

September/October 2017

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

Vote



SRAR

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Volume 97 • Issue 9



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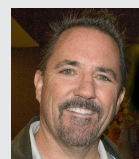
Ed Bañuelos
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NMLS# 794093
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Loan Consultant
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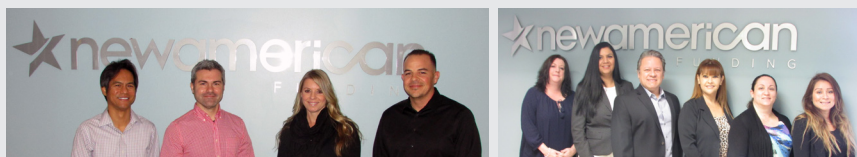


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SRAR IS SADDENED TO REPORT THE PASSING OF REALTOR® MEMBER KIMBERLY JONES.



MS. JONES WORKED AT PINNACLE ESTATE PROPERTIES AND PREVIOUSLY SERVED ON THE MULTIPLE LISTING SERVICE COMMITTEE. SERVICES WERE HELD ON SATURDAY, SEPTEMBER 9TH AT OAKWOOD MEMORIAL PARK IN CHATSWORTH.

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

REALTOR® REPORT

The Official Publication of SRAR

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Marty Kovacs

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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 |



VOTE!!! BOARD OF DIRECTORS ELECTION

Voting for the 2018 SRAR Board of Directors will begin September 25, 2017 and remain open through NOON, Tuesday, October 10, 2017. Members will elect fourteen (14) directors for a two-year term beginning January 1, 2018 and ending December 31, 2019.

The primary method of voting is electronic by accessing the SRAR.com website, clicking on the the election button and following the instructions. Voting is fast, simple, secure and confidential.

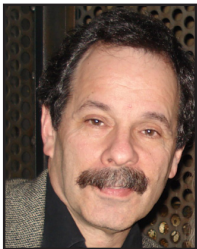
All REALTOR® members in good standing are eligible to vote. Members who do not have internet access may request a written ballot by contacting Donna Davis at (818) 947-2253. All members may vote only once; therefore, members who request a written ballot will be blocked from voting online.

Take an active role in the future of your association by exercising your right to vote for the individuals who will lead the association for the next two years.



PATTI PETRALIA SLATE CANDIDATE
YEAR JOINED SRAR: 1977

Director SRAR BOD 2013-present. Vice Chair Governmental Affairs. Liaison Governmental Affairs Committee. LCRC. Executive Committee. Director CAR BOD. CREPAC TRUSTEE. Vice Chair CAR Risk Management. NAR Director BOD. Major Donor, President's Circle. REALTOR of the Year 2015. Large firm Vice President Sales Manager. It is an honor to serve and to represent the membership of SRAR in the decision making process for REALTOR excellence. Celebrating 40 years as a REALTOR member of SRAR this year I feel I have the experience and knowledge to be a voice for all members as our industry changes and our growth evolves.



JEFFREY KAHN SLATE CANDIDATE
YEAR JOINED SRAR: 1979

In the past five years I have served on the SRAR Board of Directors and Executive Committee. I have chaired the Finance Committee as well as the Bylaws Committee. I have also served on the Professional Standards Committee and Grievance Committee as well as the Risk Management Panel at SRAR. I am an instructor for Contracts at SRAR. At CAR, I am a State Director and am currently the Chairperson of the Standard Forms Advisory Committee. I am both an active attorney and Real Estate Broker. I would like to continue to serve on the SRAR Board of Directors to continue serving our membership. I promise to keep an open mind regarding issues and vote for what is best for our membership.



MARTY KOVACS SLATE CANDIDATE
YEAR JOINED SRAR: 2000

I have enjoyed serving our Association and its members by participating over the past 5 years on the MLS Committee, the Governmental Affairs Committee for SRAR and the SCV Division as well as numerous sub committees and chairing various events. I am currently serving our members as the Chairman of the SCV Division and I am completing my first term on our Board of Directors. I am respectfully asking our members to continue allowing me serve them by voting for me to a second term on the Board of Directors. Thank you.



DIANE S. SYDELL SLATE CANDIDATE
YEAR JOINED SRAR: 1999

I have been and continue to be a respected liaison to our Real Estate community always making myself available to assist and enlighten Realtors®. I am currently a Board of Director & honored to have been the first Liaison to the SRAR Santa Clarita Division Council. I have served as the Grievance & Ethics & Arbitration Committee's Vice-Chair & Chairperson & four year Chair of the Advertising Sub-committee. Also a member of the Professional Standards, Multiple Listing Service and Governmental Affairs Committees & the Leadership Institute. I have served on three SRAR President assigned Strategic Planning Task Force Committees, helping to create new bylaws & Association growth. Also two term CAR member of REALTOR® ACTION FUND, Pro-Standards and MLS Committees. I feel comfortable saying I have made a positive impact and would like to further represent our SRAR members by serving another term as your Board of Director.



JIM EZELL SLATE CANDIDATE
YEAR JOINED SRAR: 1976

Outside service Government Affairs United Chamber of Commerce 5 years+, Economic Alliance Board of Directors Board of Governors 5 years+, CRS Board of Directors-President of So. Calif Chapter 2013. As a past President of SRAR and active CAR Director, I think I can offer experience to the Board of Directors and membership. I have served on most committees and chaired many both at Local and State levels. I did serve as a NAR Director for several years. At our local level I currently serve as Chairman of SRAR Foundation and am a founding member. Having served many years as a member and chair of Finance I bring experience to guide our Association.



MELANIE MCSHANE

SLATE CANDIDATE
YEAR JOINED SRAR: 2005

I have learned so much about the real estate industry through my involvement and service through the years. I am passionate about education and want to ensure that REALTORS have access to great information. I have worked on that through my involvement on the Education Committee as well as during my leadership of the Council of Residential Specialists in California. Another area I feel strongly about is advocacy and communication — I served on a task force at SRAR designed to help gauge communication preferences and on the Government Affairs committee. Finally, there are constant changes to our data and working on the MLS committee gives me insight into the changing requirements and challenges regarding our client's information. Being a CAR Director allows me to represent our concerns to others at the state level. I love representing the members of SRAR and look forward to your support.



GAYE RAINEY SLATE CANDIDATE
YEAR JOINED SRAR: 1978

I served as SRAR President in 2015. For the past five years, I have served on the SRAR Board of Directors, Foundation Trustees, Executive, Past Presidents and Finance Committees. I am a CAR director, serving on several committees including Vice-Chairman of Regional Chairs, Risk Management and Professional Standards. I have been on the NAR Board of Directors for two years as well as serving on the MLS committee. We have many challenges facing our profession, including encouraging member involvement in organized Real Estate and developing leadership, protecting our profession from encroachment by entities like Zillow and providing our members ways to incorporate technology in their business. Through my continuing service, I see the big picture situation from the local, State, and National levels. I believe in the value of our profession and will work diligently on your behalf to promote these values.



HOSEP STEPANIAN

SLATE CANDIDATE
YEAR JOINED SRAR: 2006

I am a broker with a Bachelors of Science Degree from Cal State University Northridge in Business Law. I have been a dedicated Realtor/Broker since 2006. I am looking for the opportunity to continue to grow in the Real Estate field by gaining knowledge through practice and my fellow colleagues. By expanding my own knowledge I can also help set an example and show the public how professional a Realtor can be. I believe I can make a difference and commit to helping our industry. I have served on the Grievance Committee since 2013 and am the Vice Chair for 2017. I have served on the MLS Committee since 2015 and am the Vice Chair for 2017. I currently serve on the Board of Directors, Liaison for Pro Standards, Ethics and Arbitration and the Governmental Affairs Committee.

VOTE!!! BOARD OF DIRECTORS ELECTION



EUGENIA (GINA) A. AGUILAR
SLATE CANDIDATE
YEAR JOINED SRAR: 1991

With over 27 years as a REALTOR and recently a broker owner, I have vast experience in organized real estate. I have been serving our Association for over 12 years. I have served numerous terms on the Grievance, Professional Standards, Ethics and Arbitration Committees as well as an Ombudsman and Advocate. My role has expanded in serving as an Ombudsman for CAR. My excellent people skills and calm demeanor have been an essential part of serving our membership. When asked why I want to be considered for SRAR BOD: "Now that my kids are older, I have the bandwidth to expand to a greater level of service. Serving my Association has been an honor and a pleasure. It has allowed me to meet true real estate professionals with a common vision of raising the bar in our industry."



HOWARD M. KATCHEN
SLATE CANDIDATE
YEAR JOINED SRAR: 2002

"Ask what SRAR can do for you and what you can do for SRAR and our real estate profession". Your ideas, thoughts and needs are very important and deserve to be heard, represented and acted upon. My aims: 1) To keep you informed. 2) To be responsive to your needs. 3) To seek your participation at SRAR and involve you in issues affecting our real estate profession and property owners. 4) To provide you with desired professional and personal benefits, resources and services. Graduate of SRAR's Leadership Institute, active member of the Governmental Affairs Committee and Board of Directors Liaison to Events & Community Relations Committee. I serve on the Sherman Oaks Neighborhood Council Board and Finance Committee and as a City of Los Angeles Budget Advocate. Graduate of USC, London School of Economics and London Business School. Your vote is appreciated and will help me help you!



