

October/November 2017

# REALTOR® REPORT

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

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**Volume 97 • Issue 10**

# WELCOME 2018 BOARD OF DIRECTORS!

The SRAR 2018 Board of Directors' election is complete. The following members will serve for a two year term beginning January 1, 2018 on President-Elect Gary Washburn's BOD:

Neal Adler, Gina Aguilar, Jim Ezell, Jeff Kahn, Howard Katchen, Bob Khalsa, Bud Mauro, Melanie McShane, Patti Petralia, Hosep Stepanian, Diane Sydel, Nancy Troxell Carnahan, Judy Ann Von Arb, Cindy Wu.

The following Directors will complete their second year:

Liliana Alfonso, Jeff Phillips, Em Roberts, Fred Sabine, Nancy Starczyk, Dan Tresieras.

The SRAR Santa Clarita Valley Division Council Chair representative is Dean Vincent.

**Congratulations 2018 SRAR Board of Directors!**



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## CONSUMER PRICE INDEXES

SEPTEMBER 2017

### PERCENT CHANGE

	ONE MONTH ENDING Sep 2017	12 MONTHS ENDING Sep 2017
Los Angeles - Riverside - Orange County	0.4	3.1



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SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

## REALTOR® REPORT

*The Official Publication of SRAR*

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**Gary Washburn**

Chief Executive Officer  
**Tim Johnson**

Santa Clarita Valley Division  
Chairman  
**Marty Kovacs**

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HEED 'CALLS TO ACTION!'

## WINNING OFTEN HINGES ONE VOTE!

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

**For lack of a single vote, homeowners may soon receive a higher property tax bill.**

As a majority passage bill, that's all Senate Bill 231 needed to make it off the floor of the California State Assembly — one deciding vote.

It now sits on the Governor's desk waiting to be signed.

That's why it's imperative that Realtors and homeowners heed action alerts, the messages organizations distribute to mobilize people, texts or emails that urge them to take action, which often can influence public policy.

The Realtor community uses "Red Alerts" and "Calls to Action" to enable owners and real estate professionals — indeed, anyone who cares about private property rights — to zero in on the housing-related issues that need urgent, immediate attention.

And, with more than 130 measures

in the Legislature addressing the statewide housing affordability crisis, all Californians — but particularly homeowners and Realtors — need to pay special attention, to make their voices heard. Or, accept and regret unexpected and potentially costly outcomes.

Alerts succeed when recipients act immediately.

Typically the organization issuing the alert provides details on the proposed bill, what their position is, and why they believe it is good or bad.



Dante Acosta, R-38th State Assembly District

Responding is easy and can be done with a couple of clicks on a mouse or a single phone call.

A strong yet ultimately unheeded response to a statewide Red Alert was one reason behind passage of SB 231, which opens the door to higher property taxes without a public vote.

Assemblyman Dante Acosta, R-38th District, which spans most of the Santa Clarita Valley and the northern San Fernando Valley, was the lone lawmaker from the local delegation to oppose

SB 231. Had one other local lawmaker rejected the measure, it may well have been defeated.

Partly because of a nationwide outpouring, the National Association of Realtors' most recent Call to Action achieved a small success.

President Donald Trump on Sept. 8 signed legislation which extends the National Flood Insurance Program for three months.

Another measure, H.R. 2874, looks to reauthorize the program for five years, stabilize its financial position, and make numerous and significant improvements to current law.

The passage of H.R. 2874 may need Realtor help and mobilization again if the reauthorization is not signed by Dec. 8.

Will your voice be heard the next time you receive an alert from an organization?

Whether it's a Red Alert or Call to Action, mobilization is vital.

When constituents speak, lawmakers listen, especially if there is a flood of opinion.

Never underestimate the power of one. Each voice, each vote matters!

### SAN FERNANDO VALLEY

## AUGUST BRINGS HOME, CONDO SALES SPIKE

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

**In a pattern repeated in many communities statewide, closed escrows during August of existing homes and condominiums in the San Fernando Valley posted hefty increases compared to a year ago with homes changing owners up 15.8 percent and condominium sales rising 30.3 percent, reported Wednesday.**

A total of 631 single-family homes closed escrow last month, up 86 transactions from August 2016 and 145 transactions or 29.8 percent higher than the July tally. That was the highest number of closed escrows for any month since October 2012.

Similarly, Realtors helped close escrow on 262 condominium sales during August, up 61 transactions or 30.3 percent over the prior year and 72 sales or 37.9 percent ahead of this July.

"Not surprisingly, given today's rising resale prices, homes priced from \$450,000 to \$800,000 saw the heaviest activity, though higher price ranges also saw more activity than a year ago," said Nancy Starczyk, president of the 9,800-member Southland Regional Association of Realtors.

"Fluctuations in interest rates may have pushed some buyers off the fence,"

Starczyk said, "though I believe few buyers are controlled by interest rates. Those in a position to buy know rates may rise, inventory is tight, and that economists predict today's gradual price increases will continue for the next two years, making quick action wise."

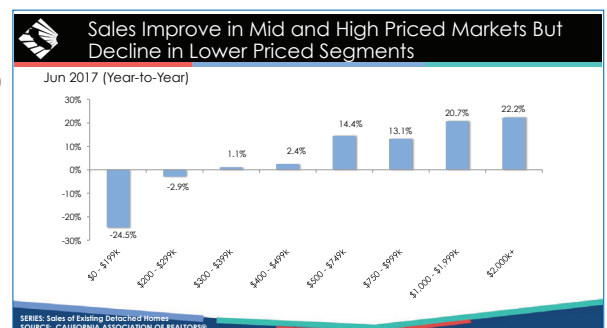
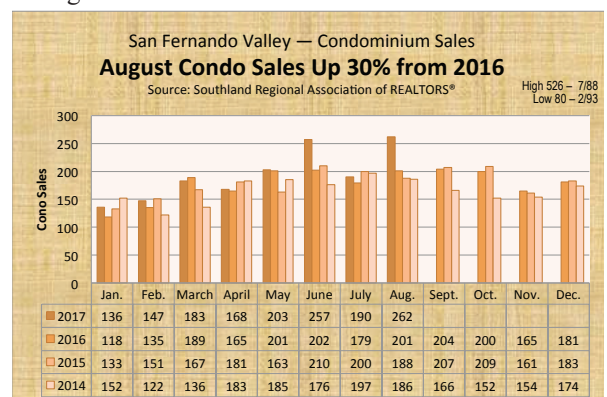
The 631 homes that closed escrow in August had a median price of \$650,000. That was 4.0 percent higher than a year ago, but 3.2 percent below the record high of \$671,500 set this March. The home median price — meaning half the sales were lower and half higher — has been above \$600,000 every month this year, a feat unmatched since 2007, which was the peak of last decade's housing boom.

