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.

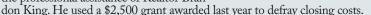
A grant can be used to defray closing costs in the purchase of a home

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 Bran-













realtor.com®

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.



CONSUMER PRICE INDEXES APRIL 2017 PERCENT CHANGE ONE 12 **MONTHS MONTH ENDING ENDING** Jume June 2017 2017 Los Angeles --0.2 2.2 Riverside -**Orange County**



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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,

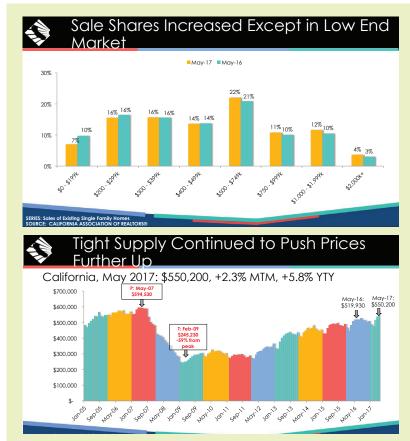
lower teen pregnancy, higher student test scores by children living in owned homes, a higher rate of high school graduation — which yields added earning power over a lifetime — children more likely to participate in organized activities while viewing less television, and better overall physical and psychological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





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."

SAN FERNANDO VALLEY

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, "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,"

yet sales continue, consumer confidence remains solid, and there is little on the horizon suggesting 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

"There are still plenty of buyers, but owners simply are not listing their home for sale like in the past when people lament statewide and nationwide, though most regions across the nation have housing costs a fraction of what Californians pay.

would move, trading up or downsizing, every six or seven years or so," "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® \$450,000 \$400.000 \$350,000 \$300.000 \$250,000 \$200,000 \$150,000 \$100.000 \$50,000 Feb. March April Mav June July **2**2017 \$400,000 \$399,000 \$395,000 \$390,000 \$419,000 **2016** \$362,500 \$380,000 \$382,000 \$359,000 \$358,000 \$365,000 \$397,000 \$385,000 \$375,000 \$355,000 \$380,000 \$380,000 **2**015 \$329,000 \$345,000 \$335,000 \$350,000 \$343,000 \$352,000 \$350,000 \$370,000 \$346,000 \$369,000 \$367,500 \$358,000 **2014** \$315,000 \$307,000 \$325,000 \$312,000 \$325,000 \$325,000 \$325,000 \$309,000 \$331,000 \$315,000 \$317,000 \$325,000 \$330,000

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

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

to treat a full range of concerns: affordability, income, property taxes, along with the stark lack of inventory."

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 for a larger number of new buyers toqualify for a mortgage, particularly mill ennials whomay be saddled with student loandebt.

The decisionby Fannie Mae, the country's largestsource of mortgage funds, was expected to 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 debtto-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 "Calton: Com"

price increases. More than just a great
source
of
homes
listed for
sale, realtor.com
offers a wealth
of knowledge and
insight that saves money
and speeds the purchase
or sale of a home. Go to
realtor.com and click on "News &
Insights" and "Research" to find the
national/local "Market Hotness Index."

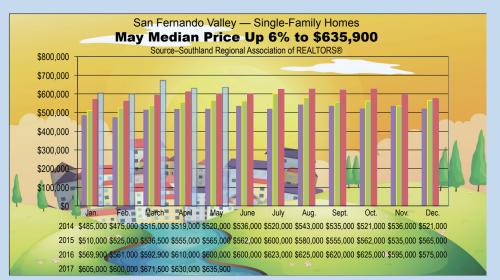
Rank Overall	Zip Code	Zipname	Rank CBSA	Rank County	
1148	92882	Corona, CA	9	5	87
1150	90502	Torrance, CA	65	44	87
1165	91501	Burbank, CA	66	45	87
1168	91030	South Pasadena, CA	67	46	87
1173	91711	Claremont, CA	68	47	87
1178	90638	La Mirada, CA	69	48	87
1183	93033	Oxnard, CA	8	8	87
1191	94103	San Francisco, CA	85	14	87
1200	91761	Ontario, CA	10	5	87
1202	90041	Los Angeles, CA	70	49	87
1205	94603	Oakland, CA	86	26	87
1220	92336	Fontana, CA	11	6	87
1229	95540	Fortuna, CA	3	3	87
1234	93402	Los Osos, CA	4	4	86
1240	92551	Moreno Valley, CA	12	6	86
1242	90715	Lakewood, CA	71	50	86
1248	92804	Anaheim, CA	72	22	86
1249	93704	Fresno, CA	8	8	86
1250	95726	Pollock Pines, CA	44	3	86
1251	94124	San Francisco, CA	87	15	86
1255	90505	Torrance, CA	73	51	86
1257	91367	Woodland Hills, CA	74	52	86
1258	91722	Covina, CA	75	53	86
1262	92591	Temecula, CA	13	7	86
1264	92508	Riverside, CA	14	8	86
1268	92025	Escondido, CA	58	58	86
1276	92649	Huntington Beach, CA	76	23	86
1284	92808	Anaheim, CA	77	24	86
1285	92106	San Diego, CA	59	59	86
1293	94030	Millbrae, CA	88	11	86
1302	94044	Pacifica, CA	89	12	86
1308	93065	Simi Valley, CA	9	9	86

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

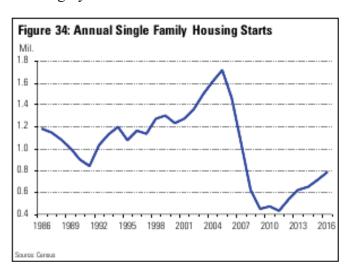
1 million fewer homeowners today than a decade ago.

"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."



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 Face Time, Skype, or WhatsApp.

• 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 decisionmaking, said Ken Rosen, chair of the Berkeley Hass Real Estate

Local Pending
Sales Rise

+4%
San Fernando Valley open
escrows — a measure of
future sales — rose 4.3 percent during May. There were
866 pending sales com-

Source: Southland Regional Association of Realtors®

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.

pared to 830 in May 2016.

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 Southand 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.

















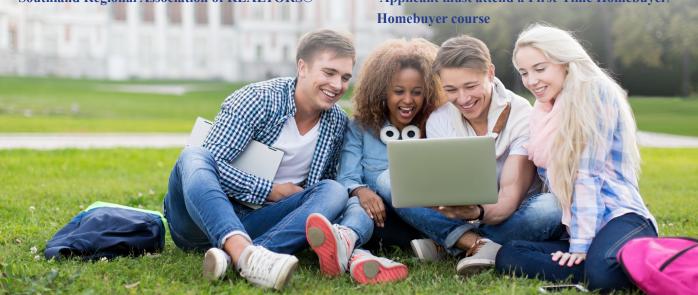
2017-2018 Leading the Way... Home™ HomeBuyers Grants For Recent College Graduates

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/



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.





