crestico Funding, Mel Wilson & Associates, Re/Max Olson & Associates, Nordhagen & Daughters Exterminators; **Photos/Lunch** Lela Leong/Loans by Lela; **Hole-In-One** Frontier Toyota. Thank you!

HOUSING MINUS DISCRIMINATION

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

Anyone seeking housing whether buying or renting—has a right to expect that housing will be available without discrimination or limitation.

That right extends to everyone—regardless of race, color, religion, sex, handicap, familial status, or national origin.

With every right, comes responsibilities: **Home sellers or landlords** have a responsibility not to discriminate in the sale, rental and financing of property. Under the law, a home seller or landlord cannot establish discrimina- tory terms or conditions in the purchase or rental, deny that housing is available, or advertise that the property is available only to certain people.

Home seekers have the right to expect:

- Housing in any price range made available without discrimination;
- Equal professional service;
- The opportunity to consider a broad range of housing choices;
- No discriminatory limitations on communities or locations of housing;
- No discrimination in the financing, appraising, or insuring of housing
- Reasonable accommodations in rules, practices and procedures for persons with disabilities;
- Non-discriminatory terms and conditions for the sale, rental, financing, or insuring of a dwelling;
- To be free from harassment or intimidation for exercising fair housing rights.

Real estate licensees are prohibited by law from discriminating, but Realtors willingly take on added duties. Realtors agree to conduct business in accordance with a strict code of ethics, which includes firm support for equal opportunity in housing.

Local associations of Realtors have a responsibility to enforce the code of ethics through professional standards procedures and corrective action.

To report discrimination in housing, contact the nearest office of the U.S. Dept. of Housing and Urban Development or go online to **http://www.hud.gov.**

BUYERS RUSH FOR CONDOS, PUSH SALES UP 45%

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Buyers throughout the Santa Clarita Valley during March snapped up condominiums with the 120 closed escrows up 44.6 percent over a year ago and 62.2 percent ahead of February, the Southland Regional Association of Realtors reported Tuesday

The month-tomonth increase reflects seasonal patterns, but the last three months have seen strong activity in condominium resales.

"Clients tell me their push for condominiums is simple—condos are more affordable than single-family homes," said Martin "Marty" Kovacs, chairman of the Santa Clarita Valley Division of the Southland Regional Association of Realtors. "And higher priced homes make qualifying for a loan much more difficult."

The median price of condominiums sold during March in Santa Clarita came in at $345,000, which was up 4.5 percent over a year ago and 1.8 percent ahead of February.

For comparison, the median price of single family homes in Santa Clarita that changed owners during March was $535,000, up 2.9 percent above March 2016.

Prices throughout Santa Clarita appear to have hit a plateau and remain below record highs by double-digit numbers: the March single-family home median price was 16.8 percent below the record high of $643,000, set in April 2006; and the March condominium median came in 13.1 percent below the record of $397,000, which was set in January 2006.

A total of 203 single-family homes changed owners during March. That was unchanged from a year ago, yet up 53.8 percent from February, a dramatic leap in line with seasonal increases.

Home and condominium sales have been hampered by a severely limited inventory of properties listed for sale. There were a mere 414 active listings in Santa Clarita at the end of March on the Association's Multiple Listing Service.

That was down 19.4 percent from a year ago and represented a 1.3-month supply at the current pace of sales.

Inventory typically increases as the peak homebuying summer season approaches, yet the March inventory, while up from February, was closer to the record low monthly tally of 312 listings reported in March 2013.

For comparison, the record high monthly total was set in September 2006 with 2,630 active listings.

Pending escrows—a measure of future sales activity—totaled 356 open escrows. That was down 8.7 percent from a year ago.

Distressed sales represent a minor part of the local resale market.

Of the 323 home and condominium sale reported during March, 95.4 percent were standard sales involving traditional buyers and sellers. There were 10 foreclosure-related transactions, capturing a 3.1 percent share of the market, and four short sales, for a 1.2 percent market share

March Sales Up 2%, Median Price Hits Record $671,500

The median price of homes that closed escrow during March throughout the San Fernando Valley set a record high of $671,500, the Southland Regional Association of Realtors reported Tuesday.

The median rose 13.3 percent from a year ago. It also was 2.5 percent higher than the prior record of $655,000 set in June 2007, the height of last decade's boom housing market.

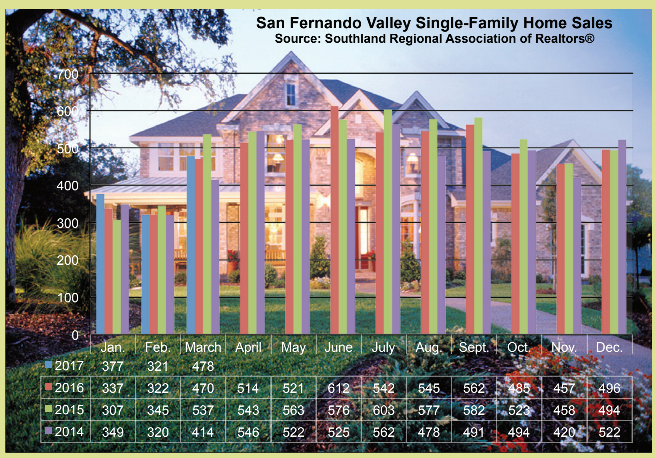
"It's age old supply and demand at work," said Nancy Starczyk, president of the 9,600-member Southland Regional Association of Realtors. "Demand for housing is high and buyers outnumber the supply of homes listed for sale, which leads to dreaded bidding wars.

