

August/September 2017

# REALTOR® REPORT

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

# PAINT NIGHT



**Thursday September 28, 2017**

**SRAR Auditorium 5 - 8 pm... Pg. 7 & 8**

**2018 Board of  
Directors Slate... Pg. 2**

**Lenders Easing  
Loan Standards... Pg. 3**

**Text Scam Targets  
R.E. Pros... Pg. 3**

**Condo Sales Up 27%,  
Price At Record High... Pg.4**

**CFPB "Know Before You Owe"  
Rules... Pg. 5**

**"Fido" Bark Buyers Listen... Pg. 6**

**Free Homebuyer Seminar SRAR  
Auditorium Saturday Oct. 7, 2017  
10:00 am - 12:00 pm... Pg.9**

**Volume 97 • Issue 8**

# SEPTEMBER 25, – OCTOBER 10, 2017

## THE SRAR BOARD NOMINATING COMMITTEE ANNOUNCES THE 2018 BOARD OF DIRECTORS SLATE

The Board of Directors voting will begin on September 25. There are fourteen openings for Directors. The following members are recommended by the Board Nominating Committee to serve on the Directorate for a two year term commencing January 1, 2018:

Eugenia (Gina) A. Aguilar  
Jim Ezell  
Jeffrey Kahn  
Howard M. Katchen  
Bob Khalsa  
Marty Kovacs  
Joseph A. (Bud) Mauro  
Alice McCain  
Melanie McShane  
Patti Petralia  
Rich Pisani  
Gaye Rainey  
Hosep Stepanian  
Diane S. Sydell  
Nancy Troxell Carnahan  
Judy Ann Von Arb

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

## REALTOR® REPORT

*The Official Publication of SRAR*

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**Nancy Starczyk**

**President-Elect**  
**Gary Washburn**

**Chief Executive Officer**  
**Tim Johnson**

**Santa Clarita Valley Division  
Chairman**  
**Marty Kovacs**

**Main office:**  
7232 Balboa Blvd. • Van Nuys, CA 91406  
Tel: (818) 786-2110 • Fax: (818) 786-4541  
e-mail: [info@srar.com](mailto:info@srar.com)

### CONSUMER PRICE INDEXES

**APRIL 2017**

#### PERCENT CHANGE

	ONE MONTH ENDING July 2017	12 MONTHS ENDING July 2017
Los Angeles - Riverside - Orange County	0.3	2.5



# LENDERS EASING LOAN STANDARDS

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

**Homebuyers and Realtors may get what they've long endorsed — eased credit standards on home loans**

In fact, the share of lenders who report having relaxed mortgage credit rules has ticked up gradually since the fourth quarter of 2016.

That's according to Fannie Mae's second quarter 2017 Mortgage Lender Sentiment Survey.

Additionally, when anticipating the coming months, the share of lenders saying they plan to ease standards — for GSE eligible, non-GSE eligible, and government loans — reached or surpassed survey highs.

Concerns regarding economic conditions were a top driver for changes in lending standards.

Across the three loan types, the share of lenders nationwide who reported growth in purchase mortgage demand dropped to the lowest net reading in years for

the secondquarter period. The drop in purchase mortgage demand also reflects the latest findings in the Fannie Mae National Housing Survey, in which the net share of consumers who reported that now is a good time to buy a home dropped to a record low.

The results of both surveys mirror the ongoing narrative for housing — Tight inventory has pushed up home prices, which is weighing on affordability and

**Tight inventory has pushed up home prices, which is weighing on affordability and constraining sales**

constraining sales.

“Expectations to ease credit standards climbed to survey highpoints in the second quarter as more lenders reported slowing mortgage demand and increasing concerns about competition from other lenders,” said Doug Duncan, senior vice president

and chief economist at Fannie Mae.

“Lenders cited additional contributing factors such as diminishing compliance concerns,” he said. “And easing credit standards might also be due in part to increased pressure to compete for declining mortgage volume.”

For the third consecutive quarter, the share of lenders expecting a decrease in profit margin over the next three months exceeded the share with a positive profit margin outlook, he said. Plus, the percentage citing competition from other lenders as a reason for their negative outlook reached a survey high.

Yet mortgage lenders remained optimistic — 78 percent said that home prices over the next 12 months would rise, also a survey-high. Only 3 percent thought home prices would drop in the coming year.

In short, prices in many cities — perhaps even locally, with a median home price of \$640,000 in June — have boomed beyond what may be sustainable and affordable.

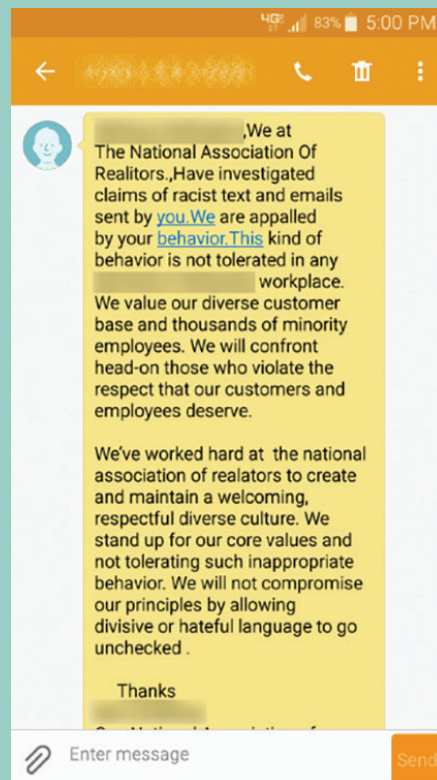
## Text Scam Targets Real Estate Pros

**A phishing scam has targeted real estate professionals by falsely claiming they made racist statements and demanding cash payment disguised as a fine.**

A broker recently received a text message purporting to be from the National Association of Realtors, but with the name misspelled. It accused the broker of sending “racist texts and emails” and demanded she pay a \$1,345 fine.

The member alerted the National Association of Realtors to the scam, which promptly notified the FBI. The FBI recommended that anyone receiving a similar scam text should:

- Report the incident to the FBI. Go online to [www.ic3.gov/complaint](http://www.ic3.gov/complaint).
- Alert the company's IT department if there is any suspicion that phone numbers or contact information were obtained due to a breach of a computer system.
- The IT system needs to be scanned to ensure it is free of malware, especially if a real estate pro clicked on a link embedded in the text.
- Follow up with the local Woffice of the FBI after filing the IC3 report.