2017 YPN

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Real 2017 Commerce	cial &	Investment Division	n
	ucatio	on 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.	To Register 🗸	Introduction to Leasing An introduction to leasing retail, office and industrial properties	
ALL CLASSES LISTED BELOW ARE F SRAR AUDITORIUM 723 \$25 Each - Take 5 Or More	32 BALBOA BL \	VD, VAN NUYS, CA 91406	
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
Make Checks Payable to SRAR and Return w \$25 Per Class—Except January 25 & Februar	vith this Portion 'y 1 st *certificate	1 CLASS FREE (free classes not eligible) n to SRAR, 7232 Balboa Blvd., Van Nuys, CA 9: e of completion does not provide continuing education tion 818-947-2268 or vincec@srar.com	1406 credits
Complete if Paying by Credit Ca	ard & Fax to 818-	786-4541 or email to vincec@srar.com	
Full Name		Telephone #	
VISA/MC/AMEX/DISC#		Exp. Date/ CV	/V
# of Classes@ \$25 Each \$	Signature		•
Email Address		Sou	THLAND REGIONAL

1,2	MONTHI	>	RESIDENTIAL SALES STATISTICS	ICS			-,00. -	1,401
ACTIVE INVENTORY:	E	ES	cs	WN	WS	SFV TOT	EXT	TOTAL
EW LISTINGS	129	210	181	187	297	1,004	730	1,734
OTAL ACTIVE LISTINGS	174	273	243	246	398	1,334	1,171	2,505
FRAGE LIST PRICE IN THOUSANDS.	520.9	1 090	1 264 2	806.4	1.468.5	1.108.2	737.1	934.7
EDIAN LIST PRICE IN THOUSANDS	489.0	•	729.0.	675.0	839.0	6.669	449.0	0.009
OMS	29		39	29	49	177	137	314
PRAGE BOM PRICE IN THOUSANDS	447.1	689.2	820.1	603.1	1,008.5	752.6	528.5	654.9
CPIRATIONS	6	15.	13.	10.2	18	61	90	151
PENDING SALES:))))))))
EW ESCROWS OPENED.	120		133	171	230	802	589	1,391
TAL YTD ESCROWS OPENED	658	8	729	899	1,072	4,232	3,171	7,403
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	34	35	31	35	30	769 1	36	34
CLOSED SALES:	436.0	033.4				/ 02.	490.5	0.740
EW ESCROWS CLOSED	135	181	139.	179	217	851	630	1,481
TAL YTD ESCROWS CLOSED	591	833	687	823	945	3,879	2,870	6,749
DLUME OF NEW SALE DOLLARS IN MILLIONS	57.305	149.679	117.664	113.647	181.617	619.913	335.942	955.854
SECUME OF LOTAL YID SALES IN MILLIONS	250.314	091.040	583.097	505.045	/04.05/		1,502.336	984.290.489
FINAN SALE PRICE IN THOUSANDS	442.5	650.0	590.0	600.0	640.0	575.0	405.0	530.0
OOP SALES	102	152	119	158	175	706	538	1,244
RCENT OF COOP SALES.	75.6	84.0	85.6	88.3	80.6	83.0	85.4	
ERAGE DAYS ON MARKET	36	33	29	30	33	32	36	34
LES AT LIST PRICE	90	106	77	112	119	504	381	882
TOTAL OF SALES AT EIST PRICE	77.6	30.0	57.9	72.8	74.0 74.5		53 B	50.1
AL SALE TO NEW LISTING RATIO	104.7	0	76.8	95.7	73.1	84.8	86.3	85.4
DSED SALES TYPE								
RECLOSURE/REO	2	0		T- 0	o o	5	10	15
CLEH CONCESSIONS	10	000	10	0	O	0	13	0
ANDARD	131	177	135.	176	212	831	593	1424
HER		4	1	1	1	8	14	22
SELLING	3S	TIME	- PRICE CHANGE - PI	RICE REDUC	- 2	6 0 0 0		» MOIFOITGE EXTRA #
SELLING PRICE RANGE:	AVG. SELL		ACTIVE NO. LISTIN	IOIAL		A	AVERAGE PRI	
SS THAN 100,000	82		21	2		4	36250	29.4
10,000 IO 109,999	28		9	89			7750	6.8
0,000 IO II 8,888	10		1,1	4 0		ى م		0.4.0
0,000 TO 158,888	40 07 L		17	0		ი ი	8914	0.0
0,000 TO 179 999	44		27	6		0 0	4864	40
0,000 TO 199 999	50		, c c	12		- α	5160	20
0,000 TO 249,999	42		133			30	3031	1.1
0,000 TO 299,999	36		176	107			27850	1.2
0,000 TO 349,999	28		127	112		. 37	1536	0.2
.0,000 TO 399,999	34		116	66			4193	0.4
00,000 TO 449,999	25		106			.30	5150	8.8
0,000 TO 499,999	28		147	121		. 46	2514	0.5
00,000 TO 549,999	33		156	126				0.2
00,000 TO 398,938	06		242	172		. 40		0.0
00 000 TO 799 999	34		196	124		52	6133	0.5
0,000 TO 899,999	30		144	81		. 45.	12003	1.2
00,000 TO 999, 999	33		80	42		. 17	4075	1.2
000,000 TO 1,999,999			387	132		. 75	33617	1.6
ORE THAN 2,000,000	63		204	40		. 251	06009	20.1
IOIALS34	34		2505	1481		028	10280	4.L
LISTINGS O 2E4		2016	RMLS TOTAL.	\$ VOLUME				SALES
היים היים היים היים היים היים היים היים		•		Į				

CS: Enciro, Lake Balboa, Reseda, Tarzana, Van Nuys WN: Chatsworth, Granada Hills, Mission Hills, North Hills, North Hills, North Hills North Hills ACTUAL CLOSED ESCROWS.

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

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

	SOUTHLAND REGIONAL	ASSOCIATION OF REALTORS', INC.
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	% SALES TO LIST	0 70.6	4 64.0	9 67.4	9.07 9	1 73.4	8 85.4								
2017	\$ VOL MIL.	572.0	505.4	739.9	9.769	862.1	955.8								
2	SALES	988	804	1,167	1,116	1,317	1,481								
	LIST	1,255	1,256	1,732	1,580	1,794	1,734								
	% SALES TO LIST	60.5	52.1	7.79	67.1	71.6	74.6	7.07	71.2	82.6	78.2	92.2	151.8	74.9	
91	\$ VOL MIL.	448.4	433.9	640.1	628.9	680.5	785.0	745.4	740.9	782.6	647.9	624.0	692.3	787.9	\$605,843
2016	SALES	760	730	1,050	1,111	1,169	1,299	1,163	1,201	1,243	1,099	1,028	1,152	1,3005	\$605
	LIST	1,257	1,402	1,552	1,656	1,633	1,742	1,644	1,687	1,504	1,406	1,119	759	1,7361	
	% SALES TO LIST	51.4	56.3	66.1	67.4	72.4	9.69	78.4	72.4	85.6	79.3	93.9	138.7	74.5	
2	\$ VOL MIL.	387.5	397.8	603.7	657.4	680.7	733.9	9'0'2	692	678.5	632.9	526.5	615	7,376.5	825
2015	SALES	743	982	1,080	1,168	1.153	1,266	1,321	1,228	1,230	1,124	066	1,111	13,200	\$558,825
	LIST	1,445	1,397	1,634	1,733	1,593	1,820	1,686	1,695	1,437	1,418	1,054	801	17,713	•••
	% SALES TO LIST	58.7	52.7	57.7	72.6	67.4	63.5	9.69	66.3	74.4	67.8	82.1	127.5	69.3	
4	\$ VOL MIL.	393.2	375.5	473.0	589.4	582.2	574.2	6.003	536.8	536.8	553	463.6	581.4	6,161.6	464
2014	SALES	786	732	903	1,124	1,083	1,086	1165	666	1,065	1,033	902	1,105	11,726	\$525,464
	LIST	1,338	1,388	1,565	1,548	1,608	1,711	1,673	1,146	1,432	1,524	1,102	867	16,902	₩
	% SALES TO LIST	68.4	67.4	8.77	71.9	84.0	73.0	73.0	75.6	74.9	76.5	92.6	133.4	80.71	
3	\$ VOL MIL.	396.3	353.8	470.8	559.3	630.6	573.4	584.9	623.6	543.8	556.1	486.7	536	6,315.3	270
2013	SALES	881	821	1,337	1,114	1,265	1,133	1,176	1,196	1,072	1,106	982	1,091	13,177	\$479,270
	LIST	1,288	1,218	1,377	1,549	1,506	1,551	1,610	1,581	1,399	1,446	1,064	818	16,407	
	% SALES TO LIST	59.9	57.9	71.6	82.2	9.68	89.0	96.3	97.3	82.9	93.1	102.5	163.8	87	
12	\$ VOL MIL.	322.1	262.9	427.4	448.8	497.9	484.0	515	508.3	419.7	502.7	452.9	534.9	5366.5	,470
2012	SALES	877	856	1085	1,140	1,280	1,216	1,266	1,273	1,058	1,246	1,114	1263	13,674	\$392,470
	LIST	1,481	1,458	1,515	1,387	1,429	1,367	1,314	1,308	1,276	1,339	1,087	771	15,732	
		JAN	FEB	MAR	APR	MAY	JUNE	JUL	AUG	SEPT	OCT	NOV	DEC	TOTAL	AVG. SALE PRICE

