

February/March 2018

# REALTOR® REPORT

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

## **INVENTORY AT 13 YEAR LOW ...PG.3**

**2017 HOME, CONDO PRICES  
SET RECORD...PG.4**

**ZERO DOWN DOES NOT  
MEAN ZERO CASH ...PG.5**

**NEW TOOL HELPS GAUGE  
INCOME TO BUY ...PG.6**

**IN SUMMER 2017,  
SRAR'S "PARTNERS  
IN CONSERVATION"  
FACILITATED A  
TOUR OF THE  
GREEN FEATURES  
OF THE CABRILLO  
COLLECTION  
BY CALIFORNIA  
HOMEBUILDERS IN  
SYLMAR. ...pg.7**



**2018 LEADERSHIP INSTITUTE ...pg. 8 & 9**

Volume 98 • Issue 2

## IN SUMMER 2017, SRAR'S "PARTNERS IN CONSERVATION" FACILITATED A TOUR OF THE GREEN FEATURES OF THE CABRILLO COLLECTION BY CALIFORNIA HOMEBUILDERS IN SYLMAR.

The community has 84 homes in two floor plans starting in the high \$400k with standard green features including roof-mounted solar, tankless water heater, dual-glazed windows, water saving plumbing fixtures, Energy Efficient Forced HVAC with smart Thermostat, full weather stripping on all exterior doors, radiant heat reflective roof barrier, full insulation in exterior walls & roof, and LED Lighting. This is part of California Home Builders (CHB) "Smart and Green" home building philosophy where sustainable green features are not considered 'upgrades' but are standard.

We had a catered lunch, CHB's construction & sales staff explained the features in details, had an audience Q&A, and then did a tour of the green features in both floorplans. Julie Jacobson Chair of PIC says – "It's refreshing to meet a knowledgeable staff who knows their green features so well they can explain them in simplified understandable terms. The homes were stylish and functional with no sacrifice on comfort or design from the green features, plus built to save money on utilities in the long term!". Please look for another informative local lunch tour with California Home Builders coming up in late spring or early summer with SRAR's Partners in Conservation!



## ADVERTISEMENT

**METRO RETROFITTING**  
CERTIFIED RETROFITTING COMPLIANCE SERVICES  
[gometroretro.com](http://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](http://www.gometroretro.com)  
**800.450.3660**

**CLICK HERE**

**The easiest way for agents to track their expenses.**



Realtyzom

### CONSUMER PRICE INDEXES

SEPTEMBER 2017

	PERCENT CHANGE	
	ONE MONTH ENDING	12 MONTHS ENDING
	Jan 2018	Jan 2018
Los Angeles - Riverside - Orange County	0.8	3.5



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

## REALTOR® REPORT

*The Official Publication of SRAR*

President  
Gary Washburn

President-Elect  
Dan Tresieiras

Chief Executive Officer  
Tim Johnson

Santa Clarita Valley Division  
Chairman  
Dean Vincent

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

# INVENTORY AT 13-YEAR LOW

BY GARY WASHBURN, PRESIDENT, AND DAVID WALKER  
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Amid the lowest housing inventory levels in more than 13 years, existing home sales throughout California eked out a year-over-year gain, while the median sales price posted a solid annual increase, the California Association of Realtors reported recently.

An estimated 423,760 homes closed escrow during 2017 statewide, up 1.4 percent from 2016. After a strong firstquarter start to 2017, sales lost momentum throughout the remainder of the year.

“A severe shortage of homes for sale continues to push up home prices and erode affordability, which in turn is subduing home sales,” said C.A.R. President Steve White. “What’s more, with the passage of the tax reform bill that makes homebuying less attractive, homeownership costs will increase for many, which could reduce the desire and demand for buying a home.”

The statewide median price continued to grow at a strong pace over last year and remained above the \$500,000 mark for the tenth straight month. The \$549,560 December median price was 7.6 percent higher than December 2016.

The year-over-year price gain has been growing at or above 7 percent for six of the past seven months. “California’s housing market turned in a respectable performance

throughout 2017, with home sales increasing 1.4 percent and the median price climbing 6.9 percent for the year as a whole to reach \$537,860 in 2017,” said Leslie-Appleton-Young, the Association’s chief economist.

“Looking ahead, the market will remain solid, but both sales and prices will be impacted by inventory shortages, impending interest rate hikes, and general economic factors including the effects of tax reform,” she said. Other highlights from the report included:

- All major regions posted year-over-year sales declines, with sales in the Los Angeles metro region dropping 7.1 percent, the Inland Empire decreasing 3.5 percent, and sales in the San Francisco Bay Area dipping 0.3 percent from last year.

- Sales dropped in five of six counties in the Southern California region, with both Ventura and Orange County decreasing by double digits. A supply shortage and affordability were likely factors in the decline.

- Home prices across the state continued to rise in December. Forty-five of the 51 reported counties recorded a year-over-year price increase.

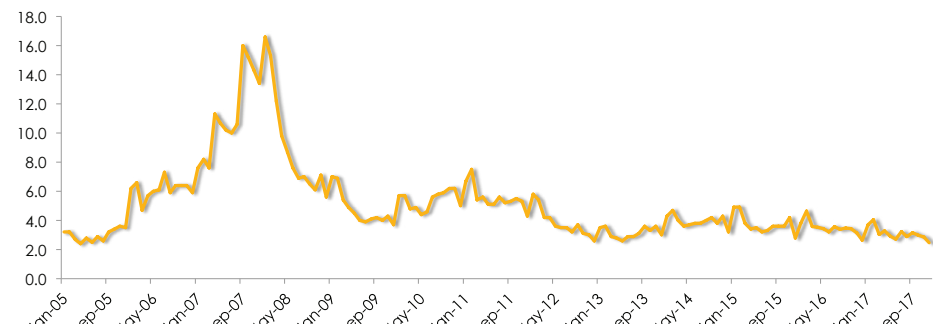
With housing inventory at the tightest level among all regions across the state, the Bay Area region continued to appreciate the most with a 14.1 percent growth rate from the previous year. Santa Clara prices surged the most at 34.7 percent.

- Mortgage rates edged higher in December as 30-year, fixed-mortgage interest rates averaged 3.95 percent.



## Inventory at the Lowest Level since June 2004

December 2016: 2.6 Months; December 2017: 2.5 Months



SERIES: Unsold Inventory Index of Existing Single Family Homes  
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

### Santa Clarita Valley

#### Annual Home Prices at \$576,000

A total of 2,478 single-family homes and 1,162 condominiums changed owners during 2017 in the Santa Clarita Valley while the annual median price of both categories increased 4.6 percent and 6.0 percent, respectively, the Southland Regional Association of Realtors reported Monday.

The number of homes that closed escrows fell less than 1 percent compared to a year ago, not for lack of demand, but because of an exceptionally tight inventory of homes listed for sale. For comparison, the record annual sales total of 3,869 homes was set in 2004 when every month saw thousands of listings compared to the 2017 monthly average of 459 active listings.

Realtors also helped closed escrow on 1,162 condominiums, a tally that was up 6.1 percent from 2016 and marked the sixth consecutive year that condo sales surpassed the 1,000-sale benchmark. The record high condo annual sales total of 1,852 transactions was reported in 2003.

Working with buyers and sellers, local Realtors generated \$1.94 billion for the economy of the Santa Clarita Valley, not including the added millions of dollars spent on home-sale related activity, such as new landscaping, home repair or remodeling, and



M. Dean Vincent, Chairman,  
Santa Clarita Valley Division

purchases of appliances and furniture.

“The last three years have seen modest increases in local home sales and a more stable residential real estate market than what we saw during the boom of last decade,” said M. Dean Vincent, chairman of the Santa Clarita Valley Division of the 10,300-member Southland Regional Association of Realtors.

“Yet the demand for housing remains massive and more sales would have occurred except for the lack of properties listed for sale,” he said. “I don’t see inventory increasing this year — This may be the new normal.”

