

July/August 2017

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®



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Volume 97 • Issue 7

Realtors Launch 2017 Grant Program

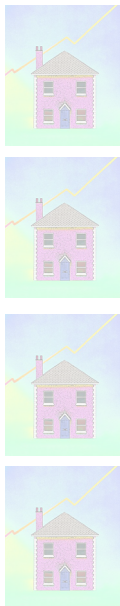
The Southland Regional Association of Realtors' Charitable Foundation, in partnership with the California Association of Realtors' Housing Affordability Fund, recently launched the 2017 Homebuyer Grant Program.

The \$2,500 grants will be awarded to qualifying first-time homebuyers who are recent college graduates.

A grant can be used to defray closing costs in the purchase of a home using the services of a member of the Southland Regional Association of Realtors.

SRAR and C.A.R. each year offer multiple grants to qualified prospective homebuyers who meet specific qualifications.

For more details, go to www.srar.com/grants. There are a limited number of grants, which will be awarded to applicants on a first-come, first-serve basis. Juan Lago, pictured with Gina Uzunyan, the 2016 president of the Southland Regional Association of Realtors, bought a home in Pacoima with the professional assistance of Realtor Brandon King. He used a \$2,500 grant awarded last year to defray closing costs.



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How to Limit Capital Gains Tax When Selling

It's possible to avoid or limit capital gains tax when selling a home, but to succeed it's essential to forge a tax strategy and to know what is or is not allowed. Otherwise, a seller risks handing over tens of thousands of dollars in taxes.



It's up to the home owner, working with their tax consultant and their Realtor, to forge a winning strategy. Most of that work needs to be done before a home is listed for sale.

For insight and a handy overview of

capital gains rules, go to realtor.com/home-selling-guide. Look for the article titled: "How do you avoid paying capital gains tax on real estate?"

More than a powerful tool to market a home for sale to interested buyers, realtor.com provides a wealth of practical information designed for home buyers and sellers, from rookies to seasoned buyers and owners who have bought and sold other homes.

realtor.com

CONSUMER PRICE INDEXES

APRIL 2017

PERCENT CHANGE

	ONE MONTH ENDING June 2017	12 MONTHS ENDING June 2017
Los Angeles - Riverside - Orange County	-0.2	2.2



**SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.**

REALTOR® REPORT

The Official Publication of SRAR

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OWNERS TEND TO BE WEALTHIER, SOLID CITIZENS

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

Owning a home offers the freedom to create a personal living environment, yet it means much more to society and the nation.

Indeed, homeownership is an American value. It is the cornerstone of the economy, with the housing sector directly accounting for approximately 14 percent of total economic activity.

Home ownership is key to growing and maintaining a vibrant middle class.

And, according to studies by the federal Department of Housing and Urban Development and the National Association of Realtors, ownership also is pivotal in building wealth, especially over the longterm. Owning almost always makes more sense than renting.

That's one reason why about

80 percent of the 41.4 million Americans age 65 and older own their home, which is the highest rate among all age groups.

Every state in the nation has an ownership rate of at least 50 percent while the nationwide ownership rate stands at 63.7 percent.

West Virginia, Michigan, New Hampshire, Delaware and Maine have the top rate of homeownership at 70 percent or higher.

Those are the obvious facts and

Ownership is key to growing ... a vibrant middle class.

figures. Here are a few of the more nuanced, yet equally compelling benefits of owning a home:

- Homeowners move less frequently than renters, making it easier to build community networks.
- Homeownership yields greater awareness of the political process, higher membership in voluntary organizations, increased church/synagogue/mosque attendance,

lower teen pregnancy, higher student test scores by children living in owned homes, a higher rate of high school graduation — which yields added earning power over a lifetime — children more likely to participate in organized activities while viewing less television, and better overall physical and psychological health. But there's more.

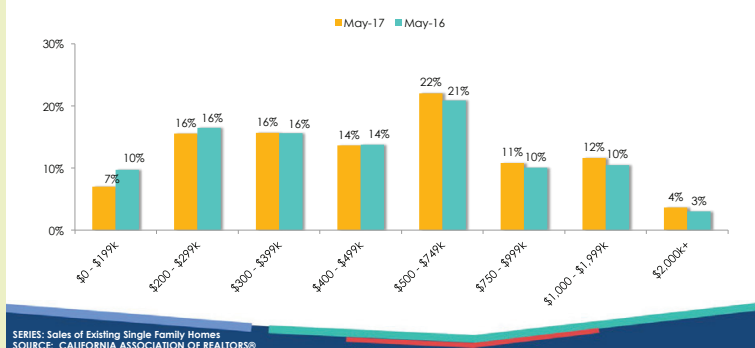
Owning a home has positive tax implications for many families. Over the past 15 years, a Federal Reserve survey found, the net worth of the typical homeowner has ranged between 31 and 46 times that of the net worth of the typical renter.

Data shows that homeowners had nearly \$200,000 in net worth or 36 times that of the median renter, who had just over \$5,000.

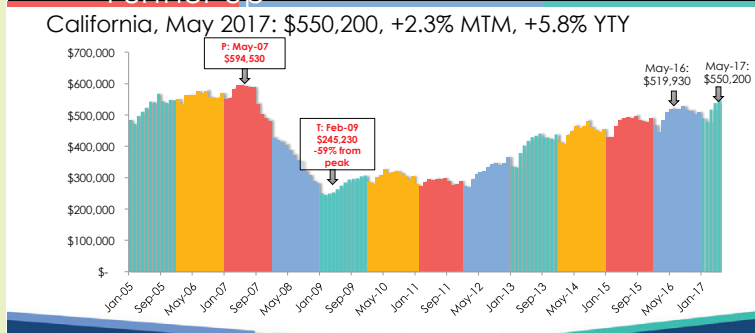
Pretty amazing outcomes for a few sticks and bricks.



Sale Shares Increased Except in Low End Market



Tight Supply Continued to Push Prices Further Up



Sales, Prices Increase Statewide

California's housing market rebounded in May as existing home sales and median the home price recorded gains on both a monthly and annual basis, a trend in every major region of the state, the California Association of Realtors reported recently.

May home sales increased 2.6 percent compared with May 2016. "The low interest rate environment, however, may not last long as the Federal Reserve's gradual rate hike and plan to reduce its balance sheet will likely lead to higher rates, and could change the momentum of the market," said Geoff McIntosh, C.A.R. president.