Condominiums posted singledigit increases compared to a year ago August. The condominium median price of \$411,500 was up 6.9 percent. August was the fourth consecutive month and the fifth so far this year to post a median price above the \$400,000 benchmark.

"Too many buyers chasing too few properties listed for sale clearly are driving the increases in resale prices," said Tim Johnson, the Association's chief executive officer. "That trend likely will continue for the

foreseeable future. "It's risky to speculate as to why sales spiked, what with multiple forces contributing to buyers' sense of urgency," he said. "Regardless, the local increase in sales appears consistent with what's happening statewide."

The Association reported that there were 1,372 active listings at the end of the month. That was down 18.9 percent from August 2016.





# AVOIDING CONTINGENCY CONFUSION AND UNNECESSARY DISPUTES

HERB LAMBERT

There is what could be perceived as an ambiguity in the CAR Purchase Agreement centered around the buyer's right to either cancel or remove contingencies when they expire (Paragraph 14.B.(3) of the RPA). While the buyer is instructed to do one or the other, cancel the agreement or remove contingencies, the contract also states that contingencies continue to remain in effect until they are removed or when the contract is cancelled (Paragraph 14.B.(4) of the RPA). So, what happens when a buyer doesn't remove a contingency or cancel the agreement within the allotted time frame?

The seller can issue a Notice to Perform and initiate cancellation instructions if the buyer doesn't remove the specific contingency or contingencies. But if the buyer doesn't perform or sign cancellation instructions, or if the seller refuses to release the earnest money deposit, the principals would be locked into a dispute. The agents then become collateral damage, as they try to resolve the problem through negotiation or subsequent mediation and possibly, arbitration or litigation.

In addition to the contingency clauses, there is also a "good faith" clause in the Purchase Agreement. In some mediations, sellers have relied on claiming that the buyer didn't act in good faith when they failed to perform by not removing a contingency or canceling the contract. Although these mediations usually settle successfully, the outcomes as to who gets how much of the deposit in escrow is unpredictable. What is most unfortunate is that the buyer's desire to purchase a property, the seller's objective of selling the property, and the agents' earning of commissions are all delayed or destroyed.

When acting as a buyer's agent, it's important to stay on top of the contingency period timelines and to request extensions in writing when your buyer isn't ready to remove a contingency. Even if the seller doesn't agree to the extension, the buyer shows that they're acting in good faith by requesting more time.

As a listing agent, it's important to send a Notice to Perform when necessary to protect your seller's position and ability to cancel if the buyer doesn't perform. Too many escrows go on and on as time passes with no resolution. Contingencies linger with some agents even telling their buyer clients not to do anything until the seller sends a Notice to Perform. Frequently, the parties turn on each other and on their agents, too.

Communication between agents is always the key to keeping an escrow on track and resolving the issues that almost inevitably come up. Making sure Articles 1 and 9 of the Code of Ethics are being adhered to, agents should use written extensions whenever necessary as well as all the relevant forms that CAR provides us on ZipForms. Remember, it's not about who would win the arbitration or lawsuit or who is right and who is wrong – it's about conducting business in a manner to avoid unnecessary disputes, helping buyers and sellers close escrows, and yes, getting paid.

NAR Code of Ethics Article 1:

"Realtors pledge themselves to protect and promote the interests of their client."

Article 9, Standard of Practice 9-1:

"Realtors shall use reasonable care to ensure that documents pertaining to the sale of real estate are kept current through the use of written extensions or amendments."

Herb Lambert was named SRAR's 2016 Realtor of the Year. He is a 3 time past Chairman of Professional Standards and is a Mediator for SRAR's Public Mediation Service.

## 60% of Sales Draw Multiple Offers

Nearly two-thirds of properties sold throughout California during August attracted multiple offers, the California Association of Realtors reported recently.

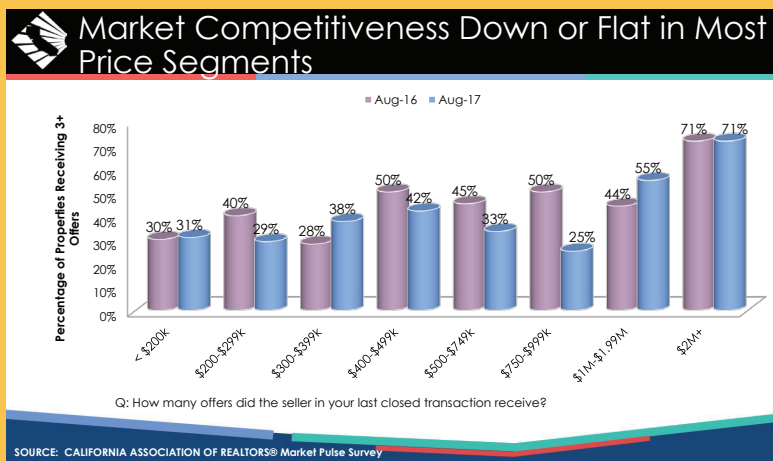
That was down from 62 percent a year ago with the number of offers received slightly down to 2.7 offers.

The share of properties receiving three or more offers in August was 38 percent, compared to 42 percent a year ago. The share of homes selling above asking price increased from 29 percent a year ago to 31 percent in August, while the share of properties selling below asking price fell from 41 percent to 37 percent. The remaining 32 percent sold at asking price, up from 30 percent in August 2016.

For homes that sold above asking price, the premium

paid over asking price rose from 10 percent in August 2016 to 12 percent in August 2017.