JOSEPH A. "BUD" MAURO
SLATE CANDIDATE
YEAR JOINED SRAR: 1972

During the past 5 years I have served on the Board of Directors, MLS, Technology, Finance and Governmental Affairs. I served as Chairman on the MLS Committee, and Vice Chairman on the Finance Committee. I feel that I have always worked for my fellow associates and the good of SRAR in all of my Committees and BOD Service. I really enjoy being involved in the Committee process. I have a lot of experience in all areas of organized Real Estate. I Chair the Real Estate Network meeting once a week every Friday morning. I feel I have a lot to give to our Association and the membership at large. I will work hard and smart for "YOU". I want your vote. Vote for Joseph A. "Bud" Mauro for your Board Of Directors.



JUDY ANN VON ARB
SLATE CANDIDATE
YEAR JOINED SRAR: 2004

It is a privilege to currently serve as a Board of Director. As a vocal supporter of the mission set forth and an advocate on behalf of the Association, I will work with high ethical standards beside other Board members for new ideas and changes. I have served as Chair of the Events & Community Relations Committee: a member of Governmental Affairs, Education, Communications, Realtors® Action Fund Committees and Task Force #3. I am currently a C.A.R. Director, being a member of Legislative, Technology, Global, Federal and Use Committees. Attended N.A.R. meetings while lobbying on the Hill. Past President Women's Council of REALTORS® SFV, Graduate of SRAR Leadership Academy; National Professional Designations: CHIPS, SRES, SFR, ePro, AHWD, BPOR, Green; Licenses: Broker/Owner, P/C & Life Insurance, Notary Signing Agent, Experienced New Home Sales, Loan Officer & Processor. Thank you for your support.



RICH PISANI SLATE CANDIDATE
YEAR JOINED SRAR: 2010

I joined SRAR in November of 2010. In 2013 I began serving on the MLS COMMITTEE, as VICE CHAIR in 2016 and current CHAIR. I began serving on the GRIEVANCE COMMITTEE in 2013 as a voting member and still remain today. I currently serve as CHAIR on the ADVERTISING SUB-COMMITTEE and have been for the past 3 years. I have successfully completed the LEADERSHIP INSTITUTE in its premiere offering in 2013. I am dedicated to my community, served several years on the Greater Valley Glen Council, currently serving as Treasurer. I am a passionate animal lover and work closely with GreySave, a Greyhound Adoption that finds forever homes for retired Greyhounds. I donate a portion of my proceeds from every closing to GreySave. I truly look forward to further serving our Association on its BOARD OF DIRECTORS making thoughtful and important changes for the benefit of a terrific future.



ALICE MCCAIN SLATE CANDIDATE
YEAR JOINED SRAR: 1977

After being involved for so many years I still feel that I have more to give to my industry. Since I am a working Realtor, I believe I can be a "voice for the membership" and be of service to my fellow Realtors. I have been a member of the Board of Directors and a State Director for the California Association of Realtors, (I serve on Taxation, Federal & Risk Management Committees). I serve as the Federal District Coordinator to Congressman Brad Sherman, the Key Contact for Assemblyman Matt Dababneh. I served in leadership on our Governmental Affairs Committee and on the local PAC Committee and various internal Committees at the Association. I have been awarded the Realtor Emeritus by the National Association of Realtors.



BOB KHALSA SLATE CANDIDATE
YEAR JOINED SRAR: 2002

I have been serving CAR, SRAR and SCV Division of SRAR representing our membership's best interests at the transactional and legislative level. It's been a privilege to serve our Association on the BOD since 2013; Grievance, Government Affairs, Commercial & Investment Division and Ethics & Arbitration Committee member; as an Ethics Advocate and Ombudsman; and as SCV Council member since 2009 including being its President in 2013 & 2015. I am a CAR director and CAR Ombudsman besides serving on various committees and holding leadership positions. My extensive experience in Residential, Commercial Real Estate and Property Management enables me to take a comprehensive approach to real estate matters that affect agents and Brokers in their business & livelihood. As an MBA with Finance background it allows me to oversee our Association's financial health. Rest assured, I will continue to serve our Association to the best of my abilities.



CINDY WU FREEDMAN
PETITION CANDIDATE
YEAR JOINED SRAR: 2009

Real estate Industry is my passion. It's been a privilege to serve on the board this past year and I would like to continue to serve our community. Being able to be a part of the board has allowed me to be a decision maker on issues such as ensuring grants for First-time home buyers, realtor party activism and continue education for our profession. As a leadership academy graduate in 2016, I have a deeper understanding of the organization in cohesiveness. I have been active in SRAR, CAR and NAR for the past 8 years serving on various committees: Education, Multicultural, Global & Diversity, Equal Opportunity, Housing Affordability Fund, Home Ownership Housing, MLS Policy, Professional Standards, Taxation and Government Finance, Business Technology, Membership, Social Media Advisory, YREP/YPN, Public Policy, and Expo Advisory. I look forward to continue being a voice on the board and I would appreciate your vote.

VOTE!!! BOARD OF DIRECTORS ELECTION



NANCY TROXELL CARNAHAN
SLATE CANDIDATE
YEAR JOINED SRAR: 1990

Over the past five years I have had the privilege of serving on Southland Regional Board of Directors and Executive Committee. As a past Technology chairperson the SRAR "Speed Apping" event was created under my leadership, now a recurring SRAR program. Currently I am serving at SRAR as Communications Chairperson and the California Association of Realtors Communications Advisory as a member. As a CAR Director I am a member of the Technology Forum and the Transaction and Regulatory Committee. A past member of the state MLS Committee. I am an Independent Broker with a Senior Real Estate Specialist (SRES) designation. My well rounded experience in communications, technology, and leadership makes me uniquely qualified to serve a diverse Baby Boomer, GenX, and Millennial membership. Thank you for the opportunity to share my experience and qualifications.



NEAL ADLER PETITION CANDIDATE
YEAR JOINED SRAR: 1994

Member of SRAR for nearly 24 years and have served on following committees; MLS, Government Affairs, Grievance, Professional Standards and Ethics and Arbitration. I am currently the Chair of Pro Standards, was Chair of Grievance twice and vice-chair of Grievance and Pro Standards Committee. I have been trained by CAR and Strauss Center for Dispute Resolution and I am a mediator/arbitrator/ombudsman for both SRAR/CAR. I believe my Pro Standards experience will make a valuable contribution to SRAR. I would be honored to serve my fellow REALTORS as a BOD member for SRAR.

Vote ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓

FREE FEATURED MEMBER BENEFIT DELIVERS 24/7 TENANT SCREENING



As part of its commitment to provide the best technology for its members, the Southland Regional Association REALTORS® (SRAR) has partnered with RentSpree to offer a tool to streamline the tenant screening and rental application process.

This service is available for free to all SRAR members. With it, REALTORS® can collect rental applications and instantly access screening reports online. All this is done in one step.

Along with a rental application, each application package includes a TransUnion credit report (with score), criminal background check, and national eviction report. Each applicant simply pays a \$30 application fee on RentSpree to apply.

SRAR CEO Tim Johnson had this to say about the new "Featured Member Benefit":

"Predominately based in the San Fernando and Santa Clarita Valleys, our agents carry out a sizable volume of lease transactions each year. The way RentSpree streamlines these notoriously problematic transactions will be extremely valuable to our members."

Even more significant is the fact that RentSpree and SRAR are offering all members the first ever standardized rental application process for REALTORS®. Using this highly efficient process, members can save time, reduce liability, and better serve their clients.

"We are eager to start working with SRAR members to screen applicants with a standardized process", said RentSpree COO and co-founder Michael Lucarelli. "SRAR is an organization that understands the importance of providing its members with the best technologies available to work efficiently."

Sign-up takes less than two minutes and can be done from either <http://srar.rentspree.com> or the Member Benefits section of www.srar.com.

STORMWATER TAX GATHERS STEAM

A bill that would allow the Los Angeles County Flood Control District to levy special taxes to manage stormwater has been approved by the House and is heading to its third reading after passing the Senate on Aug. 21. Created in 1915, the L.A. County Flood Control District provides flood control and water quality services to 85 cities and the unincorporated county area. Assembly Bill 1180 would give the district a new method to raise revenue. If AB 1180 becomes law, it's likely that the flood control district would put a new parcel tax on the 2018 ballot for voter approval. According to the Daily News, the San Gabriel Valley Council of Governments estimated that the cost per parcel to comply with the most recent stormwater regulations could be as much as \$1,400 per parcel per year. For details, go to www.dailynews.com and search for: "Another scheme for stormwater taxes gathers steam in Sacramento" by Susan Shelley.

VALLEY HOME PRICES UP 7%, SALES OFF 10%

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

Since setting a record median price for single-family homes in March at \$671,500, prices have been bouncing around under that number while home sales during July in the San Fernando Valley reflected the limits imposed by an extremely tight inventory, the Southland Regional Association of Realtors reported Friday.

The median price of single-family homes sold during July of \$665,000 was up 6.7 percent from a year ago, but off 3.9 percent from this March. The July median price was 1.0 percent below the record high of \$671,500 set in March. Similarly, after establishing records for two consecutive months, the median price of condominiums \$410,000 was up 3.3 percent from a year ago, but 2.4 percent below this June's record of \$420,000.