The statewide median price stayed above the \$500,000 mark for the third straight month, reaching the highest level since August 2007. It was up 5.8 percent from a year ago to \$550,200.

"The continued mismatch between buyers and available homes for sale that's driving up home prices remains an issue," said Leslie Appleton-Young, C.A.R.'s chief economist. "Stubbornly low supply levels will continue to propel prices higher and, when combined with imminently higher interest rates, will worsen an already dismal affordability issue in the housing market."

CONDO PRICE AT RECORD HIGH

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

The median price of condominiums sold during May in the San Fernando Valley hit a record \$419,000 even as a lack of listings impeded higher sales, the Southland Regional Association of Realtors reported Thursday.

The condo median increased 17.0 percent from a year ago, breaking the prior record of \$415,000 set in February 2006. May marked only the second month since 2007 that the median was above the benchmark \$400,000 median price.

Realtors helped close escrow on 203 condominiums and 556 single-family homes, up 1.0 percent and 6.7 percent, respectively, over May 2016.

A lack of active listings is a major reason, among many causes, why local single-family home sales are half the monthly totals reported last decade and a third of what they were when the record high monthly tally of 1,648 was reported in August 1988.

The association reported 1,226 active listings at the end of May, down 18.3 percent from a year ago and a mere 1.6-month supply at the current pace of sales — which is close to the record low 1.0-month supply reported in March 2004. Active listing totals have declined compared to the prior year for 28 consecutive months beginning in February 2015, said Nancy Starczyk, president of the 9,600-member Southland Regional Association of Realtors.

“Some owners captured very low interest rates to refinance home loans, others decided to remodel, some worried about capital gains tax or higher

property taxes,” Starczyk said, “Now there are some who hesitate to sell because they sense that prices may rise higher, even though it’s difficult, if not impossible, to predict and time the peak of any market.

“It’s a complex, difficult market, especially for first-time buyers,” she said. “Affordability is a big factor, yet sales continue, consumer confidence remains solid, and there is little on the horizon suggesting

“There are still plenty of buyers, but owners simply are not listing their home for sale like in the past when people would move, trading up or downsizing, every six or seven years or so,”

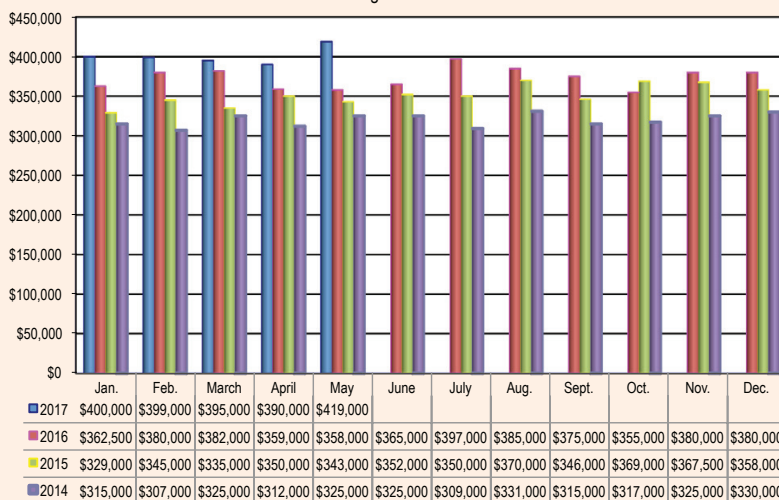
the market is in for a big change anytime soon.”

Tim Johnson, the Association’s chief executive officer, said the lack of inventory here in the San Fernando Valley is a common

lament statewide and nationwide, though most regions across the nation have housing costs a fraction of what Californians pay.

“The bottom line, regarding home prices, regarding inventory, could not be more simple,” he said. “We need more housing production, period.”

San Fernando Valley — Condominiums
Condominium Median Up 17% to Record High \$419,000
Source — Southland Regional Association of REALTORS®



Santa Clarita Valley

Condo Median Up 6% to \$370,000

Condominiums sold during May in the Santa Clarita Valley had a median price of \$370,000, up 5.9 percent over a year ago and only the second time the median hit or exceeded that benchmark since the housing boom of the last decade, the Southland Regional Association of Realtors reported Thursday.

The condo median price for May was 6.9 percent below the record high of \$397,000 set in January 2006. Only the median price of \$372,000 reported in September was higher than the May median.

“Affordability issues drive buyers to condominiums, which remain the best way to grab onto the first rung of the housing ownership ladder,” said Marty Kovacs, chairman of the Santa Clarita Valley Division of the Southland Regional Association of Realtors. “It’s the best, and in some cases the only, way to get into the market — start with what you can afford.”

Yet Kovacs acknowledged that rising prices driven in part by a severe lack of inventory squeeze the pool of

buyers who can afford even a condominium.

“It’s very much like a holistic health problem,” Kovacs said. “You can’t cure the housing crisis by pointing to any single issue. It’s very complex. You have to treat a full range of concerns: affordability, income, property taxes, along with the stark lack of inventory.”



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

For example, Kovacs said, lending regulations tightened in the wake of the housing meltdown of last decade reduced the risk of defaults. Yet he believes it is more difficult to land a loan today than at any time since he purchased his first home in 1969.

“Let’s stop these disastrous regulatory swings from one extreme to the other,” he said, “and get it back to a middle ground that benefits homebuyers.”

Realtors in Santa Clarita helped close escrow on 107 condominium sales during May, up 5.9 percent from the prior year, and 246 single-family homes, down 2.4 percent from May 2016.

FANNIE MAE TO INCREASE DEBT TO - INCOME RATIO

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

Government-sponsored financing giant Fannie Mae will ease requirements next month, raising its debt-to-income ceiling from 45 percent to 50 percent.

The move setfor July 29 couldpave the way fora larger numberof new buyers toqualify for a mortgage,particularlymill ennials whomay be saddledwith student loandebt.

The decisionby Fannie Mae, the country’s largestsource of mortgage funds, was expectedto open lending to additional potentialhomebuyers.

Lawrence Yun, chief economist forthe National Association of Realtors,said buyers should take heart at FannieMae’s announcement that it will soonrelax debt-to-income ratios.