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE 2017

ACTIVE INVENTORY	<u>EN</u>	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings				148	236	746	569	1,315
Total Active Listings	129	190	173				958	
Average Days on Market						61		
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	1/	26	21	40	128	114	242
Average BOM Price in Thousands	4//./	819.9	1,042.0		1,151.8	884.7	545.1	
BOM to Sale Ratio	25.8	14.8	28.0	15.2	20.0	21.5 52	23.2	22.3
Expirations	1	12	12	ວ	10	32	1 1	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	112.0
CLOSED SALES:								
New Escrows Closed	93	115	91	138	157	594	492	1,086
Total YTD Escrows Closed	435					2,790		
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	/31.0	615.0		640.0	405.0	580.0
Coop Sales						478		
Percent of Coop Sales	/1.0	/9.1	83.5	87.U	/9.6	80.5	84.8	
Average Days on Market	35	34	29	32	34	33	40	36
Sales at List Price						340		
Percent of Sales at List Price		55.7	56.0	57.2	53.5	57.2	58.3	57.7
Sales to Listing Inventory Ratio			52.6		46.9	57.5	51.4	54.5
Final Sale to New Listing Ratio	98.9	81.6		93.2			86.5	82.6
CLOSED SALES TYPE								
Foreclosure/REO						4		
Seller Concessions	0					0		
						0	10	13
Short Sale	0	0	0	1	2	3	10	
Short SaleStandard	0 91	112	89	135	154	581	463	1044
Short Sale	0 91	112	89	135	154	581 6	463	1044
Short Sale Standard Other	91 92	112	89 1	135	154 1	581 6	463 11	1044
Short Sale	0	112 3 DOMINIU	89 1 JM SALE	135 1 S STATI	154154154154154	581 6 FOR JUNE	463 11 2017	1044
Short Sale	091 0 .EY CONI	112 3 DOMINIU ES		135 135 135 135 135	154154	FOR JUNE	463 11 2017 EXT	1044 17 TOTAL
Short Sale	091000	112 3 DOMINIU ES 69	JM SALE CS	135 11 S STATI WN 39	STICS I WS	FOR JUNE SFV TOTAL 258	463	1044 17 TOTAL 419
Short Sale	0910		89	1351 S STATI WN3940	STICS I WS 6163	FOR JUNE SFV TOTAL 258 301	463	1044 17 419 514
Short Sale				39	STICS I WS 616351	581	463	TOTAL
Short Sale					STICS I WS616351422.9	581	463	TOTAL
Short Sale					STICS I WS616351422.9345.0	581		TOTAL 419 514 61 516.4 439.5
Short Sale					STICS I WS 616351422.9345.09	581		TOTAL 419 514 61 516.4 439.5
Short Sale					STICS I WS616351 422.9345.099	581		TOTAL 419 514 61 516.4 439.5 72 420.0
Short Sale					STICS I WS 616351422.9345.09371.715.0	581		TOTAL 419 514 61 516.4 439.5 72 420.0 18.2
Short Sale					STICS I WS 616351422.9345.09371.715.0	581		TOTAL 419 514 61 516.4 439.5 72 420.0 18.2
Short Sale				135	STICS I WS	581		TOTAL 419 514 61 516.4 439.5 72 420.0 18.2
Short Sale				135	STICS I WS 61	581		TOTAL 419 514 439.5 72 420.0 18.2 28 351
Short Sale				135	STICS I WS	581		TOTAL 419 514 61 516.4 439.5 420.0 18.2 28 351 1.862
Short Sale				135 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	STICS I WS	581		TOTAL 419 514 61 516.4 439.5 420.0 18.2 28 351 1,862
Short Sale				135 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	STICS I WS	581		TOTAL 419 514 61 516.4 439.5 420.0 18.2 28 351 1,862
Short Sale				135	STICS I WS	581		TOTAL 419 514 61 516.4 439.5 420.0 18.2 28 351 1,862 33 452.9
Short Sale				39 40 65 491.9 19.5 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	STICS I WS	581		TOTAL 419 514 61 516.4 439.5 420.0 18.2 28 351 1,862 33 452.9
Short Sale				135	STICS I WS			TOTAL 419 514 61 516.4 439.5 420.0 18.2 28 351 1,862 33 452.9
Short Sale				39 40 65 491.9 19.5 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	STICS I WS			TOTAL 419 514 61 516.4 439.5 72 420.0 18.2 28 351 1,862 33 452.9 395 1,691 192,274
Short Sale				135 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	STICS I WS	581		TOTAL 419 514 61 516.4 439.5 72 420.0 18.2 28 351 1,862 333 452.9 395 1,691 192.274 770.270
Short Sale				135 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		581		TOTAL 419 514 61 516.4 439.5 72 420.0 18.2 28 351 1,862 333 452.9 395 1,691 192.274 770.270 486.8
Short Sale				135 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		581		TOTAL 419 419 514 61 516.4 439.5 72 420.0 18.2 28 351 1,862 33 452.9 395 1,691 1792.274 770.270 486.8 415.0
Short Sale				135 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		581		TOTAL 419 419 514 61 516.4 439.5 72 420.0 18.2 28 351 1,862 333 452.9 1,691 192.274 770.270 486.8 415.0 349
Short Sale				135 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		581		
Short Sale				135 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		581		TOTAL 419 419 514 61 516.4 439.5 72 420.0 18.2 28 351 1,862 333 452.9 1,691 192.274 770.270 486.8 415.0 349
Short Sale				135		581		
Short Sale				135 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		581		
Short Sale				135 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		581		
Short Sale				135 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		581		
Short Sale				135 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		581		
Short Sale				135 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		581		
Short Sale		112		135 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		581		
Short Sale		112		135		581		
Short Sale		112		135 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		581		