There were a mere 319 homes and condominiums listed for sale at the end of December, which was the third lowest monthly inventory on record and represented a dismal 1.1-month supply at the current pace of sales. The December inventory was down 27 percent from a year ago, while the 2017 annual monthly average of 459 listing per month was the second lowest on record, behind only 2013

which posted the record low of a monthly average of 436 listings.

For comparison, the record-high average listings per month came in 2006 with an average of 2,105 active listings per month.

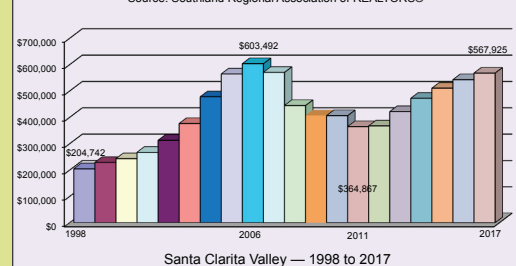
“Last decade, when sales soared and resale prices rose to record levels, owners raced to list their home for sale,” said Tim Johnson, the Association’s chief executive officer, noting that today’s market

is more stable than the wild ride between 2003 and 2007 partly because lenders go to greater lengths to ensure buyers can actually afford a home.

The annual median price of homes sold last year was \$567,925, which was up 4.6 percent over 2016, yet well below the record-high

#### Valley 2017 Median Home Price Jumps 5% to \$567,000

Source: Southland Regional Association of REALTORS®



annual home price of \$603,492 set in 2006.

Like homes, the condominium annual median price also posted its sixth consecutive increase with the 2017 price of \$359,167 up 6.0 percent from 2016. The record high annual condo price of \$380,583 was reported in 2006.



# 2017 HOME, CONDO PRICES SET RECORDS

**SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®**

The annual median price of homes and condominiums sold during 2017 in the San Fernando Valley set record highs, and the inventory fell to a record low, yet the total of homes that changed owners last year still rose slightly, the Southland Regional Association of Realtors reported.

Local Realtors assisted the sale of 5,922 singlefamily homes and 2,286 condominiums during 2017, with the annual home total up 1 percent and the condominium tally 6.8 percent ahead of 2016.

Those transactions— many of which required the Realtor and owner to navigate a raft of offers from multiple buyers— generated \$5.9 billion for the local economy. That total does not include the millions of dollars produced by home-sale related activity, such as landscaping, remodeling, and furniture and appliance purchases.

The slight uptick in home sales was welcome news, though the increase merely boosted the year to the third lowest on record.

“Today’s resale activity is a shadow of what the local housing market once was,” said Gary Washburn, president of the 10,300-member Southland Regional Association of Realtors. “Even with record prices, people clamor for housing more than ever, yet there simply are not enough homes listed for sale.”

As 2017 came to a close the number of active listings reported throughout the Valley

fell to a record low 819 active listings. That was a mere 1.3-month supply at the current pace of sales.

It was only the second time that the inventory fell below the 1,000 active listings benchmark and a far cry from the record monthly active listing tally of 14,976 set in July 1992.

“Last decade, when resale prices rose to record levels, owners raced to list their home for sale,” said Tim Johnson, the Association’s chief executive officer, noting that today’s market is more stable than the wild ride between 2003 and 2007 partly because lenders go to greater lengths to ensure buyers can actually afford a home.

“Part of the hesitation to sell today may be related to the stilluncertain impact on residential real estate of the recently passed tax cuts at the federal level. And, current owners also are wary about finding another home due to the region’s severe housing shortage.”

Tens of thousands more homes are

needed to satisfy pent-up demand at prices affordable to teachers, fire and police officers, rescue personal and all categories of the hard-working residents who keep the local economy humming.

Johnson and Washburn noted that owners realize their home may sell quickly, but finding a replacement residence locally can prove challenging, especially as prices hit new heights.

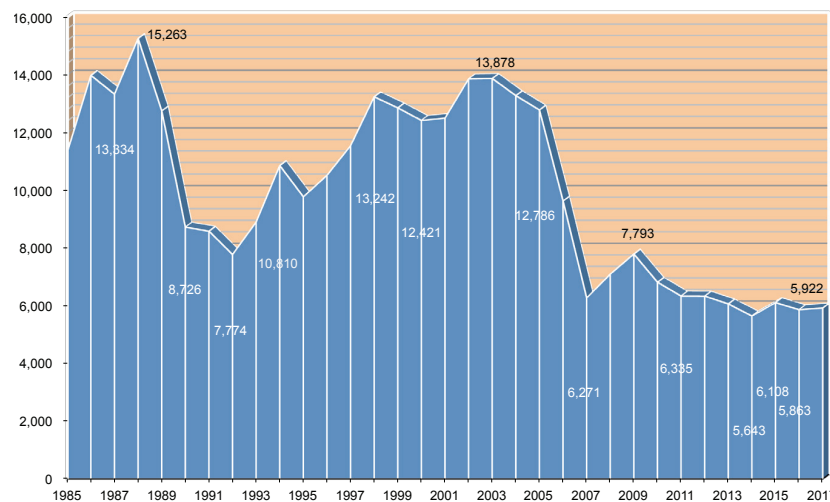
The annual median price of single-family homes sold last year came in at a record \$643,783. That was up 7.3 percent from 2016, surpassed the prior record of \$611,931 set in 2007, and was the sixth consecutive year of annual price increases.

Similarly, the annual median price of condominiums set a record at \$410,367, up 10.0 percent from 2016. It also was the sixth consecutive year of condo price increases.

Sky high prices could entice more sellers into the market, yet barring any cataclysmic

## 2017 Annual Single-Family Home Sales Rise 1% over 2016

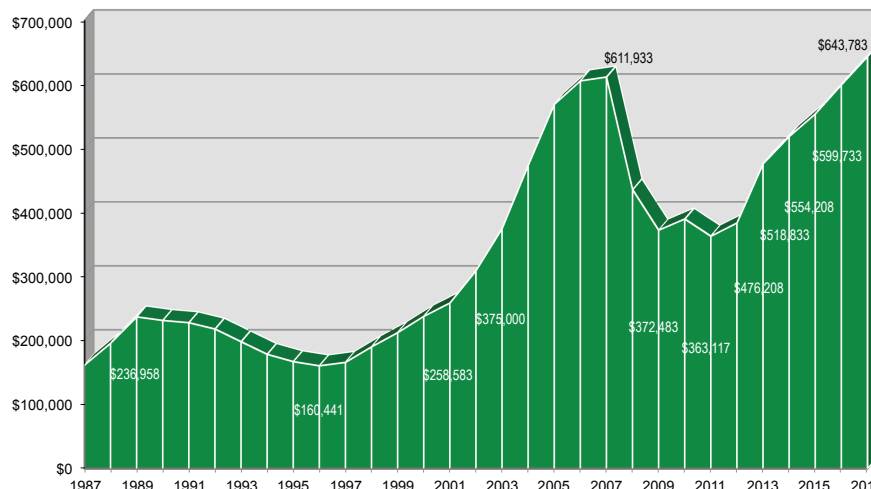
Source: Southland Regional Association of REALTORS®



1985	11,322	
1986	13,985	23.5%
1987	13,334	-4.7%
1988	15,263	14.5%
1989	12,753	-16.4%
1990	8,726	-31.6%
1991	8,585	-1.6%
1992	7,774	-9.4%
1993	8,899	14.5%
1994	10,860	22.0%
1995	9,775	-10.0%
1996	10,519	7.6%
1997	11,545	9.8%
1998	13,242	14.7%
1999	12,858	-2.9%
2000	12,421	-3.4%
2001	12,501	0.6%
2002	13,863	10.9%
2003	13,878	0.1%
2004	13,283	-4.3%
2005	12,786	-3.7%
2006	9,632	-24.7%
2007	6,271	-34.9%
2008	7,094	13.1%
2009	7,793	9.9%
2010	6,815	-12.5%
2011	6,335	-7.0%
2012	6,333	0.0%
2013	6,064	-4.2%
2014	5,643	-6.9%
2015	6,108	8.2%
2016	5,863	-4.0%
2017	5,922	1.0%

## Single-Family Annual Median Sets Record High at \$643,783

Source: Southland Regional Association of REALTORS®



events, 2018 likely will see more of the same — slowly rising home and condominium resale prices, continued tight inventory, and tepid sales.