## San Fernando Valley

# CONDO SALES UP 27%, PRICE AT RECORD HIGH

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

Condo sales rose even as the median price of condominiums that changed owners during June in the San Fernando Valley came in at \$420,000, which set a record high for the second consecutive month, the Southland Regional Association of Realtors reported on Monday, July 24.

The median was up 15.1 percent from a year ago and 0.2 percent above the prior record established in May of \$419,000. Prior to May, the old condo record of \$415,000 had been in place since February 2006.

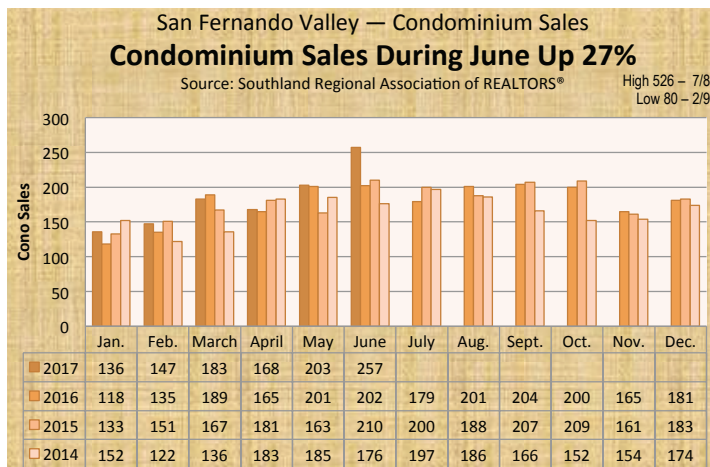
"With singlefamily homes priced out of the reach of many families, there's a madcap rush to grab any properly priced condominium," said Nancy Starczyk, president of the Southland Regional Association of Realtors.

"That translates into brisk sales with virtually constant upward pressure on prices, especially with today's very tight inventory and barriers virtually everywhere that slow or prevent construction of more housing" percent from a year ago and 26.6

The 257 condominiums sold during June represented the highest total since July 2007. Condo sales were

up 27.2 percent from a year ago and 26.6 percent higher than this May, the Association reported. As a result of the lack of inventory, the June tally was nonetheless 51.0 percent below the record high condo sales total of 524 sales set in July 2004.

Realtors also helped close escrow during June on 594 single-family homes. That was the highest monthly total in 12 months, but off 2.9 percent from a year ago when 612 homes changed owners.



The median price of single-family homes sold was \$640,000, an increase of 6.7 percent from a year ago, but 4.7 percent below the record high of \$671,500 set in March.

"It feels like we're experiencing a perfect storm," said Tim Johnson, the chief executive officer of the Association. "Many current owners would love to move, but they can't find a replacement home, which limits what's listed for sale. That process in itself puts upward pressure on prices, a cycle then exacerbated by countless restrictions homebuilders bump into when they try to build new homes.

"Sales activity seems concentrated

in the price ranges from \$600,000 and up," Johnson said. "There are a dwindling number of buyers who can afford today's prices, but in all prices ranges the tremendous lack of homes for sale is very problematic."

## Santa Clarita Valley

# Home Sales Highest Since 2005

Even as the median price of homes sold inched closer to its record high, the 307 single-family homes that changed owners during June throughout the Santa Clarita Valley was the highest sales tally for any month since September 2005, the Southland Regional Association of Realtors reported on Monday, July 24.

June also marked the first time sales surpassed the benchmark 300-sale mark in any month. The 307 sales were 15.8 percent ahead of a year ago and up 24.8 percent from this May, which follows typical seasonal patterns.

"Hitting this number is a testament to the healthy economy of our Valley," said Marty Kovacs, chairman of the Santa Clarita Valley Division of the Southland Regional Association of Realtors. "Local resale prices are inching too high too fast, the local housing market is showing its resiliency with this relatively strong showing."

For perspective, Kovacs noted, the 307 closed escrows were 24.2 percent below the record high 405 sales set in June 2005.



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

## The Future of Commercial Deal Making

In collaboration with the National Association of Realtors, the Southland Regional Association of Realtors is pleased to announce Commercial Day 2017 — The Future of Commercial Deal Making.

The keynote for the Thursday, Aug. 10, event is Eric Paulsen of Ten-X. He will focus on the intricacies of deal making while other speakers will enhance a program replete with information on media technology, crowdfunding/lending, and new laws impacting commercial real estate. There also will be a roundtable discussion on development of presentations using drones offered by Imagination Aerials and a networking session guaranteed to provide valuable insight for every attendee. Please note, the \$10 registration fee will be refunded upon check-in. To reserve a seat, submit a registration form found at [www.srar.com](http://www.srar.com) or for questions call 818-947-2255.

## Foreign Buyers Set U.S. Record

Soaring prices and a limited number of homes on the market haven't stopped foreign buyers from dropping a record amount of money on American real estate in recent months, [realtor.com](http://realtor.com) reported recently.

International buyers purchased \$153 billion worth of existing homes in the U.S. from April 2016 to March 2017 — up 49 percent from the same period a year before, according to a recent National Association of Realtors survey. They bought 284,455 properties, a 32 percent increase from the previous year. However, despite how impressive that sounds, it represents only about 5 percent of existing home sales.

"The political and economic uncertainty both here and abroad did not deter foreigners from exponentially ramping up their purchases," Lawrence Yun, NAR's chief economist, said in a statement. "Foreigners increasingly acted on their beliefs that the U.S. is a safe and secure place to live, work, and invest." Chinese buyers spent the most on American real estate for the fourth year in a row — \$31.7 billion, up 16.1 percent — followed by Canadians, who invested about \$19 billion. Chinese buyers also bought the most housing units, at 40,572, a nearly 39 percent rise from the prior year.

**realtor.com**



## CFPB UPDATES 'KNOW BEFORE YOU OWE' RULES

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

The Consumer Financial Protection Bureau recently finalized updates to its "Know Before You Owe" mortgage disclosure rule and a follow-up to address Realtor concerns regarding access to closing disclosures.

The changes to the disclosure rule were intended to provide greater clarity and certainty for consumers, lenders and real estate professionals.

As advocated for by Realtors, the final rule clarifies the ability to share the closing disclosure with third parties — a victory for real estate professionals and consumers nationwide.