"Southern California remains a draw thanks to its fine weather, access to mountains and beaches, and vibrant economy," Starczyk said. "Yet few newcomers appreciate that housing is so much more expensive here than the rest of the nation, that options for new construction are limited, and that local communities resist higher density."

The 478 closed escrows were up 1.7 percent from a year ago and, following seasonal patterns, 48.9 percent higher than this February. Realtors also assisted the sale of 183 condominiums during March, down 3.2 percent from a year ago, yet 24.5 percent higher than February. The median price of condominiums came in at $395,000, up 3.4 percent from 12 months ago yet off 1.0 percent from February. The March condominium median price was 4.8 percent below the record high of $415,000 set in May 2009.

The inventory of properties listed for sale on the Association's Multiple Listing Service rose 5.7 percent from the February total, which was the lowest in five years. Yet the 1,165 active listings were down 12.7 percent from March 2016, representing a mere 1.8-month supply at the current pace of sales.

A 6-month supply was the standard over 30 years, but since 2012 the supply rarely has risen close to a 4-month supply, typically hovered just above 2 months, and occasionally, as happened in March, dropped below a 2-month inventory.



	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
2017	377	321	478									
2016	337	322	470	514	521	612	542	545	562	485	457	496
2015	307	345	537	543	563	576	603	577	582	523	458	494
2014	349	320	414	546	522	525	562	478	491	494	420	522

March 2017 Single-family home sales increased 1.7 percent over a year ago even as the median price increased 13.3 percent to a record high $671,500, beating the prior record set in June 2007.

EMPLOYERS SAY TALENT LOST DUE TO HOUSING COST

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

Major Los Angeles employers believe the region's escalating home prices are hindering senior-level recruitment and erecting barriers to attracting and retaining top talent, a recently released study found.

Indeed, high housing costs are deterring top talent from entering the Los Angeles job market, and leading to higher costs in recruiting and retaining employees, according to the survey released by Raphael Bostic, a USC Price School of Public Policy professor and the newly appointed head of the Atlanta Federal Reserve.

Bostic led a team of USC researchers in surveying major L.A. employers accounting for nearly 200,000 jobs in key sectors including utilities, healthcare, education, government, engineering and finance.

The resulting report, "The Affordable Housing Crisis in Los Angeles: An Employer Perspective," released in partnership with the Los Angeles Business Council, focuses on how the high cost of housing in the region has affected employers and puts forth key recommendations.

"This study shows that high housing costs are burdening our leading employers, either by having to develop special hiring packages, or subsidizing transportation and relocation costs," Bostic said. "Though we have yet to see a critical mass of businesses priced out of the region, this is an area of concern."

Nearly 60 percent of employers surveyed cited the region's high cost of living as impacting employee retention, and 75 percent cited housing costs specifically as an area of concern.

The impact of high housing costs is most apparent when employers try to recruit top talent: 64 percent of employers report that they include cost of living when negotiating hiring packages for high-level employees.

To address the strain on L.A.'s limited housing supply, the report recommends examining successful employer-sponsored housing projects, such as the LAUSD affordable housing apartments completed in 2016. It also makes a strong case for investing in higher-density housing at a range of prices near key transit centers.

Other recommendations included: reducing parking requirements for new development, identifying single-story buildings housing projects, such as the LAUSD affordable housing apartments completed in 2016. It also makes a strong case for investing in higher-density housing at a range of prices near key transit centers.

Other recommendations included: reducing parking requirements for new development, identifying single-story buildings that could be modified to support housing, exploring innovative transportation solutions, and encouraging employers to engage with community and government groups around housing construction projects that could benefit their workers.

"This report provides compelling evidence for the need of well-designed, affordable homes connected to quality transportation, education and jobs," said Jacqueline Waggoner, vice president and Southern California market leader of Enterprise Community Partners, Inc.

"The burden of high housing costs not only impacts our quality of life, it threatens our economic foundation."

The problem is not unique to Los Angeles — nearly every metropolitan area is burdened by high housing costs.

Nationwide, more than 10 million households pay more than half their income in housing costs.

Besides impacting employers' bottom lines, housing costs negatively affect employee's satisfaction and productivity. Pushed out of housing markets closer to jobs, workers have to undergo long and taxing commutes.

Nearly every employer surveyed reported that more than 25 percent of their employees spent more than 90 minutes getting to and from work.

ABCs—and Ds—of Building a Relationship Based on Trust

The challenge for every Realtor, indeed every real estate professional, is to forge a strong, lasting relationship with clients based on one thing and one thing only — trust.