Year	Annual Median	Percent Change
1987	\$161,582	
1988	\$195,708	21.1%
1989	\$236,958	21.1%
1990	\$231,358	-2.4%
1991	\$227,825	-1.5%
1992	\$217,958	-4.3%
1993	\$198,117	-9.1%
1994	\$178,417	-9.9%
1995	\$166,958	-6.4%
1996	\$160,441	-3.9%
1997	\$165,833	3.4%
1998	\$190,117	14.6%
1999	\$212,292	11.7%
2000	\$237,792	12.0%
2001	\$258,583	8.7%
2002	\$309,175	19.6%
2003	\$375,000	21.3%
2004	\$473,750	26.3%
2005	\$569,208	20.1%
2006	\$605,917	6.4%
2007	\$611,933	1.0%
2008	\$435,958	-28.6%
2009	\$372,483	-14.6%
2010	\$390,000	4.7%
2011	\$363,117	-6.9%
2012	\$383,700	5.7%
2013	\$476,208	24.1%
2014	\$518,833	9.0%
2015	\$554,208	6.8%
2016	\$599,733	8.2%
2017	\$643,783	7.3%



## Veterans Administration Loans **ZERO DOWN DOES NOT MEAN ZERO CASH**

BY GARY WASHBURN, PRESIDENT, AND DAVID WALKER  
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Twenty-two million military veterans have used Veterans Administration loans to purchase a home, yet even today — 74 years after the program's inception — some applicants incorrectly believe zero downpayment means zero cost.

For veterans and active military, VA loans are a fantastic way to achieve the dream of homeownership. But just like any home purchase, advance planning is essential, which includes having enough cash on hand to pay closing costs. The goal of VA loan-savvy Realtors is to save veterans money while preparing them for the inevitable expenses attached to any home purchase.

The amount needed to close varies depending on location, yet vets typically will need to have about 3 percent of the purchase price on hand to close escrow.

According to a report on [Realtor.com](http://Realtor.com), some of the homebuying costs that veterans and active military should expect include:

- Credit report—Even if a purchase does not close, buyers can expect to pay about \$30 for a nonrefundable credit report when applying for a home loan.
- Earnest money—An earnest money deposit – ranging from 1 percent to 10 percent or higher – is key to the homebuying process. It allows a buyer to put a “hold” on a house while they conduct the inspections and appraisal. Earnest money can apply toward the

downpayment and closing costs when escrow opens. Depending on the reason why a purchase falters, there's a chance a buyer could lose some or all of their deposit.

- Appraisal—All VA loans require an appraisal to ensure the property meets acceptable standards, satisfies the VA's minimum property requirements, and confirms the property is worth the price offered. VA buyers often pay for the appraisal upfront, but may be able to recoup the cost at closing. 1 Home inspection—The home inspection – ranging from \$300 to \$500 – offers a crucial opportunity to uncover problems with a house before making it official, such as spotting pest problems or discovering needed repairs.

- Recording fees—Each sale must be recorded with the county, with the cost varying from county to county.

- Title insurance—Title insurance protects the buyer and lender in the

event there are lingering title issues from previous owners of the home. The average cost of title insurance is around \$1,000 per policy, but that amount can vary and depends on the price of the home.

- HOA fees—If buying a home that is part of a homeowners association, there may be application or document copying fees, along with monthly dues that vary depending on the size of the unit and the amenities.

- Loan origination fees—The VA allows lenders to charge up to 1 percent of the loan amount to cover origination, processing, and underwriting costs. VA loans are a great option for any veteran hoping to buy a house. Working with an experienced Realtor can prepare buyers and save money while eliminating surprises.

## Survey Reveals Home Buyer, Seller Desires

Here are additional insights on homebuyer and homeseller trends and desires from a recent nationwide survey offered by the National Association of Realtors.

- The typical buyer who did not use the internet during their home search spent only four weeks searching and visited four homes, compared to those who did use the internet and searched for 10 weeks and visited 10 homes.
- Seventy-nine percent of recent buyers found their real estate agent to be a very useful information source.
- Yet for 42 percent of recent buyers, the first step that they took in the homebuying process was to look online at properties for sale, while 17 percent of buyers first contacted a real estate agent.
- Eighty-seven percent of buyers recently purchased their home through a real estate agent or broker, and 7 percent purchased directly from a builder or builder's agent. Eighty-nine percent of buyers would use their agent again or recommend their agent to others.

## Vincent Sworn in As Santa Clarita Chair

Urging members to get involved and care about the issues washing over residential real estate—including the impact of tax reform on home ownership—M. Dean Vincent was sworn in recently as the 2018 chair of the Santa Clarita Valley Division of the Southland Regional Association of Realtors.

Amanda Etcheverry was tapped to be the 2018 chair-elect while Louisa Henry will serve as the 2018 treasurer of the Division. Henry, pictured on the left in the adjacent photo, also was honored with the Chairman's Appreciation Award for her unstinting service.

Affiliate of the Year honors went to lender Imelda Leano, pictured on the right. Vincent said he hopes to generate increased participation by spreading the word about current events, key issues, and encouraging council members to get to know their local elected officials along with their positions on hot topics. Vincent also urged current council members to reach out and ask two professionals to get involved.



More than 90 attendees were at the installation ceremony. Assemblyman Dante Acosta, R-38th District, on the left in the photo to the left, and Nicole Vartanian, representing Los Angeles County Supervisor Kathryn Barger, presented certificates of appreciation to the Division's 2017 chair, Marty Kovacs, pictured to the right of Acosta.

Steve White, the 2018 president of the 190,000-member California Association of Realtors, was the installing officer. White is on the far right issuing the oath of office to Vincent.

Rounding out membership of Division's 2018 Council are Jim Bevis, Sarah Darabi, Phyllis Grekin, Richard Hall, Bob Kellar, Bob Khalsa, Marty Kovacs, Nancy Starczyk, Nicole Stinson, and Errol Valladeres.



# NEW TOOL HELPS GAUGE INCOME NEEDED TO BUY

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

The 10,300-member Southland Regional Association of Realtors today unveils a new statistical tool for use by buyers, sellers and their Realtors, a guide that details expenses buyers typically encounter when purchasing a home or condominium.

The income-to-loan guide, which will be updated monthly, takes the median price of homes and condominiums sold in the prior month, calculates multiple numbers that accompany a purchase, then determines the minimum income needed to buy a median-priced home or condominium in the San Fernando and Santa Clarita valleys.

For example, the December guide for the San Fernando Valley found that based on the

below and half above the median price of \$645,000,” said Tim Johnson, the Association’s chief executive officer.

“The guide gives buyers a starting point, a frame of reference, that enables them to quickly zero in on how much home they can afford.”

It also goes beyond the narrow focus of the monthly home loan payment, giving a more balanced picture of what a buyer can expect to pay.

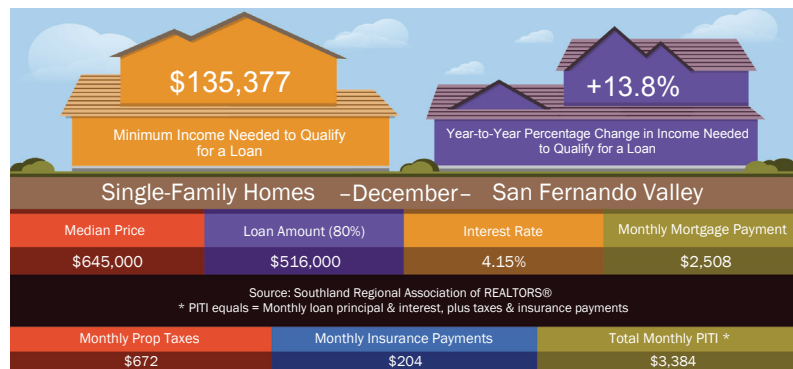
Too often buyers only focus on the principal and interest payments of the monthly mortgage, Washburn said, while they fail to include the cost of home insurance and annual property taxes.