The CFPB's revised rule makes it clear that it is "usual, accepted and appropriate for creditors and settlement agents to provide a closing disclosure to consumers, sellers, and their real estate brokers or other agents," the bureau stated.

That wipes away what had been a confounding issue for Realtors.

Allowing real estate pros access to the closing disclosure can lead to finding and fixing errors in loan documents.

The National Association of Realtors in a recent survey about the issue wrote:

"When access was permitted, more than half identified errors within the documents, including missing concessions, and incorrect names, addresses, fees, commissions, and taxes.

"Thus, lenders' refusal to share the CD with real estate professionals — trusted advisors who frequently reviewed the (old disclosure form) with buyers and sellers — may adversely impact consumer transactions, including delaying the closing, depending on when such errors are discovered."

doing their job of serving consumers.

Reviewing the disclosure used to be common practice for many years prior to the revised rules, which yielded benefits for consumers.

It's fantastic that once again Realtors will have access to a tool that will enable them to be of even greater service to home buyers and sellers.

"A mortgage is one of the largest financial decisions a consumer will ever make, and CFPB's rules help ensure consumers have the easy-to-understand

information they need before making a decision that will significantly impact their financial lives," said CFPB Director Richard Cordray.

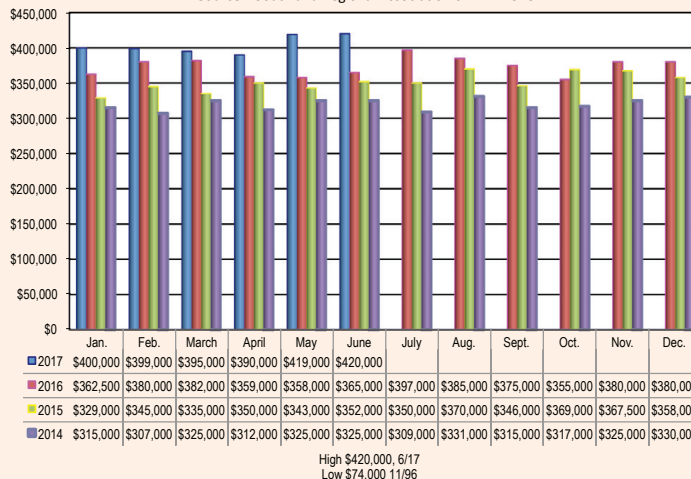
The final rule will be effective 60 days from publication in the Federal Register.

Updates will

be provided on this page as they become available.

### San Fernando Valley — Condominiums Condominium Median Up 15% to Record High \$420,000

Source — Southland Regional Association of REALTORS®



This is an issue that Realtors have been waging since last July when the rule change was first proposed.

Without access to the closing disclosure agents have a much more difficult time

## VALLEY CONDO PRICE HITS RECORD HIGH

The median price of condominiums sold during June in the San Fernando Valley rose to \$420,000, the Southland Regional Association of Realtors reported recently.

That was up 15.1 percent from a year ago and a 0.2 percent increase from the former record. The old record of \$415,000 had been in place since February 2006 until this May and again in June. June marked only the third time since 2007 that the median came in at or above \$400,000. Further details about the local housing market during June will be included next week on this page from the Southland Regional Association of Realtors, along with the unveiling of a new local affordability calculator. For press releases and charts reporting home sales in the San Fernando and Santa Clarita valleys, go to [www.srar.com](http://www.srar.com), click on "statistics" under MLS menu tab at the top of the page.

## LOCAL PENDING SALES FLAT



-.4%

San Fernando Valley open escrows — a measure of future sales — were essentially unchanged from a year ago June. There were 802 pending sales at the end of June compared to 805 in June 2016 and 866 pending sales this May.

Source: Southland Regional Association of Realtors®

Thursday, Aug. 10

## LIVE DRONE DEMONSTRATION AND THE FUTURE OF COMMERCIAL REAL ESTATE TRANSACTIONS

Attendees at Commercial Day 2017 are sure to be enthralled with two aspects of the event — insight into how tomorrow's commercial real estate deals will emerge and an up close, live demonstration of how the rapidly spreading use of drones benefit transactions.

And there's much more on tap at the Thursday, Aug. 10, offered by the Southland Regional Association of Realtors in collaboration with the National Association of Realtors.

Eric Paulsen, of Ten-X, will explore the theme: "The Future of Commercial Deal Making" in his keynote address. "Paulsen was on the ground floor in the creation of auction.com, which evolved into Ten-X," said Arnie Garfinkel, moderator of the event, which was developed by SRAR's Commercial Investment Division.

"He's an outside-the-box thinker, offering new and different ways to do business and how commercial transactions come together." Garfinkel was equally excited about a live demonstration of drones to be offered by Imagination Aerials. "Drones are fascinating," he said, "this innovation offers remarkable opportunities for marketing and more fully understanding every corner of large commercial properties. It will be fun to have a live demonstration of a drone in the room." There also will be a roundtable discussion on development of commercial real estate presentations using drones. A powerful lineup of additional speakers will round out a program replete with information on media technology, crowdfunding/lending, and new laws impacting commercial real estate. To reserve a seat, submit a registration form found at [www.srar.com](http://www.srar.com) or for questions call 818-947-2255. Please note, the \$10 registration fee will be refunded upon check-in.

# 'FIDO' BARKS — BUYERS LISTEN!

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

**Marriage and children may be the life events that traditionally prompt people to buy a home. But never underestimate pet power.**

For some Millennials, the yearning for open space is linked to the needs of their furry friends.

Fully one third of recent home buyers ages 18 to 36 said their decision to purchase was based on the desire for a larger property with a yard for their dog, according to a survey conducted by Harris Poll on behalf of SunTrust Mortgage.

The need for more living space is the top homebuying motivator at 66 percent, followed by the acknowledgement by 36 percent of millennials that owning a home increases the chance of building equity and of adding to household wealth.

But then comes Fido at 33 percent—with dogs motivating more buyers than marriage, 25 percent, or the birth of a child, 19 percent.

“Millennials have strong

bonds with their dogs, so it makes sense that their furry family members are driving homebuying decisions,” says Dorinda Smith, Sun-Trust Mortgage president and CEO. “For those with dogs, renting can be more expensive and a hassle.