"Yes, this year we finally surpassed pre-2007 price records," said Nancy Starczyk, president of the 9,800-member Southland Regional Association of Realtors. "Yet I do not believe that prices in Southern California are about to drop. More importantly, I do not believe we are in a bubble that is about to burst.

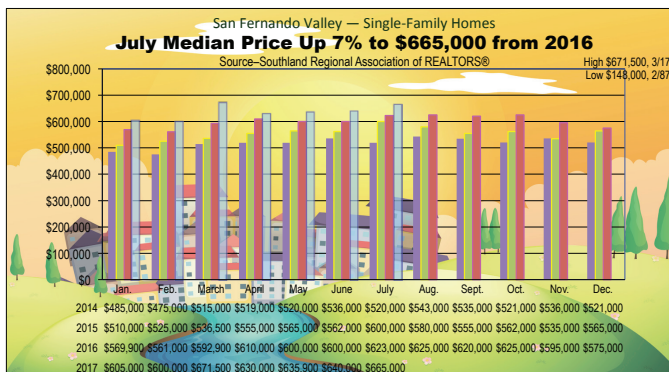
"In fact," Starczyk said, "I believe

prices will continue to increase, albeit gradually, over the next few years, barring any economic disaster."

Instead, Starczyk believes that given the supply shortage — which she said "continues to be the bane of this market" — and the wealth of well-qualified buyers, continued gradual increases in prices are "perfectly reasonable and expected."

The Southland Regional Association of Realtors reported 1,426 active listings at the end of July. That was off 17.1 percent from a year ago. At the current pace of sales, the July inventory represented a 2.1-month supply, which is well short of the 30-year annual average of a 5.9-month supply.

After 18 months of increases in inventory from 2013 to 2014, the inventory has posted declines every month since February 2015. For comparison, the



record high of 14,976 listings occurred in July 1992 and the boom of last decade peaked with 7,730 active listings in October 2007.

Tim Johnson, the Association's CEO, stressed another distinction from a decade

ago: "Unlike 2005 when people were borrowing money they could not afford to pay back, the current market is healthier, with few buyers over-leveraged.

"Now remains a good time to buy a home," Johnson said. "Owners will see continued growth in equity. Prices most likely will rise higher, while today's buyers also can lock in low mortgage rates."

A total of 486 homes changed owners during July, a decrease of 10.3 percent and down 18.2 percent from this June, which posted the most home sales in a year.

Home and condominium sales throughout the San Fernando Valley remain well below the boom of last decades with both off 63.2 percent and 63.7 percent, respectively.

The 190 condominiums that closed escrow in July were down 26.1 percent from June, which at 257 sales was the highest tally since July 2007.

The association reported 813 open escrows — a gauge of future sales activity — at the end of July. That was up 11.7 percent from July 2016.

Of the 676 combined residential transactions assisted by Realtors in July, 95.3 percent were standard sales involving traditional buyers and sellers.

Foreclosure-related sales numbered eight transactions, for a 1.2 percent market share. There also were six short sales — where a lender agrees to a sale price lower than the outstanding loan balance.

That represented a mere 0.9 percent share of the total.

CFPB OFFERS CONSUMER GUIDE

BUREAU ISSUES WARNING ABOUT REVERSE LOAN

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

A federal agency recently issued a report warning older homeowners about taking out a reverse mortgage loan in order to bridge the gap in income while delaying Social Security benefits until a later age.

The Consumer Financial Protection Bureau report found, in general, that the costs and risks of taking out a reverse mortgage exceed the cumulative increase in Social Security lifetime benefits that homeowners would receive by delaying a claim.

The Bureau also released a consumer guide and video to help prospective borrowers and their families understand how reverse mortgages work.

"A reverse mortgage loan can help some older homeowners meet financial needs, but can also jeopardize their retirement if not used carefully," said CFPB Director Richard Cordray. "For consumers whose main asset is their financial loss because they would be unable renew flood insurance policies, home, taking out a reverse mortgage to delay claiming Social Security may risk their financial security because the cost of the loan will likely be more than the benefit they gain."

Most reverse mortgages today are federally insured through the Federal Housing Administration's Home Equity Conversion Mortgage program, which means they must comply with the related regulations.

A reverse mortgage is a special type of home loan that allows homeowners age 62 and older to borrow against the equity they have built in their homes and defer payment of the loan until they pass away, sell, or move out. The loan proceeds generally are provided to the borrowers as lump-sum payments, monthly payments, or as lines of credit.

A variety of financial professionals are increasingly promoting the use of a reverse mortgage loan as a way to delay claiming Social Security benefits.

With this approach, a homeowner uses a reverse mortgage loan to replace the income they would otherwise receive in Social Security benefits in the years between the minimum benefits age of 62 and their full benefits age or later.

When beneficiaries delay taking Social Security benefits they see a permanent increase in the monthly benefit, which, based on current life expectancies, results in an increased cumulative lifetime benefit.

The full report can be found at: http://files.consumerfinance.gov/f/documents/201708_cfpb_costs-andrisks-of-using-reverse-mortgage-to-delay-collecting-ss.pdf

STATE'S HOME AFFORDABILITY 29%

• Twenty-nine percent of California households could afford to purchase the \$553,260 medianpriced home in the second quarter of 2017, down from 32 percent in first-quarter 2017 and down from 31 percent in second-quarter 2016.

• A minimum annual income of \$110,890 was needed to make monthly payments of \$2,770, including principal, interest, and taxes on a 30-year fixed-rate mortgage at a 4.09 percent interest rate.

Source:
California Association of REALTORS®

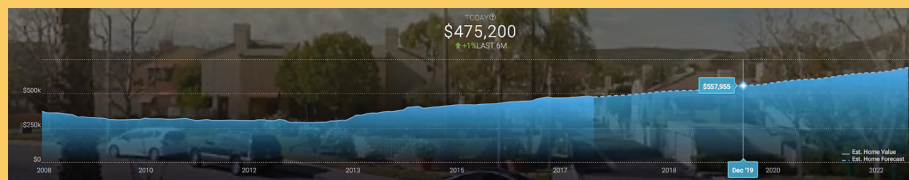
Manage Home Like an Investment

Realtor.com recently announced the release of "My Home," a new feature that empowers homeowners to manage their home like the investment it is.

The feature puts a stake in the ground to expand realtor.com beyond being merely a power-

realtor.com

"At realtor.com, we help people with one of the most basic and most important needs—their home—which is often the biggest investment most people will ever make," said Ryan O'Hara, chief executive officer of Move. "Yet, the time they spend managing this asset once they are in the home is really limited. We're changing that with My Home. Now, with personalized data at their fingertips,



ful home search tool to become an ongoing, indispensable resource for all homeowners.

With My Home, realtor.com provides homeowners with easily accessible tools and information needed to have a complete, all-in-one view of their home value, equity, financing options, neighborhood activity and trends, as well as home improvement projects that add value to their home.

homeowners have more insight into their investment and are better equipped to make decisions such as when to sell or when to invest in upgrading their home to their dream home."

As part of My Home, realtor.com introduced an enhanced home value estimate for homeowners that utilizes lender-grade valuation models to provide a better estimate of what a home is worth today and in the future.

REAUTHORIZE NATIONAL FLOOD INSURANCE PROGRAM

The National Association of Realtors issued a nationwide Call-for-Action asking that Realtors and homeowners urge Congress to reauthorize the National Flood Insurance Program before its current authority expires on Sept. 30. The NFIP is important to homeowners for two key reasons:

It is the only flood insurance available in many communities and homes in a 100-year flood plain are required to have flood insurance to get a mortgage. And, in other areas, it helps homeowners recover from a catastrophic loss due to flooding. In California, only one county has never filed a NFIP claim. If the NFIP's authority lapses, policies that it backs cannot be written or renewed, buyers may be unable to close escrow, and homeowners may be exposed to financial loss because they would be unable to renew flood insurance policies.

AREA MEETING ANNOUNCEMENTS

OUTWEST

Fridays

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

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

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

Location: Weiler's Deli
22323 Sherman Way
Canoga Park, CA 91303

Meet & Greet 8:00 A.M. - 8:15 A.M.

Time: 8:15 A.M. - 9:30 A.M.

Affiliate Networking, MLS Pitches, Caravan, Guest Speakers

<http://www.outwestmarketing.com/>

www.facebook.com/OutwestMarketingMeeting/

COMM. INVST. PROP. 3rd Tues of mo.

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

East North 1st Thursday of mo.