That means, using the December median home price, the monthly cost is not just the \$2,508 mortgage payment, but an additional \$672 in property taxes and the monthly tab of \$204 for home insurance.

It’s wise to include those additional costs when planning a monthly budget, Washburn

said, even though property taxes are due on two dates each year and insurance policies often are paid in a lump sum annually.

Of the 172 condominiums sold during



median price of homes sold that month, which was \$645,000, a minimum income of \$135,377 was needed to qualify for a loan of \$516,000.

That’s based on the national effective interest rate for December of 4.15 percent, and accounts for monthly property taxes, monthly insurance payments, and monthly interest on a monthly mortgage payment of \$2,508. The guide assumes that the buyer makes a traditional 20 percent downpayment on a 30-year loan, which means a loan of \$516,000 is needed to consummate the purchase.

“The guide, which was developed by SRAR, enables prospective buyers, working with their Realtor, to set realistic homebuying expectations,” said Gary Washburn, president of the Association.

It also offers encouragement to buyers by letting them see that even with today’s high home prices, there are still plenty of people buying in all income levels and price ranges.

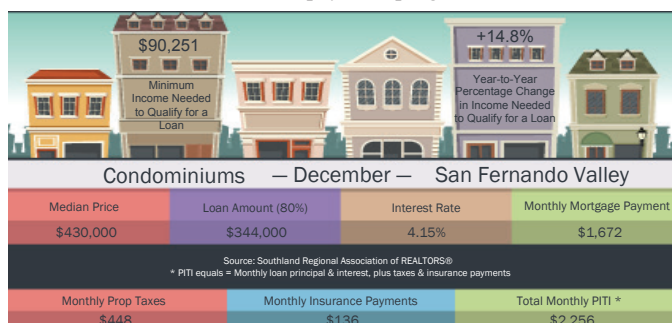
“Of the 475 single-family homes that changed owners in December, half were priced

December the minimum income needed to qualify was \$90,251 on a median priced condo of \$430,000.

The guide also shows that waiting to buy a home or condominium in today’s market is unwise:

The minimum needed to qualify for a home loan went up 13.8 percent and the condo minimum rose by 14.8 percent compared to December 2016.

Soon, the monthly guides, including income-to-loan guides for the Santa Clarita Valley, will be available on SRAR.com, along with links to valuable resources, especially on low- or no-downpayment programs.



## Methodology

# Building Blocks of Local Income-to-Loan Guide

Here are the numbers and methodology used to create the new Income-to-Loan Guide developed by the Southland Regional Association of Realtors:

**MEDIAN PRICE**—The mid-point price of all homes or condominiums sold locally in any given month.

**DOWNPAYMENT**—Some buyers bring little cash to a purchase while others offer more than the traditional 20 percent downpayment. This guide assumes a buyer makes a 20 percent downpayment on the median-priced home, which means they would seek financing for the remaining 80 percent of the median sales price.

**INTEREST RATE**—Each month the Federal Housing Finance Board publishes the “effective composite rate” for previously occupied homes and condominiums. It is the national average effective mortgage interest rate on all fixed- and adjustable-rate loans.

**PITI**—The monthly payment for principal, interest, taxes and insurance is computed as the sum of three parts:

- Monthly mortgage payment, based on the terms of the mortgage noted above.
- Annual property taxes of 1.25 percent, the L.A. Countywide effective rate, divided by 12.
- Annual insurance payments on the house are assumed to be 0.38 percent of the median home sales price divided by 12.

These calculations, when added together, yield the PITI or total monthly payment for a household that buys a median priced home.

**MINIMUM INCOME**—It is assumed that the monthly PITI is no more than 30 percent of a household’s income, although that varies dramatically, higher or lower, from owner to owner.

Finally, the monthly housing payment is divided by .3 to come up with the minimum income needed to qualify for a loan on a median-priced home.

The minimum monthly income amount calculated is multiplied by 12 to determine the minimum annual income needed to qualify.



# 2017-2018 HomeBuyers Grants For Recent College Graduates

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

**Applicants must meet certain requirements, including income limitations.**

For information on this program, including a full list of requirements, visit [www.srar.com/grants](http://www.srar.com/grants) or contact Yvonne Cuevas at [YvonneC@srar.com](mailto: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.





Date: \_\_\_\_\_

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_ City: \_\_\_\_\_ ZIP: \_\_\_\_\_

Phone (best number to reach you): \_\_\_\_\_

E-mail Address: \_\_\_\_\_

SRAR Member #: \_\_\_\_\_ Year started at SRAR: \_\_\_\_\_

Do you now or have you ever served on any committee(s) at SRAR? YES / NO

Have you ever belonged to any other REALTOR Association? YES / NO If yes, please tell us which one(s):

\_\_\_\_\_

How did you hear about SRAR's Leadership Institute? \_\_\_\_\_

**Real Estate Specialty (check all that apply):** ☐ Appraisal ☐ Auction ☐ Commercial ☐ Counseling ☐ International  
☐ Land ☐ Property Mgmt. ☐ Relocation ☐ Residential ☐ Other:

**Business/Professional Affiliations, if any (Please include local Association of REALTORS®, CAR and NAR):**  
 NAME OF GROUP PERIOD OF AFFILIATION POSITIONS HELD OR ASSIGNMENTS, IF ANY (I.E COMMITTEE MEMBER, ETC.)

\_\_\_\_\_

**Community involvement, including civic, religious, governmental, social or other activities.**

*Do not include business/professional activities.*

ORGANIZATION ASSIGNMENT/POSITION DESCRIBE RESPONSIBILITIES

\_\_\_\_\_

Please briefly explain why you are interested in participating in SRAR's Leadership Institute Program and why you should be chosen:

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

*NOTE: Completion of the Leadership Institute does not guarantee a leadership position within SRAR or any other organization.*

## Program Outline

### Governmental Affairs & Advocacy

Friday, April 13, 2018

11am-2:00pm

*This course will teach participants the importance of advocacy and give an introduction to Governmental Affairs outreach done at the Association. The course will also cover, Realtor Action Fund, Governmental Affairs Director Role, and an overview of Government and also CAR's Field Representative. Lunch will be provided.*

### Mechanics of an AOR

Friday, June 1, 2018

*This course will cover the relationship with CAR (California Association of Realtors) and NAR (National Association of Realtors), The Danger Report, the SRAR Strategic Plan, an introduction to committees, the roles of leadership on committees, and member benefits. Lunch will be provided.*

### Professional Standards & Ethics/Arbitration

Friday, July 20, 2018

11:00AM to 2:00PM

*This course covers professional standards guidelines and procedures, the National Association of Realtors Code of Ethics, advertising guidelines and Procuring Cause/Arbitration. Lunch will be provided.*

### MLS/Technology

Friday, August 17, 2018

11:00AM to 2:00PM

*This course covers the rules of CRISNet MLS, assessment schedule and hearing panels for violations, as well as tips on how to avoid assessments. Additionally, the course will cover MLS technology, listing syndication, IDX, public websites and understanding listing data. Lunch will be provided.*

### Goal/Task Setting & Public Speaking

Friday, September 21, 2018

11:00AM to 2:00PM

*This is a two-part course. The first will help you with planning and goal setting skills. The second part of the course will help you with your presentation/public speaking skills and receive feedback on how to improve. Lunch will be provided.*

### Bus to CAR Expo in Long Beach

Wednesday October 10, 2018

8:00AM to 5:00PM

*A chartered bus will pick you up at the Association where you will be driven to the CAR Expo in Long Beach, CA. You will have the opportunity to walk the expo hall, attend the expo sessions, and attend expo events and luncheons. The bus will then leave Long Beach at approximately 3:30pm and return you to the Association. A lunch stipend will be provided.*

\_\_\_\_\_REALTOR Applicant (initial here)

I understand the purpose of the SRAR Leadership Institute Program; and, if I am selected, I will devote the time and resources necessary to complete all six courses of the program. I understand the fee for the program is \$149 and, upon successful completion of all six courses of the program, SRAR will refund \$50 of my fee after the final course. I understand that if I do not successfully complete all six courses of the program, I will forfeit the \$50 I would have otherwise been refunded. I further understand that once I have been accepted into the program and have paid the \$149 fee, no refunds will be given other than the one described above under the conditions described above. I understand the above commitments and agree to be bound by them in signing this application.