"Let's simplify the entire idea of risk management," said Kathy Mehringer, one of four members of the Southland Regional Association of Realtors' Risk Management Committee. "If we're good communicators, if we do our job, if clients like us, then usually clients will be happy with us.

"But trust is something we have to earn every day and with every client," she said.

That's why Mehringer offered what she called the "ABCs of real estate" and attorney Steven Spile, who is the committee chair, took it a step farther with a list of "Ds."

First, Merhinger said, "assume nothing." Never assume any client understands the real estate process. How could a buyer or seller fully appreciate what a real estate professional knows, has learned and experienced through the course of dozens or hundreds of transactions? Clients are unlikely to truly understand the meaning of "due diligence" or what it means if a contingency is removed.

"They have to understand the whole picture," she said. "And don't assume the agent on the other side knows what they're doing. … Always be prepared to do all of the work."

Next, believe no one," she said. "When the other agent tells you something, don't believe it. Believe only what's in writing. …That's what you're supposed to do. All this verbal mumbo jumbo drives me nuts."

Kathy Mehringer

Steven Spile

That transitions to Mehringer's "C," which is for Realtors to "confirm everything in writing. "That includes changes, forms, everything," she said. "I see agents getting into disputes because of what he or she said they would do. Do the ABCs and you'll be a much happier real estate agent and you'll be on your way to earning your client's trust."

Spile tacked multiple "Ds" onto Mehringer's list: discover the facts, differentiate what a licensee should or should not do, disclose all pertinent information, document everything, and be diligent in protecting a client's interests. Both stressed the need to pay special attention to social media, especially as its use becomes ubiquitous and how it relates to being a professional.

"If we're going to use email," Mehringer said, "we need to treat it as a professional means of communication." That includes using a salutation, proper punctuation, avoiding use of acronyms, and providing the full, proper name of vital documents.

"Don't assume a client knows what an acronym stand for," she said, noting that professional communication and using proper grammar not only lower the risk of conflicts and misunderstandings – plus, emails are discoverable in a legal action – but also elevate the status of the entire real estate profession.

FREE for SRAR Members!!

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

Save The Date!!

2017 REALTOR® EXPO

The Odyssey: 15600 Odyssey Drive, Granada Hills, CA 91344

JUNE 27, 2017 9AM -2:30PM

Come and dress up as your favorite superhero!!
FREE Lunch for the first 400!
Over 40 vendor booths.
Classes throughout the day.
Raffle prizes.

Bring a canned good and receive an extra raffle ticket!

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

2017 Commercial & Investment Division Education Series

2017 Commercial Real Estate Education Series

The ABC's of Commercial Real Estate
An introduction to the practical applications of Commercial Real Estate
January 25, 2017
9:00 a.m. - 10:30 a.m.

Free To Attend

✓ To Register ✓

Introduction to Leasing
An introduction to leasing retail, office and industrial properties
February 1, 2017
9:00 a.m. - 10:30 a.m.

ALL CLASSES LISTED BELOW ARE HELD ON WEDNESDAYS 9:00 a.m.—12:00 p.m.
SRAR AUDITORIUM 7232 BALBOA BLVD, VAN NUYS, CA 91406
$25 Each - Take 5 Or More & Receive a Certificate of Completion*

Class		Class	
Effective Commercial Purchase Agreements March 1, 2017	✓ To Register ☐	Deferring Capital Gains Through 1031 Exchange April 5, 2017	✓ To Register ☐
Overview of Commercial Real Estate Investment Analysis May 3, 2017	✓ To Register ☐	Tax & Legal Impact on Commercial Real Estate June 7, 2017	✓ To Register ☐
Keys to Financing Commercial Real Estate July 12, 2017	✓ To Register ☐	Effective Commercial Lease Agreements August 9, 2017	✓ To Register ☐
Overview of Commercial Real Estate Investment Analysis September 6, 2017	✓ To Register ☐	Due Diligence in Commercial Real Estate Transactions October 4, 2017	✓ To Register ☐
Property Management for Investment Real Estate November 1, 2017	✓ To Register ☐	Overview of Commercial Real Estate Investment Analysis December 6, 2017	✓ To Register ☐

PRE-REGISTER & PAY FOR 5 CLASSES AND GET 1 CLASS FREE (free classes not eligible)
Make Checks Payable to SRAR and Return with this Portion to SRAR, 7232 Balboa Blvd., Van Nuys, CA 91406
$25 Per Class—Except January 25th & February 1st *certificate of completion does not provide continuing education credits

Contact Education Department for more information 818-947-2268 or vincec@srar.com

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Complete if Paying by Credit Card & Fax to 818-786-4541 or email to vincec@srar.com

Full Name____________________ **Telephone #**________________

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# of Classes______ **@ $25 Each $**________ **Signature**________________

Email Address____________________ **(please print legibly)**

Southland Regional Association of Realtors®, Inc.