Realtors for some time have encouraged changes to too-tight underwriting standards for responsible borrowers.

“Given the current historically low mortgage default rates from overcautious lending standards, there is clear room to expand credit availability,” Yun said.

Concerns that the easing of debt-to income standard could contribute to

worrisome “market bubble conditions,” such as those that preceded the 2008 housing collapse, are unfounded, Yun said

In a recent study, Fannie Mae researchers looked at more than a decade and a half of data from borrowers with debt-to-income ratios in the 45 percent to 50 percent range. They found that a significant number of these borrowers had good credit and were not prone to default.

“We feel very comfortable” with the increased debt-toincome ratio ceiling, said Steve Holden, Fannie Mae’s vice president of single-family analytics.

“What we’re seeing is that a lot of borrowers have other factors” in their credit profiles that reduce the risks associated with slightly higher debt-to income ratios, he said.

For example, those borrowers may make higher down payments or have cash reserves of 12 months or more.

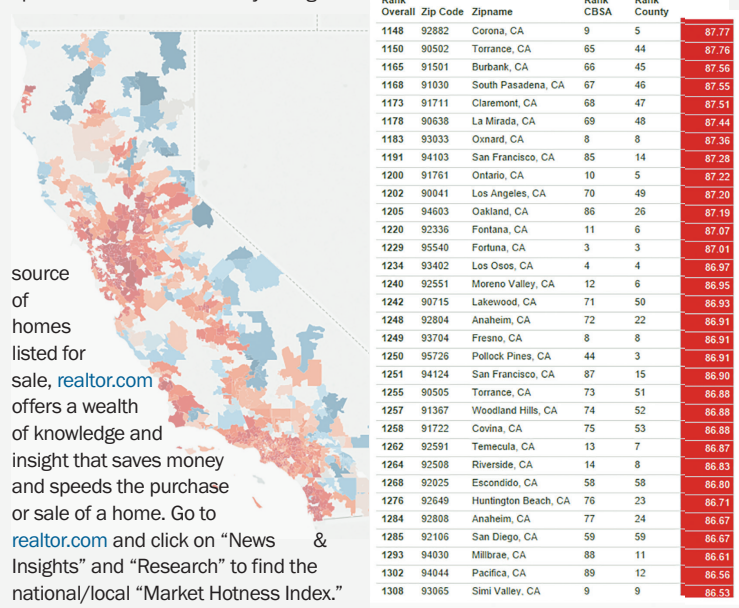
“The current

credit scores of borrowers whose loans are approved are substantially higher than those from a decade ago,” he said, adding that underwriting standards remain much tighter than those of the pre-housing crisis era.

Also, this spring Fannie Mae announced changes that will make it easier for buyers and homeowners with significant student debt to purchase their first home or do a cash-out refinance to retire those student loans.

realtor.com — Market ‘Hotness’ Index

“Very cool” to “very hot,” housing markets locally and nationwide show different levels of sales and varying degrees of price increases. More than just a great

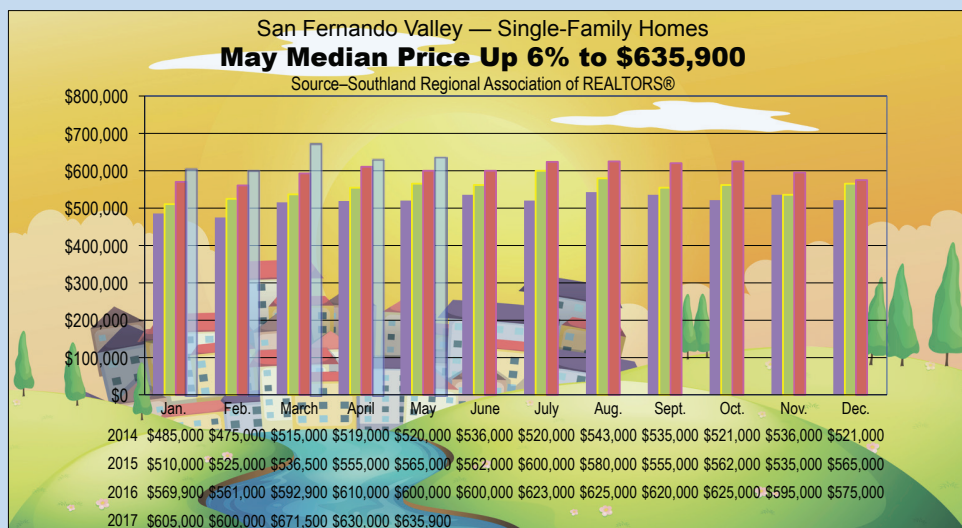


California Sales, Prices Perk Up

Existing, single-family home sales statewide rose 2.6 percent from May 2016 while California’s median home price of \$550,200 rose 5.8 percent.

At the regional level, the San Francisco Bay Area, Inland Empire, and Los Angeles metro area all registered year-to-year sales increases of 4.9 percent, 9 percent, and 6.9 percent, respectively, the California Association of Realtors reported Tuesday.

“Mortgage rates dropping to the lowest level since November could have been a motivating factor for the sales increase in May,” said C.A.R. President Geoff McIntosh.



“The low interest rate environment, however, may not last long as the Federal Reserve’s gradual rate hike and plan to reduce its balance sheet will likely lead to higher rates, and could change the momentum of the market.”

HURDLES TO HOME OWNERSHIP — THE TOP FIVE BARRIERS

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

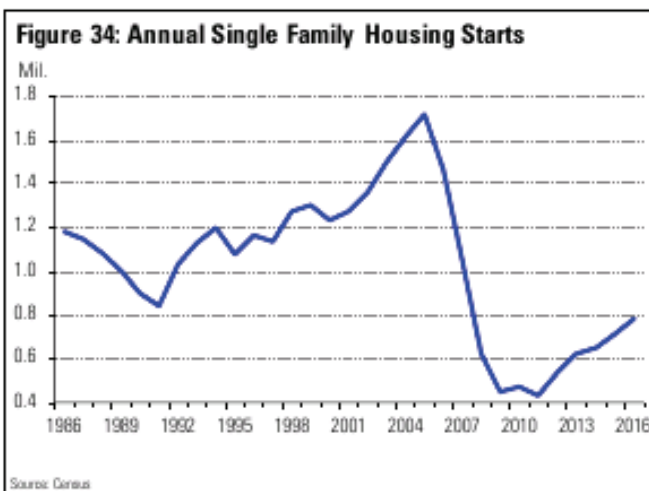
Whatever happened to the commitment of homeownership as a national priority?

