

December 2017 / January 2018

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

Report to WCR
2017 Business
Issues Policy
Committee
Wendy Furth
Nov 3, 2017...pg.3

RESPA
Do's and
Don'tspg.8 & 9

Dan Tresieras 2018
President -Elect
2018 Board
of Directors...pg.4

Realtors Urge
Congress
To Support
Ownership...pg.5

98th Annual
Inaugural Ball
Sign Up Form...pg.6

Realtor® Gary Washburn
2018 SRAR President...pg.4

Volume 97 • Issue 12



When it comes to Mortgage Financing, New American Funding has more to offer.

Your Mortgage, Your Terms

- Loans to \$15 Million
- Unlimited cash out
- Local appraisers
- FICO down to 600
- Creative solutions for Self-Employed borrowers
- Business funds allowed for down payment & reserves
- Non-occupying co-borrowers allowed
- Down Payment Assistant (DPA's) Programs
- Onsite In - house Processing

Discover a mortgage team that provides the service you deserve.

Discover a mortgage team that has the right loan product to fit your specific needs.

Discover New American Funding.



Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act. NMLS ID #6606. Corporate Office is located at 14511 Myford Road, Suite 100, Tustin CA 92780. Phone (800) 450-2010. 12/2017



VIRGINIA MARTINEZ

*Regional Sales Manager
LA North Region*

Direct: 818.929.1529

Virginia.Martinez@nafinc.com



ED BAÑUELOS

*Branch Manager
NMLS #794093*

Direct: 818.271.7069

Ed.Banuelos@nafinc.com



FERNANDO ARBOLEDA

*Sr. Loan Consultant
NMLS #449752*

Direct: 881.203.1882

Fernando.Arboleda@nafinc.com



SHONTA CLARK

*Sr. Loan Consultant
NMLS #453545*

Direct: 424.354.7411

Shonta.Clark@nafinc.com



ANTHONY NARAG

*Sr. Loan Consultant
NMLS #1188800*

Direct: 805.807.3582

Anthony.Narag@nafinc.com

SHERMAN OAKS BRANCH

14724 Ventura Blvd, Suite 700
Sherman Oaks, CA 91403

818.446.7585

REPORT TO WCR 2017 BUSINESS ISSUES POLICY COMMITTEE WENDY FURTH NOVEMBER 3, 2017

The Committee had two webinars and a conference call to craft and unanimously approve a motion on Money Laundering that was affirmed at the onset of this meeting.

Policy Recommendation: The Business Issues Policy Committee recommends that NAR support the beneficial ownership of business entities at the time those entities are registered with the states, with appropriate consideration given to address legitimate business privacy concerns.

Rationale: Anonymous shell companies are increasingly being used by corrupt foreign and domestic interests to launder money via real estate purchase. Currently, there are no federal laws requiring the identities of the "beneficial owners," i.e. the individual who control and benefit from these companies. This has created obstacles for law enforcement agencies to uphold anti-money laundering laws.

A previous motion that was approved at the May meeting on reformation of the CFPB became legislation. Unfortunately the bill fell to a very low priority with the Congress in this session.

A report from the Federal Technology Policy Advisory Board enlightened us to the new plight of MLS Databases. The Federal Copyright Administration has ceased to renew or issue Copyrights to MLS's due to the fact that they cannot prove that they qualify for the creative component necessary for a copyright. Across the country MLS's are working on copyright renewals from 2015. NAR is fighting for clarification so that there can be a fluid continuation of copyrighting of MLS Data which is so critical to a REALTORS' business.

Guest Speakers Loretta Salzano and Brian Levy, attorneys who specialize in quality control and compliance for real estate brokers, banks, mortgage lenders, title companies and other settlement server providers, gave us a lively update on RESPA.

When we were under the auspices of HUD, rules were very clear. With the formation of the CFPB under the Consumer Protection guru Richard Cordray the rules have become unclear. They suggested that learning the rules was a little like learning to ski from a video of skiers falling down — all we know specifically is what not to do as case study is created. From the KBYO CD (Know Before You Owe Closing Disclosure) to the MSA (Marketing Service Agreement) which allows common marketing between parties which previously were not allowed, the waters have become muddy. With the best of intentions to assist consumers, Director Cordray and the CFPB have made compliance very confusing.



SRAR Texting Service

Sign up to get updates straight to your cell phone.

Get updates and reminders on your phone to stay in-the-know on all that's happening at Southland Regional Association of REALTORS®

Text _____ to 313131

edu : educational classes, training and risk management

whatsup : social/networking events like mixers, expos and multicultural events

involve : community involvement and charity drives

pol : updates on real estate issues, political events and receptions with local officials

future : leadership opportunities and committee involvement

com : commercial events and classes

It's easy to sign up and you can unsubscribe at any time, just send a text message with only the word 'STOP' in the reply from any message from us. Message and Data Rates May Apply.



CONSUMER PRICE INDEXES

SEPTEMBER 2017

	PERCENT CHANGE	
	ONE MONTH ENDING	12 MONTHS ENDING
	Nov 2017	Nov 2017
Los Angeles - Riverside - Orange County	0.1	3.6



ADVERTISEMENT

METRO RETROFITTING™
CERTIFIED RETROFITTING COMPLIANCE SERVICES
gometroretro.com



CERTIFIED RETROFITTING COMPLIANCE SERVICES
Since 1996

- Water Conserving Toilets & Fixtures
- Automatic Seismic Gas Shut-Off Valves
- Smoke & Carbon Monoxide Alarms
- Water Heater Strapping
- Sliding Door Safety Glazing

CONTACT US TODAY!
www.gometroretro.com
800.450.3660

CLICK HERE



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

President
Nancy Starczyk

President-Elect
Gary Washburn

Chief Executive Officer
Tim Johnson

Santa Clarita Valley Division
Chairman
Marty Kovacs

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

WASHBURN TO LEAD SRAR IN 2018

Adding another notch in a career



Gary Washburn, 2018
SRAR President

already replete with public service, veteran REALTOR® Gary Washburn was elected recently to serve as the 2018 president of the 9,800-member Southland Regional Association of REALTORS®.

Washburn said that being awarded the Association's community service award in 2012 exemplifies the extent of his community involvement and dedication to a wide range of causes.

He has served underprivileged kids through the Los Angeles Police Department's Assistance League, provided assistance to New Horizons, which helps developmentally disabled kids, and has

been a commissioner since 1988 on a L.A. County Emergency Medical Service Commission.

Washburn also is a member of the board of governors of the Economic Alliance of the San Fernando Valley, involved with the California Highway Patrol's senior volunteer program, and earlier in his career was the chief of staff to former Assemblywoman Paula S. Boland.

"I began my career with service to my nation, service to my community," Washburn said, "and now I ... take my combined experience to the next level" as president of the Southland Regional Association of REALTORS®.

"Our challenge as an industry is to offer added value to buyers and sellers and to move our brand forward in time of change," Washburn said. "I learned, long

ago, that involving the expertise in this Association and in our membership can result in meaningful change."