RESIDENTIAL PROPERTIES LISTED **1,580**

APRIL 2017 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED **1,322**

RESIDENTIAL PROP. ESCROW CLOSED **1,116**

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY:								
NEW LISTINGS	129	161	152	180	228	850	730	1,580
TOTAL ACTIVE LISTINGS	174	239	220	229	342	1,204	1,132	2,336
AVERAGE DAYS ON MARKET	68	70	55	63	73	67	81	74
AVERAGE LIST PRICE IN THOUSANDS	469.5	990.8	1,154.2	749.1	1,662.2	1,090.1	692.6	897.5
MEDIAN LIST PRICE IN THOUSANDS	453.9	749.0	635.9	649.0	899.0	675.0	420.0	575.0
BOMS	31	32	32	34	47	176	144	320
AVERAGE BOM PRICE IN THOUSANDS	405.7	864.2	1,035.2	637.1	929.4	788.1	543.9	678.2
BOM TO SALE RATIO	34.1	25.4	29.1	26.6	24.9	27.3	30.5	28.7
EXPIRATIONS	15	12	16	10	14	67	67	134
PENDING SALES:								
NEW ESCROWS OPENED	124	142	120	154	195	735	587	1,322
TOTAL YTD ESCROWS OPENED	414	571	473	586	642	2,686	2,030	4,716
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	39	36	36	26	33	34	42	37
NEW OPEN ESCROWS AVERAGE LIST PRICE	427.6	758.4	898.1	611.0	967.3	749.9	497.9	638.0
CLOSED SALES:								
NEW ESCROWS CLOSED	91	126	110	128	189	644	472	1,116
TOTAL YTD ESCROWS CLOSED	338	505	415	493	544	2,295	1,705	4,000
VOLUME OF NEW SALE DOLLARS IN MILLIONS	38.911	111.865	75.040	79.707	151.733	457.255	240.411	697.667
VOLUME OF TOTAL YTD SALES IN MILLIONS	140.943	425.064	348.551	297.734	428.514	1,640.805	875.046	2,515.850
AVERAGE SALE PRICE IN THOUSANDS	427.6	887.8	682.2	622.7	802.8	710.0	509.3	625.1
MEDIAN SALE PRICE IN THOUSANDS	430.0	665.0	535.0	565.0	660.0	574.8	370.0	525.0
COOP SALES	82	108	90	105	149	534	390	924
PERCENT OF COOP SALES	90.1	85.7	81.8	82.0	78.8	82.9	82.6	82.8
AVERAGE DAYS ON MARKET	36	43	39	30	41	38	53	44
SALES AT LIST PRICE	56	86	61	81	102	386	246	632
PERCENT OF SALES AT LIST PRICE	61.5	68.3	55.5	63.3	54.0	59.9	52.1	56.6
SALES TO LISTING INVENTORY RATIO	52.3	52.7	50.0	55.9	55.3	53.5	41.7	47.8
FINAL SALE TO NEW LISTING RATIO	70.5	78.3	72.4	71.1	82.9	75.8	64.7	70.6
CLOSED SALES TYPE								
FORECLOSURE/REO	4	2	2	2	2	12	10	22
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	3	2	1	0	2	8	7	15
STANDARD	82	120	107	125	183	617	443	1060
OTHER	2	2	0	1	2	7	12	19

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

SELLING PRICE RANGE:	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED $	$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	775	24	3	3	17300	15.6
100,000 TO 109,999	117	5	1	1	84999	45.9
110,000 TO 119,999	107	5	2	2	6500	5.4
120,000 TO 139,999	129	19	6	3	3460	6.2
140,000 TO 159,999	143	13	8	7	47177	20.1
160,000 TO 179,999	76	39	14	9	10971	5.6
180,000 TO 199,999	66	39	23	7	3077	6.0
200,000 TO 249,999	40	126	58	23	492	1.1
250,000 TO 299,999	53	169	86	47	9617	2.8
300,000 TO 349,999	37	130	87	43	4282	0.9
350,000 TO 399,999	43	135	73	34	2904	0.6
400,000 TO 449,999	35	116	82	39	976	13.0
450,000 TO 499,999	35	152	70	26	1157	0.0
500,000 TO 549,999	36	138	92	37	7036	11.0
550,000 TO 599,999	37	135	77	37	8063	0.9
600,000 TO 699,999	33	201	128	63	60480	1.8
700,000 TO 799,999	36	174	86	39	3669	0.2
800,000 TO 899,999	34	123	60	33	13170	1.4
900,000 TO 999, 999	41	65	29	11	7977	1.2
1,000,000 TO 1,999,999	54	351	105	53	48435	6.6
MORE THAN 2,000,000	67	177	26	20	218771	5.3
TOTALS	44	2336	1116	537	20294	1.6