Applicant's Printed Name: \_\_\_\_\_

Applicant's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### Send completed applications and \$149 payment to:

SRAR- Southland Regional Association of Realtors  
Attn: Yvonne Cuevas  
7232 Balboa Blvd.  
Van Nuys, CA 91406 or Fax to 818-786-4541 or Email to yvonnec@srar.com



YOUNG  
PROFESSIONALS  
NETWORK  
Southland Regional Association of Realtors®



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

# WAKE UP YPN!!

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

**RSVP at [YPNWakeup@srar.com](mailto:YPNWakeup@srar.com). Questions? Contact Kathryn Cooney at 818-947-2250**

**9:00am - 10:00am**

**Wednesday February 21st**

**Tuesday March 13th**

**Tuesday April 10th**

**Tuesday May 8th**

**Tuesday June 12th**

**Tuesday July 10th**

**Tuesday August 14th**

**Tuesday September 11th**

**Tuesday October 9th**

**Tuesday November 13th**

**COFFEE & SNACKS  
WILL BE SERVED**

**Golden1**  
Credit Union

**Home Loans**

Contact Erik from Golden 1 Credit Union at  
[emendez@golden1.com](mailto:emendez@golden1.com) or 818-421-7952



RESIDENTIAL PROPERTIES LISTED  
1,393

RESIDENTIAL PROP. ESCROW OPENED  
1,020

RESIDENTIAL PROP. ESCROW CLOSED  
821

JANUARY 2018 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	123	135	151	141	206	756	637
TOTAL ACTIVE LISTINGS	155	173	178	176	236	966	1,393
AVERAGE DAYS ON MARKET	91	87	66	71	73	77	86
AVERAGE LIST PRICE IN THOUSANDS	497.6	1,281.3	1,478.7	853.9	1,735.7	1,222.1	799.8
MEDIAN LIST PRICE IN THOUSANDS	489.0	899.0	899.0	698.0	950.0	749.9	399.9
BOMS	17	19	18	20	32	106	92
AVERAGE BOM PRICE IN THOUSANDS	519.1	1,096.5	935.0	739.2	1,147.1	924.4	529.0
BOM TO SALE RATIO	19.5	19.2	22.8	16.9	30.8	21.8	24.1
EXPIRATIONS	14	14	17	8	25	78	79

PENDING SALES:

NEW ESCROWS OPENED	89	104	97	113	160	563	457
TOTAL YTD ESCROWS OPENED	89	104	97	113	160	563	457
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	32	49	32	36	39	38	52
NEW OPEN ESCROWS AVERAGE LIST PRICE	476.7	967.1	780.9	668.8	845.2	763.0	543.0

CLOSED SALES:

NEW ESCROWS CLOSED	87	99	79	118	104	487	334
TOTAL YTD ESCROWS CLOSED	87	99	79	118	104	487	334
VOLUME OF NEW SALE DOLLARS IN MILLIONS	39.292	94.821	63.595	70.863	97.266	365.837	173.605
VOLUME OF TOTAL YTD SALES IN MILLIONS	39.292	94.821	63.595	70.863	97.266	365.837	173.605
AVERAGE SALE PRICE IN THOUSANDS	451.6	957.8	805.0	600.5	935.3	751.2	519.8
MEDIAN SALE PRICE IN THOUSANDS	454.0	675.0	550.0	583.5	640.0	573.0	375.0
COOP SALES	72	80	65	101	83	401	282
PERCENT OF COOP SALES	82.8	80.8	82.3	85.6	79.8	82.3	84.4
AVERAGE DAYS ON MARKET	47	37	31	49	41	46	43
SALES AT LIST PRICE	50	47	47	62	47	253	163
PERCENT OF SALES AT LIST PRICE	57.5	47.5	59.5	52.5	45.2	52.0	48.8
SALES TO LISTING INVENTORY RATIO	56.1	57.2	44.4	67.0	53.1	34.6	43.6
FINAL SALE TO NEW LISTING RATIO	70.7	73.3	52.3	83.7	50.5	64.4	52.4

CLOSED SALES TYPE

FORECLOSURE/REO	1	2	0	3	1	7	10
SELLER CONCESSIONS	0	0	0	0	0	0	0
SHORT SALE	3	0	0	2	1	6	8
STANDARD	85	95	79	111	101	471	316
OTHER	3	1	1	3	2	10	20

SELLING PRICE RANGE:

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	83	19	1	10000
100,000 TO 109,999	143	4	1	6000
110,000 TO 119,999	311	3	1	5000
120,000 TO 139,999	37	6	4	8333
140,000 TO 159,999	0	12	0	N/A
160,000 TO 179,999	24	10	5	12680
180,000 TO 199,999	41	20	7	5056
200,000 TO 249,999	49	117	24	9403
250,000 TO 299,999	44	135	26	6977
300,000 TO 349,999	43	121	23	3930
350,000 TO 399,999	36	124	30	4997
400,000 TO 449,999	51	87	29	7997
450,000 TO 499,999	43	127	38	6232
500,000 TO 549,999	32	104	35	8431
550,000 TO 599,999	31	122	38	87300
600,000 TO 699,999	48	134	54	14669
700,000 TO 799,999	47	112	25	17577
800,000 TO 899,999	45	106	19	17026
900,000 TO 999,999	39	75	14	41895
1,000,000 TO 1,999,999	50	265	54	83448
MORE THAN 2,000,000	56	181	21	174099
TOTALS	43	1884	448	30883

LISTINGS

1,393

SALES

821

EN: Arleta, Kugel Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar, ES: Calhuenaga Pass, Lake Hollywood, North Hollywood, Sherman Oaks, Studio City, Toluca Lake, Valley Glen, 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.\*



	2013					2014					2015					2016					2017					2018				
	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	LIST					
JAN	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	1,393	821	539.4	58.9						
FEB	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	1,377	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	1,549	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	1,506	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	1,551	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	1,610	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	1,581	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	1,399	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	1,446	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	1,064	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	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	685	1,088	651.8	158.8										
TOTAL	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	1,7361	13,005	7,787.9	74.9	17,276	14,032	8,925.2	82										
AVG. SALE PRICE		\$479,270				\$525,464				\$558,825				\$605,843				\$636,060												

## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY 2018

<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 .....	90	91	109	109	168	567	494	1,061
Total Active Listings .....	121	133	137	147	203	741	795	1,536
Average Days on Market .....	96	84	60	65	70	74	94	84
Average List Price in Thousands .....	525.9	1,479.8	1,739.4	917.2	1,928.3	1,383.3	853.2	1,108.9
Median List Price in Thousands .....	500.0	1,089.0	1,270.0	739.0	1,099.0	849.9	390.0	605.0
BOMS .....	15	12	15	17	28	87	69	156
Average BOM Price in Thousands .....	549.0	1,351.2	1,016.7	790.3	1,258.5	1,015.8	532.9	802.2
BOM to Sale Ratio .....	25.4	18.2	28.3	19.3	37.3	25.5	26.8	26.1
Expirations .....	10	11	15	7	23	66	68	134
<b>PENDING SALES</b>								
New Escrows Opened .....	70	70	60	85	118	403	362	765
Total YTD Escrows Opened .....	70	70	60	85	118	403	362	765
New Open Escrows Average Days on Market .....	35	54	31	36	36	38	54	46
New Open Escrows Average List Price .....	508.0	1,185.7	957.1	726.7	968.6	873.6	561.1	725.7
<b>CLOSED SALES:</b>								
New Escrows Closed .....	59	66	53	88	75	341	257	598
Total YTD Escrows Closed .....	59	66	53	88	75	341	257	598
Volume of New Sales Dollars in Millions .....	29.559	78.633	52.063	58.310	83.837	302.402	130.331	432.733
Volume of total YTD Sales in Millions .....	29.559	78.633	52.063	58.310	83.837	302.402	130.331	432.733
Average Sale price in Thousands .....	501.0	1,191.4	982.3	662.6	1,117.8	886.8	507.1	723.6
Median Sale Price in Thousands .....	495.0	879.0	610.0	600.0	765.0	620.0	360.0	560.0
Coop Sales .....	47	51	45	73	63	279	214	493
Percent of Coop Sales .....	79.7	77.3	84.9	83.0	84.0	81.8	83.3	82.4
Average Days on Market .....	42	41	38	48	48	44	48	46
Sales at List Price .....	31	28	25	45	29	158	124	282
Percent of Sales at List Price .....	52.5	42.4	47.2	51.1	38.7	46.3	48.2	47.2
Sales to Listing Inventory Ratio .....	48.8	49.6	38.7	59.9	36.9	46.0	32.3	38.9
Final Sale to New Listing Ratio .....	65.6	72.5	48.6	80.7	44.6	60.1	52.0	56.4
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO .....	0	2	0	3	1	6	5	11
Seller Concessions .....	0	0	0	0	0	0	0	0
Short Sale .....	1	0	0	1	1	3	7	10
Standard .....	59	63	52	82	72	328	245	573
Other .....	3	1	1	3	1	9	9	18

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY 2018

<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 .....	33	44	42	32	38	189	143	332
Total Active Listings .....	34	40	41	29	33	177	171	348
Average Days on Market .....	76	95	84	103	93	90	51	70
Average List Price in Thousands .....	396.7	621.4	607.6	532.8	551.1	547.4	551.6	549.5
Median List Price in Thousands .....	355.0	550.0	474.9	450.0	495.0	459.9	440.0	450.0
BOMS .....	2	7	3	3	4	19	23	42
Average BOM Price in Thousands .....	295.4	659.8	526.3	449.7	367.5	505.6	517.3	512.1
BOM to Sale Ratio .....	7.1	21.2	11.5	10.0	13.8	13.0	29.9	18.8
Expirations .....	4	3	2	1	2	12	11	23
<b>PENDING SALES</b>								
New Escrows Opened .....	19	34	37	28	42	160	95	255
Total YTD Escrows Opened .....	19	34	37	28	42	160	95	255
New Open Escrows Average Days on Market .....	20	39	34	33	48	37	46	40
New Open Escrows Average List Price .....	361.1	517.0	495.2	492.7	498.6	484.4	474.2	480.6
<b>CLOSED SALES:</b>								
New Escrows Closed .....	28	33	26	30	29	146	77	223
Total YTD Escrows Closed .....	28	33	26	30	29	146	77	223
Volume of New Sales Dollars in Millions .....	9.733	16.188	11.532	12.553	13.430	63.435	43.275	106.709
Volume of total YTD Sales in Millions .....	9.733	16.188	11.532	12.553	13.430	63.435	43.275	106.709
Average Sale price in Thousands .....	347.6	490.5	443.5	418.4	463.1	434.5	562.0	478.5
Median Sale Price in Thousands .....	341.3	475.0	401.0	410.0	445.0	412.5	430.0	415.0
Coop Sales .....	25	29	20	28	20	122	68	190
Percent of Coop Sales .....	89.3	87.9	76.9	93.3	69.0	83.6	88.3	85.2
Average Days on Market .....	56	28	17	49	21	34	40	36
Sales at List Price .....	19	19	22	17	18	95	39	134
Percent of Sales at List Price .....	67.9	57.6	84.6	56.7	62.1	65.1	50.6	60.1
Sales to Listing Inventory Ratio .....	82.4	82.5	63.4	103.4	87.9	82.5	45.0	64.1
Final Sale to New Listing Ratio .....	84.8	75.0	61.9	93.8	76.3	77.2	53.8	67.2
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO .....	1	0	0	0	0	1	5	6
Seller Concessions .....	0	0	0	0	0	0	0	0
Short Sale .....	2	0	0	1	0	3	1	4
Standard .....	26	32	27	29	29	143	71	214
Other .....	0	0	0	0	1	1	1	2



## SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	15	3	54	25	15	47	7	37	203	97	300
Total Active Listings	36	14	59	33	29	49	11	40	271	130	401
Average Days on Market	109	158	102	62	97	53	83	64	85	65	78
Average List Price in Thousands	743.4	1,054.6	646.3	571.7	794.3	708.0	845.5	795.0	728.2	599.0	686.3
Median List Price in Thousands	629.0	925.0	579.0	495.0	659.9	599.9	820.0	675.0	629.0	400.0	570.0
BOMS	2	1	11	4	1	8	1	4	32	11	43
Average BOM Price in Thousands	614.5	410.0	518.6	493.5	490.0	705.9	829.9	701.0	596.5	471.1	564.4
BOM to Sale Ratio	33.3	20.0	36.7	23.5	8.3	22.2	33.3	10.3	21.6	20.0	21.2
Expirations	2	0	3	1	1	5	0	0	12	8	20

### PENDING SALES

New Escrows Opened	12	4	52	17	10	37	7	26	165	79	244
Total YTD Escrows Opened	12	4	52	17	10	37	7	26	165	79	244
New Open Escrows Average Days on Market	102	173	49	64	62	56	63	35	58	59	58
New Open Escrows Average List Price	524.5	739.8	548.1	633.7	646.3	648.9	828.3	879.5	652.5	381.6	564.8

### CLOSED SALES:

New Escrows Closed	6	5	30	17	12	36	3	39	148	55	203
Total YTD Escrows Closed	6	5	30	17	12	36	3	39	148	55	203
Volume of New Sales Dollars in Millions	4.629	2.969	18.759	11.168	7.372	20.395	2.127	25.396	92.814	23.460	116.274
Volume of total YTD Sales in Millions	4.629	2.969	18.759	11.168	7.372	20.395	2.127	25.396	92.814	23.460	116.274
Average Sale price in Thousands	771.4	593.8	625.3	656.9	614.3	566.5	709.0	651.2	627.1	426.5	572.8
Median Sale Price in Thousands	630.0	569.0	530.0	610.0	600.0	545.0	662.0	595.0	575.0	340.0	555.0
Coop Sales	6	4	26	13	10	29	2	29	119	45	164
Percent of Coop Sales	100.0	80.0	86.7	76.5	83.3	80.6	66.7	74.4	80.4	81.8	80.8
Average Days on Market	165	115	94	99	121	105	161	107	108	97	105
Sales at List Price	1	3	18	10	4	20	0	19	75	38	113
Percent of Sales at List Price	16.7	60.0	60.0	58.8	33.3	55.6	0.0	48.7	50.7	69.1	55.7
Sales to Listing Inventory Ratio	16.7	35.7	50.8	51.5	41.4	73.5	27.3	97.5	54.6	42.3	50.6
Final Sale to New Listing Ratio	40.0	166.7	55.6	68.0	80.0	76.6	42.9	105.4	72.9	56.7	67.7

### CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	1	0	0	1	1	2
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	1	3	0	0	4	0	4
Standard	6	5	32	17	11	33	3	37	144	54	198
Other	0	0	0	0	0	1	0	2	3	1	4

## SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	1	0	25	4	18	12	4	32	96	20	116
Total Active Listings	3	0	22	2	15	12	5	17	76	14	90
Average Days on Market	77	0	39	14	26	102	68	42	50	71	53
Average List Price in Thousands	482.9	0.0	368.2	389.9	365.7	446.7	607.6	462.0	421.9	437.4	424.3
Median List Price in Thousands	459.0	0.0	350.0	199.9	349.0	439.0	465.0	449.9	399.9	379.0	395.0
BOMS	0	0	6	0	0	2	0	2	10	1	11
Average BOM Price in Thousands	0.0	0.0	355.8	0.0	0.0	495.0	0.0	502.5	412.9	210.0	394.5
BOM to Sale Ratio	0.0	0.0	46.2	0.0	0.0	33.3	0.0	8.7	18.2	20.0	18.3
Expirations	0	0	1	0	2	1	0	2	6	0	6

### PENDING SALES

New Escrows Opened	0	0	18	4	12	10	4	28	76	16	92
Total YTD Escrows Opened	0	0	18	4	12	10	4	28	76	16	92
New Open Escrows Average Days on Market	0	0	25	73	7	28	57	21	25	34	27
New Open Escrows Average List Price	0.0	0.0	369.5	303.5	319.4	455.0	445.2	448.3	402.4	389.0	400.1

### CLOSED SALES:

New Escrows Closed	0	0	13	1	11	6	1	23	55	5	60
Total YTD Escrows Closed	0	0	13	1	11	6	1	23	55	5	60
Volume of New Sales Dollars in Millions	0.000	0.000	4.659	0.698	3.789	2.416	0.387	10.508	22.457	1.945	24.402
Volume of Total YTD Sales in Millions	0.000	0.000	4.659	0.698	3.789	2.416	0.387	10.508	22.457	1.945	24.402
Average Sale price in Thousands	0.0	0.0	358.4	698.0	344.5	402.7	386.5	456.9	408.3	389.0	406.7
Median Sale Price in Thousands	0.0	0.0	342.0	698.0	349.0	400.0	386.5	450.0	390.0	425.0	390.0
Coop Sales	0	0	12	0	9	4	1	19	45	5	50
Percent of Coop Sales	0.0	0.0	92.3	0.0	81.8	66.7	100.0	82.6	81.8	100.0	83.3
Average Days on Market	0	0	82	53	53	186	56	62	78	73	78
Sales at List Price	0	0	8	1	6	4	0	12	31	4	35
Percent of Sales at List Price	0.0	0.0	61.5	100.0	54.5	66.7	0.0	52.2	56.4	80.0	58.3
Sales to Listing Inventory Ratio	0.0	0.0	59.1	50.0	73.3	50.0	20.0	135.3	72.4	35.7	66.7
Final Sale to New Listing Ratio	0.0	0.0	52.0	25.0	61.1	50.0	25.0	71.9	57.3	25.0	51.7

### CLOSED SALES TYPE

Foreclosure / REO	0	0	1	0	0	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	0	1	0	0	1	0	1
Standard	0	0	12	1	11	5	1	22	52	5	57
Other	0	0	0	0	0	0	0	1	1	0	1

RESIDENTIAL PROPERTIES LISTED

416

RESIDENTIAL PROP. ESCROW OPENED

336

RESIDENTIAL PROP. ESCROW CLOSED

263

JANUARY 2018 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	16	3	16	29	33	59	11	69	299	117	416
TOTAL ACTIVE LISTINGS	39	14	81	35	44	61	16	57	347	144	491
AVERAGE DAYS ON MARKET	107	158	86	59	73	62	79	57	77	66	74
AVERAGE LIST PRICE IN THOUSANDS	723.4	1,054.6	570.7	561.3	648.2	656.6	771.2	695.7	661.1	583.3	638.3
MEDIAN LIST PRICE IN THOUSANDS	629.0	925.0	550.0	495.0	554.9	549.0	795.0	619.0	579.0	399.9	540.0
BOMS	2	1	17	4	1	10	1	6	42	12	54
AVERAGE BOM PRICE IN THOUSANDS	614.5	410.0	461.1	493.5	490.0	663.7	829.9	634.8	552.8	449.3	529.8
BOM TO SALE RATIO	33.3	20.0	39.5	22.2	4.3	23.8	25.0	9.7	20.7	20.0	20.5
EXPIRATIONS	2	0	4	1	3	6	0	2	18	8	26

PENDING SALES:

NEW ESCROWS OPENED	12	4	70	21	22	47	11	54	241	95	336
TOTAL YTD ESCROWS OPENED	12	4	70	21	22	47	11	54	241	95	336
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	102	173	43	66	32	50	61	28	48	55	50
NEW OPEN ESCROWS AVERAGE LIST PRICE	524.5	739.8	502.2	570.8	468.0	607.6	689.0	656.0	573.6	382.8	519.7

CLOSED SALES:

NEW ESCROWS CLOSED	6	5	43	18	23	42	4	62	203	60	263
TOTAL YTD ESCROWS CLOSED	6	5	43	18	23	42	4	62	203	60	263
VOLUME OF NEW SALE DOLLARS IN MILLIONS	4.629	2.969	23.418	11.866	11.161	22.811	2.514	35.904	115.270	25.405	140.676
VOLUME OF TOTAL YTD SALES IN MILLIONS	4.629	2.969	23.418	11.866	11.161	22.811	2.514	35.904	115.270	25.405	140.676
AVERAGE SALE PRICE IN THOUSANDS	771.4	593.8	544.6	659.2	485.3	543.1	628.4	579.1	567.8	423.4	534.9
MEDIAN SALE PRICE IN THOUSANDS	630.0	569.0	509.0	610.0	470.0	535.0	640.0	565.0	550.0	345.0	525.0
COOP SALES	6	4	38	13	19	33	3	48	164	50	214
PERCENT OF COOP SALES	100.0	80.0	88.4	72.2	82.6	78.6	75.0	77.4	80.8	83.3	81.4
AVERAGE DAYS ON MARKET	165	115	90	96	89	117	135	91	100	95	99
SALES AT LIST PRICE	1	3	26	11	10	24	0	31	106	42	148
PERCENT OF SALES AT LIST PRICE	16.7	60.0	60.5	61.1	43.5	57.1	0.0	50.0	52.2	70.0	56.3
SALES TO LISTING INVENTORY RATIO	15.4	35.7	53.1	51.4	52.3	68.9	25.0	108.8	68.9	51.7	53.6
FINAL SALE TO NEW LISTING RATIO	37.5	166.7	54.4	62.1	69.7	71.2	36.4	89.9	67.9	51.3	63.2

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	1	0	0	1	0	0	2	1	3
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	1	4	0	0	5	0	5
STANDARD	6	5	44	18	22	38	4	59	196	59	255
OTHER	0	0	0	0	0	1	0	3	4	1	5

SELLING PRICE RANGE:

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	0	1	0	0	N/A	0.0
100,000 TO 109,999	0	0	0	0	N/A	0.0
110,000 TO 119,999	0	0	0	0	N/A	0.0
120,000 TO 139,999	0	0	0	0	N/A	0.0
140,000 TO 159,999	75	2	1	1	9900	6.0
160,000 TO 179,999	474	2	1	1	20000	10.6
180,000 TO 199,999	83	5	3	2	50950	20.8
200,000 TO 249,999	54	21	9	3	10805	3.6
250,000 TO 299,999	46	21	14	5	1132	0.8
300,000 TO 349,999	24	31	20	9	1876	0.5
350,000 TO 399,999	16	42	19	7	2995	0.7
400,000 TO 449,999	25	34	21	4	8475	1.6
450,000 TO 499,999	44	51	29	16	6562	1.3
500,000 TO 549,999	32	47	32	15	1030	1.1
550,000 TO 599,999	41	51	39	23	9500	1.5
600,000 TO 699,999	52	60	42	23	170226	4.6
700,000 TO 799,999	59	36	15	10	34950	3.6
800,000 TO 899,999	81	21	6	5	22455	2.5
900,000 TO 999,999	140	15	5	5	84400	7.9
1,000,000 TO 1,999,999	95	40	6	5	200380	10.5
MORE THAN 2,000,000	171	11	1	1	289000	12.1
TOTALS	46	491	263	135	43293	2.2

LISTINGS

416

2018 RMLS TOTAL - \$ VOLUME

\$140,676,000

SALES

263

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.