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE 2017

The Userland	SANTA CLAH				~-					001		
Total Afford (Silvage) 33												TOTA
Average Des in Planets	New Listings	1/	5 າາ	bb	51 56	22						424 585
Average Leif Price Informations 991 9933 769 & 6711 7854 6948 9919 6979 7777 5174 785 6948 9919 6979 7777 5175 690	Average Dave on Market	33 07	2Z 85	90 7 <i>1</i> 1		81	00 17	32 12				
Median Lar Price in Promotences 1910	Average List Price in Thousands	691.1	993 3	762.8	671.1	765 <i>4</i>	69 <i>1</i> 8	911 9				7 <u>4</u> 0
80MS	Median List Price in Thousands	620 D	830.0 830.0		67 1.1 575 N	700.4 610 N	630.0	848 N		669 N	012.4 475 N	
Average DRG Mire in Husuards	ROMS	020.0 2		013.0	31 3.0 7	013.0 7	030.0 0	040.0 2	143.J 18	609.0 60	10	7
Book files Reino 188 667 145 259 333 120 188 247 195 99 11	Average ROM Price in Thousands	570 A	1 በ25 በ	615.5		582 N	626.6	032.3	657.8			62/
Expirations	ROM to Sale Ratio	18.8	1,020.0 66.7	14.5	557.4 25.0	33.3	12 N	18.8		19.5	99	17
Page	Evnirations				20.0 N	1		10.0	∠ 1 .1	15		
New Secrotes Diseased 16					0	1		1		10		Δ
Table VID Examina Opened 79	PENDING SALES											
New Open Extroors Annual Pulser on Market 30 87 39 18 21 22 29 29 29 33	New Escrows Opened	16	4	48	31	24	57	13	70	263		33
New Open Scrows Average List Price	Total YTD Escrows Opened	79	29	302	156	98	294			1,352	441	1,79
STATES BALES	New Open Escrows Average Days on Market	30	87	39	18	21	23	29	29			3
New Enters Closed	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	
New Enterons Closed	LOSED SALES:											
Total YTD Estrows Diosed 70	New Escrows Closed	16	3	76	27	21	75	16	73	307	101	40
Volume of tal YSS Sels Dilars in Millions	Total YTD Escrows Closed	70	27	278	139	86	257	57	286	1 200	422	1.62
Volume Olds YD Sales in Millitims	Volume of New Sales Dollars in Millions	8 473	1 515						52 816			240.05
Average Big Index in Thousands	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 17
Media Sale Price in Trocasants	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
Copp Sales	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
Priestrict Ooks 9818	Coon Sales	13	3	65	23	16	64	14	61	259		3!
Average Days on Market	Percent of Coon Sales	81.3	100.0	85.5	85.2	76.2	85.3	87.5	83.6	84.4	92.1	86
Sales at Lif Prince 6 2 44 19 14 54 7. 46 192 67 2 Prevent of Sales at Lifs Prince 37 5 667 57 9 70 40 667 72 0 438 630 625 663 6. 82 56 56 563 6. 82 56 56 56 56 56 56 56 56 56 56 56 56 56	Average Days on Market	113	94	80	62	88	79	84	84	82	92	
Pirzent of Sales at List Prince	Sales at List Price	6	2	44	19	14	54	7	46			2!
Sales to Lighting Inventory Ratio. 48.5 13.6 79.2 46.2 67.7 87.2 50.0 75.3 67.8 76.5 68.1 Final Sale to Mex Listing Ratio 94.1 60.0 115.2 52.9 95.5 100.0 64.0 90.1 88.8 1723.2 98. **LOSED SALES TYPE** **Foncisionary AFEO** **Foncisionary AFEO** **O	Percent of Sales at List Price	37.5	66.7	57 9	70.4	66.7	72 N	43.8	63.0	62.5		63
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 99.1005 BALES TYPE Foreclossure / REC	Sales to Listing Inventory Ratio	48.5	13.6	79.2	48.2	67.7	87.2	50.0	75.3	67.8		69
Company Fig.				115.2	52.9	95.5	100.0	64 N	90 1	89.8		96
Foreitsbury / FEO	•			110.2	02.0	00.0		07.0			120.2	
Selier Concessions	LOSED SALES TYPE											
Short Sale												
Sandard												
SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE 2017 CTIVE INVENTORY AC ADUL CC CA NE SAU SR VAL SCUTOT EXT TOTAL INVENTORY AC ADUL CC CA NE SAU SR VAL SCUTOT EXT TOTAL INVENTORY AC ADUL CC CA NE SAU SR VAL SCUTOT EXT TOTAL INVENTORY AC ADUL CC CA NE SAU SR VAL SCUTOT EXT TOTAL INVENTORY CC CA NE SAU SR VAL SCUTOT EXT TOTAL INVENTORY CC CA NE SAU SR VAL SCUTOT EXT TOTAL INVENTORY CC CA NE SAU SR VAL SCUTOT EXT TOTAL INVENTORY CC CA NE SAU SR VAL SCUTOT EXT TOTAL INVENTORY CC CA NE SAU SR VAL SCUTOT EXT TOTAL INVENTORY CC CA SCUTOT CC CA SCUTOT CC CA CC CA SCUTOT CC CA CC CA CC CA CC CA CC CC CA CC												
SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE 2017 CTIVE INVENTORY AC ADUL CC CA NE SAU SR VAL SCYTOT EXT TOT New Usitings 1 0 27 0 18 14 10 29 99 21 1 10 10 14 10 29 99 21 1 10 10 14 10 10 14 10 10	Standard	16	2	75	27	21	74	16	73	304	100	40
New Issirings	SANTA CLAR	ειτα ναι	I EV C	ONDO	MINIII IN	/ SVI E	TATP 2	ISTIC	SFOR	ILINE 20	17	
New Listings	OANTA OLAN	IIIA VAL		CIADO		1 OALL	OUL	101100		DOIAL 20	1 /	
Total Active Listings. 2 0 166 0 155 13 7, 22 .75 32 .1 Average Days on Market 41 0 38 0 53 .43 40 .43 .44 58 Average List Price in Thousands 625 0 0.0 .449 0 0.0 .357 3.5127 .524 5.473.5 .460 6 .493 .474 BOMS. 0 0 0 .340 0 0.0 .300 0.462 0 .409 .457 0.409 0 .469 0 .449 BOMS. 0 0 0 7, 1 1 1 .5 1 .11 .26 .4 Average Eist Price in Thousands .0 0 0 .340 0 .0 .300 0 .462 0 .409 9 .457 0 .409 0 .469 0 .449 BOMS. 0 0 0 7, 1 1 1 .5 1 .11 .26 .4 Average BOM Price in Thousands .0 0 0 .347 6 .340 0 .310 0 .321 5 .359 9 .413.8 .369 3 .378 0 .377 BOM To Sale Ratio .0 0 0 .23 3 .33 3 .53 .25 0 .167 .268 .218 .40 0 .22 Expirations .0 0 0 .2 0 .1 .2 1 0 .6 .2 ENDING SALES New Escrows Opened .0 0 .28 .3 .20 .19 8 .36 .114 .14 .14 .1 Total YTD Escrows Opened .1 0 .161 .13 .109 .92 .39 .230 .645 .59 .7 New Open Escrows Average Days on Market .0 .0 .20 .42 .21 .20 .14 .31 .24 .42 . New Open Escrows Average List Price .0 0 .0 .316 0 .428 .3 .287 .4 .381 0 .446 6 .429 .4 .369 8 .493 .1 .38 LIOSED SALES : **LIOSED SALES** USUALES** **LIOSED SALES** **USUALES** **USUALES		AC	ADIII	CC	CA	ME	CVII	CD	WAI	CCVTOT	EVT	TOT