The 36 percent of homes that sold below asking price sold for an average of 12 percent below asking price in August, unchanged from a year ago.



Market competitiveness increased the most in homes priced \$300,000-\$399,999 and \$1 million to just under \$2 million compared with last year, with 28 percent of properties receiving three or more offers up from 38 percent and up from 44 percent to 55 percent, respectively.

Listing prices are more in line with the market as the proportion of homes

that had listing price reductions decreased from 31 percent a year ago to 23 percent in August.

Thirty-five percent of REALTORS® cited a lack of available homes for sale as their top concern, up significantly from 19 percent in August 2016.



# REALTORS GIVE, VOLUNTEER TO DISASTER RELIEF

BY NANCY STARCZYK, PRESIDENT, AND DAVID R. WALKER  
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®  
Realtors nationwide donated \$1.75 million to hurricane disaster relief while teams of real estate professionals, including local contingents, made the journey to help stricken homeowners clear muck from shattered, sodden residences.

The Charitable Foundation of the Southland Regional Association of Realtors, serving the San Fernando and Santa Clarita valleys, has already donated \$10,000 to hurricane relief efforts, with the initial focus on Texas

“We anticipate giving another donation to the Realtor Relief Foundation, which is backed by the National Association of Realtors and has a broad reach and wide impact.”

The Realtors Relief Foundation has received more than \$550,000 in donations from Realtors, has \$600,000 in additional commitments from local Associations, along with an NAR contribution of \$600,000 that was approved by NAR’s



Leadership Team to help families displaced by Hurricanes Harvey and Irma.

As a result, the Realtors Relief Foundation

in the wake of Hurricane Harvey.

“We expanded that effort after Hurricane Irma cut a swath of destruction through the Caribbean and Florida,” said Nancy Starczyk, president of the Association.

was able to immediately provide \$1.75 million in mortgage and rental assistance to families whose homes were destroyed.

“This means thousands of people will have a roof over their head as they

begin the long road to recovery,” the Foundation stated.

From Sept. 11 through the 14th, Raschel Barlow, Alyson Silverman, and

Stephanie Novak made the journey from Los Angeles to Sealy, Texas.

They were among a contingent of 4,000 real estate professionals associated with Keller Williams

International who contributed 60,000 hours to stricken owners.

Hundreds of homes were clean out in Sealy and Katy, Texas, alone, she said. The group distributed 10,000 pounds of food and assembled 5,000 clean-up kits.

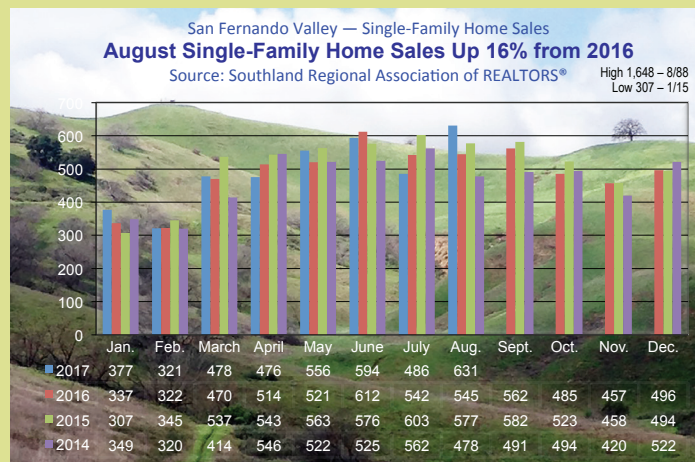
“The entire experience was humbling, sobering, and hard work,” Barlow said. “The energy of 4,000 agents coming together with one singular purpose of helping communities in need was profound and priceless.”

She said two fundamentals make up the core of her company’s approach — service and giving back. “This is what fuels us to do the very best for our clients,” Barlow said, “and the communities where we live and work.”

## Local Home Sales Surge During August

Preliminary statistics from the Southland Regional Association of Realtors indicated that closed escrows during August of existing single-family homes in the San Fernando Valley rose 15.8 percent compared to a year ago and 29.8 percent higher than this July.

The increase reflects activity initiated earlier this summer even as resale prices posted single-digit increases compared to August 2016. The median price of homes that closed escrow in August came in at \$650,000, up 4.0 percent, while condominiums that changed owners posted a 6.9 percent increase in the median price, meaning half sold for more and half for less. The condo median was \$411,500. The full report will be available soon!



## Homebuyer Grants Available for Recent College Graduates

Grants of \$2,500 will be awarded to qualifying first-time homebuyers who are recent college graduates as part of the Southland Regional Association of Realtors’ Charitable Foundation’s 2017 Homebuyer Grant Program.



The grants are offered in partnership with the California Association of Realtors’ Housing Affordability Fund. Each grant can be used to defray closing costs in the purchase of a home using the services of a member of the Southland Regional Association of Realtors.

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

For more details, go to [www.srar.com/grants](http://www.srar.com/grants). There are a limited number of grants, which will be awarded to applicants on a first-come, first-serve basis.





SOME MAKE OWNERS HAPPY

## SOME REMODEL PROJECTS RECOUP MONEY SPENT

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

Even in today's intense market, where homes often attract multiple offers and sell at skyhigh prices, select remodels and focused updates can deliver enormous benefit for sellers.

Homeowners who take on remodeling projects — a \$350 billion annual industry — gain not only equity and increase the resale

value in their home, they also are likely to find increased satisfaction and enjoyment.

A new report reveals the top remodeling projects along with the value — financial and emotional — that specific projects offer homeowners once completed.

For example, after completing a remodeling project, 75 percent of owners surveyed said they had a greater desire to be in their home, 65 percent said they found increased enjoyment in their home, and 77 percent felt a major sense of accomplishment when thinking of their completed project.

The 2017 Remodeling Impact Report, available at Realtor.org, found that 56 percent of owners felt happy when they saw their completed projects, and 39 percent said they felt satisfied.

"Realtors understand which remodeling projects and home upgrades bring the most value to homeowners, whether they are remodeling with the hope of impressing potential buyers, bringing in higher offers, or gaining more equity in their home," said William E. Brown, president of the National Association of Realtors.