## 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

## MARKETING

GET **more** LEADS

THE PREMIERE ONLINE MARKETING SOLUTION  
FOR REAL ESTATE AGENTS & BROKERS



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

**Point2**

## LEGAL

### DENNIS P. BLOCK & ASSOCIATES

The Number One Law Firm Specializing in

### TENANT EVICTIONS

#### UNLAWFUL DETAINER



**800 77 EVICT  
(38428)**



- 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

**\$150 (uncontested plus costs)**

**www.evict123.com**

## PROFESSIONAL SERVICES

### CaRealEstateLawFirm.com- A Real Estate Law Firm

Evictions, Easement Issues, Buyer/Seller Disputes  
Broker/Agent Liability, Quiet Title, and more

Law Office of Jacob Iloulia Call 818-639-2626

Exp.#1 (1-19)

CA CERTIFIED INSPECTIONS SERVING L.A. SINCE 1989  
HOME INSPECTOR & MOLD INSPECTOR AIR SAMPLING &  
REMEDIATION VISIBLE MOLD? FREE INSPECTION!

CALL US FOR THE DETAILS

LIC. # 574974 AND INSP. #09110902

800 758-6266 RICHARD

Exp.# 8 (8-18)

### 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.

## BUILDING REPAIRS & REMODELING

RETROFITTING // HOME INSPECTION  
CROWN CONSTRUCTION G.C. 8850720  
818-635-9910 ADAM REMODELING  
PAINTING PLUMBING LISTING PREP

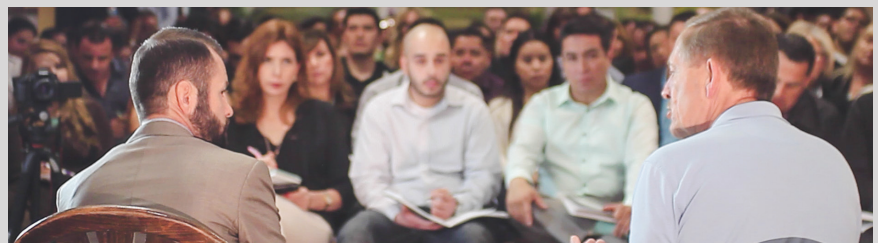
Exp.# 1 (1-19)

## REAL ESTATE

### Free Top Producer Workshops

Join us Thursdays at 9am now through April 5th as the top producing agents  
from 2017 share their keys to success with other agents looking to learn from  
some of the best in the business. Remaining Schedule:

Date	Agent	Years At Company	2017 Closings
March 1	Rodney & Nelly Gonzalez	14 Years	10.9 Million
March 8	Debi Durzi	7 Years	17.6 Million
March 15	Scott Himelstein	3 Years	21.4 Million
March 22	Juan Santana & Moe Verma	3 Years	10.5 Million
March 29	Greg Chermakyan	19 Years	9.3 Million
April 5	Steven Green	33 Years	24.5 Million



**PARK  
REGENCY**  
REAL ESTATE

WWW.GROWWITHPARKREGENCY.COM

f 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.

## 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

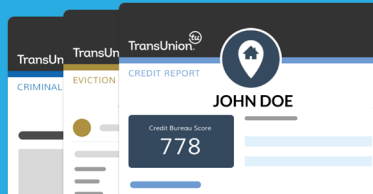


www.crestico.com

## REAL ESTATE



FREE FOR MEMBERS



### SCREEN TENANTS COLLECT APPLICATIONS

- ✓ Rental Application
- ✓ Credit Report & Score
- ✓ Criminal Background
- ✓ Eviction Report

**GET STARTED TODAY**  
<http://srar.rentspree.com>

## 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

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

TERMITE INSPECTIONS & FUMIGATIONS

## 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

## ADVERTISING

**ADVERTISE  
IN THE  
REALTOR® REPORT**

**Make your ad  
POP!  
With Color!**

\*Place a display ad and see your  
Company advertised on our website!

visit the "print shop" link for more information at:

[www.srar.com](http://www.srar.com)

or call

**(818) 947-2244**

\*Ads on srar.com may vary from display ad in content and form. Web ads are designed by the SRAR Graphics Department. Southland Regional does not constitute endorsement of the products or services advertised in our publication, REALTOR REPORT, or on www.srar.com.

# 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.

## PRINTING

### Southland Regional Association of Realtors® Inc.

(818) 947-2246

### PRINT SHOP & GRAPHIC DESIGN SERVICES

#### Make Us Your Choice For All Your Printing Needs!


Our in-house graphic design team is standing by, so call today!



- ANNOUNCEMENTS
- BROCHURES
- BUSINESS CARDS
- NCR FORMS
- DOOR HANGERS
- ENVELOPES
- FLYERS
- POST CARDS
- LABELS
- LETTERHEAD
- COLOR COPIES

#### Fast Turn Around! Competitive Pricing!

## ADVERTISING



As a REALTOR®, you belong to the most knowledgeable and trustworthy group of professionals the industry has to offer. But how do you let clients know that?

**Tell them. Show them. Wear your REALTOR® pin with pride.**

Only REALTORS® are members of the National Association of REALTORS®

## ADVERTISING

### 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

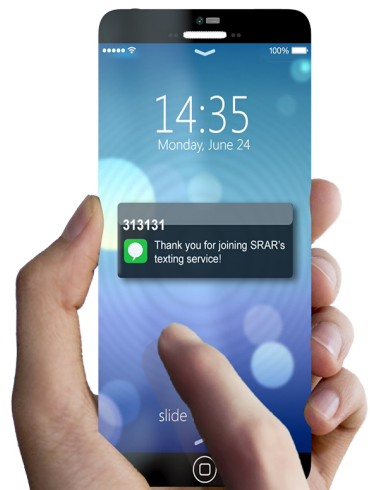
**involve** : community involvement and charity drives

**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.





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

Chairperson: Brian Hatkoff, CCIM  
Phone: (818) 701-7789  
Web: [www.commercialdataexchange.com](http://www.commercialdataexchange.com)  
Time: 8:30 A.M.

Location: SRAR Auditorium  
7232 Balboa Blvd., Van Nuys

**Now Includes Business Opportunities**

### East North 1<sup>st</sup> Thursday of mo.

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

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

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

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

### REAL ESTATE NETWORK meeting

Every Friday - Except Holidays

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

### SCV CARAVAN 2<sup>nd</sup> & 4<sup>th</sup> Fridays

SCV Networking Meeting

Co-Chairperson: Louisa Henry  
661-607-1684 or [louisahenry8@gmail.com](mailto:louisahenry8@gmail.com)

Affiliate Chair: Imelda Leano- [imelda.leano@movement.com](mailto:imelda.leano@movement.com)

Location: Santa Clarita Sports Complex  
20880 Centre Pointe Pkwy, Santa Clarita 91350

Dates: 2<sup>nd</sup> and 4<sup>th</sup> Fridays of the month \* Some exceptions-see  
online schedule at [www.srar.com](http://www.srar.com)

Time: 9:00 am Networking 9:30 am Meeting

Cities: Group 1- 2<sup>nd</sup> Friday- Canyon Country, Newhall, Saugus  
Group 2 - 4<sup>th</sup> Friday- Castaic, Stevenson Ranch, Valencia