Despite the addition of about 11.8 million households between 2006 and 2016, there are roughly 1 million fewer homeowners today than a decade ago.

“The decline and stagnation in the homeownership rate is a trend that’s pointing in the wrong direction, and must be reversed given the many benefits of homeownership to individuals, communities, and the nation’s economy,” said William E.

Brown, president of the National Association of Realtors, at a recent day-long Sustainable Homeownership Conference at the University of California, Berkeley.

A white paper commissioned by NAR explored main barriers that prevent people from buying homes. Here are five key findings from that paper, titled: “Hurdles to Homeownership: Understanding the Barriers.”



• **Post-Foreclosure Stress Disorder**— Among the most vexing challenges is the so-called “post-foreclosure stress disorder,” which continues to have an impact on consumers’ financial decision-making, said Ken Rosen, chair of the Berkeley Hass Real Estate

Group. The psychological effect of jobs and homes lost during the Great Recession remains vivid for many Americans, especially young adults who experienced the hardships their families went through. While most Americans continue to have positive feelings about homeownership, Rosen said targeted programs addressing financial literacy and mortgage financing could help return-buyers and those who still have anxieties and negative biases about owning.

• **Restricted Mortgage Availability**— Creditworthy buyers are still not getting approved at the rate they were in 2003, prior to the period of excessively lax lending standards. Rules now remain too tight.

• **Student Loan Debt Burden**— Because of onerous debt, young adults still find it difficult to save money for a downpayment, qualify for a mortgage, and afford mortgage payments, especially in pricey areas like California and the San Fernando Valley.

• **Single-Family Housing Affordability**— Lack of inventory, higher home prices, and investors putting a squeeze on supply levels fuel challenges with affordability.

• **Single-Family Housing Supply Shortages**— Single-family home construction decreased dramatically during the recession and is still not keeping up with demand.

“The insufficient level of homebuilding has created a cumulative deficit of nearly 3.7 million new homes over the last eight years,” Rosen said.

In order to make homeownership once again an affordable and realistic opportunity for young households, policy changes will be necessary to reduce the growth in college tuition costs, minimize borrowing costs, diminish the incidence of delinquency, and make repayment less burdensome, according to the white paper.

More Buyers Make Offers—Sight Unseen

The number of buyers making offers without having physically visited the property is on the rise.

Thirty-three percent of respondents in 11 major markets said they made an offer on at least one house sight unseen, according to a survey of recent home buyers.

These types of offers are more common when working with foreign buyers and in markets where homes are selling quickly, real estate professionals said.

New uses of 3-D photos, video tours, and virtual reality are giving some buyers enough confidence to purchase a home without an in-person showing.

The Wall Street Journal reported that some real estate pros are conducting property walkthroughs with long-distance buyers remotely via FaceTime, Skype, or WhatsApp.

Local Pending Sales Rise



San Fernando Valley open escrows — a measure of future sales — rose 4.3 percent during May. There were 866 pending sales compared to 830 in May 2016.

Source: Southland Regional Association of Realtors®

HOME STAGING FUELS BUYERS' IMAGINATION

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

Staging a home before listing it for sale enables buyers to envision the possible, to see themselves more happy and content in this home over any other.

That's why nearly two out of every three Realtors say that staging a home speeds its sale, decreasing the number of days a home sits on the market. It also was a key conclusion in the National Association of Realtors 2017 Profile of Home Staging, which is available at www.nar.realtor/

[reports/profile-of-home-staging.](#)

"Staging can be the extra step sellers take to help sell their home more quickly and for a higher dollar value," said William E. Brown, NAR president.

Seventy-seven percent of buyers' agents said that staging a home makes it easier for buyers to visualize the property as their future home, and 40 per-cent are more willing to walk through a staged home they first saw online.

However, 38 percent of buyers' agents said that staging positively affects a home's value if the home is decorated to the buyer's taste, meaning that a home's staging should be designed to appeal to the largest number of potential buyers.

Realtors agreed that the living room is the most important room in a home to stage, followed by the master bedroom, the

kitchen, and then the yard or outdoor space. The guest bedroom is considered the least important room to stage.

When it comes to paying for home staging, 25 percent of the time the seller pays before listing the home. Twentyone percent of sellers' agents will personally provide funds to stage the home, while 14 percent of agents will offer home staging services to sellers.

Beyond staging, agents also named the most common home improvement projects they recommend to sellers:

Ninety-three percent recommend decluttering the home, 89 percent recommend an entire home cleaning, and 81 percent recommend carpet cleaning.

Other pre-sale projects include depersonalizing the home, removing pets during showings and making minor repairs.

Superhero Realtors Swarm EXPO

Who knew that the ranks of local Realtors offer the perfect cover for dozens upon dozens of Superheroes?

Mild-mannered Clark Kent real estate agents transformed into high-flying Supermen and Superwomen.

Wonder Women escrow professionals used their golden lasso to wring the truth out of buyers and sellers, eliminating problems that can sink a sale.

Superstars revealed themselves at the 2017 Realtor EXPO, a professional trade show organized annually by the Southland Regional Association of Realtors and attended by more than 500 local real estate professionals. "We all had fun with the theme of 'Superheroes, Super Realtors,'" said Nancy Starczyk, SRAR president. "The crowd was very upbeat."



It was a chance for pros to connect personally, she said, while gleaning new ideas from educational panels, sharpening technical skills, and gaining a better understanding of local issues that impact buyers and sellers. "Our Association strives to keep Realtors informed," she said, "and the EXPO was the perfect place for Realtor Superheroes to share tips of the trade."



Realtor Noli Reyes won the grand prize of a home security system while 25 other attendees went home with cash certificates or raffle prizes.



2017-2018 HomeBuyers Grants *For Recent College Graduates*

Southland Regional Association of REALTORS®, in partnership with the California Association of REALTORS® Housing Affordability Fund, is currently offering \$2500 grants to qualified home buyers.

Applicants must meet certain requirements, including income limitations.