"Realtors also understand that many of these projects are undertaken solely to get

more enjoyment from spending time at home. No matter the objectives, Realtors have unique and invaluable insights into how renovations and remodeling will bring the most benefit to homeowners."

• **Interior projects.** For owners looking to sell their home, Realtors named three projects that would be most likely to entice buyers — a complete kitchen renovation and kitchen upgrade, a bathroom remodel, and new wood flooring.

Which interior project is most likely to yield the highest financial return?

Refinishing worn, tired-looking hardwood flooring probably would recoup 100 percent of the

"A home's exterior is its first impression to potential buyers, so any project that improves curb appeal will yield plenty of bang for the buck," Brown said.

• **Satisfaction from projects.** Which projects offer the most enjoyment?

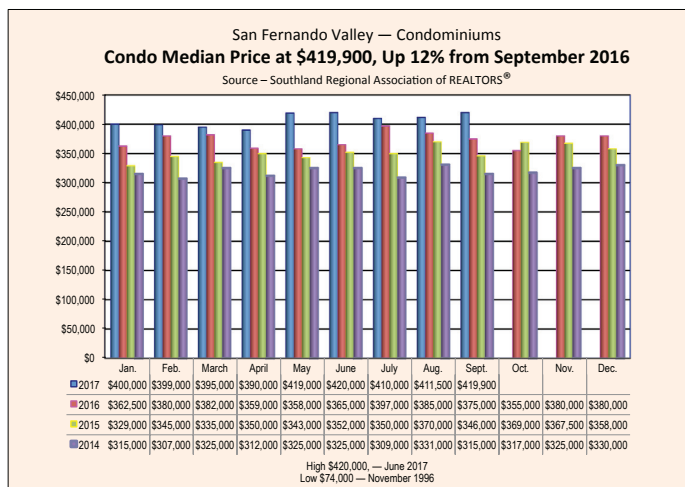
Projects at the top of the list included both interior and exterior projects in all price ranges, such as a new master/owner's suite, with an estimated cost of \$125,000 for a full makeover, and new front doors, with an estimated cost of \$2,000.



## Prices Rise as Peak Buying Season Fades

Prices of existing homes and condominiums sold in the San Fernando Valley during September hovered at or below record levels while sales fell off peak summer activity, the Southland Regional Association of Realtors will report this week.

Home prices rose 6.5 percent and the condominium median price increased 12.0 percent from a year ago. Home and condo sales dropped 3.6 percent and 4.4 percent to 542 and 195 closed escrows, respectively. The median price of homes sold was \$660,000; condominiums posted a \$419,900 median price. The full press release will be available online later this week at [srar.com](http://srar.com).



costs upon resale, Realtors agreed. Installing brand new wood flooring creates a "Wow!" impact, yet the higher cost of a new installation means sellers might recoup only 91 percent of expenses.

Bathroom renovations or adding a new bathroom yielded the smallest financial return upon resale, recouping approximately 50 percent of project costs.

• **Exterior projects.** New roofing will recover 109 percent of costs upon resale, more than any other project in the report. New roofing was also named the exterior project that most appeals to buyers, followed by new vinyl windows, a new garage door and new vinyl siding.

Exterior projects are just as, if not more, important than interior projects when it comes time to sell.



Santa Clarita City Councilmember Marsha McLean, third from left, offered an update recently on city projects at a recent meeting of the Southland Regional Association of Realtors. Marty Kovacs, right, the 2017 chairman of the Santa Clarita Division Council, and M. Dean Vincent, the Council's chairman-elect, thanked McLean along with Nancy Starczyk, left, president of the Association.

McLean joined the Santa Clarita City Council in 2002, served as mayor in 2007, 2011 and 2015. She brings her passion for small business, regional transportation, the environment and local government to her work as a council member.

# SPONSOR A CHILD IN NEED



SOUTHLAND REGIONAL  
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Each year, with support of the SRAR Charitable Foundation, SRAR selects children from a local school in a low income area of the San Fernando Valley to give them a memorable and happy Holiday experience.

In December, up to 80 children will come to the SRAR Office in Van Nuys where they will be treated to a delicious lunch, a visit from Santa Claus, and presented with gifts that they can share with their family.

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Do you prefer to sponsor anonymously? ☐ YES ☐ NO

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If yes, please provide the name: \_\_\_\_\_

To sponsor by credit card, complete the information below. Checks may be made to "SRAR Foundation" and sent to Debra Howard at 7232 Balboa Blvd. Van Nuys, CA, 91406

CC #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Name as it Appears on Card: \_\_\_\_\_ Total Amount to be Charged: \_\_\_\_\_

Signature to Authorized Charge: \_\_\_\_\_

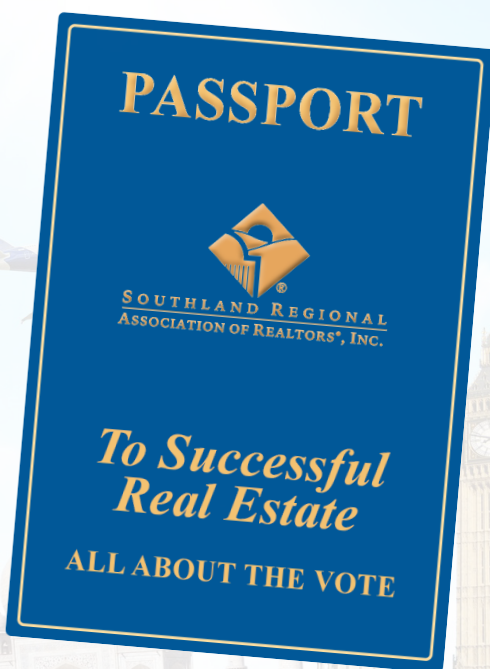
*Completed forms with credit card information may be faxed to 818-786-4541. If sponsoring by check, please send form along with check by mail.*





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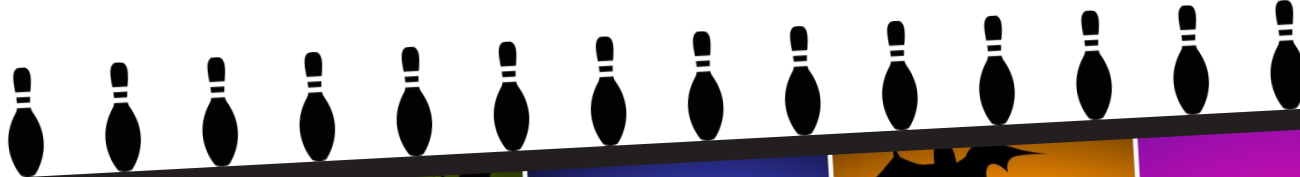
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**\$10 per person** (Appetizers & 1 drink. No bowling)



For more info, contact Debra Howard at DebraH@srar.com or call 818-947-2265

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I would like to reserve \_\_\_\_\_ spots for a total amount of \$ \_\_\_\_\_.