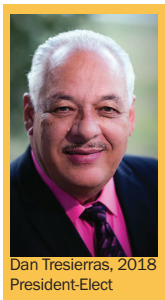
Washburn earned a commission as an U.S. Army lieutenant at Fort Lee, Virginia.

Washburn began his SRAR service in 1982 with a stint the MLS Committee. Since 1984 he has a nearly unbroken record of service on the the Governmental Affairs Committee, serving as chairperson in 2007, 2010 and the committee's liaison to the board of directors in 2009 and 2011. He has been on the Finance Committee, is a C.A.R. Director, and is the Board's liaison to the Past Presidents' Advisory Committee.

He has been on the Board of Directors since 2008 and served as President-Elect in 2017.

DAN TRESIERRAS 2018 PRESIDENT-ELECT

REALTOR® Dan Tresieras Jr., who



Dan Tresieras, 2018
President-Elect

was born and raised in the San Fernando Valley and whose family created the popular Tresieras Markets, was elected to serve as the Southland Regional Association of REALTORS® 2018 President-elect.

He is fluent in English and Spanish and takes pride in the goodwill and stellar reputation he and his large extended family have forged over the decades since the first store was opened in the early 1940s.

"My objective," Tresieras said, is to help REALTORS® "stay ahead of the technological curve that has bombarded our industry.

"We need to become more valuable to our clients, and then indispensable," he said. "You know that for me my passion is happiness. It comes when you believe in what you are doing, know what you are doing, and love what you are doing."

Tresieras has expertise in many facets of real estate, including residential, commercial, business opportunities, apartment units, probates, short sales, and property management.

He will be the first male Hispanic to hold the position of President-Elect in the Association's more than 100 years of existence. REALTOR® Ana Maria Colon served as President in 2009.

Tresieras served four years as a U.S. Navy hospital corpsman attached to the Marine Corps at Camp Pendleton and the West Pac fleet overseas. He also is

a member of the American Legion Post in the City of San Fernando and is an ordained minister.

His service with SRAR began on the Grievance Committee in 2006. He has also had stints on the Professional Standards Committee and joined the Board of Directors in 2010. Since then he also has served on the Projects and Events Committee, Professional Standards, the Commercial and Investment Division, the Education Committee, of which he chaired in 2016.

2017 alone has seen Tresieras on the Board of Directors, a C.A.R. Director, the Board's Liaison to the Education Committee and the Commercial and Investment Division, and Vice Chairperson of the Governmental Affairs Committee.

2018 BOARD OF DIRECTORS

The following directors will serve a two-year term beginning Jan. 1, including: 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, and Cindy Wu.

The following Directors will complete their second year: Liliana Alfonso, Jeff Phillips, Em Roberts, Fred Sabine, Nancy Starczyk, Dan Tresieras. Dean Vincent is the SRAR Santa Clarita Valley Division's Council Chair representative.

All officers and directors will be officially sworn into office at the Association's 98th annual inaugural ball on Saturday, Jan 27.

BAD NEWS FOR CALIFORNIA REAL ESTATE

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

Tax reform is great. Everybody loves lower taxes, right? Yet the proposals coming out of Washington, D.C. are bad news, plain and simple.

When it comes to residential real estate, the House and Senate bills as currently configured are fetid brews of foul ideas that will inflict untold damage everywhere, but especially in states with skyhigh housing costs, like California.

This is said not as a Republican or Democrat, uber-progressive or tea party loyalist. It is said with the conviction that if something is bad for owners, buyers and sellers then it's bad for real estate and, as a result, bad for real estate professionals.

The details are still in flux, yet from what we know the tax bills are bad:

- For sellers—who may be unable to exempt capital gains when a house is sold.

Wrong Direction!

The tax reform measure as currently proposed by the U.S. House of Representatives would reverse a century's worth of tax policy that has recognized the value of homeownership.

"Homeownership is not a special interest, it is our common interest, yet this legislation would place the American Dream further out of reach for millions of Americans at a time when our homeownership rate is at a 50-year low," Elizabeth Mendenhall, president of the National Association of Realtors, wrote in a letter to Congress. "In short, this bill is a serious step in the wrong direction."

"On behalf of the 1.3 million members of the National Association of Realtors, I want to express the Association's strong opposition," Mendenhall wrote. "NAR supports tax reform's goal to spur greater economic growth, but Realtors believe this bill would push the housing sector—which represents a sixth of the economy—in the opposite direction."

- For buyers—who may be unable to deduct mortgage interest or moving expense.

- For homeowners—who could no longer deduct property taxes.

- For second-homeowners—who may be restricted from deducting mortgage interest.

- For real estate professionals—who will have fewer people to assist because owners will have reasons to stay put and buyers will have even fewer chances to buy. Ironically, the relatively small tax cut that many middle-class homeowners could receive from current plans likely would vanish after just a few years. Indeed, after five years, it's possible most middle-class families would see modest tax cuts transform to tax increases under the plan compared to current law.

Realtors do not believe vanishing tax cuts, coupled with vanishing home

Local Realtor Leads State Association

Realtor Steve White was installed recently as the president of the 190,000-member California Association of Realtors. White is a 31-year veteran of real estate in the San Fernando and Santa Clarita Valleys. He served as the 2006 president of the local Southland Regional Association of Realtors.

Serving with White on C.A.R.'s leadership team are President-elect Jared Martin, Treasurer Dave Walsh, and Chief Executive Officer Joel Singer.

Active in organized real estate since 1986, White is co-owner of brokerages and owner of escrow companies located in Valencia and in Northridge.

White began serving organized real estate in 1992 as a member of SRAR and has been a director of C.A.R. and the National Association of Realtors continuously since 1994 and 2004, respectively.

But his stellar reputation was forged locally by leading the effort that merged the former Santa Clarita Valley Association of Realtors into the 9,800-member Southland Regional Association of Realtors, which selected him as its Realtor-Associate of the Year in 2002, president in 2006, and Realtor of the Year in 2008.



equity, is a formula for growing the economy.

Instead, Congress needs to create a bill that recognizes the importance of homeownership in the economy and not try to ram through a bill that has seen minimal public debate.

As Congress continues its work, the housing policies that for generations put homeownership within reach of millions of Americans deserve full support from both sides of the aisle.

Take action now! Contact Congress now! Support housing!

REALTORS URGE CONGRESS TO SUPPORT OWNERSHIP

The California Association of Realtors in full-page open letter advertisements published Tuesday in multiple California major daily newspapers and national publications urged Congress not to hurt home ownership as it pursues tax reform.

"Congress is considering legislation that would punish homeowners, eliminate the financial benefits for homebuyers and leave hundreds of thousands of people across California much worse off than they are today," said Steve White, C.A.R. president. "Tax reform shouldn't hurt Californians, but this proposal does, in a big way. It eliminates

important incentives that help first-time homebuyers and existing homeowners by capping the mortgage interest deduction and limiting property tax deductibility as well as capital gains exemptions. From the Oregon border south to San Diego, working Californians take a beating."