Average Days on Market 41 0 38 0 53 43 40 43 44 58 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 47/ Median List Price in Thousands 0.0 0.0 340.0 0.0 300.0 462.0 409.9 457.0 409.0 469.0 44 BOMS 0 0 7 1 1 5 1 11 26 4 Average BOM Price in Thousands 0.0 0.0 347.6 340.0 310.0 337.8 387.8	CTIVE INVENTORY											
Average List Price in Thousands	New Listings	1	0	27	0	18	14	10	29	99	21	12
Median List Price in Thousands	New Listings	1	0	27 16	0 0	18 15	14	10 7	29 22	99 75	21 32	12
BOMS	New Listings	1 2 41	0 0	27 16 38	0 0	18 15 53	14 13 43	10 7 40	29 22 43	99 75 44	21 32 58	12
Average BOM Price in Thousands 0.0 0.0 347.6 340.0 310.0 321.5 359.9 413.8 368.3 378.0 378.0 0.0 0.0 0.0 23.3 33.3 53. 250. 16.7 26.8 21.8 40.0 22 Expirations 0.0 0.0 2 0.1 1 2 1 0 6.6 2 2 ENDING SALES New Escrows Opened 0.0 0.2 28. 3 20. 19 8. 36. 114 14 14 1. 170.1	New Listings	1 2 41 625.0	00 00	27 16 38 449.0	0 0 0 0.0	18 15 53 357.3	14 13 43 512.7	10 7 40 524.5	29 22 43 473.5	99 75 44 460.6	21 32 58 493.3	12
BOM To Sale Ratio	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands	1241625.0500.0	000000		0 0 0 0.0		141343	10 7 40 524.5 409.9	29 43 473.5 457.0	99 75 44 460.6 409.0	21 32 58 493.3 469.0	12
Expirations Descriptions Descr	New Listings	1241625.0500.0	00000	271638	0 0 0.0 0.0 1			107	29 43 473.5 457.0		21 32 58 493.3 469.0	12 10 470 449
New Escrows Opened	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands				000000			10			21	12 470 449 370
New Escrows Opened 0 0 0 28 3 20 19 8 36 114 14 14 17 101 17D Escrows Opened 1 0 161 13 109 92 39 230 645 59 7 New Open Escrows Average Days on Market 0 0 0 20 42 21 20 14 31 24 42 New Open Escrows Average List Price 0 0 0 0 316.0 428 3 287.4 381.0 446.6 429.4 369.8 493.1 383 383 383 383 383 383 383 383 383 38	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio				0						21 32 58 493.3 469.0 4 378.0 40.0	12 470 449 370
Total YTD Escrows Opened 1 0 161 13 109 92 39 230 645 59 7 New Open Escrows Average Days on Market 0 0 20 42 21 20 14 31 24 42 2 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 .385 ELOSED SALES: New Escrows Closed 0 0 .30 3 19 20 6 .41 .119 10 .1 <td>New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio</td> <td></td> <td></td> <td></td> <td>0</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>21 32 58 493.3 469.0 4 378.0 40.0</td> <td>12 470 449 370</td>	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio				0						21 32 58 493.3 469.0 4 378.0 40.0	12 470 449 370
Total YTD Escrows Opened 1 0 161 13 109 92 39 230 645 59 7 New Open Escrows Average Days on Market 0 0 20 42 21 20 14 31 24 42 2 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 .385 ELOSED SALES: New Escrows Closed 0 0 .30 3 19 20 6 .41 .119 10 .1 <td>New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES</td> <td></td> <td></td> <td></td> <td>0</td> <td></td> <td>14</td> <td></td> <td>29 22 43 473.5 457.0 11 413.8 26.8</td> <td></td> <td>21 32 58 493.3 469.0 4 378.0 40.0 2</td> <td>12 470 449 370</td>	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES				0		14		29 22 43 473.5 457.0 11 413.8 26.8		21 32 58 493.3 469.0 4 378.0 40.0 2	12 470 449 370
New Open Escrows Average List Price	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations				0		14		29 22 43 473.5 457.0 11 413.8 26.8		21 32 58 493.3 469.0 4 378.0 40.0 2	12 470 449 370
New Open Escrows Average List Price 0.0 0.0 316.0 428.3 287.4 381.0 446.6 429.4 369.8 493.1 385 ILOSED SALES: New Escrows Closed 0 0 0 30 3 19 20 6 41 119 10 1.1 Total YTD Escrows Closed 1 0 142 10 93 71 34 215 566 51 6 Follower of New Sales Dollars in Millions 0.000 0.000 0.047 1.465 6.197 7.547 2.704 16.750 45.160 4.960 50.1 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 21.059 230.6 Average Sale price in Thousands 0.0 0.0 349.9 488.3 326.2 377.3 450.7 408.5 379.5 496.0 381 Median Sale Price in Thousands 0.0 0.0 317.0 565.0 319.9 390.0 370.0 399.9 370.0 460.0 377 Percent of Coop Sales 0.0 0.25 3 15 18 6 32 99.7 1.1 Percent of Coop Sales 0.0 0.0 83.3 100.0 78.9 90.0 100.0 78.0 83.2 70.0 88 Average Days on Market 0 0.0 59 69 79 86 63 79 74 76 Sales at List Price 0.0 0.0 73.3 66.7 73.7 90.0 16.7 58.5 68.1 60.0 60 Sales to Listing Inventory Ratio 0.0 0.0 111.1 0.0 105.6 142.9 60.0 141.4 120.2 47.6 100 ILOSED SALES TYPE Foreclosure / REO 0 0 0 0 0 0 0 0 0	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	27	0		14		29 22 43 457.0 11 413.8 26.8 0		213258493.3469.0440.022	12 470 449 370
New Escrows Closed	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	27	0		14		29 22 43 473.5 457.0 11 413.8 26.8 0			
New Escrows Closed	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	27	0		14		29 22 43 473.5 457.0 11 413.8 26.8 0		21 32 58 493.3 469.0 4 378.0 40.0 2	
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Final Sale to New Listing Ratio 0.0 0.0 111.1 0.0 105.6 142.9 60.0 141.4 120.2 47.6 107.0 LOSED SALES TYPE Foreclosure / REO 0	New Listings		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	27. 16. 38. 449.0. 340.0. 7. 347.6. 23.3. 2. 28. 161. 20. 316.0. 30. 142. 10.497. 47.104. 349.9. 317.0. 25. 83.3. 59.	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	18	14. 13. 43. 43. 512.7. 462.0. 5. 321.5. 25.0. 2. 2. 19. 92. 20. 381.0. 20. 71. 7.547. 28.020. 377.3. 390.0. 18. 90.0. 86. 18.		29 22 43 473.5 477.0 11 413.8 26.8 26.8 230 31 429.4 41 215 16.750 87.995 408.5 399.9 32 78.0 79	99	21 32 58 493.3 469.0 4 4 378.0 40.0 59 42 42 493.1 10 51 496.0 21.059 496.0 460.0 7 7 70.0 76 6	1: 470 449 449 370 77 383 383 1: 230.60 388 370 11: 822 82