Printed Name: \_\_\_\_\_ Phone: \_\_\_\_\_

To pay by credit card, complete the entire form and fax to Michelle Gerhard at 818-786-4541

VISA/MC/AMEX/DISCOVER #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Total Amount to be charged to the card \$ \_\_\_\_\_

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



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**The ABC's of Commercial Real Estate**  
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March 1, 2017

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To Register  
☐

**Deferring Capital Gains Through 1031 Exchange**  
April 5, 2017

✓  
To Register  
☐

**Overview of Commercial Real Estate Investment Analysis**  
May 3, 2017

✓  
To Register  
☐

**Tax & Legal Impact on Commercial Real Estate**  
June 7, 2017

✓  
To Register  
☐

**Keys to Financing Commercial Real Estate**  
July 12, 2017

✓  
To Register  
☐

**Effective Commercial Lease Agreements**  
August 9, 2017

✓  
To Register  
☐

**Overview of Commercial Real Estate Investment Analysis**  
September 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

✓  
To Register  
☐

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

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

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

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





RESIDENTIAL PROPERTIES LISTED

1,455

SEPTEMBER 2017 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,226

RESIDENTIAL PROP. ESCROW CLOSED

1,241

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	112	166	212	199	851	604	1,455
TOTAL ACTIVE LISTINGS	188	240	301	400	1,376	1,162	2,538
AVERAGE DAYS ON MARKET	83	70	55	72	67	80	73
AVERAGE LIST PRICE IN THOUSANDS	530.7	1,150.5	1,212.6	1,468.0	1,089.4	766.0	941.4
MEDIAN LIST PRICE IN THOUSANDS	495.0	829.0	749.0	845.0	699.9	415.0	589.0
BOMS	22	30	29	39	136	118	254
AVERAGE BOM PRICE IN THOUSANDS	480.0	834.8	591.6	817.4	797.3	520.3	668.6
BOM TO SALE RATIO	21.4	18.5	23.5	20.5	23.4	20.5	23.4
EXPIRATIONS	11	22	24	19	98	98	196

PENDING SALES:

NEW ESCROWS OPENED	113	138	123	158	696	530	1,226
TOTAL YTD ESCROWS OPENED	964	1,330	1,112	1,467	6,484	4,582	11,066
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	39	33	38	40	36	41	38
NEW OPEN ESCROWS AVERAGE LIST PRICE	451.8	873.2	733.6	841.8	720.0	509.2	628.9

CLOSED SALES:

NEW ESCROWS CLOSED	103	162	125	157	737	504	1,241
TOTAL YTD ESCROWS CLOSED	916	1,295	1,077	1,368	6,199	4,328	10,527
VOLUME OF NEW SALE DOLLARS IN MILLIONS	48.233	127.559	108.709	146.210	533.308	252.790	786.099
VOLUME OF TOTAL YTD SALES IN MILLIONS	395.823	1,069.126	910.992	861.500	4,503.746	2,221.345	6,725.091
AVERAGE SALE PRICE IN THOUSANDS	468.3	787.4	869.7	769.5	723.6	501.6	633.4
MEDIAN SALE PRICE IN THOUSANDS	477.0	673.5	590.0	641.5	590.0	372.0	535.0
COOP SALES	73	142	102	155	596	423	1,019
PERCENT OF COOP SALES	70.9	87.7	81.6	80.9	80.9	83.9	82.1
AVERAGE DAYS ON MARKET	38	31	35	31	32	45	37
SALES AT LIST PRICE	65	106	71	106	445	275	720
PERCENT OF SALES AT LIST PRICE	63.1	65.4	56.8	61.8	60.4	54.6	58.0
SALES TO LISTING INVENTORY RATIO	54.8	67.5	50.6	52.2	53.6	48.4	48.9
FINAL SALE TO NEW LISTING RATIO	92.0	97.6	77.2	74.1	86.6	83.4	85.3

CLOSED SALES TYPE

FORECLOSURE/REO	1	1	2	2	7	9	16
SELLER CONCESSIONS	0	0	0	0	0	0	0
SHORT SALE	2	1	0	0	5	9	14
STANDARD	99	158	122	154	718	475	1193
OTHER	1	2	1	1	7	11	18

SELLING PRICE RANGE:

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %		
LESS THAN 100,000	29	20	2	321950	58.1	
100,000 TO 109,999	0	6	0	N/A	0.0	
110,000 TO 119,999	12	5	2	10000	9.5	
120,000 TO 139,999	45	10	4	3870	2.6	
140,000 TO 159,999	76	15	5	1647	4.2	
160,000 TO 179,999	43	25	8	2325	0.9	
180,000 TO 199,999	33	38	13	790	0.3	
200,000 TO 249,999	54	136	80	4412	1.5	
250,000 TO 299,999	42	167	88	6698	2.0	
300,000 TO 349,999	45	147	80	32	48484	2.7
350,000 TO 399,999	36	137	82	45	8004	1.5
400,000 TO 449,999	40	125	75	39	9863	1.9
450,000 TO 499,999	28	161	86	47	4353	0.2
500,000 TO 549,999	32	181	119	52	6107	0.7
550,000 TO 599,999	39	146	112	60	6658	0.8
600,000 TO 699,999	30	239	130	68	55588	1.1
700,000 TO 799,999	33	196	100	57	15233	1.7
800,000 TO 899,999	35	131	63	31	22117	1.7
900,000 TO 999,999	43	88	32	16	22244	1.9
1,000,000 TO 1,999,999	31	361	116	66	31893	6.6
MORE THAN 2,000,000	61	204	27	23	159131	5.1
TOTALS	37	2538	1241	643	22489	0.8