LISTINGS 5,823

2016 RMLS TOTAL - $ VOLUME $2,515,850,000

SALES 3,973

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			
	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
FEB	1,458	856	262.9	57.9	1,218	821	353.8	67.4	1,388	732	375.5	52.7
MAR	1,515	1085	427.4	71.6	1,377	1,337	470.8	77.8	1,565	903	473.0	57.7
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
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
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
JUL	1,314	1,266	515	96.3	1,610	1,176	584.9	73.0	1,673	1165	600.3	69.6
AUG	1,308	1,273	508.3	97.3	1,581	1,196	623.6	75.6	1,146	999	536.8	66.3
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
OCT	1,339	1,246	502.7	93.1	1,446	1,106	556.1	76.5	1,524	1,033	553	67.8
NOV	1,087	1,114	452.9	102.5	1,064	985	486.7	92.6	1,102	905	463.6	82.1
DEC	771	1263	534.9	163.8	818	1,091	536	133.4	867	1,105	581.4	127.5
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
AVG. SALE PRICE	$392,470				$479,270				$525,464			

	2015				2016				2017			
	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST
JAN	1,445	743	387.5	51.4	1,257	760	448.4	60.5	1,255	886	572.0	70.6
FEB	1,397	786	397.8	56.3	1,402	730	433.9	52.1	1,256	804	505.4	64.0
MAR	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	1,733	1,168	657.4	67.4	1,656	1,111	658.9	67.1	1,580	1,116	697.6	70.6
MAY	1,593	1.153	680.7	72.4	1,633	1,169	680.5	71.6				
JUNE	1,820	1,266	733.9	69.6	1,742	1,299	785.0	74.6				
JUL	1,686	1,321	770.6	78.4	1,644	1,163	745.4	70.7				
AUG	1,695	1,228	692	72.4	1,687	1,201	740.9	71.2				
SEPT	1,437	1,230	678.5	85.6	1,504	1,243	782.6	82.6				
OCT	1,418	1,124	632.9	79.3	1,406	1,099	647.9	78.2				
NOV	1,054	990	526.5	93.9	1,119	1,028	624.0	92.2				
DEC	801	1,111	615	138.7	759	1,152	692.3	151.8				
TOTAL	17,713	13,200	7,376.5	74.5	1,7361	1,3005	787.9	74.9				
AVG. SALE PRICE	$558,825				$605,843							

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR APRIL 2017

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	81	109	102	141	185	618	570	1,188
Total Active Listings	120	166	158	185	284	913	926	1,839
Average Days on Market	77	69	51	63	76	68	85	77
Average List Price in Thousands	537.7	1,203.9	1,418.1	816.9	1,895.0	1,290.0	730.4	1,008.2
Median List Price in Thousands	479.0	949.0	947.9	699.0	1,099.0	799.0	420.0	650.0
BOMS	16	19	22	26	33	116	108	224
Average BOM Price in Thousands	471.5	1,128.4	1,321.1	662.0	1,154.4	977.2	568.5	780.1
BOM to Sale Ratio	22.9	24.1	27.8	26.5	22.0	24.4	28.8	26.3
Expirations	5	10	14	10	13	52	51	103
PENDING SALES								
New Escrows Opened	80	88	76	121	156	521	458	979
Total YTD Escrows Opened	297	353	324	449	502	1,925	1,608	3,533
New Open Escrows Average Days on Market	36	41	35	24	33	33	43	38
New Open Escrows Average List Price	456.4	919.2	1,136.0	656.8	1,093.2	870.9	517.6	705.6
CLOSED SALES:								
New Escrows Closed	70	79	79	98	150	476	375	851
Total YTD Escrows Closed	252	327	287	378	412	1,656	1,344	3,000
Volume of New Sales Dollars in Millions	32.118	88.851	61.962	66.395	135.521	384.846	198.620	583.566
Volume of total YTD Sales in Millions	113.386	342.002	293.466	248.971	372.164	1,369.989	700.803	2,070.793
Average Sale price in Thousands	458.8	1,124.7	784.3	677.5	903.5	808.5	529.7	685.6
Median Sale Price in Thousands	440.0	845.0	585.0	586.0	715.0	630.0	370.0	568.0
Coop Sales	61	64	65	80	120	390	309	699
Percent of Coop Sales	87.1	81.0	82.3	81.6	80.0	81.9	82.4	82.1
Average Days on Market	34	45	38	29	42	38	55	46
Sales at List Price	40	52	45	62	80	279	196	475
Percent of Sales at List Price	57.1	65.8	57.0	63.3	53.3	58.6	52.3	55.8
Sales to Listing Inventory Ratio	58.3	47.6	50.0	53.0	52.8	52.1	40.5	46.3
Final Sale to New Listing Ratio	86.4	72.5	77.5	69.5	81.1	77.0	65.8	71.6
CLOSED SALES TYPE								
Foreclosure/REO	3	2	1	2	2	10	8	18
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	0	1	0	2	5	7	12
Standard	63	75	77	95	145	455	349	804
Other	2	2	0	1	1	6	11	17