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

98TH

Annual Inaugural Ball

Join us in celebrating the Installation of

President Gary Washburn

And the 2018 Directors and Officers

**** Saturday January 27, 2018 ****

*Sheraton Universal Hotel
Grand Ballroom
333 Universal Hollywood Drive
Universal City*

*Cocktails at 6:00pm
Dinner at 7:00pm
Black Tie Optional*

**Make check payable to SRAR and mail to Karen Marten, 7232 Balboa Blvd. Van Nuys, CA, 91406.
To pay by Credit Card fill out the form below and email KarenM@srar.com or fax: 818-786-4541**

First Name: _____ **Last Name:** _____

Email: _____ **Phone # ()** _____

I would like to purchase _____ **ticket(s) at a \$100 per person, for a total amount of \$** _____

VISA/MC/AMEX/Discover # _____ **Exp Date:** _____

CVV Code: _____ **Signature** _____

Deadline: Please return this form by January 12, 2018. For further information, contact Karen Marten: 818-947-2254

2017-2018 HomeBuyers Grants For Recent College Graduates

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

Applicants must meet certain requirements, including income limitations.

For information on this program, including a full list of requirements, visit www.srar.com/grants or contact Yvonne Cuevas at YvonneC@srar.com

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



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

RESPA Do's FOR MSAs



Real estate brokers and agents must comply with the Real Estate Settlement Procedures Act, or RESPA, which prohibits brokers and agents from receiving any thing of value in return for the referral of settlement service business. RESPA, however, permits brokers and agents to receive reasonable payments in return for goods provided or services performed by brokers and agents. Marketing Services Agreements (MSAs), therefore, may be lawful under RESPA if carefully structured to comply with the Act. Violators of RESPA are subject to harsh penalties, including triple damages, fines, and even imprisonment. When contemplating an MSA, here are a few steps you should consider.

Do:

- **Be aware** that RESPA permits payments for services performed by a broker or agent only if actual services are performed and the fee is fair market value for the services performed.
- **Memorialize** an MSA in a written agreement that states in detail the marketing and advertising services to be performed and the fee to be paid in return for such services.
- **Ensure** that marketing and advertising services identified in a written MSA are, in fact, performed.
- **Consider** including a reporting and/or audit obligation in a written MSA that requires the service provider to document or otherwise provide evidence that services were performed.
- **Provide** a disclosure to consumers notifying them of the MSA relationship.
- **Document** how the parties arrived at the amount of the marketing fee and the determination of fair market value.
- **Consider** engaging an independent third party to establish the fair market value of the marketing and advertising services.
- **Modify** the amount of the marketing fee under an MSA only when objective changes are made to the services performed and/or other terms of the agreement. Verify the basis for the increase or decrease in fee amount and document the objective reason(s) for the change.

Speak with a RESPA attorney to make sure you comply with all applicable laws. Some state and local laws prohibit activities that are permissible under RESPA.

Speak with a RESPA attorney to make sure you comply with all applicable laws.
Some state and local laws prohibit activities that are permissible under RESPA.

RESPA Don'ts FOR MSAs



RESPA prohibits brokers and agents from receiving any thing of value in return for the referral of settlement service business. RESPA, however, permits brokers and agents to receive reasonable payments in return for goods provided or services performed by brokers and agents. Marketing Services Agreements (MSAs), therefore, may be lawful under RESPA if carefully structured to comply with RESPA. Violators of RESPA are subject to harsh penalties, including triple damages, fines, and even imprisonment. When contemplating an MSA, here are a few things you should avoid under RESPA.

Warning:

- **Do not** include "services" in the MSA that require a broker or agent to market a lender or title company directly to a consumer, like a sales pitch to a consumer or distributing lender or title company brochures or other materials directly to a consumer.
- **Do not** designate a settlement service provider as the broker's or agent's "preferred" company as part of the MSA.
- **Do not** enter into exclusive MSAs such that the broker agrees to perform marketing and advertising services for only one lender or title company.
- **Do not** accept fees that are in excess of the fair market value of the marketing services actually performed.
- **Do not** base the amount of marketing fees on the volume of referrals or success of the referrals.
- **Do not** accept fees under an MSA for allowing access to sales meetings, conducting customer surveys, or creating monthly reports.
- **Do not** make frequent changes to the fees paid under an MSA based on the volume or success of referrals or any other non-objective criteria.
- **Do not** enter into an MSA with a company that is an affiliate of the broker or agent.
- **Do not** enter into an MSA with a month-to-month term.

Disclaimer: The DO's and DON'Ts listed here are not all-inclusive and small variations in the facts can lead to different outcomes. They also do not take into consideration any additional regulations that may have been imposed in your state, which may prohibit activities that are permissible under RESPA. Speak with a RESPA attorney to make sure you comply with all applicable laws.

RESPA DO'S AND DON'TS FOR CO-MARKETING, SOCIAL MEDIA, & OTHER WEB-BASED MARKETING TOOLS

REAL ESTATE BROKERS AND AGENTS ARE SUBJECT TO THE REAL ESTATE SETTLEMENT PROCEDURES ACT (RESPA) WHEN ENGAGING IN TRANSACTIONS INVOLVING FEDERALLY RELATED MORTGAGE LOANS. RESPA GENERALLY PROHIBITS ANY PERSON FROM GIVING OR RECEIVING ANY "THING OF VALUE" IN EXCHANGE FOR THE REFERRAL OF SETTLEMENT SERVICE BUSINESS. LIABILITIES FOR RESPA VIOLATIONS MAY BE SEVERE, RANGING FROM SIGNIFICANT FINES TO IMPRISONMENT. BELOW ARE SOME GUIDELINES FOR REAL ESTATE PROFESSIONALS WHEN ENGAGING IN CO-MARKETING ACTIVITIES VIA SOCIAL MEDIA AND OTHER WEB-BASED MARKETING TOOLS:

DO

- ▶ **DO** ensure that each co-marketing party pays its proper share of the advertisement.
 - Each party's share should be based on the proportionate split of the fair market value for any and all services in connection with the advertisement (e.g., creation, design, distribution, etc.); and
 - Each party's share should be equal to each advertised settlement service provider's prominence in the advertising.
- ▶ **DO** ensure that the agreed upon marketing is actually performed and that any payment made in connection with such services is the fair market value for the services performed.
- Remember—just because a social media platform is "free" for users to join or post in, it does not mean that all uses of the platform are offered at no cost or that there are no costs associated with the development of the advertisement.
- Be aware of what may constitute a thing of value, and remember it does not require a transfer of money. Any benefit or concession (a "quid pro quo") may be a "thing of value."
- ▶ **DO** include the word "Advertisement" in a prominent location on each party's information included on the co-marketing materials.
- ▶ **DO** document procedures to calculate co-marketing charges and/or create a standardized rate sheet for the fair market value of such marketing.
- ▶ **DO** consider maintaining written agreements of the co-marketing arrangement to demonstrate compliance with RESPA Section 8 as well as federal and state laws and regulations governing your co-marketing efforts, including those regarding advertising, privacy, and licensing requirements, as applicable.
- ▶ **DO** ensure that the advertisements are distributed to the general public, such as publicly-facing, broadly-reaching websites, and cannot be viewed as "targeting" specific consumers.
- ▶ **DO** ongoing oversight of the co-marketing arrangement that may be required by either or both co-marketing participants.