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	1,455	1,274	786	85.3
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			<b>\$392,470</b>				<b>\$479,270</b>				<b>\$525,464</b>				<b>\$558,825</b>				<b>\$605,843</b>					

## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR SEPTEMBER 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 .....	91	117	119	165	161	653	482	1,135
Total Active Listings .....	145	189	181	243	337	1,095	970	2,065
Average Days on Market .....	85	65	54	56	73	66	83	74
Average List Price in Thousands .....	574.4	1,310.0	1,459.5	856.7	1,647.1	1,240.5	817.2	1,041.6
Median List Price in Thousands .....	500.0	989.0	1,099.0	721.0	910.0	789.9	415.0	649.0
BOMS .....	18	21	12	21	31	103	96	199
Average BOM Price in Thousands .....	517.0	951.1	1,848.6	670.7	927.4	915.5	527.1	728.1
BOM to Sale Ratio .....	22.2	20.0	14.0	17.4	20.8	19.0	24.4	21.3
Expirations .....	8	13	19	18	15	73	87	160
<b>PENDING SALES</b>								
New Escrows Opened .....	84	84	84	129	129	510	409	919
Total YTD Escrows Opened .....	697	848	757	1,132	1,238	4,672	3,601	8,273
New Open Escrows Average Days on Market .....	33	34	34	38	35	35	43	39
New Open Escrows Average List Price .....	487.8	1,069.0	871.7	683.5	954.8	814.4	518.0	682.5
<b>CLOSED SALES:</b>								
New Escrows Closed .....	81	105	86	121	149	542	394	936
Total YTD Escrows Closed .....	674	834	735	1,054	1,173	4,470	3,401	7,871
Volume of New Sales Dollars in Millions .....	40.572	98.239	91.066	86.576	127.258	443.711	202.819	646.530
Volume of total YTD Sales in Millions .....	313.077	838.989	761.756	723.316	1,089.653	3,726.791	1,794.424	5,521.216
Average Sale price in Thousands .....	500.9	935.6	1,058.9	715.5	854.1	818.7	514.8	690.7
Median Sale Price in Thousands .....	487.0	835.0	690.0	660.0	705.0	660.0	350.0	575.0
Coop Sales .....	61	88	72	94	123	438	333	771
Percent of Coop Sales .....	75.3	83.8	83.7	77.7	82.6	80.8	84.5	82.4
Average Days on Market .....	34	29	33	30	31	31	46	37
Sales at List Price .....	50	63	51	73	83	320	224	544
Percent of Sales at List Price .....	61.7	60.0	59.3	60.3	55.7	59.0	56.9	58.1
Sales to Listing Inventory Ratio .....	55.9	55.6	47.5	49.8	44.2	49.5	40.6	45.3
Final Sale to New Listing Ratio .....	89.0	89.7	72.3	73.3	92.5	83.0	81.7	82.5
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO .....	1	1	0	2	1	5	9	14
Seller Concessions .....	0	0	0	0	0	0	0	0
Short Sale .....	2	0	0	0	2	4	8	12
Standard .....	78	102	85	118	145	528	368	896
Other .....	0	2	1	1	1	5	9	14

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER 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 .....	21	49	43	47	38	198	122	320
Total Active Listings .....	43	51	66	58	63	281	192	473
Average Days on Market .....	76	89	70	51	68	70	66	68
Average List Price in Thousands .....	383.4	559.6	535.4	486.9	510.4	500.9	507.4	503.5
Median List Price in Thousands .....	349.9	517.0	440.0	445.0	395.0	425.9	414.9	425.0
BOMS .....	4	9	4	8	8	33	22	55
Average BOM Price in Thousands .....	313.4	563.3	402.2	384.1	391.1	428.3	490.5	453.2
BOM to Sale Ratio .....	18.2	15.8	10.3	22.2	19.5	16.9	20.0	18.0
Expirations .....	3	9	3	6	4	25	11	36
<b>PENDING SALES</b>								
New Escrows Opened .....	29	54	39	29	35	186	121	307
Total YTD Escrows Opened .....	267	482	355	335	373	1,812	981	2,793
New Open Escrows Average Days on Market .....	55	33	23	39	55	40	36	38
New Open Escrows Average List Price .....	347.4	568.6	436.0	453.2	424.9	461.3	479.6	468.5
<b>CLOSED SALES:</b>								
New Escrows Closed .....	22	57	39	36	41	195	110	305
Total YTD Escrows Closed .....	242	461	342	314	370	1,729	927	2,656
Volume of New Sales Dollars in Millions .....	7.661	29.320	17.643	16.021	18.952	89.598	49.971	139.569
Volume of total YTD Sales in Millions .....	82.746	230.137	149.235	138.184	176.652	776.954	426.921	1,203.875
Average Sale price in Thousands .....	348.2	514.4	452.4	445.0	462.2	459.5	454.3	457.6
Median Sale Price in Thousands .....	309.0	525.0	407.0	420.0	405.0	419.9	405.0	415.0
Coop Sales .....	12	54	30	30	32	158	90	248
Percent of Coop Sales .....	54.5	94.7	76.9	83.3	78.0	81.0	81.8	81.3
Average Days on Market .....	52	36	39	29	30	36	42	38
Sales at List Price .....	15	43	20	24	23	125	51	176
Percent of Sales at List Price .....	68.2	75.4	51.3	66.7	56.1	64.1	46.4	57.7
Sales to Listing Inventory Ratio .....	51.2	111.8	59.1	62.1	65.1	69.4	57.3	64.5
Final Sale to New Listing Ratio .....	104.8	116.3	90.7	76.6	107.9	98.5	90.2	95.3
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO .....	0	0	2	0	0	2	0	2
Seller Concessions .....	0	0	0	0	0	0	0	0
Short Sale .....	0	1	0	0	0	1	1	2
Standard .....	21	56	37	36	40	190	107	297
Other .....	1	0	0	0	1	2	2	4