LOSED SALES TYPE Foreclosure / REO 0 <td>New Listings</td> <td></td> <td>0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0</td> <td>27. 16. 38. 449.0. 340.0. 7. 347.6. 23.3. 2. 28. 161. 20. 316.0. 30. 142. 10.497. 47.104. 349.9. 317.0. 25. 83.3. 59. 22. 73.3.</td> <td>0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0</td> <td>18. 15. 53. 357.3. 300.0. 1. 310.0. 5.3. 1. 20. 109. 21. 287.4. 19. 93. 6.197. 27.811. 326.2. 319.9. 15. 78.9. 79. 14. 73.7</td> <td>14. 13. 43. 43. 45. 512.7. 462.0. 5. 321.5. 25.0. 2. 2. 19. 92. 20. 381.0. 71. 7.547. 28.020. 377.3. 390.0. 86. 18. 90.0.</td> <td></td> <td>29 22 43 473.5 477.0 11 413.8 26.8 0 36 230 31 429.4 41 215 16.750 87.995 408.5 399.9 399.9 78.0 79 24 58.5</td> <td>99</td> <td>21 32 58 493.3 469.0 4 378.0 40.0 2 14 59 42 493.1 10 51 4.960 21.059 496.0 460.0 7 70.0 76 66 60.0</td> <td></td>	New Listings		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	27. 16. 38. 449.0. 340.0. 7. 347.6. 23.3. 2. 28. 161. 20. 316.0. 30. 142. 10.497. 47.104. 349.9. 317.0. 25. 83.3. 59. 22. 73.3.	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	18. 15. 53. 357.3. 300.0. 1. 310.0. 5.3. 1. 20. 109. 21. 287.4. 19. 93. 6.197. 27.811. 326.2. 319.9. 15. 78.9. 79. 14. 73.7	14. 13. 43. 43. 45. 512.7. 462.0. 5. 321.5. 25.0. 2. 2. 19. 92. 20. 381.0. 71. 7.547. 28.020. 377.3. 390.0. 86. 18. 90.0.		29 22 43 473.5 477.0 11 413.8 26.8 0 36 230 31 429.4 41 215 16.750 87.995 408.5 399.9 399.9 78.0 79 24 58.5	99	21 32 58 493.3 469.0 4 378.0 40.0 2 14 59 42 493.1 10 51 4.960 21.059 496.0 460.0 7 70.0 76 66 60.0	
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Foreclosure / REO 0 0 0 0 0 0 0 0 Seller Concessions 0 0 0 0 0 0 0 0 0 Short Sale 0 0 0 1 0 0 0 0 1 0 Standard 0 0 30 2 19 20 6 41 118 10 1	New Listings		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	27. 16. 38. 449.0. 340.0. 7. 347.6. 23.3. 2. 28. 161. 20. 316.0. 30. 142. 10.497. 47.104. 349.9. 317.0. 25. 83.3. 22. 73.3. 187.5.	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	18. 15. 53. 357.3. 300.0. 1. 310.0. 5.3. 1. 20. 109. 21. 287.4. 19. 93. 6.197. 27.811. 326.2. 319.9. 15. 78.9. 79. 14. 73.7. 126.7	14 13 43 43 512.7 462.0 5 321.5 25.0 2 2 19 92 20 381.0 20 71 7.547 28.020 377.3 390.0 18 86 86 18 90.0 15 18		29 22 43 473.5 457.0 11 413.8 26.8 0 36 230 31 429.4 41 215 16.750 87.995 408.5 399.9 320 78.0 379 24 58.5 186.4		21 32 58 493.3 469.0 4 378.0 40.0 2 14 59 42 493.1 10 51 4.960 21.059 496.0 460.0 7 70.0 66 60.0 31.3	11: 470 449 449 370 23 383 383 383 383 383 383 383 383 383
Seller Concessions 0 0 0 0 0 0 0 0 Short Sale 0 0 0 1 0 0 0 0 1 0 Standard 0 0 30 2 19 20 6 41 118 10 1	New Listings		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	27. 16. 38. 449.0. 340.0. 7. 347.6. 23.3. 2. 28. 161. 20. 316.0. 30. 142. 10.497. 47.104. 349.9. 317.0. 25. 83.3. 22. 73.3. 187.5.	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	18. 15. 53. 357.3. 300.0. 1. 310.0. 5.3. 1. 20. 109. 21. 287.4. 19. 93. 6.197. 27.811. 326.2. 319.9. 15. 78.9. 79. 14. 73.7. 126.7	14 13 43 43 512.7 462.0 5 321.5 25.0 2 2 19 92 20 381.0 20 71 7.547 28.020 377.3 390.0 18 86 86 18 90.0 15 18		29 22 43 473.5 457.0 11 413.8 26.8 0 36 230 31 429.4 41 215 16.750 87.995 408.5 399.9 320 78.0 379 24 58.5 186.4		21 32 58 493.3 469.0 4 378.0 40.0 2 14 59 42 493.1 10 51 4.960 21.059 496.0 460.0 7 70.0 66 60.0 31.3	12
Short Sale 0 0 1 0 0 0 1 0 Standard 0 0 30 2 19 20 6 41 118 10 1	New Listings Total Active Listings		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	27. 16. 38. 449.0. 340.0. 7. 347.6. 23.3. 2. 28. 161. 20. 316.0. 30. 142. 10.497. 47.104. 349.9. 317.0. 25. 83.3. 59. 22. 73.3. 187.5. 111.1.	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	18	14 13 43 512.7 462.0 5 321.5 25.0 2 2 19 92 20 381.0 20 71 7.547 28.020 377.3 390.0 18 90.0 86 18.9 90.0 153.8 142.9		29 22 43 473.5 477.0 11 413.8 26.8 26.8 230 31 429.4 41 215 16.750 87.995 408.5 408.5 399.9 79 24 58.5 186.4 141.4	99	21 32 58 493.3 469.0 4 4 378.0 40.0 2 1 14 59 42 10 51 10 51 4.960 21.059 496.0 460.0 76 6 6 60.0 31.3 47.6	
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United the Control of	New Listings Total Active Listings		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	27. 16. 38. 449.0. 340.0. 7. 347.6. 23.3. 2. 28. 161. 20. 316.0. 30. 142. 10.497. 47.104. 349.9. 317.0. 25. 83.3. 59. 22. 73.3. 187.5. 111.1.	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	18. 15. 53. 357.3. 300.0. 1. 310.0. 5.3. 1. 20. 109. 21. 287.4. 19. 93. 6.197. 27.811. 326.2. 319.9. 15. 78.9. 79. 14. 73.7. 126.7. 105.6. 0. 0. 0.	14 13 43 43 512.7 462.0 5 321.5 25.0 22 19 92 20 381.0 20 71 7.547 28.020 390.0 18 90.0 86 18 90.0 153.8 142.9		29 22 43 473.5 477.0 11 413.8 26.8 26.8 230 31 429.4 41 215 16.750 87.995 408.5 399.9 32 78.0 79 24 141.4	99	21 32 58 493.3 469.0 40.0 40.0 21.059 496.0 460.0 770.0 76 66 60.0 31.3 47.6 0 0 0 0	
	New Listings		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	27. 16. 38. 449.0. 340.0. 7. 347.6. 23.3. 2. 28. 161. 20. 316.0. 30. 142. 10.497. 47.104. 349.9. 317.0. 25. 83.3. 59. 22. 73.3. 187.5. 111.1.	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	18. 15. 53. 357.3. 300.0. 1. 310.0. 5.3. 1. 20. 109. 21. 287.4. 19. 93. 6.197. 27.811. 326.2. 319.9. 15. 78.9. 79. 14. 73.7. 126.7. 105.6. 0. 0. 0. 0. 0. 0.	14 13 43 43 43 512.7 462.0 5 321.5 25.0 22 19 92 20 381.0 71 7.547 28.020 377.3 390.0 18 18 90.0 90.0 153.8 142.9		29 22 43 473.5 477.0 11 413.8 26.8 26.8 230 31 429.4 41 215 16.750 87.995 408.5 399.9 32 78.0 79 24 141.4	99 75 44 460.6 409.0 26 369.3 21.8 6 6 114 645 24 369.8 119 566 45.160 209.548 379.5 370.0 99 83.2 74 81 68.1 158.7 120.2	21 32 58 493.3 469.0 40.0 2 14 59 42 493.1 10 51 4.960 21.059 496.0 460.0 7 7 70.0 76 6 6 60.0 31.3 47.6 0 0 0 0 0 0 0	