DO NOT

- ▶ **DO NOT** enter into the arrangement with a co-marketing party without getting the necessary corporate authorization for such arrangement for yourself or for your co-marketing party.
- ▶ **DO NOT** directly or indirectly defray expenses that would otherwise be incurred by anyone in a position to refer settlement services or business to you, by use of a co-marketing arrangement.
- Payments by settlement services providers to third party real estate listing aggregator sites that reduce your advertising costs can create a direct RESPA violation.
- ▶ **DO NOT** exchange any "thing of value" with anyone for a referral, no matter how small the "thing of value" is. RESPA does NOT have an exception for minimal "kickback" amounts and even a small amount (i.e., \$5 coffee giftcard) is considered a "thing of value" under the law.
- ▶ **DO NOT** require or allow your co-marketing party to endorse you, exclusively or otherwise, or vice versa, e.g.:
 - Do not allow either co-marketing party to refer to the other as a "preferred" service provider, or a "partner," or some other similar designation.
 - Beware of any perceived endorsements, such as "likes," follows, re-postings, tagged pictures with one another, and other favorable commentary on referral sources' pages, whether such activity is conducted from your personal or your business accounts. Remember that promotion of business activities generally should be conducted from business accounts/pages, not personal ones.
- ▶ **DO NOT** enter into co-marketing arrangements before considering the implications of any other concurrent relationship with the co-marketing party (e.g., lead sales, desk rentals, etc.).
- ▶ **DO NOT** direct any of the co-marketing efforts to specific consumers with whom either co-marketing party has a relationship or over whom either party has the ability to influence the selection of a settlement service provider (as compared to marketing of general distribution).
- ▶ **DO NOT** evaluate or adjust the compensation paid under an arrangement based on "capture rate," which is the percentage of referrals that convert to actual clients or customers.
- ▶ **DO NOT** allow one party to act as a "gatekeeper" when dealing with a third-party marketing company. Both parties should have a separate agreement with third-party marketing firms.
- ▶ **DO NOT** perform services for the other co-marketing party that are outside the terms of the agreement. For example, if a real estate agent and a lender are co-marketing, the lender should not "incubate" or cull leads on behalf of the real estate agent as that is outside the terms of the co-marketing agreement and is not a compensable service.
- ▶ **DO NOT** share the cost of leads generated through websites or arrangements. Each party must pay the fair market value of the leads they purchase.

Disclaimer: This document is provided for informational/instructional purposes only and does not constitute the giving of legal advice by NAR. Consult with a RESPA attorney to make sure you understand and properly comply with any and all applicable laws. As a reminder, some state and local laws prohibit or otherwise restrict activities that may be permissible under RESPA.



NATIONAL
ASSOCIATION *of*
REALTORS®



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.



Brian Hatkoff, CCIM

ABC's of Commercial Real Estate

Wednesday, January 31, 2018
9:00 am - 10:30 am

An Introduction to the practical applications of Commercial Real Estate and how it differs from Residential Real Estate



Heather Boren

Introduction to Leasing

Wednesday, February 7, 2018
9:00 am - 10:30 am

An introduction to leasing of Commercial properties which touches upon the different types of properties including Retail, Office and Industrial

2018 Commercial Real Estate Education Series

Take one or both of these free classes. Offered as part of the 2018 Commercial CI Series

For More Information on The 2018 CI Series Visit:

commercial.srar.com

All Classes Taught by Professional Practitioners and held at the association office located at: 7232 Balboa Blvd, Van Nuys, CA



NATIONAL
ASSOCIATION of
REALTORS®



Accredited
Association

☐

ABC's Of Commercial Real Estate

☐

Introduction to Leasing

Pre-Registration Encouraged

Complete & Fax to the Education Department 818-786-4541 or email to vincec@srar.com

Call Education Department for More Information 818-947-2268

First Name _____

Last Name _____

Telephone # _____

Email Address _____

RESIDENTIAL PROPERTIES LISTED

1,066

NOVEMBER 2017 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,045

RESIDENTIAL PROP. ESCROW CLOSED

1,095

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	88	124	119	118	162	611	455	1,066
TOTAL ACTIVE LISTINGS	171	206	200	203	295	1,075	999	2,074
AVERAGE DAYS ON MARKET	91	87	70	78	76	80	92	86
AVERAGE LIST PRICE IN THOUSANDS	500.5	1,140.7	1,341.6	816.8	1,624.9	1,147.9	834.3	996.9
MEDIAN LIST PRICE IN THOUSANDS	490.0	851.0	750.0	676.5	925.0	719.9	435.0	598.9
BOMS	21	28	24	22	45	140	102	242
AVERAGE BOM PRICE IN THOUSANDS	506.5	872.9	706.9	569.8	881.4	747.7	450.3	622.4
BOM TO SALE RATIO	19.8	23.3	22.0	14.7	21.2	23.4	22.1	22.1
EXPIRATIONS	7	11	22	16	23	79	94	173

PENDING SALES:

NEW ESCROWS OPENED	94	131	103	146	156	630	415	1,045
TOTAL YTD ESCROWS OPENED	1,137	1,584	1,327	1,768	1,943	7,759	5,383	13,142
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	48	33	30	39	39	37	52	43
NEW OPEN ESCROWS AVERAGE LIST PRICE	479.9	880.1	881.8	673.3	818.9	757.6	459.1	639.1

CLOSED SALES:

NEW ESCROWS CLOSED	106	120	109	150	175	660	435	1,095
TOTAL YTD ESCROWS CLOSED	1,111	1,546	1,312	1,688	1,881	7,538	5,266	12,804
VOLUME OF NEW SALE DOLLARS IN MILLIONS	47,692	112,374	90,355	98,348	148,251	497,020	226,514	723,534
VOLUME OF TOTAL YTD SALES IN MILLIONS	484,224	1,285,594	1,103,015	1,065,875	1,547,081	5,485,789	2,699,881	8,185,670
AVERAGE SALE PRICE IN THOUSANDS	449.9	936.5	828.9	655.7	847.2	753.1	520.7	660.8
MEDIAN SALE PRICE IN THOUSANDS	455.0	715.0	575.0	614.5	680.0	595.0	382.5	535.0
COOP SALES	83	95	88	116	137	519	382	901
PERCENT OF COOP SALES	78.3	79.2	80.7	77.3	78.3	78.6	87.8	82.3
AVERAGE DAYS ON MARKET	32	32	35	38	40	36	46	40
SALES AT LIST PRICE	72	76	53	77	82	360	230	590
PERCENT OF SALES AT LIST PRICE	67.9	63.3	48.6	51.3	46.9	54.5	52.9	53.9
SALES TO LISTING INVENTORY RATIO	62.0	58.3	54.5	73.9	59.3	61.4	43.5	52.8
FINAL SALE TO NEW LISTING RATIO	120.5	96.8	91.6	127.1	108.0	108.0	95.6	102.7