For information on this program, including a full list of requirements, visit www.srar.com/grants or contact Michelle Gerhard at MichelleG@srar.com

- **Close of Escrow must have occurred AFTER July 1, 2017**
- **The home MUST BE owner occupied.**
- **The applicant must use a REALTOR® member of the Southland Regional Association of REALTORS®**
- **The applicant must have obtained a four year college degree within the last 7 years, from the date the program begins**
- **The applicant may not exceed certain income limits**
- **Applicant must attend a First-Time Homebuyer/Homebuyer course**



NOTE: THERE ARE A LIMITED NUMBER OF GRANTS. GRANTS WILL ONLY BE AWARDED TO THOSE APPLICANTS WHO QUALIFY AND WILL BE DISTRIBUTED ON A FIRST-COME, FIRST-SERVE BASIS. THIS GRANT PROGRAM WILL LAST ONE YEAR BEGINNING JULY 1, 2017 OR UNTIL ALL GRANTS HAVE BEEN AWARDED, WHICHEVER COMES FIRST.

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Donations can be made to Southland Regional Association of REALTORS®

For more information, please contact
Debra Howard at 818-947-2265 or debrah@srar.com

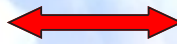


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Make Checks Payable to SRAR and Return with this Portion to SRAR, 7232 Balboa Blvd., Van Nuys, CA 91406
\$25 Per Class—Except January 25th & February 1st *certificate of completion does not provide continuing education credits

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

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RESIDENTIAL PROPERTIES LISTED

1,734

RESIDENTIAL PROP. ESCROW OPENED

1,391

RESIDENTIAL PROP. ESCROW CLOSED

1,481

JUNE 2017 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	129	210	181	187	297	1,004	730	1,734
TOTAL ACTIVE LISTINGS	174	273	243	246	398	1,334	1,171	2,505
AVERAGE DAYS ON MARKET	75	59	53	59	62	61	80	70
AVERAGE LIST PRICE IN THOUSANDS	520.9	1,090.4	1,264.2	806.4	1,468.5	1,108.2	737.1	934.7
MEDIAN LIST PRICE IN THOUSANDS	489.0	789.5	729.0	675.0	839.0	699.9	449.0	600.0
BOMS	29	31	39	29	49	177	137	314
AVERAGE BOM PRICE IN THOUSANDS	447.1	689.2	820.1	603.1	1,008.5	752.6	528.5	654.9
BOM TO SALE RATIO	21.5	17.1	28.1	16.2	20.8	21.2	21.2	21.2
EXPIRATIONS	9	15	13	6	18	61	90	151

PENDING SALES:

NEW ESCROWS OPENED	120	148	133	171	230	802	599	1,391
TOTAL YTD ESCROWS OPENED	658	874	729	899	1,072	4,232	3,171	7,403
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	34	35	31	35	30	33	36	34
NEW OPEN ESCROWS AVERAGE LIST PRICE	432.6	853.4	918.8	605.8	901.0	762.1	490.3	647.0

CLOSED SALES:

NEW ESCROWS CLOSED	135	181	139	179	217	851	630	1,481
TOTAL YTD ESCROWS CLOSED	591	833	687	823	945	3,879	2,870	6,749
VOLUME OF NEW SALE DOLLARS IN MILLIONS	57.305	149.679	117.664	113.647	181.617	619.913	335.942	955.854
VOLUME OF TOTAL YTD SALES IN MILLIONS	250.314	691.040	583.097	505.045	764.657	2,794.153	1,502.336	4,296.489
AVERAGE SALE PRICE IN THOUSANDS	424.5	827.0	846.5	634.9	836.9	728.5	533.2	645.4
MEDIAN SALE PRICE IN THOUSANDS	442.5	650.0	590.0	600.0	640.0	575.0	405.0	530.0
COOP SALES	102	152	119	158	175	706	538	1,244
PERCENT OF COOP SALES	75.6	84.0	85.6	88.3	80.6	83.0	85.4	84.0
AVERAGE DAYS ON MARKET	36	33	29	30	33	32	36	34
SALES AT LIST PRICE	90	106	77	112	119	504	381	885
PERCENT OF SALES AT LIST PRICE	66.7	58.6	55.4	62.6	54.8	59.2	60.5	59.8
SALES TO LISTING INVENTORY RATIO	77.6	66.3	57.2	63.8	54.5	53.8	59.1	59.1
FINAL SALE TO NEW LISTING RATIO	104.7	86.2	76.8	95.7	73.1	84.8	86.3	85.4

CLOSED SALES TYPE

FORECLOSURE/REO	2	0	2	1	0	5	10	15
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	1	1	1	1	4	7	13	20
STANDARD	131	177	135	176	212	831	593	1,424
OTHER	1	4	1	1	1	8	14	22

SELLING PRICE RANGE:

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %	
LESS THAN 100,000	82	21	5	4	36250	29.4
100,000 TO 109,999	28	6	3	2	7750	6.8
110,000 TO 119,999	51	3	4	3	5963	4.0
120,000 TO 139,999	84	17	8	5	8914	5.8
140,000 TO 159,999	140	17	4	3	7700	4.1
160,000 TO 179,999	44	27	19	10	4864	2.4
180,000 TO 199,999	50	33	15	8	5160	2.0
200,000 TO 249,999	42	133	66	30	3031	1.1
250,000 TO 299,999	36	176	107	49	27850	1.2
300,000 TO 349,999	28	127	112	37	1536	0.2
350,000 TO 399,999	34	116	99	39	4193	0.4
400,000 TO 449,999	25	106	99	30	5150	8.8
450,000 TO 499,999	26	147	121	46	2514	0.2
500,000 TO 549,999	33	156	126	55	2313	0.2
550,000 TO 599,999	30	167	102	46	1079	0.3
600,000 TO 699,999	29	242	172	77	269	5.6
700,000 TO 799,999	34	196	124	52	6133	0.5
800,000 TO 899,999	30	144	81	45	12003	1.2
900,000 TO 999,999	33	80	42	17	4075	1.2
1,000,000 TO 1,999,999	38	387	132	75	33617	1.6
MORE THAN 2,000,000	63	204	25	658	106009	20.1
TOTALS	34	2505	1481	658	10286	1.4