Chairperson: Rudy H. Leon
Phone: 818-642-7839

Co-Chair: Daniel Villegas
Phone: 818-585-8397

Location: Lulu's Restaurant
16900 Roscoe Blvd.
Van Nuys, CA 91406 in the back room

Time: 8:30 A.M. - 10:00 A.M.
Affiliate Networking, MLS Pitches, Guest Speakers

REAL ESTATE NETWORK meeting

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

SCV CARAVAN

2nd & 4th Fridays

SCV Networking Meeting
Co-Chairperson: Dean Vincent-dean@deanvincent.com
Co-Chairperson: Louisa Henry
661-607-1684 or louisahenry8@gmail.com
Affiliate Chair: Imelda Leano- imelda.leano@movement.com
Location: Santa Clarita Sports Complex
20880 Centre Pointe Pkwy, Santa Clarita 91350
Dates: 2nd and 4th Fridays of the month
Time: 8:15 am Networking 8:45am Meeting
Cities: Group 1- 2nd Friday- Canyon Country, Newhall, Saugus
Group 2 - 4th Friday- Castaic, Stevenson Ranch, Valencia

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



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

www.SRAR.com

FREE HOMEBUYER SEMINAR

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

**BREAKFAST
WILL BE
SERVED**

SRAR Auditorium
7232 Balboa Blvd.
Van Nuys, CA, 91406

**Learn Directly
From Professionals About:**

- * The Buying process From Start to Finish
- * Down Payment Assistance Program
- * FHA Financing vs. Conventional Loans
- * Importance of Working with a REALTOR
- * Tax & Financial Benefits of Owning
- * Importance of Good Credit & How to Improve Your Credit Score
- * City Assistance Programs
- * And Much More!!

**1 LUCKY
WINNER
WILL WIN A \$50
GIFT CARD!!**

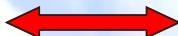
**RSVP with Yvonne Cuevas at
YvonneC@srar.com or 818-947-2298.**

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.
SRAR AUDITORIUM 7232 BALBOA BLVD, VAN NUYS, CA 91406
\$25 Each - Take 5 Or More & Receive a Certificate of Completion*

Effective Commercial Purchase Agreements
March 1, 2017

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Deferring Capital Gains Through 1031 Exchange
April 5, 2017

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To Register
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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 20, 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

✓
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☐

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\$25 Per Class—Except January 25th & February 1st *certificate of completion does not provide continuing education credits

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

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
1,687

AUGUST 2017 SFV RESIDENTIAL MLS SUMMARY
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED
1,452

RESIDENTIAL PROP. ESCROW CLOSED
1,414

ACTIVE INVENTORY:

| EN | ES | CS | WN | WS | SFV TOT | EXT | TOTAL |
|---------------------------------|-------|---------|---------|-------|---------|---------|-------|
| NEW LISTINGS | 146 | 193 | 175 | 210 | 265 | 989 | 1,687 |
| TOTAL ACTIVE LISTINGS | 194 | 251 | 245 | 286 | 396 | 1,372 | 2,563 |
| AVERAGE DAYS ON MARKET | 75 | 67 | 58 | 63 | 67 | 66 | 72 |
| AVERAGE LIST PRICE IN THOUSANDS | 512.3 | 1,144.8 | 1,212.6 | 800.9 | 1,452.2 | 1,084.5 | 945.8 |
| MEDIAN LIST PRICE IN THOUSANDS | 485.9 | 874.9 | 729.0 | 700.0 | 869.0 | 718.0 | 595.0 |
| BOMS | 35 | 30 | 36 | 42 | 62 | 205 | 345 |
| AVERAGE BOM PRICE IN THOUSANDS | 453.1 | 912.3 | 1,035.3 | 629.4 | 1,048.3 | 838.7 | 767.0 |
| BOM TO SALE RATIO | 15.6 | 24.8 | 23.0 | 21.1 | 27.7 | 26.9 | 24.4 |
| EXPIRATIONS | 11 | 22 | 12 | 24 | 21 | 90 | 167 |

PENDING SALES:

| | | | | | | | |
|---|-------|-------|-------|-------|-------|-------|-------|
| NEW ESCROWS OPENED | 114 | 175 | 134 | 192 | 234 | 849 | 1,452 |
| TOTAL YTD ESCROWS OPENED | 865 | 1,208 | 995 | 1,319 | 1,470 | 5,857 | 9,966 |
| NEW OPEN ESCROWS AVERAGE DAYS ON MARKET | 33 | 36 | 39 | 29 | 34 | 34 | 38 |
| NEW OPEN ESCROWS AVERAGE LIST PRICE | 454.6 | 794.7 | 976.7 | 630.0 | 770.3 | 733.8 | 643.2 |

CLOSED SALES:

| | | | | | | | |
|--|---------|---------|---------|---------|-----------|-----------|-----------|
| NEW ESCROWS CLOSED | 133 | 192 | 145 | 199 | 224 | 893 | 1,414 |
| TOTAL YTD ESCROWS CLOSED | 815 | 1,140 | 952 | 1,212 | 1,357 | 5,476 | 9,306 |
| VOLUME OF NEW SALE DOLLARS IN MILLIONS | 62,830 | 154,553 | 110,212 | 125,352 | 178,876 | 631,823 | 889,468 |
| VOLUME OF TOTAL YTD SALES IN MILLIONS | 352,764 | 945,079 | 802,870 | 759,268 | 1,122,734 | 3,982,716 | 5,951,122 |
| AVERAGE SALE PRICE IN THOUSANDS | 472.4 | 805.0 | 760.1 | 629.9 | 798.6 | 707.5 | 629.0 |
| MEDIAN SALE PRICE IN THOUSANDS | 453.9 | 656.0 | 560.0 | 595.0 | 644.0 | 585.0 | 532.5 |
| COOP SALES | 101 | 164 | 126 | 170 | 188 | 749 | 1,179 |
| PERCENT OF COOP SALES | 75.9 | 85.4 | 86.9 | 85.4 | 83.9 | 83.9 | 83.4 |
| AVERAGE DAYS ON MARKET | 30 | 33 | 37 | 26 | 29 | 31 | 34 |
| SALES AT LIST PRICE | 88 | 118 | 71 | 117 | 122 | 516 | 810 |
| PERCENT OF SALES AT LIST PRICE | 66.2 | 61.5 | 49.0 | 58.8 | 54.5 | 57.8 | 57.3 |
| SALES TO LISTING INVENTORY RATIO | 68.6 | 76.5 | 59.2 | 69.6 | 65.1 | 43.7 | 55.2 |
| FINAL SALE TO NEW LISTING RATIO | 91.1 | 99.5 | 82.9 | 94.8 | 84.5 | 90.3 | 83.8 |

CLOSED SALES TYPE

| | | | | | | | |
|--------------------|-----|-----|-----|-----|-----|-----|-------|
| FORECLOSURE/REO | 3 | 1 | 0 | 5 | 2 | 11 | 23 |
| SELLER CONCESSIONS | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SHORT SALE | 1 | 2 | 1 | 2 | 2 | 8 | 27 |
| STANDARD | 125 | 187 | 140 | 191 | 217 | 860 | 1,336 |
| OTHER | 4 | 2 | 4 | 1 | 3 | 14 | 28 |

SELLING PRICE RANGE:

| SELLING PRICE RANGE | AVG. SELL TIME | ACTIVE NO. LISTINGS | TOTAL # SOLD | REDUCED \$ | \$ AVERAGE PRICE REDUCTION % | |
|------------------------|----------------|---------------------|--------------|------------|------------------------------|------|
| LESS THAN 100,000 | 234 | 16 | 3 | 3 | 14667 | 14.9 |
| 100,000 TO 109,999 | 4 | 3 | 2 | 0 | 10001 | 11.1 |
| 110,000 TO 119,999 | 99 | 5 | 2 | 2 | 14000 | 10.9 |
| 120,000 TO 139,999 | 71 | 13 | 3 | 3 | 28167 | 16.4 |
| 140,000 TO 159,999 | 24 | 12 | 6 | 3 | 7100 | 1.9 |
| 160,000 TO 179,999 | 47 | 22 | 12 | 9 | 6836 | 1.5 |
| 180,000 TO 199,999 | 41 | 30 | 12 | 7 | 12281 | 5.8 |
| 200,000 TO 249,999 | 50 | 93 | 48 | 22 | 9162 | 2.2 |
| 250,000 TO 299,999 | 34 | 112 | 66 | 32 | 9145 | 3.0 |
| 300,000 TO 349,999 | 38 | 88 | 49 | 22 | 329 | 0.9 |
| 350,000 TO 399,999 | 35 | 85 | 39 | 17 | 3801 | 20.2 |
| 400,000 TO 449,999 | 37 | 66 | 46 | 25 | 88 | 0.6 |
| 450,000 TO 499,999 | 34 | 125 | 75 | 37 | 12861 | 2.5 |
| 500,000 TO 549,999 | 31 | 132 | 76 | 35 | 9162 | 2.2 |
| 550,000 TO 599,999 | 22 | 123 | 103 | 42 | 1333 | 0.0 |
| 600,000 TO 699,999 | 28 | 194 | 159 | 70 | 52780 | 0.8 |
| 700,000 TO 799,999 | 29 | 161 | 79 | 39 | 6810 | 0.7 |
| 800,000 TO 899,999 | 35 | 120 | 70 | 41 | 6273 | 0.5 |
| 900,000 TO 999,999 | 35 | 93 | 41 | 19 | 16969 | 1.5 |
| 1,000,000 TO 1,999,999 | 39 | 371 | 115 | 74 | 17218 | 1.5 |
| MORE THAN 2,000,000 | 56 | 195 | 33 | 21 | 45156 | 2.6 |
| TOTALS | 35 | 2059 | 1039 | 517 | 12921 | 27.4 |
| | | | | | 16334 | 0.6 |