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

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	13	3	70	30	27	54	8	53	258	97	355
Total Active Listings	45	22	102	55	46	89	21	72	452	155	607
Average Days on Market	100	99	70	69	71	63	72	61	72	78	73
Average List Price in Thousands	738.2	866.9	697.5	657.0	703.6	662.2	847.3	784.0	719.3	585.3	685.1
Median List Price in Thousands	625.0	789.0	600.0	555.0	589.9	620.0	790.0	694.9	639.9	400.0	599.9
BOMS	2	2	10	9	6	12	4	8	53	16	69
Average BOM Price in Thousands	574.0	479.5	563.6	602.0	809.8	661.0	818.5	675.9	653.5	517.2	621.9
BOM to Sale Ratio	40.0	28.6	18.9	33.3	50.0	21.4	28.6	18.6	24.4	22.9	24.0
Expirations	2	0	5	1	1	1	0	4	14	8	22

### PENDING SALES

New Escrows Opened	5	6	52	18	21	46	11	50	209	73	282
Total YTD Escrows Opened	95	44	450	235	144	446	103	489	2,006	636	2,642
New Open Escrows Average Days on Market	18	51	30	52	42	41	69	39	40	39	40
New Open Escrows Average List Price	593.6	572.8	573.8	596.7	623.4	586.4	818.0	746.1	638.0	485.6	598.6

### CLOSED SALES:

New Escrows Closed	5	7	53	27	12	56	14	43	217	70	287
Total YTD Escrows Closed	97	41	424	229	134	422	96	461	1,904	615	2,519
Volume of New Sales Dollars in Millions	2.440	4.126	30.591	15.231	7.209	34.764	11.931	28.339	134.632	33.168	167.800
Volume of total YTD Sales in Millions	48.699	26.464	234.073	125.455	80.420	256.775	78.447	307.160	1,157.493	264.908	1,422.401
Average Sale price in Thousands	488.0	589.4	577.2	564.1	600.8	620.8	852.2	659.0	620.4	473.8	584.7
Median Sale Price in Thousands	599.0	580.0	505.0	583.9	548.0	595.5	875.0	625.0	585.0	340.0	565.0
Coop Sales	4	4	44	23	9	50	11	34	179	59	238
Percent of Coop Sales	80.0	57.1	83.0	85.2	75.0	89.3	78.6	79.1	82.5	84.3	82.9
Average Days on Market	116	153	95	78	82	83	106	87	91	87	90
Sales at List Price	3	3	25	19	6	27	4	22	109	46	155
Percent of Sales at List Price	60.0	42.9	47.2	70.4	50.0	48.2	28.6	51.2	50.2	65.7	54.0
Sales to Listing Inventory Ratio	11.1	31.8	52.0	49.1	26.1	62.9	66.7	59.7	48.0	45.2	47.3
Final Sale to New Listing Ratio	38.5	233.3	75.7	90.0	44.4	103.7	175.0	81.1	84.1	72.2	80.8

### CLOSED SALES TYPE

Foreclosure / REO	0	2	0	0	0	0	1	0	3	0	3
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	1	0	0	0	0	0	1	2	4	0	4
Standard	4	5	52	27	12	56	12	41	209	69	278
Other	0	0	1	0	0	0	0	0	1	1	2

## SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER 2017

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	18	0	17	12	2	41	90	17	107
Total Active Listings	2	0	12	1	18	10	3	40	86	26	112
Average Days on Market	106	0	39	131	63	35	47	43	48	66	52
Average List Price in Thousands	617.5	0.0	327.0	375.0	317.3	442.2	526.0	471.7	419.9	471.8	432.0
Median List Price in Thousands	575.0	0.0	290.0	375.0	319.0	395.0	449.0	419.0	380.0	479.0	390.0
BOMS	0	0	5	0	5	2	0	7	19	8	27
Average BOM Price in Thousands	0.0	0.0	280.8	0.0	285.4	386.0	0.0	473.8	364.2	412.2	378.4
BOM to Sale Ratio	0.0	0.0	17.9	0.0	31.3	18.2	0.0	18.9	19.8	44.4	23.7
Expirations	0	0	0	1	0	1	0	1	3	0	3

### PENDING SALES

New Escrows Opened	2	0	17	0	21	14	3	38	95	11	106
Total YTD Escrows Opened	3	0	227	14	161	130	51	337	923	106	1,029
New Open Escrows Average Days on Market	61	0	42	0	26	19	33	28	29	83	35
New Open Escrows Average List Price	638.5	0.0	338.5	0.0	306.0	385.6	442.6	420.6	380.7	563.5	399.7

### CLOSED SALES:

New Escrows Closed	0	0	28	1	16	11	3	37	96	18	114
Total YTD Escrows Closed	1	0	219	15	149	120	51	324	879	98	977
Volume of New Sales Dollars in Millions	0.000	0.000	9.017	0.378	4.762	4.484	1.539	15.824	36.004	7.600	43.603
Volume of Total YTD Sales in Millions	0.490	0.000	72.304	6.229	45.780	46.567	21.436	134.485	327.290	41.534	368.825
Average Sale price in Thousands	0.0	0.0	322.0	378.0	297.6	407.6	513.0	427.7	375.0	422.2	382.5
Median Sale Price in Thousands	0.0	0.0	305.0	378.0	290.0	424.9	455.0	432.0	360.0	360.0	360.0
Coop Sales	0	0	26	1	13	9	3	29	81	14	95
Percent of Coop Sales	0.0	0.0	92.9	100.0	81.3	81.8	100.0	78.4	84.4	77.8	83.3
Average Days on Market	0	0	52	48	75	62	67	75	66	76	68
Sales at List Price	0	0	21	0	8	5	3	23	60	8	68
Percent of Sales at List Price	0.0	0.0	75.0	0.0	50.0	45.5	100.0	62.2	62.5	44.4	59.6
Sales to Listing Inventory Ratio	0.0	0.0	233.3	100.0	88.9	110.0	100.0	92.5	111.6	69.2	101.8
Final Sale to New Listing Ratio	0.0	0.0	155.6	0.0	94.1	91.7	150.0	90.2	106.7	105.9	106.5

### CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	1	0	0	0	1	0	1
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	1	1	0	1	3	0	3
Standard	0	0	28	1	14	10	3	36	92	17	109
Other	0	0	0	0	0	0	0	0	0	1	1

RESIDENTIAL PROPERTIES LISTED  
462

SEPTEMBER 2017 SCV RESIDENTIAL MLS SUMMARY  
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED  
388

RESIDENTIAL PROP. ESCROW CLOSED  
401

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	13	3	88	30	44	66	10	94	348	114	462
TOTAL ACTIVE LISTINGS	47	114	114	56	64	99	24	112	538	181	719
AVERAGE DAYS ON MARKET	101	99	66	70	69	60	69	55	68	76	70
AVERAGE LIST PRICE IN THOUSANDS	733.0	866.9	658.5	652.0	594.9	640.0	807.1	672.4	671.4	569.0	645.6
MEDIAN LIST PRICE IN THOUSANDS	625.0	789.0	565.0	550.0	510.0	599.9	749.0	630.0	600.0	410.0	569.0
BOMS	2	2	15	9	11	14	4	15	72	24	96
AVERAGE BOM PRICE IN THOUSANDS	574.0	479.5	469.4	602.0	571.4	621.8	818.5	581.5	577.1	482.2	553.4
BOM TO SALE RATIO	40.0	28.6	18.5	32.1	39.3	20.9	23.5	18.8	23.0	27.3	23.9
EXPIRATIONS	2	0	5	2	1	2	0	5	17	8	25

PENDING SALES:

NEW ESCROWS OPENED	7	6	69	18	42	60	14	88	304	84	388
TOTAL YTD ESCROWS OPENED	98	44	677	249	305	576	154	826	2,929	742	3,671
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	30	51	33	52	34	36	61	34	37	44	38
NEW OPEN ESCROWS AVERAGE LIST PRICE	606.4	572.8	515.8	596.7	464.7	539.5	737.6	605.6	557.6	495.8	544.2

CLOSED SALES:

NEW ESCROWS CLOSED	5	7	81	28	28	67	17	80	313	88	401
TOTAL YTD ESCROWS CLOSED	98	41	643	244	283	542	147	785	2,783	713	3,496
VOLUME OF NEW SALE DOLLARS IN MILLIONS	2,440	4,126	39,608	15,609	11,971	39,248	13,470	44,163	170,635	40,768	211,403
VOLUME OF TOTAL YTD SALES IN MILLIONS	49,189	26,464	306,377	131,684	126,199	303,342	99,883	441,645	1,484,783	306,442	1,791,225
AVERAGE SALE PRICE IN THOUSANDS	488.0	589.4	489.0	557.5	427.5	585.8	792.4	552.0	545.2	463.3	527.2
MEDIAN SALE PRICE IN THOUSANDS	599.0	580.0	465.0	575.5	355.0	565.0	790.0	510.0	520.0	350.0	500.0
COOP SALES	4	4	70	24	22	59	14	63	260	73	333
PERCENT OF COOP SALES	80.0	57.1	86.4	85.7	78.6	88.1	82.4	78.8	83.1	83.0	83.0
AVERAGE DAYS ON MARKET	116	153	80	77	78	79	99	81	83	84	83
SALES AT LIST PRICE	3	3	46	19	14	32	7	45	169	54	223
PERCENT OF SALES AT LIST PRICE	60.0	42.9	56.8	67.9	50.0	47.8	41.2	56.3	54.0	61.4	55.6
SALES TO LISTING INVENTORY RATIO	10.6	31.8	71.1	50.0	43.8	71.4	70.8	58.2	58.2	48.6	71.4
FINAL SALE TO NEW LISTING RATIO	38.5	233.3	92.0	93.3	63.6	101.5	170.0	85.1	89.9	77.2	86.8

CLOSED SALES TYPE

FORECLOSURE/REO	0	2	0	0	1	0	1	0	4	0	4
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	1	0	0	0	1	1	1	3	7	0	7
STANDARD	4	5	80	28	26	66	15	77	301	86	387
OTHER	0	0	1	0	0	0	0	0	1	2	3

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
SELLING PRICE RANGE:					
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	1	0	0	N/A
120,000 TO 139,999	1	1	1	0	N/A
140,000 TO 159,999	1	1	1	1	457000
160,000 TO 179,999	1	6	1	0	N/A
180,000 TO 199,999	10	6	4	1	8500
200,000 TO 249,999	49	24	15	5	11054
250,000 TO 299,999	27	36	33	7	2006
300,000 TO 349,999	18	32	34	13	5261
350,000 TO 399,999	18	45	26	13	9523
400,000 TO 449,999	28	46	30	18	10377
450,000 TO 499,999	32	73	53	29	7138
500,000 TO 549,999	28	70	42	21	2846
550,000 TO 599,999	25	61	39	21	15714
600,000 TO 699,999	38	123	57	31	15856
700,000 TO 799,999	38	66	29	16	23455
800,000 TO 899,999	31	25	12	9	80592
900,000 TO 999,999	73	25	7	7	55880
1,000,000 TO 1,999,999	126	65	14	14	146575
MORE THAN 2,000,000	0	11	0	0	N/A
TOTALS	34	719	401	206	19026

2017 RMLS TOTAL - \$ VOLUME  
\$1,791,225,000

LISTINGS  
4,379

SALES  
3,508

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



# 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	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	46.2	401	211.4	86.8						
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		\$317,090				\$388,850				\$421,369				\$462,399					\$527,790											



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www.janetfishmanorganizer.com

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with pride.



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www.pristineaire.net

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A Plus Cares  
Vacant House Cleaning  
Green cleaning services and more  
Call 818-916-9802  
310-294-1040  
ApluscaresLA.com

Exp. #10 (10-1-17)

Real Estate Appraisals  
Tony Cera, Certified Residential Appraiser  
San Fernando, Santa Clarita & Antelope Valley  
818-427-6354

Exp. #11 (11-1-17)

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APPLE CLEANING/PAINT. FORECLOSURES, HAULING.  
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#### Termite Inspection

- Fast report (fax or e-mail)
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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 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