LISTINGS

9,351

2016 RMLS TOTAL - \$ VOLUME

\$4,296,489,000

SALES

6,771

EN: Arleta, Kage 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.	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	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	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	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	1,580	1,116	697.6	70.6	
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	1,593	1,153	680.7	72.4	1,633	1,169	680.5	1,794	1,317	862.1	73.4	
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	1,820	1,266	733.9	69.6	1,742	1,299	785.0	1,734	1,481	955.8	85.4	
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					
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					
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					
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					
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					
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					
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				
AVG. SALE PRICE		\$392,470				\$479,270				\$525,464				\$558,825					\$605,843					

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE 2017

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	94	141	127	148	236	746	569	1,315
Total Active Listings	129	190	173	206	335	1,033	958	1,991
Average Days on Market	79	58	51	57	64	61	84	72
Average List Price in Thousands	571.8	1,308.2	1,567.4	867.4	1,665.1	1,287.5	778.8	1,042.7
Median List Price in Thousands	500.0	1,050.0	1,249.0	700.0	930.0	800.0	459.9	680.0
BOMS	24	17	26	21	40	128	114	242
Average BOM Price in Thousands	477.7	819.9	1,042.0	698.7	1,151.8	884.7	545.1	724.7
BOM to Sale Ratio	25.8	14.8	28.6	15.2	25.5	21.5	23.2	22.3
Expirations	7	12	12	5	16	52	71	123
PENDING SALES								
New Escrows Opened	82	103	94	125	174	578	462	1,040
Total YTD Escrows Opened	469	559	503	685	821	3,037	2,504	5,541
New Open Escrows Average Days on Market	31	29	32	37	32	32	38	35
New Open Escrows Average List Price	485.7	1,009.2	1,124.2	679.5	1,014.8	884.0	498.1	712.6
CLOSED SALES:								
New Escrows Closed	93	115	91	138	157	594	492	1,086
Total YTD Escrows Closed	435	532	467	639	717	2,790	2,268	5,058
Volume of New Sales Dollars in Millions	42.174	113.068	95.791	95.035	144.062	490.130	273.450	763.580
Volume of total YTD Sales in Millions	196.802	543.069	486.715	424.477	652.718	2,303.781	1,222.438	3,526.219
Average Sale price in Thousands	453.5	983.2	1,052.6	688.7	917.6	825.1	555.8	703.1
Median Sale Price in Thousands	460.0	815.0	731.0	615.0	720.0	640.0	405.0	580.0
Coop Sales	66	91	76	120	125	478	417	895
Percent of Coop Sales	71.0	79.1	83.5	87.0	79.6	80.5	84.8	82.4
Average Days on Market	35	34	29	32	34	33	40	36
Sales at List Price	62	64	51	79	84	340	287	627
Percent of Sales at List Price	66.7	55.7	56.0	57.2	53.5	57.2	58.3	57.7
Sales to Listing Inventory Ratio	72.1	60.5	52.6	67.0	46.9	57.5	51.4	54.5
Final Sale to New Listing Ratio	98.9	81.6	71.7	93.2	66.5	79.6	86.5	82.6
CLOSED SALES TYPE								
Foreclosure/REO	2	0	1	1	0	4	8	12
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	1	2	3	10	13
Standard	91	112	89	135	154	581	463	1,044
Other	0	3	1	1	1	6	11	17

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE 2017

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	35	69	54	39	61	258	161	419
Total Active Listings	45	83	70	40	63	301	213	514
Average Days on Market	62	62	60	65	51	60	62	61
Average List Price in Thousands	374.8	592.0	515.0	491.9	422.9	492.9	549.5	516.4
Median List Price in Thousands	340.0	549.0	450.0	439.0	345.0	449.0	425.0	439.5
BOMS	5	14	13	8	9	49	23	72
Average BOM Price in Thousands	299.8	530.5	376.3	352.0	371.7	407.7	446.3	420.0
BOM to Sale Ratio	11.9	21.2	27.1	19.5	15.0	19.1	16.7	18.2
Expirations	2	3	1	1	2	9	19	28
PENDING SALES								
New Escrows Opened	38	45	39	46	56	224	127	351
Total YTD Escrows Opened	189	315	226	214	251	1,195	667	1,862
New Open Escrows Average Days on Market	40	50	28	30	25	34	31	33
New Open Escrows Average List Price	318.0	496.8	423.7	405.7	547.5	447.7	462.0	452.9
CLOSED SALES:								
New Escrows Closed	42	66	48	41	60	257	138	395
Total YTD Escrows Closed	156	301	220	184	228	1,089	602	1,691
Volume of New Sales Dollars in Millions	15.131	36.611	21.873	18.612	37.555	129.783	62.491	192.274
Volume of total YTD Sales in Millions	53.512	147.971	96.382	80.569	111.939	490.372	279.898	770.270
Average Sale price in Thousands	360.3	554.7	455.7	453.9	625.9	505.0	452.8	486.8
Median Sale Price in Thousands	345.0	509.0	384.8	415.0	420.0	420.0	410.0	415.0
Coop Sales	36	61	43	38	50	228	121	349
Percent of Coop Sales	85.7	92.4	89.6	92.7	83.3	88.7	87.7	88.4
Average Days on Market	40	30	28	23	32	31	25	29
Sales at List Price	28	42	26	33	35	164	94	258
Percent of Sales at List Price	66.7	63.6	54.2	80.5	58.3	63.8	68.1	65.3
Sales to Listing Inventory Ratio	93.3	79.5	68.6	102.5	95.2	85.4	64.8	76.8
Final Sale to New Listing Ratio	120.0	95.7	88.9	105.1	98.4	99.6	85.7	94.3
CLOSED SALES TYPE								
Foreclosure/REO	0	0	1	0	0	1	2	3
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	1	0	1	0	2	4	3	7
Standard	40	65	46	41	58	250	130	380
Other	1	1	0	0	0	2	3	5

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE 2017

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	17	5	66	51	22	75	25	81	342	82	424
Total Active Listings	33	22	96	56	31	86	32	97	453	132	585
Average Days on Market	97	85	74	61	63	47	42	66	65	73	67
Average List Price in Thousands	691.1	993.3	762.8	671.1	765.4	694.8	911.9	867.9	777.7	612.4	740.4
Median List Price in Thousands	620.0	839.9	619.0	575.0	619.0	630.0	848.0	749.5	669.0	475.0	639.0
BOMS	3	2	11	7	7	9	3	18	60	10	70
Average BOM Price in Thousands	579.6	1,025.0	615.5	557.4	582.0	626.6	932.3	657.8	646.9	489.2	624.4
BOM to Sale Ratio	18.8	66.7	14.5	25.9	33.3	12.0	18.8	24.7	19.5	9.9	17.2
Expirations	2	0	5	0	1	3	1	3	15	6	21