LISTINGS
12,764

2016 RMLS TOTAL - \$ VOLUME
\$5,951,122,000

SALES
9,362

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

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

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

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

| | 2012 | | | | 2013 | | | | 2014 | | | | 2015 | | | | 2016 | | | | 2017 | | | |
|-----------------|--------|--------|------------------|-----------------|--------|--------|------------------|-----------------|--------|--------|------------------|-----------------|--------|--------|------------------|-----------------|--------|--------|------------------|-----------------|-------|-------|-------------|-----------------|
| | LIST | SALES | \$ VOL MIL. | % SALES TO LIST | LIST | SALES | \$ VOL MIL. | % SALES TO LIST | LIST | SALES | \$ VOL MIL. | % SALES TO LIST | LIST | SALES | \$ VOL MIL. | % SALES TO LIST | LIST | SALES | \$ VOL MIL. | % SALES TO LIST | LIST | SALES | \$ VOL MIL. | % SALES TO LIST |
| JAN | 1,481 | 877 | 322.1 | 59.9 | 1,288 | 881 | 396.3 | 68.4 | 1,338 | 786 | 393.2 | 58.7 | 1,445 | 743 | 387.5 | 51.4 | 1,257 | 760 | 448.4 | 60.5 | 1,255 | 886 | 572.0 | 70.6 |
| FEB | 1,458 | 856 | 262.9 | 57.9 | 1,218 | 821 | 353.8 | 67.4 | 1,388 | 732 | 375.5 | 52.7 | 1,397 | 786 | 397.8 | 56.3 | 1,402 | 730 | 433.9 | 52.1 | 1,256 | 804 | 505.4 | 64.0 |
| MAR | 1,515 | 1085 | 427.4 | 71.6 | 1,377 | 1,337 | 470.8 | 77.8 | 1,565 | 903 | 473.0 | 57.7 | 1,634 | 1,080 | 603.7 | 66.1 | 1,552 | 1,050 | 640.1 | 67.7 | 1,732 | 1,167 | 739.9 | 67.4 |
| APR | 1,387 | 1,140 | 448.8 | 82.2 | 1,549 | 1,114 | 559.3 | 71.9 | 1,548 | 1,124 | 589.4 | 72.6 | 1,733 | 1,168 | 657.4 | 67.4 | 1,656 | 1,111 | 658.9 | 67.1 | 1,580 | 1,116 | 697.6 | 70.6 |
| MAY | 1,429 | 1,280 | 497.9 | 89.6 | 1,506 | 1,265 | 630.6 | 84.0 | 1,608 | 1,083 | 582.2 | 67.4 | 1,593 | 1,153 | 680.7 | 72.4 | 1,633 | 1,169 | 680.5 | 71.6 | 1,794 | 1,317 | 862.1 | 73.4 |
| JUNE | 1,367 | 1,216 | 484.0 | 89.0 | 1,551 | 1,133 | 573.4 | 73.0 | 1,711 | 1,086 | 574.2 | 63.5 | 1,820 | 1,266 | 733.9 | 69.6 | 1,742 | 1,299 | 785.0 | 74.6 | 1,734 | 1,481 | 955.8 | 85.4 |
| JUL | 1,314 | 1,266 | 515 | 96.3 | 1,610 | 1,176 | 584.9 | 73.0 | 1,673 | 1,165 | 600.3 | 69.6 | 1,686 | 1,321 | 770.6 | 78.4 | 1,644 | 1,163 | 745.4 | 70.7 | 1,726 | 1,177 | 784.5 | 68.2 |
| AUG | 1,308 | 1,273 | 508.3 | 97.3 | 1,581 | 1,196 | 623.6 | 75.6 | 1,146 | 999 | 536.8 | 66.3 | 1,695 | 1,228 | 692 | 72.4 | 1,687 | 1,201 | 740.9 | 71.2 | 1,687 | 1,414 | 889.4 | 83.8 |
| SEPT | 1,276 | 1,058 | 419.7 | 82.9 | 1,399 | 1,072 | 543.8 | 74.9 | 1,432 | 1,065 | 536.8 | 74.4 | 1,437 | 1,230 | 678.5 | 85.6 | 1,504 | 1,243 | 782.6 | 82.6 | | | | |
| OCT | 1,339 | 1,246 | 502.7 | 93.1 | 1,446 | 1,106 | 556.1 | 76.5 | 1,524 | 1,033 | 553 | 67.8 | 1,418 | 1,124 | 632.9 | 79.3 | 1,406 | 1,099 | 647.9 | 78.2 | | | | |
| NOV | 1,087 | 1,114 | 452.9 | 102.5 | 1,064 | 985 | 486.7 | 92.6 | 1,102 | 905 | 463.6 | 82.1 | 1,054 | 990 | 526.5 | 93.9 | 1,119 | 1,028 | 624.0 | 92.2 | | | | |
| DEC | 771 | 1,263 | 534.9 | 163.8 | 818 | 1,091 | 536 | 133.4 | 867 | 1,105 | 581.4 | 127.5 | 801 | 1,111 | 615 | 138.7 | 759 | 1,152 | 692.3 | 151.8 | | | | |
| TOTAL | 15,732 | 13,674 | 5366.5 | 87 | 16,407 | 13,177 | 6,315.3 | 80.71 | 16,902 | 11,726 | 6,161.6 | 69.3 | 17,713 | 13,200 | 7,376.5 | 74.5 | 17,361 | 1,3005 | 787.9 | 74.9 | | | | |
| AVG. SALE PRICE | | | \$392,470 | | | | \$479,270 | | | | \$525,464 | | | | \$558,825 | | | | \$605,843 | | | | | |

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR AUGUST 2017

| ACTIVE INVENTORY | EN | ES | CS | WN | WS | SFV TOTAL | EXT | TOTAL |
|---|-----------|-----------|-----------|-----------|-----------|------------------|------------|--------------|
| New Listings | 109 | 125 | 116 | 165 | 203 | 718 | 566 | 1,284 |
| Total Active Listings | 141 | 187 | 171 | 243 | 334 | 1,076 | 983 | 2,059 |
| Average Days on Market | 79 | 64 | 57 | 61 | 67 | 65 | 84 | 74 |
| Average List Price in Thousands | 567.3 | 1,340.0 | 1,498.2 | 849.8 | 1,620.1 | 1,240.1 | 844.7 | 1,051.3 |
| Median List Price in Thousands | 500.0 | 1,120.0 | 1,199.0 | 729.8 | 949.9 | 799.9 | 433.0 | 651.0 |
| BOMS | 23 | 22 | 26 | 30 | 48 | 149 | 115 | 264 |
| Average BOM Price in Thousands | 496.1 | 1,032.7 | 1,263.4 | 719.2 | 1,176.9 | 973.5 | 729.0 | 867.0 |
| BOM to Sale Ratio | 25.6 | 17.7 | 26.5 | 20.3 | 28.1 | 23.6 | 28.1 | 25.4 |
| Expirations | 11 | 18 | 9 | 19 | 20 | 77 | 62 | 139 |
| PENDING SALES | | | | | | | | |
| New Escrows Opened | 85 | 106 | 84 | 144 | 186 | 605 | 495 | 1,100 |
| Total YTD Escrows Opened | 623 | 767 | 679 | 1,008 | 1,129 | 4,206 | 3,244 | 7,450 |
| New Open Escrows Average Days on Market | 36 | 33 | 41 | 30 | 35 | 34 | 45 | 39 |
| New Open Escrows Average List Price | 490.6 | 956.5 | 1,285.5 | 699.3 | 855.9 | 844.6 | 521.4 | 699.2 |
| CLOSED SALES: | | | | | | | | |
| New Escrows Closed | 90 | 124 | 98 | 148 | 171 | 631 | 409 | 1,040 |
| Total YTD Escrows Closed | 593 | 730 | 650 | 933 | 1,028 | 3,934 | 3,012 | 6,946 |
| Volume of New Sales Dollars in Millions | 47.908 | 120.280 | 90.857 | 103.972 | 156.768 | 519.786 | 206.106 | 725.892 |
| Volume of total YTD Sales in Millions | 276.959 | 742.647 | 671.678 | 636.610 | 965.034 | 3,292.929 | 1,590.765 | 4,883.694 |
| Average Sale price in Thousands | 532.3 | 970.0 | 927.1 | 702.5 | 916.8 | 823.7 | 503.9 | 698.0 |
| Median Sale Price in Thousands | 475.0 | 842.5 | 630.0 | 650.0 | 690.0 | 650.0 | 355.0 | 587.0 |
| Coop Sales | 70 | 105 | 85 | 124 | 137 | 521 | 335 | 856 |
| Percent of Coop Sales | 77.8 | 84.7 | 86.7 | 83.8 | 80.1 | 82.6 | 81.9 | 82.3 |
| Average Days on Market | 29 | 28 | 39 | 28 | 33 | 31 | 40 | 35 |
| Sales at List Price | 59 | 78 | 44 | 84 | 83 | 348 | 226 | 574 |
| Percent of Sales at List Price | 65.6 | 62.9 | 44.9 | 56.8 | 48.5 | 55.2 | 55.3 | 55.2 |
| Sales to Listing Inventory Ratio | 63.8 | 66.3 | 57.3 | 60.9 | 51.2 | 58.6 | 41.6 | 50.5 |
| Final Sale to New Listing Ratio | 82.6 | 99.2 | 84.5 | 89.7 | 84.2 | 87.9 | 72.3 | 81.0 |
| CLOSED SALES TYPE | | | | | | | | |
| Foreclosure/REO | 1 | 1 | 0 | 4 | 2 | 8 | 10 | 18 |
| Seller Concessions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Short Sale | 0 | 2 | 1 | 1 | 2 | 6 | 14 | 20 |
| Standard | 86 | 119 | 93 | 142 | 165 | 605 | 372 | 977 |
| Other | 3 | 2 | 4 | 1 | 2 | 12 | 13 | 25 |