“Homeownership takes some of the stress off by providing a better living

situation,” Smith said.

The survey found that 42 percent of millennial prospective homeowners say their dog—or their desire to adopt a dog—is a key factor in their decision to purchase a home in the future, according to the survey.

Joining the pet craze, home builders are touting pet-accommodating floor plans, such as those with pet nooks in entryways. Also, luxury condo buildings are marketing amenities to pet-loving households, offering rooftop pet parks and spas—complete with “pawdicures”—dogboneshaped swimming pools, pet fitness yoga classes and treadmill sessions, and even “yappy hours” social mixers.

There’s a lot for pet owners to consider when buying or selling a home.

Buyers need to include their pets even as they fall in love with a house. Sellers should reevaluate the pros and cons of marketing their dog, cat, horse or herd of alpacas.



## Is 'Fluffy' an Asset When Selling?

**The rising power of pets is sweeping aside traditional views of the impact of animals on home sales. Instead, it is ushering in buyers and sellers, young and old, who think Fido and Fluffy deserve a say in housing decisions.**

Not long ago, owners generally were advised to hide the dog and cat paraphernalia—toys, bowls, beds and especially the animals—when preparing a home for sale. Now, depending on the type of home and location, it’s just as likely pets and their stuff will be viewed as a marketing plus. Why? Consider the statistics.

Two thirds of households own a pet, up from 56 percent in 1988. A record-breaking 79 million U.S. households now own an animal, according to a survey of pet owners by the American Pet Products Association. Indeed, 83 percent of pet owners consider their pet to be a member of the family, according to a Packaged Facts research report. And if pitching schools is

important to families with children, it makes sense that Realtors should include a roundup of nearby bark parks and pet amenities for folks with a cuddly canine.

Plus, some homes simply are better suited, from a design standpoint, for animals and their owners.

“I think the days of hiding your pet are over,” said Rhona Sutter, an agent and founder of the Pet Realty Network, a national social platform bringing agents and pet-related resources together. “You may not want the boisterous Labrador running to the door to greet a homebuyer, but quite honestly, a home that is pet-friendly is an advantage for a house nowadays.”

That’s why some real estate companies feature pets in marketing and others forge alliances with local animal shelters.

At a minimum, agents can ask buyers about their pets, what they need and keep an eye out for homes that offer, for example, ample room for exercise. If interested in a condominium, it’s always wise to determine if a homeowners’ association has a limit on breed, size or number of animals allowed.



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

*Drink Creatively*



**THURSDAY SEPTEMBER 28, 2017 | 5 - 8 PM**

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# 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](http://www.srar.com/grants) or contact Michelle Gerhard at [MichelleG@srar.com](mailto: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.



## Paint Night Sign Up Form

**Deadline to sign up is September 21, 2017**

**Number of Tickets at \$50 each** \_\_\_\_\_

*(checks to made out to SRAR foundation and are tax deductible)*

**Name:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Payment:**      **Credit Card**      **Check (Make Payable to SRAR)**      **Cash**

**Credit Card Number:** \_\_\_\_\_

**Total Amount to Charge: \$** \_\_\_\_\_ **Exp Date:** \_\_\_\_\_

**Signature:** \_\_\_\_\_

Tickets must be purchased in advance. You **CANNOT** pay at the door.  
Completed form can be faxed to 818-786-4541  
or mailed *(please DO NOT mail cash)* to SRAR: 7232 Balboa Blvd. Van Nuys, 91406

**Note: Tickets will not be mailed. Your name and total number in party will be listed upon arrival.**

*\*This seminar is strictly for the general public. No REALTOR® members are permitted unless accompanying a client.*



***www.SRAR.com***

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# **FREE HOMEBUYER SEMINAR**

.....

**Saturday, October 7, 2017  
10:00am - 12:00pm**

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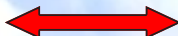


# 2017 Commercial & Investment Division Education Series

**The ABC's of Commercial Real Estate**  
An introduction to the practical applications of Commercial Real Estate

January 25, 2017  
9:00 a.m. - 10:30 a.m.

Free To Attend



✓ To Register ✓  
☐ ☐

**Introduction to Leasing**  
An introduction to leasing retail, office and industrial properties

February 1, 2017  
9:00 a.m. - 10:30 a.m.

ALL CLASSES LISTED BELOW ARE HELD ON WEDNESDAYS 9:00 a.m.—12:00 p.m.  
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**Effective Commercial Purchase Agreements**  
March 1, 2017

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To Register  
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**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  
☐

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August 9, 2017

✓  
To Register  
☐

**Overview of Commercial Real Estate Investment Analysis**  
September 6, 2017

✓  
To Register  
☐

**Due Diligence in Commercial Real Estate Transactions**  
October 4, 2017

✓  
To Register  
☐

**Property Management for Investment Real Estate**  
November 1, 2017

✓  
To Register  
☐

**Overview of Commercial Real Estate Investment Analysis**  
December 6, 2017

✓  
To Register  
☐

## PRE-REGISTER & PAY FOR 5 CLASSES AND GET 1 CLASS FREE (free classes not eligible)

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

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

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

Full Name \_\_\_\_\_ Telephone # \_\_\_\_\_

VISA/MC/AMEX/DISC# \_\_\_\_\_ Exp. Date \_\_\_\_/\_\_\_\_ CVV \_\_\_\_\_

# of Classes \_\_\_\_\_ @ \$25 Each \$ \_\_\_\_\_ Signature \_\_\_\_\_

Email Address \_\_\_\_\_ (please print legibly)





RESIDENTIAL PROPERTIES LISTED

1,726

JULY 2017 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,332

RESIDENTIAL PROP. ESCROW CLOSED

1,177

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
132	207	176	222	270	1,007	719	1,726
NEW LISTINGS							
170	270	245	322	419	1,426	1,262	2,682
TOTAL ACTIVE LISTINGS							
80	67	59	58	62	64	77	70
AVERAGE DAYS ON MARKET							
515.3	1,081.3	1,254.6	788.2	1,468.7	1,091.2	742.2	927.8
AVERAGE LIST PRICE IN THOUSANDS							
485.9	799.0	780.0	685.0	799.9	700.0	425.0	598.0
MEDIAN LIST PRICE IN THOUSANDS							
32	32	26	33	50	173	150	323
BOMS							
450.4	794.6	1,155.8	629.2	868.6	775.0	527.7	660.2
AVERAGE BOM PRICE IN THOUSANDS							
33.7	26.0	21.5	22.0	25.6	27.4	29.9	27.4
BOM TO SALE RATIO							
10	20	12	11	21	74	73	147
EXPIRATIONS							