CLOSED SALES TYPE

FORECLOSURE/REO	2	1	1	2	3	9	7	16
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	2	0	0	0	2	4	5	9
STANDARD	100	119	108	147	167	641	410	1051
OTHER	2	0	0	1	3	6	13	19

SELLING PRICE RANGE:

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	85	14	7	5	55095
100,000 TO 109,999	0	6	0	0	N/A
110,000 TO 119,999	25	6	1	0	2000
120,000 TO 139,999	156	7	3	3	34667
140,000 TO 159,999	89	14	7	6	2683
160,000 TO 179,999	77	18	9	5	6581
180,000 TO 199,999	56	26	21	11	11513
200,000 TO 249,999	54	98	50	17	2313
250,000 TO 299,999	32	143	79	33	2432
300,000 TO 349,999	39	123	89	44	4060
350,000 TO 399,999	42	120	51	32	2833
400,000 TO 449,999	35	104	88	42	247
450,000 TO 499,999	36	149	82	39	5942
500,000 TO 549,999	33	101	89	44	2623
550,000 TO 599,999	34	146	78	43	14448
600,000 TO 699,999	32	177	120	62	6362
700,000 TO 799,999	28	141	92	50	9208
800,000 TO 899,999	37	108	62	34	20364
900,000 TO 999,999	41	87	30	20	32605
1,000,000 TO 1,999,999	47	307	114	74	59527
MORE THAN 2,000,000	107	179	23	15	82064
TOTALS	40	2074	1095	579	10976

LISTINGS

16,591

2017 RMLS TOTAL - \$ VOLUME

\$8,185,670,000

SALES

12,911

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	1,455	1,2741	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	1,306	1,213	757.2	92.9
NOV	1,087	1,114	452.9	102.5	1,064	985	486.7	92.6	1,102	905	463.6	82.1	1,054	990	526.5	93.9	1,119	1,028	624.0	92.2	1,066	1,095	723.5	102.7
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 NOVEMBER 2017

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	64	78	76	98	129	445	362	807
Total Active Listings	129	160	147	166	249	851	839	1,690
Average Days on Market	97	82	69	70	74	78	96	87
Average List Price in Thousands	548.8	1,306.1	1,633.7	878.7	1,824.9	1,316.3	892.4	1,105.9
Median List Price in Thousands	500.0	969.0	1,189.0	719.0	988.0	824.9	429.0	649.0
BOMS	16	16	16	14	40	102	79	181
Average BOM Price in Thousands	555.8	1,146.7	716.5	658.5	933.6	836.0	440.0	663.2
BOM to Sale Ratio	21.9	19.3	23.9	11.4	29.9	21.3	22.8	21.9
Expirations	6	10	18	13	22	69	77	146
PENDING SALES								
New Escrows Opened	77	87	70	110	115	459	330	789
Total YTD Escrows Opened	834	1,026	898	1,369	1,489	5,616	4,243	9,859
New Open Escrows Average Days on Market	43	37	30	39	41	38	54	45
New Open Escrows Average List Price	505.0	1,047.1	1,077.1	748.3	952.0	865.3	468.2	699.2
CLOSED SALES:								
New Escrows Closed	73	83	67	123	134	480	346	826
Total YTD Escrows Closed	811	1,000	884	1,311	1,434	5,440	4,139	9,579
Volume of New Sales Dollars in Millions	35.510	91.914	73.424	85.953	128.626	415.427	182.175	597.603
Volume of total YTD Sales in Millions	380.787	1,008.411	916.650	899.630	1,335.556	4,541.034	2,178.422	6,719.455
Average Sale price in Thousands	486.4	1,107.4	1,095.9	698.8	959.9	865.5	526.5	723.5
Median Sale Price in Thousands	475.0	895.0	740.0	640.0	720.0	675.0	360.0	585.0
Coop Sales	58	66	52	92	104	372	305	677
Percent of Coop Sales	79.5	79.5	77.6	74.8	77.6	77.5	88.2	82.0
Average Days on Market	31	30	37	37	43	36	49	42
Sales at List Price	49	54	32	64	65	264	189	453
Percent of Sales at List Price	67.1	65.1	47.8	52.0	48.5	55.0	54.6	54.8
Sales to Listing Inventory Ratio	56.6	51.9	45.6	74.1	53.8	56.4	41.2	48.9
Final Sale to New Listing Ratio	114.1	106.4	88.2	125.5	103.9	107.9	95.6	102.4
CLOSED SALES TYPE								
Foreclosure/REO	1	1	1	1	3	7	5	12
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	0	0	0	2	4	4	8
Standard	68	82	66	121	126	463	325	788
Other	2	0	0	1	3	6	12	18

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR NOVEMBER 2017

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	24	46	43	20	33	166	93	259
Total Active Listings	42	46	53	37	46	224	160	384
Average Days on Market	71	102	74	110	86	88	73	81
Average List Price in Thousands	351.9	565.2	531.6	539.0	542.5	508.3	529.3	517.0
Median List Price in Thousands	320.0	469.0	429.9	480.0	415.0	420.0	460.0	430.0
BOMS	5	12	8	8	5	38	23	61
Average BOM Price in Thousands	348.8	507.8	687.7	469.7	463.8	510.9	485.5	501.4
BOM to Sale Ratio	15.2	32.4	19.0	29.6	12.2	21.1	25.8	22.7
Expirations	1	1	4	3	1	10	17	27
PENDING SALES								
New Escrows Opened	17	44	33	36	41	171	85	256
Total YTD Escrows Opened	303	558	429	399	454	2,143	1,140	3,283
New Open Escrows Average Days on Market	68	25	32	37	32	35	42	37
New Open Escrows Average List Price	366.2	550.0	467.8	444.2	445.9	468.6	424.1	453.8
CLOSED SALES:								
New Escrows Closed	33	37	42	27	41	180	89	269
Total YTD Escrows Closed	300	546	428	377	447	2,098	1,127	3,225
Volume of New Sales Dollars in Millions	12.181	20.460	16.931	12.395	19.625	81.593	44.339	125.932
Volume of total YTD Sales in Millions	103.436	277.183	186.364	166.245	211.526	944.755	521.459	1,466.214
Average Sale price in Thousands	369.1	553.0	403.1	459.1	478.7	453.3	498.2	468.1
Median Sale Price in Thousands	335.5	518.0	380.0	440.0	401.0	415.0	420.0	415.0
Coop Sales	25	29	36	24	33	147	77	224
Percent of Coop Sales	75.8	78.4	85.7	88.9	80.5	81.7	86.5	83.3
Average Days on Market	35	36	32	46	31	35	37	36
Sales at List Price	23	22	21	13	17	96	41	137
Percent of Sales at List Price	69.7	59.5	50.0	48.1	41.5	53.3	46.1	50.9
Sales to Listing Inventory Ratio	78.6	80.4	79.2	73.0	89.1	80.4	55.6	70.1
Final Sale to New Listing Ratio	137.5	80.4	97.7	135.0	124.2	108.4	95.7	103.9
CLOSED SALES TYPE								
Foreclosure/REO	1	0	0	1	0	2	2	4
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	0	1	1
Standard	32	37	42	26	41	178	85	263
Other	0	0	0	0	0	0	1	1