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST 2017

| ACTIVE INVENTORY | EN | ES | CS | WN | WS | SFV TOTAL | EXT | TOTAL |
|---|-----------|-----------|-----------|-----------|-----------|------------------|------------|--------------|
| New Listings | 37 | 68 | 59 | 45 | 62 | 271 | 132 | 403 |
| Total Active Listings | 53 | 64 | 74 | 43 | 62 | 296 | 208 | 504 |
| Average Days on Market | 62 | 76 | 58 | 76 | 70 | 68 | 59 | 64 |
| Average List Price in Thousands | 366.0 | 574.3 | 552.6 | 524.5 | 547.9 | 518.8 | 508.3 | 514.5 |
| Median List Price in Thousands | 328.0 | 528.0 | 450.0 | 479.0 | 394.0 | 425.0 | 420.0 | 420.0 |
| BOMS | 12 | 8 | 10 | 12 | 14 | 56 | 25 | 81 |
| Average BOM Price in Thousands | 370.4 | 581.1 | 442.3 | 404.9 | 607.4 | 480.0 | 353.4 | 440.9 |
| BOM to Sale Ratio | 27.9 | 11.8 | 21.3 | 23.5 | 26.4 | 21.4 | 22.3 | 21.7 |
| Expirations | 0 | 4 | 3 | 5 | 1 | 13 | 15 | 28 |
| PENDING SALES | | | | | | | | |
| New Escrows Opened | 29 | 69 | 50 | 48 | 48 | 244 | 108 | 352 |
| Total YTD Escrows Opened | 242 | 441 | 316 | 311 | 341 | 1,651 | 865 | 2,516 |
| New Open Escrows Average Days on Market | 26 | 40 | 36 | 25 | 28 | 32 | 43 | 36 |
| New Open Escrows Average List Price | 349.1 | 546.1 | 457.9 | 422.2 | 438.3 | 459.0 | 490.0 | 468.5 |
| CLOSED SALES: | | | | | | | | |
| New Escrows Closed | 43 | 68 | 47 | 51 | 53 | 262 | 112 | 374 |
| Total YTD Escrows Closed | 222 | 410 | 302 | 279 | 329 | 1,542 | 818 | 2,360 |
| Volume of New Sales Dollars in Millions | 14.922 | 34.272 | 19.356 | 21.380 | 22.108 | 112.038 | 51.539 | 163.576 |
| Volume of total YTD Sales in Millions | 75.805 | 202.433 | 131.192 | 122.658 | 157.700 | 689.787 | 377.642 | 1,067.429 |
| Average Sale price in Thousands | 347.0 | 504.0 | 411.8 | 419.2 | 417.1 | 427.6 | 460.2 | 437.4 |
| Median Sale Price in Thousands | 305.0 | 511.0 | 410.0 | 425.0 | 352.0 | 411.5 | 384.0 | 405.0 |
| Coop Sales | 31 | 59 | 41 | 46 | 51 | 228 | 95 | 323 |
| Percent of Coop Sales | 72.1 | 86.8 | 87.2 | 90.2 | 96.2 | 87.0 | 84.8 | 86.4 |
| Average Days on Market | 32 | 42 | 34 | 21 | 17 | 30 | 31 | 30 |
| Sales at List Price | 29 | 40 | 27 | 33 | 39 | 168 | 68 | 236 |
| Percent of Sales at List Price | 67.4 | 58.8 | 57.4 | 64.7 | 73.6 | 64.1 | 60.7 | 63.1 |
| Sales to Listing Inventory Ratio | 81.1 | 106.3 | 63.5 | 118.6 | 85.5 | 88.5 | 53.8 | 74.2 |
| Final Sale to New Listing Ratio | 116.2 | 100.0 | 79.7 | 113.3 | 85.5 | 96.7 | 84.8 | 92.8 |
| CLOSED SALES TYPE | | | | | | | | |
| Foreclosure/REO | 2 | 0 | 0 | 1 | 0 | 3 | 2 | 5 |
| Seller Concessions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Short Sale | 1 | 0 | 0 | 1 | 0 | 2 | 5 | 7 |
| Standard | 39 | 68 | 47 | 49 | 52 | 255 | 104 | 359 |
| Other | 1 | 0 | 0 | 0 | 1 | 2 | 1 | 3 |

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR AUGUST 2017

| ACTIVE INVENTORY | AC | ADUL | CC | CA | NE | SAU | SR | VAL | SCVTOT | EXT | TOTAL |
|---------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|--------|-------|-------|
| New Listings | 16 | 11 | 51 | 27 | 28 | 62 | 15 | 62 | 272 | 91 | 363 |
| Total Active Listings | 40 | 25 | 89 | 42 | 42 | 90 | 25 | 84 | 437 | 143 | 580 |
| Average Days on Market | 95 | 68 | 73 | 75 | 68 | 52 | 68 | 62 | 68 | 82 | 71 |
| Average List Price in Thousands | 742.6 | 884.0 | 725.8 | 722.5 | 759.3 | 663.0 | 878.9 | 821.8 | 753.6 | 599.5 | 715.6 |
| Median List Price in Thousands | 665.0 | 789.0 | 620.0 | 639.9 | 600.0 | 589.9 | 799.0 | 714.5 | 669.9 | 419.9 | 630.0 |
| BOMS | 3 | 0 | 12 | 3 | 4 | 11 | 2 | 6 | 41 | 20 | 61 |
| Average BOM Price in Thousands | 559.6 | 0.0 | 632.1 | 981.0 | 719.7 | 611.9 | 789.4 | 772.6 | 683.7 | 429.7 | 600.4 |
| BOM to Sale Ratio | 23.1 | 0.0 | 23.5 | 8.1 | 17.4 | 20.0 | 16.7 | 9.0 | 15.6 | 29.9 | 18.5 |
| Expirations | 0 | 0 | 4 | 1 | 2 | 3 | 4 | 5 | 19 | 4 | 23 |

PENDING SALES

| | | | | | | | | | | | |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| New Escrows Opened | 4 | 5 | 57 | 23 | 17 | 58 | 17 | 55 | 236 | 80 | 316 |
| Total YTD Escrows Opened | 91 | 39 | 403 | 220 | 124 | 401 | 94 | 440 | 1,812 | 574 | 2,386 |
| New Open Escrows Average Days on Market | 78 | 52 | 47 | 43 | 32 | 34 | 36 | 44 | 42 | 40 | 41 |
| New Open Escrows Average List Price | 579.7 | 855.8 | 589.8 | 583.3 | 629.4 | 627.8 | 860.9 | 754.5 | 664.8 | 458.0 | 612.4 |

CLOSED SALES:

| | | | | | | | | | | | |
|---|--------|--------|---------|---------|--------|---------|--------|---------|-----------|---------|-----------|
| New Escrows Closed | 13 | 4 | 51 | 37 | 23 | 55 | 12 | 67 | 262 | 67 | 329 |
| Total YTD Escrows Closed | 93 | 34 | 371 | 202 | 123 | 365 | 82 | 418 | 1,688 | 545 | 2,233 |
| Volume of New Sales Dollars in Millions | 6.372 | 3.211 | 29.138 | 20.021 | 13.669 | 33.372 | 9.662 | 45.322 | 160.766 | 29.901 | 190.667 |
| Volume of total YTD Sales in Millions | 46.634 | 22.338 | 203.482 | 110.224 | 74.096 | 221.472 | 66.515 | 278.822 | 1,023.582 | 231.740 | 1,255.322 |
| Average Sale price in Thousands | 490.1 | 802.8 | 571.3 | 541.1 | 594.3 | 606.8 | 805.2 | 676.4 | 613.6 | 446.3 | 579.5 |
| Median Sale Price in Thousands | 480.0 | 700.0 | 515.0 | 545.0 | 529.0 | 599.9 | 753.0 | 630.0 | 574.5 | 355.0 | 555.0 |
| Coop Sales | 12 | 3 | 46 | 33 | 17 | 49 | 8 | 59 | 227 | 57 | 284 |
| Percent of Coop Sales | 92.3 | 75.0 | 90.2 | 89.2 | 73.9 | 89.1 | 66.7 | 88.1 | 86.6 | 85.1 | 86.3 |
| Average Days on Market | 118 | 132 | 76 | 77 | 82 | 71 | 107 | 80 | 81 | 93 | 84 |
| Sales at List Price | 6 | 1 | 25 | 24 | 15 | 31 | 4 | 40 | 146 | 41 | 187 |
| Percent of Sales at List Price | 46.2 | 25.0 | 49.0 | 64.9 | 65.2 | 56.4 | 33.3 | 59.7 | 55.7 | 61.2 | 56.8 |
| Sales to Listing Inventory Ratio | 32.5 | 16.0 | 57.3 | 88.1 | 54.8 | 81.1 | 48.0 | 79.8 | 60.0 | 46.9 | 56.7 |
| Final Sale to New Listing Ratio | 81.3 | 36.4 | 100.0 | 137.0 | 82.1 | 88.7 | 80.0 | 108.1 | 96.3 | 73.6 | 90.6 |