PENDING SALES:

123	179	149	167	195	813	519	1,332
NEW ESCROWS OPENED							
766	1,044	868	1,127	1,250	5,055	3,542	8,597
TOTAL YTD ESCROWS OPENED							
33	26	34	30	35	42	42	36
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET							
450.3	852.2	858.5	645.1	861.6	752.3	511.9	658.6
NEW OPEN ESCROWS AVERAGE LIST PRICE							

CLOSED SALES:

95	123	121	150	187	676	501	1,177
NEW ESCROWS CLOSED							
685	952	807	1,020	1,134	4,598	3,315	7,913
TOTAL YTD ESCROWS CLOSED							
41 276	105 096	110 461	94 515	178 206	529 554	255 026	784 580
VOLUME OF NEW SALE DOLLARS IN MILLIONS							
291 314	793 721	692 791	637 917	943 978	3 359 720	1 714 843	5 074 564
VOLUME OF TOTAL YTD SALES IN MILLIONS							
434.5	854.4	912.9	630.1	953.0	783.4	509.0	666.6
AVERAGE SALE PRICE IN THOUSANDS							
438.0	728.8	629.9	585.0	650.0	595.0	380.0	524.5
MEDIAN SALE PRICE IN THOUSANDS							
75	101	94	127	157	554	413	967
COOP SALES							
78.9	82.1	77.7	84.7	84.0	82.0	82.4	82.2
PERCENT OF COOP SALES							
33	30	32	35	28	31	40	35
AVERAGE DAYS ON MARKET							
61	83	78	82	81	385	292	677
SALES AT LIST PRICE							
64.2	67.5	64.5	54.7	43.3	57.0	58.3	57.5
PERCENT OF SALES AT LIST PRICE							
55.9	45.6	49.4	46.6	44.6	47.4	39.9	43.9
SALES TO LISTING INVENTORY RATIO							
72.0	59.4	68.8	67.6	69.3	67.1	69.7	68.2
FINAL SALE TO NEW LISTING RATIO							

CLOSED SALES TYPE

3	2	0	3	0	8	8	16
FORECLOSURE/REO							
0	0	0	0	0	0	0	0
SELLER CONCESSIONS							
3	1	0	2	0	6	8	14
SHORT SALE							
85	116	121	138	184	644	470	1114
STANDARD							
4	4	0	7	3	18	15	33
OTHER							

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
265	21	5	3	93413	29.3
LESS THAN 100,000					
0	7	0	0	N/A	0.0
100,000 TO 109,999					
176	5	1	0	25000	27.8
110,000 TO 119,999					
15	15	8	1	N/A	0.6
120,000 TO 139,999					
11	23	7	3	2784	17.6
140,000 TO 159,999					
28	31	16	7	3948	2.1
160,000 TO 179,999					
36	40	20	11	7909	3.5
180,000 TO 199,999					
36	128	62	26	3751	1.2
200,000 TO 249,999					
41	174	72	27	4941	1.4
250,000 TO 299,999					
37	126	98	41	795	0.1
300,000 TO 349,999					
33	158	83	43	9012	1.6
350,000 TO 399,999					
32	133	92	40	1122	0.3
400,000 TO 449,999					
41	168	76	34	2440	14.8
450,000 TO 499,999					
28	162	86	37	4268	11.5
500,000 TO 549,999					
33	178	107	46	205	0.3
550,000 TO 599,999					
29	250	110	54	5238	1.1
600,000 TO 699,999					
26	215	91	39	5236	1.3
700,000 TO 799,999					
25	139	62	36	12769	1.3
800,000 TO 899,999					
31	82	37	19	5463	23.7
900,000 TO 999,999					
34	426	107	64	20721	7.4
1,000,000 TO 1,999,999					
77	201	37	27	315163	5.9
MORE THAN 2,000,000					
35	2682	1177	558	14111	2.8
TOTALS					

LISTINGS

11,077

2016 RMLS TOTAL - \$ VOLUME

\$5,074,564,000

SALES

7,948

EN:

Arleta, Kagel Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar

ES:

Cahuenga Pass, Lake Hollywood, North Hollywood, Sherman Oaks, Studio City, Toluca Lake, Valley Glen, Valley Village, Van Nuys

CS:

Encino, Lake Balboa, Reseda, Tarzana, Van Nuys

WN:

Chatsworth, Granada Hills, Mission Hills, North Hills, Northridge

WS:

Bell Canyon, Calabasas, Canoga Park, Hidden Hills, Monte Nido, West Hills, Winnetka, Woodland Hills

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



# SAN FERNANDO VALLEY

[illegible]

## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JULY 2017

<b>ACTIVE INVENTORY</b>	<b>EN</b>	<b>ES</b>	<b>CS</b>	<b>WN</b>	<b>WS</b>	<b>SFV TOTAL</b>	<b>EXT</b>	<b>TOTAL</b>
New Listings .....	95	141	117	171	220	744	563	1,307
Total Active Listings .....	130	197	166	267	364	1,124	1,031	2,155
Average Days on Market .....	87	62	59	57	61	63	82	72
Average List Price in Thousands .....	563.5	1,268.8	1,607.5	848.6	1,623.0	1,252.1	785.1	1,028.7
Median List Price in Thousands .....	499.0	1,034.5	1,300.0	730.0	890.0	799.0	425.0	664.9
BOMS .....	25	19	20	27	39	130	126	256
Average BOM Price in Thousands .....	487.4	1,036.7	1,392.1	668.3	993.0	896.1	546.5	724.1
BOM to Sale Ratio .....	35.7	24.7	23.3	23.5	28.3	26.7	32.6	29.4
Expirations .....	9	17	10	8	21	65	56	121
<b>PENDING SALES</b>								
New Escrows Opened .....	18	110	104	127	147	575	403	978
Total YTD Escrows Opened .....	543	664	602	862	952	3,623	2,782	6,405
New Open Escrows Average Days on Market .....	33	25	33	31	40	33	44	37
New Open Escrows Average List Price .....	486.8	1,056.3	1,051.0	706.7	998.1	877.1	522.8	731.1
<b>CLOSED SALES:</b>								
New Escrows Closed .....	70	77	86	115	138	486	386	872
Total YTD Escrows Closed .....	504	607	552	790	857	3,310	2,608	5,918
Volume of New Sales Dollars in Millions .....	33.075	81.926	95.006	78.961	153.273	442.242	203.508	645.750
Volume of total YTD Sales in Millions .....	229.591	623.850	580.954	535.669	807.491	2,777.556	1,388.571	4,166.127
Average Sale price in Thousands .....	472.5	1,064.0	1,104.7	686.6	1,110.7	910.0	527.2	740.5
Median Sale Price in Thousands .....	450.0	927.0	770.0	623.0	707.0	665.0	356.3	575.0
Coop Sales .....	55	65	65	98	116	399	317	716
Percent of Coop Sales .....	78.6	84.4	75.6	85.2	84.1	82.1	82.1	82.1
Average Days on Market .....	35	28	33	35	31	32	41	36
Sales at List Price .....	42	48	50	64	58	262	222	484
Percent of Sales at List Price .....	60.0	62.3	58.1	55.7	42.0	53.9	57.5	55.5
Sales to Listing Inventory Ratio .....	53.8	39.1	51.8	43.1	37.9	43.2	37.4	40.5
Final Sale to New Listing Ratio .....	73.7	54.6	73.5	67.3	62.7	65.3	68.6	66.7
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO .....	2	2	0	3	0	7	6	13
Seller Concessions .....	0	0	0	0	0	0	0	0
Short Sale .....	3	0	0	1	0	4	7	11
Standard .....	63	73	86	104	136	462	360	822
Other .....	2	2	0	7	2	13	13	26

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JULY 2017

<b>ACTIVE INVENTORY</b>	<b>EN</b>	<b>ES</b>	<b>CS</b>	<b>WN</b>	<b>WS</b>	<b>SFV TOTAL</b>	<b>EXT</b>	<b>TOTAL</b>
New Listings .....	37	66	59	51	50	263	156	419
Total Active Listings .....	40	73	79	55	55	302	225	527
Average Days on Market .....	58	78	57	63	68	66	54	60
Average List Price in Thousands .....	358.8	575.5	512.9	494.8	447.3	492.4	545.7	515.2
Median List Price in Thousands .....	338.0	543.5	450.0	435.0	395.0	438.0	450.0	439.0
BOMS .....	7	13	6	6	11	43	24	67
Average BOM Price in Thousands .....	318.4	440.8	368.2	453.0	427.4	409.0	428.9	416.2
BOM to Sale Ratio .....	28.0	28.3	17.1	17.1	22.4	22.6	20.9	22.0
Expirations .....	1	3	2	3	0	9	17	26
<b>PENDING SALES</b>								
New Escrows Opened .....	36	69	45	40	48	238	116	354
Total YTD Escrows Opened .....	223	380	266	265	298	1,432	760	2,192
New Open Escrows Average Days on Market .....	32	28	37	25	18	28	37	31
New Open Escrows Average List Price .....	362.0	526.9	413.6	449.7	443.8	450.8	473.9	458.4
<b>CLOSED SALES:</b>								
New Escrows Closed .....	25	46	35	35	49	190	115	305
Total YTD Escrows Closed .....	181	345	255	230	277	1,288	707	1,995
Volume of New Sales Dollars in Millions .....	8.201	23.170	15.455	15.554	24.933	87.312	51.518	138.830
Volume of total YTD Sales in Millions .....	61.723	169.870	111.837	102.248	136.487	582.165	326.272	908.437
Average Sale price in Thousands .....	328.0	503.7	441.6	444.4	508.8	459.5	448.0	455.2
Median Sale Price in Thousands .....	305.0	465.0	410.0	420.0	417.0	410.0	415.0	411.0
Coop Sales .....	20	36	29	29	41	155	96	251
Percent of Coop Sales .....	80.0	78.3	82.9	82.9	83.7	81.6	83.5	82.3
Average Days on Market .....	25	33	29	37	22	29	36	31
Sales at List Price .....	19	35	28	18	23	123	70	193
Percent of Sales at List Price .....	76.0	76.1	80.0	51.4	46.9	64.7	60.9	63.3
Sales to Listing Inventory Ratio .....	62.5	63.0	44.3	63.6	89.1	62.9	51.1	57.9
Final Sale to New Listing Ratio .....	67.6	69.7	59.3	68.6	98.0	72.2	73.7	72.8
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO .....	1	0	0	0	0	1	2	3
Seller Concessions .....	0	0	0	0	0	0	0	0
Short Sale .....	0	1	0	1	0	2	1	3
Standard .....	22	43	35	34	48	182	110	292
Other .....	2	2	0	0	1	5	2	7



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

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	10	9	68	30	17	72	15	60	281	87	368
Total Active Listings	33	22	96	40	36	88	33	84	432	147	579
Average Days on Market	99	70	72	73	67	47	51	67	66	80	70
Average List Price in Thousands	721.7	944.7	763.3	713.0	746.9	660.4	927.7	894.1	780.4	553.5	722.8
Median List Price in Thousands	620.0	795.0	619.0	600.0	599.0	600.0	880.0	739.9	675.0	415.0	620.0
BOMS	3	2	10	6	5	6	3	10	45	20	65
Average BOM Price in Thousands	429.3	890.0	546.5	570.3	490.4	646.1	698.3	859.0	643.7	321.1	544.5
BOM to Sale Ratio	30.0	50.0	24.4	23.1	38.5	11.8	23.1	15.6	20.3	34.5	23.2
Expirations	1	2	4	3	2	6	1	6	25	8	33

### PENDING SALES

New Escrows Opened	8	7	61	43	15	56	11	64	265	71	336
Total YTD Escrows Opened	87	34	356	198	109	351	78	390	1,603	499	2,102
New Open Escrows Average Days on Market	69	109	32	34	39	28	41	41	38	36	37
New Open Escrows Average List Price	503.2	744.8	560.8	539.7	554.4	598.5	843.3	635.3	597.8	477.0	572.3