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL 2017

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	48	52	50	39	43	232	160	392
Total Active Listings	54	73	62	44	58	291	206	497
Average Days on Market	47	73	66	61	62	62	65	63
Average List Price in Thousands	317.9	506.4	481.6	464.2	522.2	462.9	523.0	487.8
Median List Price in Thousands	285.0	499.9	430.0	439.0	409.0	420.0	439.9	429.0
BOMS	15	13	10	8	14	60	36	96
Average BOM Price in Thousands	335.5	478.1	406.3	556.1	399.0	422.4	470.1	440.3
BOM to Sale Ratio	71.4	27.7	32.3	26.7	35.9	35.7	37.1	36.2
Expirations	10	2	2	0	1	15	16	31
PENDING SALES								
New Escrows Opened	44	54	44	33	39	214	129	343
Total YTD Escrows Opened	117	218	149	137	140	761	422	1,183
New Open Escrows Average Days on Market	44	29	38	31	31	35	36	35
New Open Escrows Average List Price	375.2	496.3	487.1	443.0	463.8	455.4	428.1	445.1
CLOSED SALES:								
New Escrows Closed	21	47	31	30	39	168	97	265
Total YTD Escrows Closed	86	178	128	115	132	639	361	1,000
Volume of New Sales Dollars in Millions	6.793	23.014	13.078	13.312	16.212	72.409	41.791	114.200
Volume of total YTD Sales in Millions	27.557	83.062	55.085	48.763	56.349	270.815	174.242	445.057
Average Sale price in Thousands	323.5	489.7	421.9	443.7	415.7	431.0	430.8	430.9
Median Sale Price in Thousands	300.0	459.0	380.0	425.0	349.9	390.0	363.0	386.0
Coop Sales	21	44	25	25	29	144	81	225
Percent of Coop Sales	100.0	93.6	80.6	83.3	74.4	85.7	83.5	84.9
Average Days on Market	42	39	41	32	37	38	46	41
Sales at List Price	16	34	16	19	22	107	50	157
Percent of Sales at List Price	76.2	72.3	51.6	63.3	56.4	63.7	51.5	59.2
Sales to Listing Inventory Ratio	38.9	64.4	50.0	68.2	67.2	57.7	47.1	53.3
Final Sale to New Listing Ratio	43.8	90.4	62.0	76.9	90.7	72.4	60.6	67.6
CLOSED SALES TYPE								
Foreclosure/REO	1	0	1	0	0	2	2	4
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	1	2	0	0	0	3	0	3
Standard	19	45	30	30	38	162	94	256
Other	0	0	0	0	1	1	1	2

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR APRIL 2017

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	18	6	77	37	22	63	19	86	328	94	422
Total Active Listings	27	18	93	35	25	71	20	88	377	133	510
Average Days on Market	78	82	77	59	61	60	47	63	67	86	72
Average List Price in Thousands	717.1	1,110.1	752.8	739.2	803.5	688.2	986.7	837.2	789.4	547.9	726.4
Median List Price in Thousands	649.9	775.0	610.0	629.0	719.9	683.0	898.9	683.0	669.0	410.0	619.0
BOMS	5	1	8	6	4	14	2	10	50	22	72
Average BOM Price in Thousands	434.4	1,850.0	654.4	634.8	504.5	602.0	639.5	809.3	657.7	515.5	614.2
BOM to Sale Ratio	38.5	20.0	19.0	24.0	25.0	35.0	28.6	22.7	26.0	37.3	28.7
Expirations	2	0	7	2	2	5	0	5	23	7	30
PENDING SALES											
New Escrows Opened	15	4	59	29	21	49	17	65	259	94	353
Total YTD Escrows Opened	54	24	194	99	58	173	44	196	842	291	1,133
New Open Escrows Average Days on Market	76	42	30	32	25	23	32	15	28	32	29
New Open Escrows Average List Price	543.8	698.3	530.7	563.6	690.4	634.4	712.9	710.3	627.3	494.1	591.8
CLOSED SALES:											
New Escrows Closed	13	5	42	25	16	40	7	44	192	59	251
Total YTD Escrows Closed	39	18	147	74	48	143	31	153	653	239	892
Volume of New Sales Dollars in Millions	6.260	2.960	22.968	13.622	9.255	23.994	5.899	27.603	112.562	19.320	131.882
Volume of total YTD Sales in Millions	18.148	10.432	79.031	38.664	28.796	83.999	23.589	97.139	379.798	89.224	469.023
Average Sale price in Thousands	481.5	592.0	546.9	544.9	578.4	599.9	842.8	627.3	586.3	327.5	525.4
Median Sale Price in Thousands	470.0	600.0	490.0	540.0	505.0	580.0	719.9	590.0	555.0	285.5	524.0
Coop Sales	13	4	38	22	12	32	3	36	160	51	211
Percent of Coop Sales	100.0	80.0	90.5	88.0	75.0	80.0	42.9	81.8	83.3	86.4	84.1
Average Days on Market	161	85	91	90	71	77	86	88	90	110	95
Sales at List Price	5	2	24	10	9	20	3	25	98	37	135
Percent of Sales at List Price	38.5	40.0	57.1	40.0	56.3	50.0	42.9	56.8	51.0	62.7	53.8
Sales to Listing Inventory Ratio	48.1	27.8	45.2	71.4	64.0	56.3	35.0	50.0	50.9	44.4	49.2
Final Sale to New Listing Ratio	72.2	83.3	54.5	67.6	72.7	63.5	36.8	51.2	58.5	62.8	59.5
CLOSED SALES TYPE											
Foreclosure / REO	0	0	1	0	0	1	0	0	2	1	3
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	1	0	0	0	0	0	0	0	1	2	3
Standard	12	5	41	25	15	38	7	44	187	54	241
Other	0	0	0	0	1	1	0	0	2	2	4