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112 56 40 89 35 110 112 56 46 60 60 113 560 5750 5750 5750 114 560 5750 5750 115 560 5750 5750 115 560 5750 5750 115 560 5750 5750 115 560 5750 5750 115 560 5750 5750 115 560 5750 5750 115 560 5750 5750 115 560 5750 5750 115 560 5750 5750 115 560 5750 5750 115 560 5750 5750 115 560 5750 5750 115 560 5750 5750 115 560 5750 115 560 5750 115 560 5750 115 560 5750 115 560 5750 115 560 5750 115 560 5750 115 5750 5750	10	ACTIVE INVENTORY:	AC	ADUL	SC	CA	N	SAU	SR	VAL	SCV TOTAL		OTAL
112 66 66 670 746 99 39 119 118	112 66 66 67 74 74 74 74 74	NEW LISTINGS.	18	5	93	51	40	89	35	.0110.	441	103	544
The color The	The control of the	TOTAL ACTIVE LISTINGS.	35	22	112	56	46		39	119.	528	164	692
100 575 524 514 515 712 511 550 524 514 514 712 514 712 514 712	100 575 524 514 515	AVERAGE DATS ON MARKET AVERAGE LIST PRICE IN THOUSANDS	687.3		718.0	671 1	632.3	670.9	842.4	794.9	739.7	589.2	698 7
11 260 2 26 26 26 26 26 26	18	MEDIAN LIST PRICE IN THOUSANDS	620.0	839.9	600.0	575.0	524.9	614.9.	815.0	712.0	645.0	469.9	605.0
11.3 250.2 248.0 217.5 268.2 21 218.2 218.2 218.2 227 286.2 228.2 228.2 228.2 228.2 228.2 228.2 228.2 228.2 228.2 228.2 228.2 228.2 228.2 23	11.7 280.	BOMS	e	2	18	8	8 6	14	4	29.	86	14	100
76	76 34 44 76 563 9 106 557 106 653 653 9 106 557 106 653 9 106 557 106 653 9 106 557 106 653 9 106 557 106 653 9 106 557 106 653 9 106 557 106 653 9 106 557 106 653 9 106 106 106 106 106 106 106 106 106 106	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
76 34 44 776 21 106 483 169 207 386 109 4716 56329 27 386 109 4716 56329 4158 542.0 7763 6018 4716 56329 4158 542.0 7763 601 480 1523 2011 79 386 490 2 2011 5467 15315 6956 490 2 2011 5467 775 882 7770 490 2 2003 1143 882 4 5170 490 2 2003 1143 882 4 5170 490 2 2003 1143 882 882 882 882 882 882 882 882 882 88	106 34 44 76 21 106 483 169 207 386 109 483 169 207 386 109 47.6 563.9 415.8 522.0 47.6 563.9 415.8 522.0 47.6 563.9 415.8 522.0 47.6 563.9 415.8 522.0 47.6 563.9 415.8 522.0 47.6 563.9 415.8 522.0 40.6 520 520 40.7 495.0 565.7 778 40.6 51.3 41.3 40.6 51.3 41.	EXPIRATIONS	16.0	0.00	7		2.0	14.7			8	29	0.0
198	197 198	PENDING SALES:	:		i	į		i	i				
106 20 20 20 20 20 20 20	106 20 20 20 20 20 20 20	NEW ESCROWS OPENED	16	4.0	76	34	44	76	21	106.	377	82	459
106 563 9 415 8 542 0 766 3 601 8 106 30	106 563 9 415 8 542 0 766 3 601 8 106	NEW ODEN ESCROWS OPENED	80	29	463	169	207	386	106	557.	1,997	500	2,497
106 30 40 956 222 1144 52	106 30 40 956 22 1144 52	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
106	140	CLOSED SALES:											
Section 149.	## 197741 79.314 9.177 9.527 15.315 9.505 1.505 1.505 9.505 1.505 9.505	NEW ESCROWS CLOSED	16	3	106	30	40	95	22	114.	426	111	537
197.741 193.74 194.750 195.24 196.950 197.741 193.74 196.95 194.750 196.24 196.95 196.9	197.741 193.74 194.750 195.751 195.7	TOTAL YID ESCHOWS CLOSED	71	27	420	149	179	328	91	501.	1,766	1 03	2,239
140 200 2773 5003 5753 6961 6102 5000	10	VOLUME OF INEW SALE DOLLARS IN MILLIONS	34 582	16.452	52.600	15.520	81.358	184.730	15.315 58.224	276 991	237.058		290.175
Second A770 A950 Sec 7 7785 S750 S900	500.0 477.0 495.0 565.7 778.5 575.0 576.0 590.0 484.0 590.0 593.8 593.8 590.9 598.8 590.9 598.8 590.9 590.8 590.8 590.9 590.9 590.8 590.9 590.8 590.9 590.9 590.8 590.9	AVERAGE SALE PRICE IN THOUSANDS.	529.6	505.0	496.2	517.3	500.3	575.3	696.1	610.2	557.9		540.4
99.	849. 867. 31 882. 220 893. 363. 4 863. 864. 90.9 882. 775. 886. 90.9 886. 90.9 886. 90.9 886. 90.9 886. 90.9 886. 90.9 886. 90.9 886. 90.9 886. 90.9 886. 90.9 886. 90.9 886. 90.9 886. 90.9 90.9 90.0 90.0 90.0 90.0 90.0 90	MEDIAN SALE PRICE IN THOUSANDS	530.0	475.0	500.0	477.0	495.0	565.7	778.5	.0.575.0.	535.0	392.5	515.0
## 19	74. 68. 77. 72. 88. 77. 72. 88. 77. 72. 88. 77. 72. 88. 77. 72. 88. 77. 72. 88. 77. 72. 88. 77. 72. 88. 77. 72. 88. 77. 72. 88. 77. 89. 89. 89. 89. 89. 89. 89. 89. 89. 89	COOP SALES	13	8 9	90	26	31	82	20	93.	358	100	458
66 721 28 772 8 70. 623 70. 624 614 625 70. 706 758 834 614 629 1036 1140 588 1000 1067 629 1036 1140 0 0 0 0 0 0 0 100 0 0 0 0 0 0 1105 29 40 94 22 114 00 0 0 0 0 0 0 0 105 29 40 94 22 114 ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 2 2 2 14 ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 2 2 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	66. 721. 28. 772. 88. 770. 66. 23.6. 770. 770. 758. 884. 770. 62.3. 770. 770. 758. 884. 614. 823.6. 536. 884. 864. 868. 868. 868. 868. 868. 86	AVERAGE DAYS ON MARKET	413	100.0	84.9	80.7 63		80.3 80	90.9	81.b.	84.0	90.1	85.3 82
14.0 15.8 15.6 161.4	623 700 700 758 364 614 614 614 614 614 614 614 614 614 6	SALES AT LIST PRICE.	ဖ	2	99	23	28	72	ω	70	273	73	346
94.6 53.6 87.0 96.0 56.4 95.8 87.0 94.6 62.9 103.6 88.8 100.0 106.7 62.9 103.6 88.8 87.0 94.0 94.0 94.0 94.0 94.0 94.0 94.0 94	94.6 53.6 87.0 96.0 56.4 95.8 94.6 10.0 0 10.0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	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
114.0	14.0 28.8 100.0 100.0 0 0 0 0 0 0 0 0 0	SALES TO LISTING INVENTORY RATIO	45.7	13.6	94.6	53.6	87.0	96.0	56.4	95.8.	80.7	67.7	9.77
1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1	CI OSED SALE IO NEW LISTING KATIO	88.9	60.0	114.0		100.0	106.7	62.9	103.6.	96.6	107.8	98./
Name	Name	FORECLOSURE/REO.	0	0	1	0	0	+	0	0	2	0	2
105	105	SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
IME - PRICE CHANGE - PRICE REDUCTION	Mark - PRICE CHANGE - PRICE REDUCTION	SHORT SALE	0.00	- 0	0 7	- 6	0 0	0.50	0 0	0.44	200	0 0	2 2
ACTIVE CHANGE - PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ME - PRICE CHANGE - PRICE REDUCTION REDUCED \$	OTHER	0	N C	0		0 4	4 C	N C	 1.4.	422	0 -	332
ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ 2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			SELLING T		E CHANGE -	DDICE DED	NOIL					
0	2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		AVG. 8	SELL TIME		E NO. LISTING	SS TOT	TAL # SOLI			\$ AVERAGE PI	RICE REDUCT	% NOI
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	DEFLING PRICE RANGE:		c		0		c		c	A/N		0
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Section	100,000 TO 109,999		0		0		0		0	A/N		0.0
Section	NA NA NA NA NA NA NA NA	110,000 TO 119,999	F	11		0		1		ļ.,	8000		6.7
\$ 5 5 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	\$\begin{array}{c ccccccccccccccccccccccccccccccccccc	120,000 TO 139,999		0		 		 0		o	N/A		0.0
15 2 1 1 8000 18 4 2432 19 34 11 22 26 38 34 43 18 5215 22 21 18 5215 23 53 18 5219 24 6252 27 79 28 2 16 29 4400 40 25 41 672 692 603 604 605 605 605 607 607 608 608 608 608 608 608	13 18 18 18 18 18 18 18	140,000 TO 159,999		24		N 0		2 7		0 0	501		4.0
13	13 18 4 2432 19 34 11 838 19 4 2432 19 38 88 26 38 88 29 53 88 29 53 88 29 53 88 29 622 29 623 29 623 29 623 29 623 20 679 20 72 622 21 679 22 10875 22 10875 22 10875 22 10875 24 12 25 366 00 DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	160,000 IO 1/9,999		55		ט ע		4 0		N -	8000		0.0
19 34 11 938 26 38 18 5215 26 38 38 18 8 5215 34 43 43 58 62 25 19 69 69 62 22 4 4 42 17725 69 69 69 62 62 60 6	19 34 11 938 26 38 18 82 37 25 43 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	200,000 TO 249,999		18		13		18		4	2432		6.0
26 28 38 18 5215 34 43 43 35 53 5258 36 52 29 37 26 53 38 38 519 39 5215 30 519	26 28 28 28 28 28 28 28 28 28 28 28 28 28	250,000 TO 299,999		20		19		34		11	938		0.5
29 53 6298 72 683 25 6232 72 682 25 6232 69 52 21 400 79 47 42 668 81 41 27,782,000	29 538 518 519 519 529 629 629 629 629 629 629 629 629 629 6	300,000 TO 349,999		40		26		38		18	5215		1.2
72 53 25 6232 69 62 19 1679 69 52 21 79 47 26 10875 22 21 10875 24 10875 25 26 10875 692 21 608 79 4725 692 25 187 692 537 225 366 616 RMLS TOTAL · \$ VOLUME \$1,127,782,000	72 53 25 6232 58 6232 19 1679 72 69 52 21 679 79 47 22 21 6169 79 22 42 2 6189 72 24 82 26 10875 72 25 26 10875 73 692 25 366 74 692 537 225 366 74 692 537 225 366 74 692 692 692 693 75 692 693 692 84 1,127,782,000 84 1,127,782,000	350,000 TO 399,999		32		34		53		13	2558		0.0
58 62 19 1679 69 52 21 4400 116 RMLS TOTAL - \$ VOLUME \$1,127,782,000	58 62 19 1679 16 81 4400 16 179 81 4400 179 82 21 4400 18 22 21 82 170 82 2 182 18 22 182 19 22 182 10 0 0 4 282 O16 RMLS TOTAL - \$ VOLUME \$1,127,782,000 ON DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	450,000 TO 499,999		24		72		53		25	6232		11
116 RMLS TOTAL - \$ VOLUME \$1,000	116 817 4400 4400 452 21 4400 4400 450 450 450 450 450 450 450 4	500,000 TO 549,999		20		58		62		19	1679		8.0
016 RMLS TOTAL - \$ VOLUME \$1 10075 \$1 279 12 24189 2 44189 2 44189 2 44189 2 44189 3 44272 3 44272 3 44189 3 44272 3 44189 3 44272 3 44189 3 44272 3 44189 3 44272 3 44189 3 44182 4 44182 4 4	10875 11875 1282 129 129 129 129 140 159 169 169 1775 189 1775 189 1775 189 1775 177	550,000 TO 599,999		28		69		52		21	4400		9.0
22 24189 22 4489 22 482 12 24189 12 24189 12 24189 14 4252 016 RMLS TOTAL - \$ VOLUME \$1,127,782,000	22 24189 24189 25 25 24189 241	600,000 TO 699,999		27		16		81		26	6169 10875		7 0
22 17725 82 16 82 16 9 42522 12 2 25 0 NA 016 RMLS TOTAL - \$ VOLUME \$1,127,782,000	22 17725 82 16 82 9 42822 12 2 2 0 NA 016 RMLS TOTAL · \$ VOLUME \$1,127,782,000 ON DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	800 000 TO 899 999		32		41		25		13	24189		2.7
016 RMLS TOTAL - \$ VOLUME \$1,127,782,000	12 12 12 15 16 16 16 17 12 17 12 17 12 17 12 17 12 12 15 15 15 15 15 15 15 15 15 15 15 15 15	900,000 TO 999, 999		39		22		4		2	17725		1.4
016 RMLS TOTAL - \$ VOLUME \$1,127,782,000	016 RMLS TOTAL - \$ VOLUME \$1,127,782,000 ON DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	1,000,000 TO 1,999,999		31		82		16		6	42522		2.4
016 RMLS TOTAL - \$ VOLUME \$1,127,782,000	016 RMLS TOTAL · \$ VOLUME \$1,127,782,000 ON DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	MORE THAN 2,000,000		29		12692		537		0 225	N/A 366		N/A 1.6
\$1,127,782,000	\$1,127,782,000 *THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.	30711131											
	*THE ASSOC	2,927		Ň	81, 1,	7 _ D	000,	∐				2,24	۵ ا۵