PENDING SALES

New Escrows Opened	16	4	48	31	24	57	13	70	263	68	331
Total YTD Escrows Opened	79	29	302	156	98	294	67	327	1,352	441	1,793
New Open Escrows Average Days on Market	30	87	39	18	21	23	29	29	28	37	30
New Open Escrows Average List Price	541.9	571.9	562.4	577.0	522.8	967.8	690.4	620.7	503.9	596.7	

CLOSED SALES:

New Escrows Closed	16	3	76	27	21	75	16	73	307	101	408
Total YTD Escrows Closed	70	27	278	139	86	257	57	286	1,200	422	1,622
Volume of New Sales Dollars in Millions	8.473	1.515	42.103	14.055	13.814	47.111	12.611	52.816	192.498	47.558	240.056
Volume of total YTD Sales in Millions	34.092	16.452	150.637	74.895	53.546	156.709	44.516	188.996	719.844	177.331	897.175
Average Sale price in Thousands	529.6	505.0	554.0	520.6	657.8	628.1	788.2	723.5	627.0	470.9	588.4
Median Sale Price in Thousands	530.0	475.0	533.0	477.0	550.0	614.0	795.0	629.0	586.0	385.0	555.0
Coop Sales	13	3	65	23	16	64	14	61	259	93	352
Percent of Coop Sales	81.3	100.0	85.5	85.2	76.2	85.3	87.5	83.6	84.4	92.1	86.3
Average Days on Market	113	94	80	62	88	79	84	84	82	92	84
Sales at List Price	6	2	44	19	14	54	7	46	192	67	259
Percent of Sales at List Price	37.5	66.7	57.9	70.4	66.7	72.0	43.8	63.0	62.5	66.3	63.5
Sales to Listing Inventory Ratio	48.5	13.6	79.2	48.2	67.7	87.2	50.0	75.3	67.8	76.5	69.7
Final Sale to New Listing Ratio	94.1	60.0	115.2	52.9	95.5	100.0	64.0	90.1	89.8	123.2	96.2

CLOSED SALES TYPE

Foreclosure / REO	0	0	1	0	0	1	0	0	2	0	2
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	1	0	0	0	0	0	0	1	0	1
Standard	16	2	75	27	21	74	16	73	304	100	404
Other	0	0	0	0	0	0	0	0	0	1	1

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE 2017

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	1	0	27	0	18	14	10	29	99	21	120
Total Active Listings	2	0	16	0	15	13	7	22	75	32	107
Average Days on Market	41	0	38	0	53	43	40	43	44	58	48
Average List Price in Thousands	625.0	0.0	449.0	0.0	357.3	512.7	524.5	473.5	460.6	493.3	470.4
Median List Price in Thousands	500.0	0.0	340.0	0.0	300.0	462.0	409.9	457.0	409.0	469.0	449.9
BOMS	0	0	7	1	1	5	1	11	26	4	30
Average BOM Price in Thousands	0.0	0.0	347.6	340.0	310.0	321.5	359.9	413.8	369.3	378.0	370.5
BOM to Sale Ratio	0.0	0.0	23.3	33.3	5.3	25.0	16.7	26.8	21.8	40.0	23.3
Expirations	0	0	2	0	1	2	1	0	6	2	8

PENDING SALES

New Escrows Opened	0	0	28	3	20	19	8	36	114	14	128
Total YTD Escrows Opened	1	0	161	13	109	92	39	230	645	59	704
New Open Escrows Average Days on Market	0	0	20	42	21	20	14	31	24	42	26
New Open Escrows Average List Price	0.0	0.0	316.0	428.3	287.4	381.0	446.6	429.4	369.8	493.1	383.3

CLOSED SALES:

New Escrows Closed	0	0	30	3	19	20	6	41	119	10	129
Total YTD Escrows Closed	1	0	142	10	93	71	34	215	566	51	617
Volume of New Sales Dollars in Millions	0.000	0.000	10.497	1.465	6.197	7.547	2.704	16.750	45.160	4.960	50.119
Volume of Total YTD Sales in Millions	0.490	0.000	47.104	4.419	27.811	28.020	13.708	87.995	209.548	21.059	230.607
Average Sale price in Thousands	0.0	0.0	349.9	488.3	326.2	377.3	450.7	408.5	379.5	496.0	388.5
Median Sale Price in Thousands	0.0	0.0	317.0	565.0	319.9	390.0	370.0	399.9	370.0	460.0	370.0
Coop Sales	0	0	25	3	15	18	6	32	99	7	106
Percent of Coop Sales	0.0	0.0	83.3	100.0	78.9	90.0	100.0	78.0	83.2	70.0	82.2
Average Days on Market	0	0	59	69	79	86	63	79	74	76	74
Sales at List Price	0	0	22	2	14	18	1	24	81	6	87
Percent of Sales at List Price	0.0	0.0	73.3	66.7	73.7	90.0	16.7	58.5	68.1	60.0	67.4
Sales to Listing Inventory Ratio	0.0	0.0	187.5	0.0	126.7	153.8	85.7	186.4	158.7	31.3	120.6
Final Sale to New Listing Ratio	0.0	0.0	111.1	0.0	105.6	142.9	60.0	141.4	120.2	47.6	107.5

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	1	0	0	0	0	1	0	1
Standard	0	0	30	2	19	20	6	41	118	10	128
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED

544

JUNE 2017 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

459

RESIDENTIAL PROP. ESCROW CLOSED

537

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
TOTAL LISTINGS	18	5	93	51	40	89	35	110	441	103	544
NEW LISTINGS	18	5	93	51	40	89	35	110	441	103	544
TOTAL ACTIVE LISTINGS	35	22	112	56	46	99	39	119	528	164	692
AVERAGE DAYS ON MARKET	93	85	69	61	60	47	41	62	62	71	64
AVERAGE LIST PRICE IN THOUSANDS	687.3	993.3	718.0	671.1	632.3	670.9	842.4	794.9	732.7	589.2	698.7
MEDIAN LIST PRICE IN THOUSANDS	620.0	839.9	600.0	575.0	524.9	614.9	815.0	712.0	605.0	469.9	605.0
BOMS	3	2	18	8	8	14	4	29	86	14	100
AVERAGE BOM PRICE IN THOUSANDS	579.6	1,025.0	511.3	530.2	548.0	517.6	789.2	565.3	563.0	457.5	548.2
BOM TO SALE RATIO	18.8	66.7	17.0	26.7	20.0	14.7	18.2	25.4	20.2	12.6	18.6
EXPIRATIONS	2	0	7	0	2	5	3	21	8	29	

PENDING SALES:

NEW ESCROWS OPENED	16	4	76	34	44	76	21	106	377	82	459
TOTAL YTD ESCROWS OPENED	80	29	463	169	207	386	106	557	1,997	500	2,497
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	30	87	32	20	24	22	24	30	27	38	29
NEW OPEN ESCROWS AVERAGE LIST PRICE	541.9	571.9	471.6	563.9	415.8	542.0	769.3	601.8	544.8	502.1	537.2

CLOSED SALES:

NEW ESCROWS CLOSED	16	3	106	30	40	95	22	114	426	111	537
TOTAL YTD ESCROWS CLOSED	71	27	420	149	207	328	91	501	1,766	473	2,239
VOLUME OF NEW SALE DOLLARS IN MILLIONS	8.473	1.515	52.600	15.520	20.011	54.657	15.315	69.565	237.658	52.517	290.175
VOLUME OF TOTAL YTD SALES IN MILLIONS	34.582	16.452	197.741	79.314	81.358	184.730	58.224	276.991	929.392	198.390	1,127.782
AVERAGE SALE PRICE IN THOUSANDS	529.6	505.0	496.2	517.3	500.3	575.3	696.1	610.2	557.9	473.1	540.4
MEDIAN SALE PRICE IN THOUSANDS	530.0	475.0	500.0	477.0	495.0	565.7	778.5	575.0	535.0	392.5	515.0
COOP SALES	13	3	90	26	31	82	20	93	358	100	458
PERCENT OF COOP SALES	81.3	100.0	84.9	86.7	77.5	86.3	90.9	81.6	84.0	90.1	85.3
AVERAGE DAYS ON MARKET	113	94	74	63	84	80	78	82	80	91	82
SALES AT LIST PRICE	6	2	66	21	28	72	8	70	273	73	346
PERCENT OF SALES AT LIST PRICE	37.5	66.7	62.3	70.0	70.0	75.8	36.4	61.4	64.1	65.8	64.4
SALES TO LISTING INVENTORY RATIO	45.7	13.6	94.6	53.6	87.0	95.6	56.4	87.0	80.7	67.7	77.6
FINAL SALE TO NEW LISTING RATIO	88.9	60.0	114.0	58.8	100.0	106.7	62.9	103.6	96.6	107.8	98.7

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	1	0	0	1	0	0	2	0	2
SELLER CONCESSIONS	0	0	0	0	0	4	0	0	0	0	0
SHORT SALE	0	1	0	1	0	0	0	0	2	0	2
STANDARD	16	2	105	29	40	94	22	114	422	110	532
OTHER	0	0	0	0	0	0	0	0	0	1	1

SELLING PRICE RANGE:

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	0	0	0	0	N/A	0.0
100,000 TO 109,999	0	0	0	0	N/A	0.0
110,000 TO 119,999	111	0	1	1	8000	6.7
120,000 TO 139,999	0	3	0	0	N/A	0.0
140,000 TO 159,999	24	2	2	0	501	0.4
160,000 TO 179,999	27	8	4	2	1207	0.8
180,000 TO 199,999	55	5	2	1	8000	4.0
200,000 TO 249,999	18	13	18	4	2432	0.9
250,000 TO 299,999	20	19	34	11	938	0.5
300,000 TO 349,999	40	26	38	18	5215	1.2
350,000 TO 399,999	32	34	43	13	2558	0.6
400,000 TO 449,999	30	29	53	13	5119	2.5
450,000 TO 499,999	24	72	53	25	6232	1.1
500,000 TO 549,999	20	58	62	36	1679	0.8
550,000 TO 599,999	28	69	52	21	4400	0.6
600,000 TO 699,999	27	116	81	42	6169	0.8
700,000 TO 799,999	46	79	47	26	10875	1.3
800,000 TO 899,999	32	41	25	13	24189	2.7
900,000 TO 999,999	39	22	4	2	17725	1.4
1,000,000 TO 1,999,999	31	82	16	9	42522	2.4
MORE THAN 2,000,000	7	12	2	0	N/A	N/A
TOTALS	29	692	537	225	366	1.6

LISTINGS

2,927

2016 RMLS TOTAL - \$ VOLUME

\$1,127,782,000

SALES

2,245

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SANTA CLARITA VALLEY

[illegible]

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ENCINO DREAMSMILE.COM
16311 VENTURA BLVD. SUITE 907
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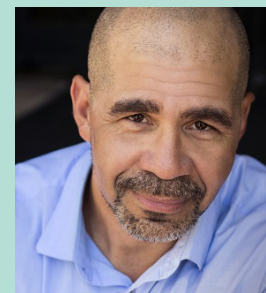
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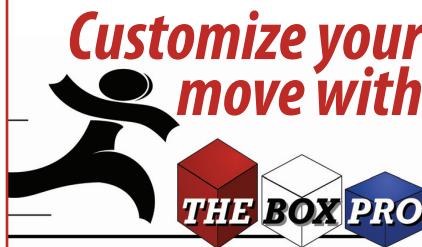
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AREA MEETING ANNOUNCEMENTS

OUTWEST

Fridays

Chairperson: Cameron Byington
Phone: (818) 987-4149

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

Education Chairman: Ian Mayer
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

<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: 818-585-8397

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

REAL ESTATE NETWORK meeting

Every Friday - Except Holidays
Chairman:
Joseph A. "Bud" Mauro, Realtor®
Location: El Cariso Golf Course restaurant
13100 Eldridge Ave, Sylmar, CA 91342
Directions: Exit the 210 Fwy at Hubbard St,
North to Eldridge Ave, East to the Golf Course
Thomas Guide: TG - 482 D 3

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