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL 2017

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	1	0	32	0	21	21	9	48	132	17	149
Total Active Listings	1	0	23	1	17	15	10	35	102	20	122
Average Days on Market	13	0	35	45	32	37	37	50	40	77	46
Average List Price in Thousands	599.0	0.0	399.3	199.0	347.4	485.9	386.0	453.4	420.6	495.8	433.0
Median List Price in Thousands	599.0	0.0	325.0	199.0	323.8	464.5	385.0	409.9	385.9	470.0	394.9
BOMS	0	0	2	0	6	4	2	6	20	4	24
Average BOM Price in Thousands	0.0	0.0	274.7	0.0	271.7	408.2	405.0	422.4	357.8	391.2	363.4
BOM to Sale Ratio	0.0	0.0	8.7	0.0	75.0	40.0	33.3	18.8	24.7	57.1	27.3
Expirations	0	0	1	0	1	0	1	1	4	2	6
PENDING SALES											
New Escrows Opened	0	0	28	0	24	19	9	42	122	12	134
Total YTD Escrows Opened	1	0	100	7	71	55	26	153	413	33	446
New Open Escrows Average Days on Market	0	0	12	0	23	34	32	24	23	17	22
New Open Escrows Average List Price	0.0	0.0	322.7	0.0	295.4	418.3	473.8	423.2	378.0	444.0	383.9
CLOSED SALES:											
New Escrows Closed	0	0	23	2	8	10	6	32	81	7	88
Total YTD Escrows Closed	1	0	90	6	58	35	20	134	344	31	375
Volume of New Sales Dollars in Millions	0.000	0.000	7.935	0.944	2.083	3.187	2.253	13.156	29.558	2.895	32.453
Volume of Total YTD Sales in Millions	0.490	0.000	29.438	2.634	16.840	13.245	7.528	54.575	124.750	12.149	136.899
Average Sale price in Thousands	0.0	0.0	345.0	472.0	260.4	318.7	375.5	411.1	364.9	413.6	368.8
Median Sale Price in Thousands	0.0	0.0	310.0	295.0	250.0	319.0	365.0	397.5	365.0	400.0	365.5
Coop Sales	0	0	19	2	5	9	4	27	66	7	73
Percent of Coop Sales	0.0	0.0	82.6	100.0	62.5	90.0	66.7	84.4	81.5	100.0	83.0
Average Days on Market	0	0	106	90	82	51	103	73	83	79	83
Sales at List Price	0	0	12	2	6	10	6	21	57	2	59
Percent of Sales at List Price	0.0	0.0	52.2	100.0	75.0	100.0	100.0	65.6	70.4	28.6	67.0
Sales to Listing Inventory Ratio	0.0	0.0	100.0	200.0	47.1	66.7	60.0	91.4	79.4	35.0	72.1
Final Sale to New Listing Ratio	0.0	0.0	71.9	0.0	38.1	47.6	66.7	66.7	61.4	41.2	59.1
CLOSED SALES TYPE											
Foreclosure / REO	0	0	0	1	0	0	0	0	1	0	1
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	2	0	0	0	1	0	3	0	3
Standard	0	0	20	1	8	10	5	32	76	7	83
Other	0	0	1	0	0	0	0	0	1	0	1