SANTA CLARITA VALLEY

COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO) TOTAL MONTH BY MONTH

Į.	SOUTHLAND REGIONAL	ASSOCIATION OF REALTORS', INC.	
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	% SALES TO LIST	67.5	74.2	79.2	59.4	78.3	98.7								
2017	\$ VOL MIL.	120.5	121.3	198.1	164.3	380.1	290.1								
20	SALES	253	259	412	339	445	537								
	TSIT	375	349	520	571	895	544								
	% SALES TO LIST	53.5	54.1	64.9	78.6	84.0	8.98	80.6	82.1	84.6	92.6	126.5	148.7	76.0	
16	\$ VOL MIL.	92.6	114.3	160.6	189.7	210.3	235.6	198.1	203.2	201.2	180.9	173.4	169.9	2132.8	\$527,790
2016	SALES	209	244	342	405	425	479	402	409	406	367	353	345	4,041	\$527
	LSIT	391	451	527	515	206	552	499	498	480	384	279	232	5,314	
	% SALES TO LIST	49.3	53.8	67.1	67.0	77	81.7	81	98.4	88.7	96.2	95.3	183.2	81.6	
15	\$ VOL MIL.	84.3	92.6	155	213.2	167.9	203.4	205.3	205.7	167.2	161.1	127.7	175.2	1,961.5	399
2015	SALES	200	219	327	376	381	443	442	439	368	358	286	403	4,242	\$462,399
	LIST	406	407	487	195	495	542	546	446	415	372	300	220	2,197	S
	% SALES TO LIST	6.09	51.3	53.2	76.2	73.4	8.69	74.6	82.1	75.1	97.3	120.3	160.8	77.6	
4	\$ VOL MIL.	96.2	88.2	103.2	155.5	157.6	153.2	157.1	159.9	145.9	149.6	136.8	161.9	1642.5	369
2014	SALES	238	214	261	369	367	344	373	362	341	356	308	365	3898	\$421,369
	LIST	391	417	491	484	200	493	200	441	454	366	256	227	5020	W
	% SALES TO LIST	6.69	68.9	90.1	87.3	86.7	73.5	82.6	83.7	90.08	81.7	7.66	109.2	84.5	
13	\$ VOL MIL.	84.2	89.7	132	139.1	140.1	142.7	163.7	147.4	129.1	131.9	131.9	165.2	1597	850
2013	SALES	248	255	345	364	373	346	404	375	332	335	323	407	4107	\$388,850
	LIST	355	370	383	417	430	471	489	448	412	410	324	214	4723	
	% SALES TO LIST	58.7	61.5	75.7	85.2	84.2	104.6	101	96.2	107.3	109.5	105.3	179.8	66	
12	\$ VOL MIL.	83.8	78.7	107.9	109	118	135.0	122.6	120.2	118.2	121.2	96	145.9	1356.5	060′
2012	SALES	276	275	348	364	384	432	392	406	337	347	298	419	4278	\$317,090
	LIST	470	447	460	427	456	413	388	422	314	317	283	233	4360	
1		JAN	FEB	MAR	APR	MAY	JUNE	JUL	AUG	SEPT	OCT	NON	DEC	TOTAL	AVG. SALE PRICE

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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 Auditorlum 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:

Gilairillail.

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