### CLOSED SALES:

New Escrows Closed	10	4	41	26	13	51	13	64	222	58	280
Total YTD Escrows Closed	80	30	320	165	99	310	70	351	1,425	478	1,903
Volume of New Sales Dollars in Millions	6.170	2.915	23.104	15.341	6.381	30.174	12.338	43.929	140.350	25.715	166.065
Volume of total YTD Sales in Millions	40.262	19.127	174.344	90.202	59.927	188.100	56.853	233.500	862.316	201.839	1,064.155
Average Sale price in Thousands	617.0	728.8	563.5	590.0	490.8	591.7	949.0	686.4	632.2	443.4	593.1
Median Sale Price in Thousands	603.0	650.0	545.0	572.0	485.0	580.0	929.0	625.0	584.6	332.0	569.0
Coop Sales	10	2	37	22	10	45	9	57	192	49	241
Percent of Coop Sales	100.0	50.0	90.2	84.6	76.9	88.2	69.2	89.1	86.5	84.5	86.1
Average Days on Market	81	206	84	82	67	72	80	76	80	82	80
Sales at List Price	1	3	27	13	7	32	6	35	124	35	159
Percent of Sales at List Price	10.0	75.0	65.9	50.0	53.8	62.7	46.2	54.7	55.9	60.3	56.8
Sales to Listing Inventory Ratio	30.3	18.2	42.7	65.0	36.1	58.0	39.4	76.2	51.4	39.5	48.4
Final Sale to New Listing Ratio	100.0	44.4	60.3	86.7	76.5	70.8	86.7	106.7	79.0	66.7	76.1

### CLOSED SALES TYPE

Foreclosure / REO	0	0	1	0	0	0	0	1	2	0	2
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	1	0	0	1	2	3
Standard	10	4	40	26	13	50	13	63	219	55	274
Other	0	0	0	0	0	0	0	0	0	1	1

## SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JULY 2017

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	26	1	20	17	3	48	115	14	129
Total Active Listings	1	0	17	2	17	13	3	35	88	22	110
Average Days on Market	39	0	27	41	36	44	93	25	33	97	46
Average List Price in Thousands	700.0	0.0	359.7	365.0	325.2	501.1	496.3	509.7	442.2	490.9	451.9
Median List Price in Thousands	700.0	0.0	330.0	345.0	267.0	467.0	409.9	469.0	385.0	469.0	399.9
BOMS	0	0	2	1	5	6	0	8	22	3	25
Average BOM Price in Thousands	0.0	0.0	300.0	345.0	327.7	388.2	0.0	467.0	393.1	467.3	402.0
BOM to Sale Ratio	0.0	0.0	6.3	25.0	23.8	25.0	0.0	18.2	16.7	17.6	16.8
Expirations	0	0	0	0	0	0	1	1	2	0	2

### PENDING SALES

New Escrows Opened	1	0	24	0	19	17	7	37	105	20	125
Total YTD Escrows Opened	2	0	183	13	128	105	46	264	741	79	820
New Open Escrows Average Days on Market	91	0	23	0	36	22	22	22	25	24	25
New Open Escrows Average List Price	500.0	0.0	362.9	0.0	357.1	396.0	481.5	408.9	392.6	410.8	395.5

### CLOSED SALES:

New Escrows Closed	0	0	32	4	21	24	7	44	132	17	149
Total YTD Escrows Closed	1	0	172	14	114	93	41	258	693	67	760
Volume of New Sales Dollars in Millions	0.000	0.000	11.205	1.442	6.4239	9.120	2.743	19.079	50.018	7.752	57.770
Volume of Total YTD Sales in Millions	0.490	0.000	57.253	5.851	34.241	34.924	16.451	106.499	256.709	28.370	285.079
Average Sale price in Thousands	0.00	0.0	350.1	360.5	306.2	380.0	391.9	433.6	378.9	456.0	387.7
Median Sale Price in Thousands	0.0	0.0	300.0	320.0	295.0	365.0	377.5	415.0	358.0	459.0	366.0
Coop Sales	0	0	29	4	18	22	6	42	121	14	135
Percent of Coop Sales	0.0	0.0	90.6	100.0	85.7	91.7	85.7	95.5	91.7	82.4	90.6
Average Days on Market	0	0	63	85	63	67	63	65	65	63	65
Sales at List Price	0	0	22	3	15	18	3	28	89	6	95
Percent of Sales at List Price	0.0	0.0	68.8	75.0	71.4	75.0	42.9	63.6	67.4	35.3	63.8
Sales to Listing Inventory Ratio	0.0	0.0	188.2	200.0	123.5	184.6	233.3	125.7	150.0	77.3	135.5
Final Sale to New Listing Ratio	0.0	0.0	123.1	400.0	105.0	141.2	233.3	91.7	114.8	121.4	115.5

### CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	1	1	0	0	2	0	2
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	1	0	0	1	0	1
Standard	0	0	32	4	20	22	7	44	129	17	146
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED

497

JULY 2017 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

461

RESIDENTIAL PROP. ESCROW CLOSED

429

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	10	9	94	31	37	89	18	108	396	101	497
TOTAL ACTIVE LISTINGS	34	22	113	42	53	101	36	119	520	169	689
AVERAGE DAYS ON MARKET	97	70	65	72	57	47	55	55	60	82	66
AVERAGE LIST PRICE IN THOUSANDS	721.0	944.7	702.6	696.4	611.6	639.9	891.7	781.0	723.1	545.4	679.5
MEDIAN LIST PRICE IN THOUSANDS	620.0	795.0	599.0	585.0	548.0	599.5	815.0	710.0	600.0	425.0	595.0
BOMS	3	2	12	7	10	12	3	18	67	23	90
AVERAGE BOM PRICE IN THOUSANDS	429.3	890.0	505.4	538.1	409.0	517.2	698.3	684.8	561.4	340.2	504.9
BOM TO SALE RATIO	30.0	50.0	16.4	23.3	29.4	16.0	15.0	16.7	18.9	30.7	21.0
EXPIRATIONS	1	2	4	3	2	6	2	7	27	8	35

PENDING SALES:

NEW ESCROWS OPENED	9	7	85	43	34	73	18	101	370	91	461
TOTAL YTD ESCROWS OPENED	89	34	539	211	237	456	124	654	2,344	578	2,922
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	72	109	30	34	38	26	33	34	34	33	34
NEW OPEN ESCROWS AVERAGE LIST PRICE	502.9	744.8	504.9	539.7	444.1	551.3	702.6	552.3	539.6	462.5	524.4

CLOSED SALES:

NEW ESCROWS CLOSED	10	4	73	30	34	75	20	108	354	75	429
TOTAL YTD ESCROWS CLOSED	81	30	492	179	213	403	111	609	2,118	545	2,663
VOLUME OF NEW SALE DOLLARS IN MILLIONS	6.170	2.915	34.308	16.783	12.810	39.294	15.081	63.008	190.368	33.466	223.835
VOLUME OF TOTAL YTD SALES IN MILLIONS	40.752	19.127	231.597	96.053	94.168	224.024	73.304	339.999	1,119.024	230.209	1,349.233
AVERAGE SALE PRICE IN THOUSANDS	617.0	728.8	470.0	559.4	376.8	523.9	754.0	583.4	537.8	446.2	521.8
MEDIAN SALE PRICE IN THOUSANDS	603.0	650.0	465.0	550.0	330.0	545.0	700.0	550.0	520.0	395.0	500.0
COOP SALES	10	2	66	26	28	67	15	99	313	63	376
PERCENT OF COOP SALES	100.0	50.0	90.4	86.7	82.4	89.3	75.0	91.7	88.4	84.0	87.6
AVERAGE DAYS ON MARKET	81	206	75	83	65	70	74	72	74	77	75
SALES AT LIST PRICE	1	3	49	16	22	50	9	63	213	41	254
PERCENT OF SALES AT LIST PRICE	10.0	75.0	67.1	53.3	64.7	96.7	45.0	58.3	60.2	54.7	59.2
SALES TO LISTING INVENTORY RATIO	29.4	18.2	64.6	71.4	64.2	74.3	55.6	64.2	68.1	44.4	62.3
FINAL SALE TO NEW LISTING RATIO	100.0	44.4	77.7	96.8	91.9	84.3	111.1	100.0	89.4	74.3	86.3

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	1	0	1	1	0	1	4	0	4
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	2	0	0	2	2	4
STANDARD	10	4	72	30	33	72	20	107	348	72	420
OTHER	0	0	0	0	0	0	0	0	0	1	1

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	0	2	0	0	N/A
100,000 TO 109,999	0	0	0	0	N/A
110,000 TO 119,999	0	0	0	0	N/A
120,000 TO 129,999	20	4	2	0	3050
130,000 TO 139,999	16	1	3	1	4251
140,000 TO 149,999	33	8	2	2	7500
150,000 TO 159,999	25	8	5	3	11998
160,000 TO 169,999	21	19	20	10	9242
170,000 TO 179,999	19	25	34	7	2777



# SANTA CLARITA VALLEY

	2012				2013				2014				2015				2016				2017			
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST
JAN	470	276	83.8	58.7	355	248	84.2	69.9	391	238	96.2	60.9	406	200	84.3	49.3	391	209	95.6	53.5	375	253	120.5	67.5
FEB	447	275	78.7	61.5	370	255	89.7	68.9	417	214	88.2	51.3	407	219	95.6	53.8	451	244	114.3	54.1	349	259	121.3	74.2
MAR	460	348	107.9	75.7	383	345	132	90.1	491	261	103.2	53.2	487	327	155	67.1	527	342	160.6	64.9	520	412	198.1	79.2
APR	427	364	109	85.2	417	364	139.1	87.3	484	369	155.5	76.2	561	376	213.2	67.0	515	405	189.7	78.6	571	339	164.3	59.4
MAY	456	384	118	84.2	430	373	140.1	86.7	500	367	157.6	73.4	495	381	167.9	77	506	425	210.3	84.0	568	445	380.1	78.3
JUNE	413	432	135.0	104.6	471	346	142.7	73.5	493	344	153.2	69.8	542	443	203.4	81.7	552	479	235.6	86.8	544	537	290.1	98.7
JUL	388	392	122.6	101	489	404	163.7	82.6	500	373	157.1	74.6	546	442	205.3	81	499	402	198.1	80.6	497	429	223.8	86.3
AUG	422	406	120.2	96.2	448	375	147.4	83.7	441	362	159.9	82.1	446	439	205.7	98.4	498	409	203.2	82.1				
SEPT	314	337	118.2	107.3	412	332	129.1	80.6	454	341	145.9	75.1	415	368	167.2	88.7	480	406	201.2	84.6				
OCT	317	347	121.2	109.5	410	335	131.9	81.7	366	356	149.6	97.3	372	358	161.1	96.2	384	367	180.9	95.6				
NOV	283	298	96	105.3	324	323	131.9	99.7	256	308	136.8	120.3	300	286	127.7	95.3	279	353	173.4	126.5				
DEC	233	419	145.9	179.8	214	407	165.2	109.2	227	365	161.9	160.8	220	403	175.2	183.2	232	345	169.9	148.7				
TOTAL	4360	4278	1356.5	99	4723	4107	1597	84.5	5020	3898	1642.5	77.6	5197	4,242	1,961.5	81.6	5,314	4,041	2132.8	76.0				
AVG. SALE PRICE		\$317,090				\$388,850				\$421,369				\$462,399					\$527,790					



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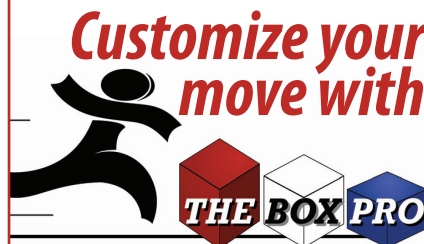
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## AREA MEETING ANNOUNCEMENTS

### OUTWEST

Fridays

Chairperson: Cameron Byington  
Phone: (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/](http://www.facebook.com/OutwestMarketingMeeting/)

### COMM. INVST. PROP. 3<sup>rd</sup> Tues of mo.

Chairperson: Brian Hatkoff, CCIM  
Phone: (818) 701-7789  
Web: [www.commercialdataexchange.com](http://www.commercialdataexchange.com)  
Time: 8:30 A.M.  
Location: SRAR Auditorium  
7232 Balboa Blvd., Van Nuys  
**Now Includes Business Opportunities**

### East North 1<sup>st</sup> 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 2<sup>nd</sup> & 4<sup>th</sup> Fridays

SCV Networking Meeting  
Co-Chairperson: Dean Vincent-dean@deanvincent.com  
Co-Chairperson: Louisa Henry  
661-607-1684 or louisahenry8@gmail.com  
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