CLOSED SALES TYPE

| | | | | | | | | | | | |
|--------------------|----|---|----|----|----|----|----|----|-----|----|-----|
| Foreclosure / REO | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 2 |
| Seller Concessions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Short Sale | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 2 | 2 | 4 |
| Standard | 12 | 4 | 50 | 37 | 22 | 55 | 12 | 66 | 258 | 64 | 322 |
| Other | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 |

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST 2017

| ACTIVE INVENTORY | AC | ADUL | CC | CA | NE | SAU | SR | VAL | SCVTOT | EXT | TOTAL |
|---------------------------------|-------|------|-------|-------|-------|-------|-------|-------|--------|-------|-------|
| New Listings | 2 | 0 | 25 | 0 | 20 | 15 | 5 | 45 | 112 | 18 | 130 |
| Total Active Listings | 4 | 0 | 11 | 1 | 21 | 14 | 4 | 41 | 96 | 20 | 116 |
| Average Days on Market | 63 | 0 | 56 | 101 | 46 | 40 | 31 | 42 | 45 | 98 | 54 |
| Average List Price in Thousands | 647.5 | 0.0 | 364.0 | 345.0 | 330.0 | 472.2 | 514.3 | 507.6 | 451.6 | 502.4 | 460.3 |
| Median List Price in Thousands | 659.9 | 0.0 | 320.0 | 345.0 | 289.0 | 395.0 | 459.0 | 460.0 | 389.0 | 510.0 | 395.0 |
| BOMS | 1 | 0 | 3 | 0 | 3 | 3 | 2 | 9 | 21 | 4 | 25 |
| Average BOM Price in Thousands | 575.0 | 0.0 | 299.0 | 0.0 | 255.7 | 336.3 | 759.0 | 483.1 | 434.0 | 538.5 | 450.7 |
| BOM to Sale Ratio | 0.0 | 0.0 | 15.0 | 0.0 | 15.8 | 18.8 | 28.6 | 31.0 | 23.1 | 30.8 | 24.0 |
| Expirations | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 3 | 1 | 4 |

PENDING SALES

| | | | | | | | | | | | |
|---|-----|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| New Escrows Opened | 0 | 0 | 32 | 1 | 15 | 13 | 3 | 43 | 107 | 21 | 128 |
| Total YTD Escrows Opened | 1 | 0 | 211 | 14 | 142 | 118 | 48 | 300 | 834 | 96 | 930 |
| New Open Escrows Average Days on Market | 0 | 0 | 15 | 22 | 18 | 19 | 32 | 19 | 18 | 41 | 22 |
| New Open Escrows Average List Price | 0.0 | 0.0 | 318.4 | 385.0 | 284.0 | 401.3 | 511.3 | 426.9 | 373.3 | 466.0 | 388.5 |

CLOSED SALES:

| | | | | | | | | | | | |
|---|-------|-------|--------|-------|--------|--------|--------|---------|---------|--------|---------|
| New Escrows Closed | 0 | 0 | 20 | 0 | 19 | 16 | 7 | 29 | 91 | 13 | 104 |
| Total YTD Escrows Closed | 1 | 0 | 191 | 14 | 133 | 109 | 48 | 287 | 783 | 80 | 863 |
| Volume of New Sales Dollars in Millions | 0.000 | 0.000 | 6.404 | 0.000 | 6.777 | 6.159 | 3.461 | 12.162 | 34.963 | 5.565 | 40.528 |
| Volume of Total YTD Sales in Millions | 0.490 | 0.000 | 63.287 | 5.851 | 41.018 | 42.083 | 19.912 | 118.661 | 291.302 | 33.934 | 325.236 |
| Average Sale price in Thousands | 0.0 | 0.0 | 320.2 | 0.0 | 356.7 | 384.9 | 494.5 | 419.4 | 384.2 | 428.0 | 389.7 |
| Median Sale Price in Thousands | 0.0 | 0.0 | 317.0 | 0.0 | 332.0 | 395.0 | 449.0 | 434.5 | 360.0 | 447.0 | 371.5 |
| Coop Sales | 0 | 0 | 16 | 0 | 15 | 13 | 6 | 25 | 75 | 11 | 86 |
| Percent of Coop Sales | 0.0 | 0.0 | 80.0 | 0.0 | 78.9 | 81.3 | 85.7 | 86.2 | 82.4 | 84.6 | 82.7 |
| Average Days on Market | 0 | 0 | 92 | 0 | 82 | 68 | 63 | 72 | 77 | 60 | 75 |
| Sales at List Price | 0 | 0 | 15 | 0 | 12 | 10 | 5 | 18 | 60 | 8 | 68 |
| Percent of Sales at List Price | 0.0 | 0.0 | 75.0 | 0.0 | 63.2 | 62.5 | 71.4 | 62.1 | 65.9 | 61.5 | 65.4 |
| Sales to Listing Inventory Ratio | 0.0 | 0.0 | 181.8 | 0.0 | 90.5 | 114.3 | 175.0 | 70.7 | 94.8 | 65.0 | 89.7 |
| Final Sale to New Listing Ratio | 0.0 | 0.0 | 80.0 | 0.0 | 95.0 | 106.7 | 140.0 | 64.4 | 81.3 | 72.2 | 80.0 |

CLOSED SALES TYPE

| | | | | | | | | | | | |
|--------------------|---|---|----|---|----|----|---|----|----|----|----|
| Foreclosure / REO | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 2 | 3 | 0 | 3 |
| Seller Concessions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Short Sale | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 2 |
| Standard | 0 | 0 | 18 | 0 | 19 | 15 | 7 | 27 | 86 | 13 | 99 |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

RESIDENTIAL PROPERTIES LISTED
493

AUGUST 2017 SCV RESIDENTIAL MLS SUMMARY
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED
444