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR NOVEMBER 2017

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	6	6	44	17	13	38	7	47	178	64	242
Total Active Listings	42	23	92	32	30	54	15	57	345	132	477
Average Days on Market	124	126	87	85	90	78	98	70	90	81	88
Average List Price in Thousands	715.9	926.5	642.2	626.4	754.1	740.2	846.5	854.0	737.6	633.1	708.7
Median List Price in Thousands	649.0	850.0	569.0	549.0	615.0	625.0	820.0	679.5	629.0	410.0	593.0
BOMS	2	1	15	5	6	7	2	6	44	15	59
Average BOM Price in Thousands	732.5	599.9	642.5	561.0	635.3	562.3	809.9	669.8	634.0	521.0	605.3
BOM to Sale Ratio	40.0	25.0	40.5	29.4	31.6	17.1	16.7	16.7	25.7	25.0	25.5
Expirations	5	2	3	2	2	6	1	3	24	12	36

PENDING SALES

New Escrows Opened	4	3	42	31	15	48	9	52	204	60	264
Total YTD Escrows Opened	106	49	518	287	176	534	123	580	2,373	751	3,124
New Open Escrows Average Days on Market	64	20	46	33	50	49	43	30	41	48	42
New Open Escrows Average List Price	593.2	669.0	589.6	603.5	622.3	611.4	802.3	672.0	630.9	427.4	584.6

CLOSED SALES:

New Escrows Closed	5	4	37	17	19	41	12	36	171	60	231
Total YTD Escrows Closed	106	49	501	266	167	509	119	550	2,267	736	3,003
Volume of New Sales Dollars in Millions	2.896	3.392	21.753	9.134	10.258	23.463	9.174	24.375	104.445	28.574	133.019
Volume of total YTD Sales in Millions	54.123	32.004	277.338	146.067	99.215	306.595	97.836	370.786	1383.964	320.026	1703.990
Average Sale price in Thousands	579.2	848.0	587.9	537.3	539.9	572.3	764.5	677.1	610.8	476.2	575.8
Median Sale Price in Thousands	580.0	680.0	545.0	550.0	528.0	575.0	658.0	635.0	580.0	365.0	549.0
Coop Sales	4	2	34	14	16	35	9	32	146	57	203
Percent of Coop Sales	80.0	50.0	91.9	82.4	84.2	85.4	75.0	88.9	85.4	95.0	87.9
Average Days on Market	113	103	94	94	104	68	90	101	91	88	90
Sales at List Price	2	1	17	7	10	26	2	16	81	29	110
Percent of Sales at List Price	40.0	25.0	45.9	41.2	52.6	63.4	16.7	44.4	47.4	48.3	47.6
Sales to Listing Inventory Ratio	11.9	17.4	40.2	53.1	63.3	75.9	80.0	63.2	49.6	45.5	48.4
Final Sale to New Listing Ratio	83.3	66.7	84.1	100.0	146.2	107.9	171.4	76.6	96.1	93.8	95.5

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	1	0	0	0	1	1	2
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	1	0	1	0	0	1	3	2	5
Standard	5	4	36	17	17	40	12	35	166	57	223
Other	0	0	0	0	0	1	0	0	1	0	1

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR NOVEMBER 2017

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	16	3	14	8	3	30	74	11	85
Total Active Listings	1	0	21	3	8	7	5	29	74	14	88
Average Days on Market	107	0	43	69	29	39	81	46	47	104	56
Average List Price in Thousands	659.9	0.0	381.5	472.9	359.2	486.4	517.0	478.4	443.6	440.0	443.0
Median List Price in Thousands	659.9	0.0	340.0	375.0	314.0	505.0	450.0	450.0	419.9	350.0	400.0
BOMS	0	0	8	0	4	3	1	2	18	5	23
Average BOM Price in Thousands	0.0	0.0	329.9	0.0	276.4	416.6	455.0	585.0	367.8	435.8	382.5
BOM to Sale Ratio	0.0	0.0	72.7	0.0	28.6	23.1	25.0	5.0	22.0	38.5	24.2
Expirations	0	0	2	0	1	1	0	2	6	1	7

PENDING SALES

New Escrows Opened	0	0	16	1	21	9	4	23	74	14	88
Total YTD Escrows Opened	3	0	253	15	198	152	58	398	1,077	133	1,210
New Open Escrows Average Days on Market	0	0	40	25	42	21	9	27	32	35	33
New Open Escrows Average List Price	0.0	0.0	314.7	309.9	312.4	389.4	418.5	427.3	363.7	416.9	372.2

CLOSED SALES:

New Escrows Closed	0	0	11	0	14	13	4	40	82	13	95
Total YTD Escrows Closed	3	0	249	15	188	148	56	403	1,062	127	1,189
Volume of New Sales Dollars in Millions	0.000	0.000	4.299	0.000	4.409	4.650	1.887	16.950	32.194	6.102	38.296
Volume of Total YTD Sales in Millions	1.769	0.000	82.577	6.229	57.836	57.385	23.773	167.242	396.811	55.230	452.041
Average Sale price in Thousands	0.0	0.0	390.8	0.0	314.9	357.7	471.7	423.7	392.6	469.4	403.1
Median Sale Price in Thousands	0.0	0.0	322.0	0.0	312.0	375.0	439.9	407.0	383.5	466.0	399.9
Coop Sales	0	0	11	0	11	12	4	35	73	11	84
Percent of Coop Sales	0.0	0.0	100.0	0.0	78.6	92.3	100.0	87.5	89.0	84.6	88.4
Average Days on Market	0	0	67	0	69	47	142	77	73	131	81
Sales at List Price	0	0	9	0	10	8	4	19	50	4	54
Percent of Sales at List Price	0.0	0.0	81.8	0.0	71.4	61.5	100.0	47.5	61.0	30.8	56.8
Sales to Listing Inventory Ratio	0.0	0.0	52.4	0.0	175.0	185.7	80.0	137.9	110.8	92.9	108.0
Final Sale to New Listing Ratio	0.0	0.0	68.8	0.0	100.0	162.5	133.3	133.3	110.8	118.2	111.8

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	0	1	0	1	0	1
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	1	0	0	1	2	0	2
Standard	0	0	11	0	13	13	3	39	79	13	92
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED

327

NOVEMBER 2017 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

352

RESIDENTIAL PROP. ESCROW CLOSED

326

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	6	6	60	20	27	46	10	77	252	75	327
TOTAL ACTIVE LISTINGS	43	23	113	35	38	61	20	86	419	146	565
AVERAGE DAYS ON MARKET	123	126	78	83	77	73	94	82	83	83	83
AVERAGE LIST PRICE IN THOUSANDS	714.6	926.5	593.8	613.2	671.0	711.1	764.1	727.3	685.7	614.6	667.3
MEDIAN LIST PRICE IN THOUSANDS	650.0	850.0	540.0	585.0	540.0	610.0	725.0	610.0	595.0	403.0	560.0
BOMS	2	1	23	5	10	10	3	8	62	20	82
AVERAGE BOM PRICE IN THOUSANDS	732.5	599.9	533.8	561.0	491.8	518.6	691.6	648.6	556.7	499.7	542.8
BOM TO SALE RATIO	40.0	25.0	47.9	29.4	30.3	18.5	18.8	10.5	24.5	27.4	25.2
EXPIRATIONS	5	2	5	2	3	7	1	5	30	13	43

PENDING SALES:

NEW ESCROWS OPENED	4	3	58	32	36	57	13	75	278	74	352
TOTAL YTD ESCROWS OPENED	109	49	771	302	374	686	181	978	3,450	884	4,334
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	64	20	44	33	45	44	33	29	39	45	40
NEW OPEN ESCROWS AVERAGE LIST PRICE	593.2	669.0	513.7	594.3	441.5	576.3	684.2	597.0	559.7	425.4	531.5

CLOSED SALES:

NEW ESCROWS CLOSED	5	4	48	17	33	54	16	76	253	73	326
TOTAL YTD ESCROWS CLOSED	109	49	750	281	355	657	175	953	3,329	863	4,192
VOLUME OF NEW SALE DOLLARS IN MILLIONS	2,896	3,392	26,052	9,134	14,667	28,113	11,060	41,325	136,639	34,676	171,316
VOLUME OF TOTAL YTD SALES IN MILLIONS	55,892	32,004	359,915	152,296	157,051	363,980	121,609	538,028	1,780,775	375,256	2,156,031
AVERAGE SALE PRICE IN THOUSANDS	579.2	848.0	542.8	537.3	444.5	520.6	691.3	543.7	540.1	475.0	525.5
MEDIAN SALE PRICE IN THOUSANDS	580.0	680.0	517.0	550.0	486.0	535.0	637.5	510.0	520.0	360.0	503.0
COOP SALES	4	2	45	14	27	47	13	67	219	68	287
PERCENT OF COOP SALES	80.0	50.0	93.8	82.4	81.8	87.0	81.3	86.2	86.6	93.2	88.0
AVERAGE DAYS ON MARKET	113	103	88	94	89	63	103	88	85	96	87
SALES AT LIST PRICE	2	1	26	7	20	34	6	35	131	33	164
PERCENT OF SALES AT LIST PRICE	40.0	25.0	54.2	41.2	60.6	63.0	37.5	46.1	51.8	45.2	50.3
SALES TO LISTING INVENTORY RATIO	11.6	17.4	42.5	48.6	86.8	88.4	80.0	88.4	60.4	50.0	57.7
FINAL SALE TO NEW LISTING RATIO	83.3	66.7	80.0	85.0	122.2	117.4	160.0	98.7	100.4	97.3	99.7

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	0	0	1	0	1	0	2	1	3
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	1	0	2	0	0	2	5	2	7
STANDARD	5	4	47	17	30	53	15	74	245	70	315
OTHER	0	0	0	0	0	1	0	0	1	0	1

SELLING PRICE RANGE:

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	47	2	2	1	9900	11.0
100,000 TO 109,999	0	0	0	0	N/A	0.0
110,000 TO 119,999	31	1	1	1	306983	73.1
120,000 TO 139,999	0	0	0	0	N/A	0.0
140,000 TO 159,999	0	0	0	0	N/A	0.0
160,000 TO 179,999	86	4	2	2	11000	6.2
180,000 TO 199,999	26	3	2	2	5450	2.8
200,000 TO 249,999	4	20	8	4	33120	N/A
250,000 TO 299,999	26	23	21	6	2365	2.2
300,000 TO 349,999	37	31	26	16	11930	3.4
350,000 TO 399,999	26	35	27	12	3406	0.8
400,000 TO 449,999	28	37	31	11	990	0.7
450,000 TO 499,999	53	56	38	19	5125	1.0
500,000 TO 549,999	46	58	44	27	11991	1.6
550,000 TO 599,999	44	50	25	14	14678	2.4
600,000 TO 699,999	41	88	60	42	120759	4.4
700,000 TO 799,999	23	48	18	11	13748	1.8
800,000 TO 899,999	59	21	8	7	66788	6.5
900,000 TO 999,999	76	3	3	1	18001	2.5
1,000,000 TO 1,999,999	84	56	9	9	197222	11.4
MORE THAN 2,000,000	51	14	1	1	9200	0.4
TOTALS	41	565	326	186	38345	0.7

LISTINGS

5,067

2017 RMLS TOTAL - \$ VOLUME

\$2,156,031,000

SALES

4,208

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SANTA CLARITA VALLEY

[illegible]

REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for Realtors® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

PROFESSIONAL SERVICES

— HOW WILL YOU —
Be Remembered?

**BEST
PERSONALIZED
CLOSING GIFT**

SNEAK A PEEK



ouzzwarmers
Be Remembered

PROFESSIONAL SERVICES

MICROBIAL TESTING
Mold • Lead • Abestos • Soil
Pamela Silver, CEP, QCM
818-822-6815
www.pristineaire.net
Exp. #1 (1-1-18)

UNDERCOVER HOME INSPECTIONS
RESIDENTIAL AND COMMERCIAL
INSPECTIONS COMPLETE AND THOROUGH
818-692-1965
Exp. #1 (1-1-18)

RETROFITTING HOME INSPECTION
CROWN CONSTRUCTION G.C. B850720
818-635-9910 G. 818-290-3015 ADAM
PAINTING PLUMBING MASONRY AND ALL
Exp. #1 (1-1-18)

DECLUTTER • ORGANIZE
Open Houses - Moves - Photos
Janet Fishman, Organizer
818-349-6330/213-359-0389
www.janetfishmanorganizer.com
Exp. #1 (1-1-18)

VACANT HOME CLEANING SPECIALIST
APPLE CLEANING/PAINT. FORECLOSURES, HAULING.
(661)298-2084 JOHN/JUNE CARPET SHAMPOO (818) 929-9242
REGULAR WK/LY
Exp. #12 (12-17)

ADVERTISERS: DON'T BE LEFT OUT!
It's Your Responsibility as an Advertiser to Keep Track of Your Ad's Expiration Date. Send in Your Renewal One Week Prior to Expiration Date to Guarantee Continued Exposure and Results From Your REALTOR® Report Classified Ads.

TERMITE INSPECTION

Termite Inspection Retrofitting Inspection

Termite Inspection

- Fast report (fax or e-mail)
- Bill to escrow
- Free inspection if competitive bid
- All works fully guaranteed
- We will beat or meet other bid

Retrofitting Inspection

- Gas shut-off valve
- Water conservation
 - Ultra low flow toilet
 - Shower head
 - Certificate of compliance
- Smoke detector
- Window safety glazing
- Carbon Monoxide Detector

'ECO HOME SAFE, INC.'