RESIDENTIAL PROPERTIES LISTED **571**

APRIL 2017 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED **487**

RESIDENTIAL PROP. ESCROW CLOSED **339**

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
ACTIVE INVENTORY:											
NEW LISTINGS	19	6	109	37	43	84	28	134	460	111	571
TOTAL ACTIVE LISTINGS	28	18	116	36	42	86	30	123	479	153	632
AVERAGE DAYS ON MARKET	76	82	69	58	49	56	44	60	61	85	67
AVERAGE LIST PRICE IN THOUSANDS	713.5	1,110.1	682.7	724.1	618.9	652.9	786.5	728.0	710.9	541.1	669.8
MEDIAN LIST PRICE IN THOUSANDS	620.0	775.0	589.0	625.0	525.0	637.5	625.0	614.9	617.0	419.9	589.0
BOMS	5	1	10	6	10	18	4	16	70	26	96
AVERAGE BOM PRICE IN THOUSANDS	434.4	1,850.0	578.4	634.8	364.8	559.0	522.2	664.3	572.0	496.4	551.5
BOM TO SALE RATIO	38.5	20.0	15.4	22.2	41.7	36.0	30.8	21.1	25.6	39.4	28.3
EXPIRATIONS	2	0	8	2	3	5	1	6	27	9	36
PENDING SALES:											
NEW ESCROWS OPENED	15	4	87	29	45	68	26	107	381	106	487
TOTAL YTD ESCROWS OPENED	55	24	294	106	129	228	70	349	1,255	324	1,579
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	76	42	24	32	24	26	32	19	26	30	27
NEW OPEN ESCROWS AVERAGE LIST PRICE	543.8	698.3	463.7	563.6	479.7	574.0	630.1	597.6	547.5	488.5	534.6
CLOSED SALES:											
NEW ESCROWS CLOSED	13	5	65	27	24	50	13	76	273	66	339
TOTAL YTD ESCROWS CLOSED	40	18	237	80	106	178	51	287	997	270	1,267
VOLUME OF NEW SALE DOLLARS IN MILLIONS	6.260	2.960	30.903	14.566	11.338	27.181	8.152	40.759	142.119	22.215	164.335
VOLUME OF TOTAL YTD SALES IN MILLIONS	18.638	10.432	108.469	41.298	45.636	97.244	31.117	151.715	504.549	101.373	605.922
AVERAGE SALE PRICE IN THOUSANDS	481.5	592.0	475.4	539.5	472.4	543.6	627.1	536.3	520.6	336.6	484.8
MEDIAN SALE PRICE IN THOUSANDS	470.0	600.0	450.0	540.0	430.0	555.0	590.0	510.0	505.0	312.0	478.0
COOP SALES	13	4	57	24	17	41	7	63	226	58	284
PERCENT OF COOP SALES	100.0	80.0	87.7	88.9	70.8	82.0	53.8	82.9	82.8	87.9	83.8
AVERAGE DAYS ON MARKET	161	85	96	90	74	72	94	82	88	107	92
SALES AT LIST PRICE	5	2	36	12	15	30	9	46	155	39	194
PERCENT OF SALES AT LIST PRICE	38.5	40.0	55.4	44.4	62.5	60.0	69.2	60.5	56.8	59.1	57.2
SALES TO LISTING INVENTORY RATIO	46.4	27.8	56.0	75.0	57.1	58.1	43.3	61.8	57.0	43.1	53.6
FINAL SALE TO NEW LISTING RATIO	68.4	83.3	59.6	73.0	55.8	59.5	46.4	56.7	59.3	59.5	59.4
CLOSED SALES TYPE											
FORECLOSURE/REO	0	0	1	1	0	1	0	0	3	1	4
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	1	0	2	0	0	0	1	0	4	2	6
STANDARD	12	5	61	26	23	48	12	76	263	61	324
OTHER	0	0	1	0	1	1	0	0	3	2	5

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

SELLING PRICE RANGE:	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED $	$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	0	3	0	0	N/A	0.0
100,000 TO 109,999	0	0	0	0	N/A	0.0
110,000 TO 119,999	136	1	1	1	53900	32.9
120,000 TO 139,999	8	3	3	1	7250	4.4
140,000 TO 159,999	2	1	2	1	6000	3.8
160,000 TO 179,999	25	4	4	1	595	0.0
180,000 TO 199,999	106	4	5	2	18748	7.8
200,000 TO 249,999	68	20	18	7	72	1.1
250,000 TO 299,999	56	27	25	8	8665	2.7
300,000 TO 349,999	30	29	22	11	7548	2.0
350,000 TO 399,999	31	47	43	20	5316	1.3
400,000 TO 449,999	28	44	30	8	889	0.1
450,000 TO 499,999	37	54	35	18	7711	1.5
500,000 TO 549,999	34	48	42	15	12881	0.3
550,000 TO 599,999	20	55	29	13	1593	0.5
600,000 TO 699,999	50	96	45	25	16854	2.4
700,000 TO 799,999	64	69	21	15	24662	3.0
800,000 TO 899,999	30	25	6	4	19173	2.2
900,000 TO 999, 999	63	19	3	2	34950	3.6
1,000,000 TO 1,999,999	22	74	5	4	44494	2.9
MORE THAN 2,000,000	0	9	0	0	N/A	0.0
TOTALS	40	632	339	156	6979	1.4

LISTINGS 1,815

2016 RMLS TOTAL - $ VOLUME $605,922,000

SALES 1,263

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

Southland Regional Association of Realtors®, Inc.

SANTA CLARITA 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	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	571	339	164.3	59.4
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	4723	4107	1597	84.5	5020	3898	1642.5	77.6	5,197	4,242	1,961.5	81.6	5,314	4,041	2132.8	76.0				
AVG. SALE PRICE	$317,090				$388,850				$421,369				$462,399				$527,790							

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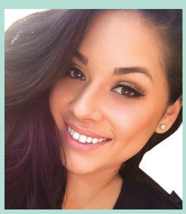

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AREA MEETING ANNOUNCEMENTS

OUTWEST — Fridays

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

Co-Chair: Ron Henderson
Phone: (818) 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