RESIDENTIAL PROP.
ESCROW CLOSED
433

| | | | | | | | | | | | |
|---|--------|--------|---------|---------|---------|---------|--------|---------|-----------|---------|-----------|
| ACTIVE INVENTORY: | AC | ADUL | CC | CA | NE | SAU | SR | VAL | SCV TOTAL | EXT | TOTAL |
| NEW LISTINGS | 18 | 11 | 76 | 27 | 48 | 77 | 20 | 107 | 384 | 109 | 493 |
| TOTAL ACTIVE LISTINGS | 44 | 25 | 100 | 43 | 63 | 104 | 29 | 125 | 533 | 163 | 696 |
| AVERAGE DAYS ON MARKET | 92 | 68 | 71 | 76 | 61 | 51 | 63 | 56 | 64 | 69 | 69 |
| AVERAGE LIST PRICE IN THOUSANDS | 734.0 | 884.0 | 686.0 | 713.7 | 616.2 | 637.3 | 828.6 | 718.8 | 699.2 | 587.5 | 673.0 |
| MEDIAN LIST PRICE IN THOUSANDS | 665.0 | 789.0 | 599.0 | 639.9 | 519.0 | 565.0 | 780.0 | 670.0 | 638.0 | 430.0 | 595.0 |
| BOMS | 4 | 0 | 15 | 3 | 7 | 14 | 4 | 15 | 62 | 24 | 86 |
| AVERAGE BOM PRICE IN THOUSANDS | 563.5 | 0.0 | 565.4 | 981.0 | 520.8 | 552.8 | 774.2 | 598.9 | 599.1 | 447.9 | 556.9 |
| BOM TO SALE RATIO | 30.8 | 0.0 | 21.1 | 8.1 | 16.7 | 19.7 | 21.1 | 15.6 | 17.6 | 30.0 | 19.9 |
| EXPIRATIONS | 0 | 0 | 4 | 1 | 2 | 3 | 5 | 7 | 22 | 5 | 27 |
| PENDING SALES: | | | | | | | | | | | |
| NEW ESCROWS OPENED | 4 | 5 | 89 | 24 | 32 | 71 | 20 | 98 | 343 | 101 | 444 |
| TOTAL YTD ESCROWS OPENED | 92 | 39 | 614 | 234 | 266 | 519 | 142 | 266 | 2,046 | 670 | 3,316 |
| NEW OPEN ESCROWS AVERAGE DAYS ON MARKET | 78 | 52 | 36 | 42 | 25 | 31 | 35 | 33 | 34 | 40 | 36 |
| NEW OPEN ESCROWS AVERAGE LIST PRICE | 579.7 | 855.8 | 492.3 | 575.1 | 467.5 | 586.3 | 808.4 | 610.8 | 573.8 | 459.7 | 547.9 |
| CLOSED SALES: | | | | | | | | | | | |
| NEW ESCROWS CLOSED | 13 | 4 | 71 | 37 | 42 | 71 | 19 | 96 | 353 | 80 | 433 |
| TOTAL YTD ESCROWS CLOSED | 94 | 34 | 562 | 216 | 256 | 474 | 130 | 705 | 2,471 | 625 | 3,096 |
| VOLUME OF NEW SALE DOLLARS IN MILLIONS | 6.372 | 3.211 | 35.542 | 20.021 | 20.446 | 39.531 | 13.123 | 57.483 | 195.729 | 35.465 | 231.195 |
| VOLUME OF TOTAL YTD SALES IN MILLIONS | 47.124 | 22.338 | 266.768 | 116.075 | 115.113 | 263.555 | 86.428 | 397.482 | 1,314.884 | 265.674 | 1,580.558 |
| AVERAGE SALE PRICE IN THOUSANDS | 490.1 | 802.8 | 500.6 | 541.1 | 486.8 | 556.8 | 690.7 | 598.8 | 554.5 | 443.3 | 533.9 |
| MEDIAN SALE PRICE IN THOUSANDS | 480.0 | 700.0 | 484.0 | 545.0 | 469.9 | 574.0 | 710.0 | 550.0 | 530.5 | 365.0 | 517.0 |
| COOP SALES | 12 | 3 | 62 | 33 | 32 | 62 | 14 | 84 | 302 | 68 | 370 |
| PERCENT OF COOP SALES | 92.3 | 75.0 | 87.3 | 89.2 | 76.2 | 87.3 | 73.7 | 87.5 | 85.6 | 85.0 | 85.5 |
| AVERAGE DAYS ON MARKET | 118 | 132 | 81 | 77 | 82 | 70 | 91 | 77 | 80 | 88 | 81 |
| SALES AT LIST PRICE | 6 | 1 | 40 | 24 | 27 | 41 | 9 | 58 | 206 | 49 | 255 |
| PERCENT OF SALES AT LIST PRICE | 46.2 | 25.0 | 56.3 | 64.9 | 64.3 | 57.7 | 47.4 | 60.4 | 58.4 | 61.3 | 58.9 |
| SALES TO LISTING INVENTORY RATIO | 29.5 | 16.0 | 71.0 | 86.0 | 66.7 | 68.3 | 65.5 | 76.8 | 66.2 | 49.1 | 62.2 |
| FINAL SALE TO NEW LISTING RATIO | 72.2 | 36.4 | 93.4 | 137.0 | 87.5 | 92.2 | 95.0 | 89.7 | 91.9 | 73.4 | 87.8 |
| CLOSED SALES TYPE | | | | | | | | | | | |
| FORECLOSURE/REO | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 3 | 4 | 1 | 5 |
| SELLER CONCESSIONS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SHORT SALE | 1 | 0 | 2 | 0 | 1 | 0 | 0 | 0 | 4 | 2 | 6 |
| STANDARD | 12 | 4 | 68 | 37 | 41 | 70 | 19 | 93 | 344 | 77 | 421 |
| OTHER | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 |
| SELLING PRICE RANGE: | | | | | | | | | | | |
| LESS THAN 100,000 | 0 | 0 | 0 | 2 | 0 | 1 | 0 | 0 | N/A | 0 | 0.0 |
| 100,000 TO 109,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | N/A | 0 | 0.0 |
| 110,000 TO 119,999 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 5000 | 4.8 | 4.8 |
| 120,000 TO 139,999 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | N/A | 0.0 | 0.0 |
| 140,000 TO 159,999 | 0 | 0 | 0 | 3 | 0 | 0 | 0 | 0 | N/A | 0.0 | 0.0 |
| 160,000 TO 179,999 | 79 | 2 | 5 | 5 | 2 | 2 | 2 | 2 | 14000 | 7.5 | 7.5 |
| 180,000 TO 199,999 | 65 | 2 | 2 | 2 | 2 | 2 | 1 | 1 | 1450 | 0.7 | 0.7 |
| 200,000 TO 249,999 | 32 | 16 | 16 | 16 | 15 | 15 | 2 | 2 | 8470 | 4.8 | 4.8 |
| 250,000 TO 299,999 | 31 | 30 | 30 | 30 | 30 | 30 | 11 | 11 | 529 | 0.9 | 0.9 |
| 300,000 TO 349,999 | 28 | 31 | 31 | 31 | 29 | 47 | 28 | 10 | 2944 | 2.4 | 2.4 |
| 350,000 TO 399,999 | 23 | 44 | 44 | 44 | 26 | 26 | 12 | 12 | 6869 | 1.7 | 1.7 |
| 400,000 TO 449,999 | 26 | 29 | 29 | 29 | 33 | 33 | 15 | 15 | 2207 | 0.4 | 0.4 |
| 450,000 TO 499,999 | 26 | 59 | 59 | 59 | 61 | 61 | 25 | 25 | 1609 | 0.3 | 0.3 |
| 500,000 TO 549,999 | 31 | 71 | 71 | 71 | 49 | 49 | 28 | 9 | 9849 | 1.7 | 1.7 |
| 550,000 TO 599,999 | 30 | 63 | 63 | 63 | 47 | 47 | 27 | 27 | 14523 | 2.4 | 2.4 |
| 600,000 TO 699,999 | 37 | 124 | 124 | 124 | 71 | 71 | 31 | 31 | 9475 | 1.3 | 1.3 |
| 700,000 TO 799,999 | 31 | 78 | 78 | 78 | 32 | 32 | 20 | 20 | 12333 | 1.6 | 1.6 |
| 800,000 TO 899,999 | 24 | 27 | 27 | 27 | 17 | 17 | 9 | 9 | 52987 | 60.2 | 60.2 |
| 900,000 TO 999,999 | 72 | 21 | 21 | 21 | 9 | 9 | 7 | 7 | 19810 | 1.7 | 1.7 |
| 1,000,000 TO 1,999,999 | 55 | 79 | 79 | 79 | 7 | 7 | 7 | 7 | 142999 | 9.7 | 9.7 |
| MORE THAN 2,000,000 | 517 | 9 | 9 | 9 | 1 | 1 | 1 | 1 | 500000 | 12.8 | 12.8 |
| TOTALS | 32 | 696 | 433 | 208 | 8334 | 1.4 | | | | | |
| 2016 RMLS TOTAL - \$ VOLUME | | | | | | | | | | | |
| \$1,580,558,000 | | | | | | | | | | | |
| SALES | | | | | | | | | | | |
| 3,917 | | | | | | | | | | | |

LISTINGS
3,917

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

2016 RMLS TOTAL - \$ VOLUME
\$1,580,558,000

SALES
3,107



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

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

| | 2012 | | | | | 2013 | | | | | 2014 | | | | | 2015 | | | | | 2016 | | | | | 2017 | | | | |
|-----------------|------|-------|-------------|-----------------|--|------|-------|-------------|-----------------|--|------|-------|-------------|-----------------|--|------|-------|-------------|-----------------|--|------|-------|-------------|-----------------|--|------|-------|-------------|-----------------|--|
| | LIST | SALES | \$ VOL MIL. | % SALES TO LIST | | LIST | SALES | \$ VOL MIL. | % SALES TO LIST | | LIST | SALES | \$ VOL MIL. | % SALES TO LIST | | LIST | SALES | \$ VOL MIL. | % SALES TO LIST | | LIST | SALES | \$ VOL MIL. | % SALES TO LIST | | LIST | SALES | \$ VOL MIL. | % SALES TO LIST | |
| JAN | 470 | 276 | 83.8 | 58.7 | | 355 | 248 | 84.2 | 69.9 | | 391 | 238 | 96.2 | 60.9 | | 406 | 200 | 84.3 | 49.3 | | 391 | 209 | 95.6 | 53.5 | | 375 | 253 | 120.5 | 67.5 | |
| FEB | 447 | 275 | 78.7 | 61.5 | | 370 | 255 | 89.7 | 68.9 | | 417 | 214 | 88.2 | 51.3 | | 407 | 219 | 95.6 | 53.8 | | 451 | 244 | 114.3 | 54.1 | | 349 | 259 | 121.3 | 74.2 | |
| MAR | 460 | 348 | 107.9 | 75.7 | | 383 | 345 | 132 | 90.1 | | 491 | 261 | 103.2 | 53.2 | | 487 | 327 | 155 | 67.1 | | 527 | 342 | 160.6 | 64.9 | | 520 | 412 | 198.1 | 79.2 | |
| APR | 427 | 364 | 109 | 85.2 | | 417 | 364 | 139.1 | 87.3 | | 484 | 369 | 155.5 | 76.2 | | 561 | 376 | 213.2 | 67.0 | | 515 | 405 | 189.7 | 78.6 | | 571 | 339 | 164.3 | 59.4 | |
| MAY | 456 | 384 | 118 | 84.2 | | 430 | 373 | 140.1 | 86.7 | | 500 | 367 | 157.6 | 73.4 | | 495 | 381 | 167.9 | 77 | | 506 | 425 | 210.3 | 84.0 | | 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 | | 493 | 433 | 231.1 | 87.8 | |
| 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 | 4242 | 1,961.5 | 81.6 | | 5314 | 4,041 | 2132.8 | 76.0 | | | | | | |
| AVG. SALE PRICE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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