Call: (818) 886-7378
(310) 328-7378



Get two inspections for one call

REAL ESTATE

The PRECISION ESCROW

Difference:

- 7 day access to your local rep.
- In house support manager available evenings & weekends
- 4 escrow teams to serve you, incl. our Spanish speaking team
- Escrow officers w/ 25+ yrs exp.

Call anytime for quick net sheets and escrow questions.



Operators are standing by:

(818) 554-5269

Open Escrow today!

REAL ESTATE

Free Workshops

You are invited to stop in any weekday morning, Monday through Friday, and experience one of our workshops that focus on motivation, attitude and training. These workshops are designed to benefit all of us. Come experience the Park Regency difference.

Monday	Tuesday	Wednesday	Thursday	Friday
9am-10am: Motivational Mindset Message from Joe Alexander, President	9am-10am: Scott Green Action Planning 10am-11am: Contracts Class (As Scheduled)	9am-10am: Ken Engeron Time Management & Accountability	8:30am-9am: Joe Alexander Coaching 9am-10am: Steve Neuman & Scott Green Script & Accountability Training	9am-10am: General Sales Meeting



WWW.GROWWITHPARKREGENCY.COM

FACEBOOK.COM/PARKREGENCY

818-363-6116 \ 10146 BALBOA BLVD., GRANADA HILLS, CA 91344
BRE #01231306



REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for Realtors® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

MARKETING

GET **more** LEADS

THE PREMIERE ONLINE MARKETING SOLUTION
FOR REAL ESTATE AGENTS & BROKERS

GET MORE
START YOUR FREE
30-DAY TRIAL
TODAY



CALL TOLL-FREE 888-277-9779 VISIT Point2.com

Point2

REAL ESTATE

Is your Client ...
**BUYING OR SELLING
A SOLAR HOME?**



SOLARHAWK
will
**MAXIMIZE
YOUR SUCCESS!**

We help Realtors
assess the True Value of
any Solar deal so ...

**YOUR CLIENT
ALWAYS WINS!**

Help Us Help You!



SOLARHAWK
Residential Commercial Energy Broker
www.TheSolarHawk.com
818-402-4166

LEGAL

DENNIS P. BLOCK & ASSOCIATES
The Number One Law Firm Specializing in
TENANT EVICTIONS
UNLAWFUL DETAINER

MasterCard 800 77 EVICT (38428) DISCOVER VISA

- Guaranteed rapid filings
- No office visit required
- Free telephone consultations
- More experience than any other law firm
- Lockout Management service available

**FULL COLLECTION
SERVICES**

Open Monday through Saturday

\$125 (uncontested plus costs)

www.evict123.com

REAL ESTATE

\$39 per month

**100%
COMMISSION**



GOLD STAR REALTY

We Offer:

- Full Time Experienced Broker
- Equipped Offices & Conference Rooms
- Most Southland MLS Services
- Friendly and Helpful staff

(818) 757-4567

20 YEARS IN BUSINESS

17815 Ventura Blvd., Suite 205, Encino

TERMITE INSPECTION & FUMIGATION

**NORDHAGEN AND
DAUGHTERS**
EXTERMINATING
COMPANY INC.

SRAR 2002 "AFFILIATE OF THE YEAR"

YOU'VE TRIED THE REST...
YOU DEMAND THE BEST...
PUT US TO THE TEST !!!

- ◆ We do our OWN fumigations (No Sub-Contractor)
- ◆ Salaried inspectors (NO COMMISSIONS)
- ◆ FREE inspection if competitive bid
- ◆ Computer generated, emailed reports
- ◆ Recommended repairs performed by our company
- ◆ Licensed, insured and bonded

800-933-7378 800-649-1922 FAX
818-886-3454 661-255-1902 FAX
661-254-2133

TERMITE INSPECTIONS & FUMIGATIONS

Affiliate member SRAR
Affiliate member REOMAC
Member PCOC (Pest Control Operators of California)
CA Reg. #PR 2861

REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for Realtors® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

FINANCIAL

CRESTICO
Realty + Funding



Helping you:
Get more business done.
Streamline your process.

We Offer:
Mentorship programs.
Advertising help desk.
Marketing help desk.

Join Our Team

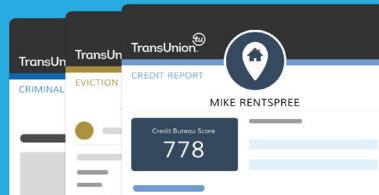
CRESTICO CRESTICO www.crestico.com

REAL ESTATE

rentspree

FREE TOOL
FOR AGENTS & BROKERS

SCREEN TENANTS
COLLECT APPLICATIONS



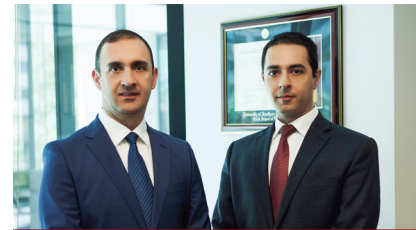
What's included?

1. Rental Application
2. Credit Report
3. Criminal Background
4. Eviction Report

GET STARTED TODAY

<http://srar.rentspree.com>

LEGAL



THE **MARGARIAN** LAW FIRM

From Real Estate
& Business Litigation
to Defective Vehicles
(Lemon Law)

**THE ONLY LAW FIRM
YOU WILL EVER NEED**

11 Years | 9 Attorneys
1 LAW FIRM

(818)553-1000

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



WORLDWIDE RECOGNITION

it is more than a shop

The unique design of our distinctive shops is at the very heart of the Engel & Völkers global brand strategy. In locations throughout the world, our shops are in the neighborhoods and streets with high walk-score where our clients live, work and play. They are designed to encourage sidewalk traffic to view our property exposés and invite potential sellers and buyers to seek expert advice and quality service. For our clients and our Agents, the sight of an Engel & Völkers shop wherever it may be, brings to mind the expectation of high-end service and exceptional real estate.

NOW HIRING REAL ESTATE ADVISORS

We are currently in the process of getting to know other real estate professionals in the San Fernando Valley market. We encourage you to contact a member from our development team to schedule a confidential interview.

16200 Ventura Boulevard • Suite 101 • Encino • CA 91436
Email: shermanoaks@evusa.com Phone: +1 818 474 2275



ENGEL & VÖLKERS®

Each Engel & Völkers brokerage is independently owned and operated. Any use of the term „advisor“ or „agent“ shall be replaced with the term „Sales Associate“ where required by local law. Engel & Völkers® and the Engel & Völkers Logo are registered service marks owned by Engel & Völkers Marken GmbH* KG. This advertisement is not an offering. An offering can only be made by prospectus filed first with the Department of Law of the State of New York. Such filing does not constitute approval by the Department of Law. Additionally, depending on where you are located, an offering may require filing with your respective state authorities.