

March/April 2018

# REALTOR® REPORT

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

## SRAR CHARITY GOLF CLASSIC

MONDAY MAY 7, 2018

PLAYER SIGN UP FORM...PG.6

DAN TRESIERRAS PRESIDENT-ELECT

GARY WASHBURN SWORN IN AS 2018 PRESIDENT

Story & Photos...PG.4

EQUITY LOAN INTEREST

STILL DEDUCTIBLE ....PG. 5

HOMEBUYER GRANTS...PG.7



**Leadership  
Institute**  
SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS, INC.  
2018 - Preparing Tomorrow's Leaders Today

...PG.8



**WAKE UP  
YPN!!**

...PG.10

Volume 98 • Issue 3





## Your Mortgage, Your Terms

- Loans to \$15 million
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- FICO down to 580
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*Regional Sales Manager  
LA North Region*

Direct: 818.929.1529  
Virginia.Martinez@nafinc.com



### **ED BAÑUELOS**

*Branch Manager  
NMLS# 794093*

Cell: 818.271.7069  
Direct: 818.356.9511  
Ed.Banuelos@nafinc.com



### **FERNANDO ARBOLEDA**

*Sr. Loan Consultant  
NMLS# 449752*

Cell: 818.203.1882  
Direct: 310.622.7574  
Fernando.Arboleda@nafinc.com



### **ROBERT TRUJILLO**

*Sales Manager  
NMLS# 267403*

Cell: 818.335.2381  
Direct: 818.356.9512  
Robert.Trujillo@nafinc.com



### **JENN PEPO**

*Loan Consultant  
NMLS # 1396215*

Cell: 805.416.4744  
Direct: 818.356.9515  
Jenn.Pepo@nafinc.com



### **ANTHONY NARAG**

*Sr. Loan Consultant  
NMLS# 1188800*

Cell: 805.807.3582  
Direct: 310.803.5580  
Anthony.Narag@nafinc.com



### **SHONTA CLARK**

*NMLS# 453545  
Sr. Loan Consultant*

Cell: 424.354.7411  
Direct: 818.446.7588  
Shonta.Clark@nafinc.com



### **TARA FLINN**

*Business Development Manager  
NMLS# 1532165*

Cell: 818.458.8244  
Direct: 310.409.2163  
Tara.Flinn@nafinc.com



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## California Housing Affordability Falls 3%

Twenty-nine percent of California households could afford to purchase the \$550,990 median-priced home in the fourth quarter of 2017, up from 28 percent in third-quarter 2017, but down from 31 percent in fourth-quarter 2016.

A minimum annual income of \$111,260 was needed to make monthly payments of \$2,780, including principal, interest, and taxes on a 30-year fixed-rate mortgage at a 4.17 percent interest rate, the California Association of Realtors reported.

Thirty-seven percent of homebuyers were able to purchase the

\$449,720 median-priced condo or townhome. An annual income of \$90,810 was required to make a monthly payment of \$2,270.

It was the 19th consecutive quarter that the index has been below 40 percent. California's housing affordability index hit a peak of 56 percent in the first quarter of 2012. C.A.R.'s affordability index is considered the most fundamental measure of housing well-being for homebuyers in the state.

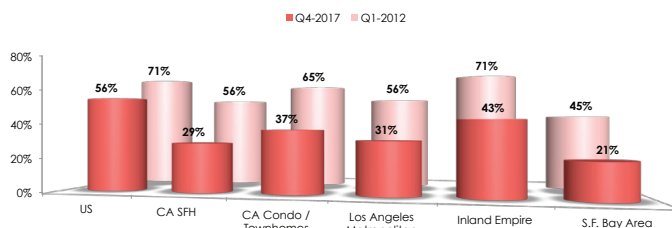
The most affordable counties in California were Tehama (56 percent), Kern (54 percent), and Sutter, Tulare, and Kings, (all at 52 percent).

San Francisco (12 percent), San Mateo (14 percent), and Santa Clara (15 percent) counties were the least affordable areas in the state.



### Affordability Peak vs. Current

HAI Peak vs. Current



SOURCE: HOUSING AFFORDABILITY INDEX OF EXISTING DETACHED HOMES  
SERIES: HOUSING AFFORDABILITY INDEX OF EXISTING DETACHED HOMES  
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

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### CONSUMER PRICE INDEXES

**FEBRUARY 2018**

#### PERCENT CHANGE

| ONE MONTH ENDING | 12 MONTHS ENDING |
|------------------|------------------|
| Feb 2018         | Feb 2018         |
| 0.7              | 3.6              |

**Los Angeles -  
Riverside -  
Orange County**



**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)



## DAN TRESIERRAS PRESIDENT-ELECT

# GARY WASHBURN SWORN IN AS 2018 PRESIDENT

### SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Despite challenges from online services, Realtors will retain their role at the center of residential real estate transactions, said Gary L. Washburn, who was sworn in recently as the 2018 president of the Southland Regional Association of Realtors.

Realtor Dan Tresieras was tapped to serve as the 2018 president-elect.

There's a reason 90 percent of home buyers and sellers opt to use the services of a Realtor, Washburn said in his acceptance speech. "It's simple to use an on-line service to select a hotel room or pick a seat on an airplane.

"But buying a home requires much more research, knowledge, and trust, along with the service, and local experience that only a Realtor can provide," he said. "Realtors are still the source of up-to-date and accurate information."

Washburn was sworn in to lead the 10,300-member Association at its 98th Inaugural Ball attended by local elected officials and more than 200 real estate professionals.

Tim Johnson, the Association's chief executive officer, introduced elected leaders as they honored Nancy Starczyk, SRAR's 2017 president.

Lawmakers in attendance included: State Senator Scott Wilk; Assemblymen Dante Acosta and Tom Lackey; L.A. County Tax Assessor Jeffrey Prang; and

Santa Clarita City Councilman Bob Kellar.

John Broetke presented Starczyk a flag flown over the U.S. Capitol on behalf of Congressman Brad Sherman.

Congressman Steve Knight was represented by Christine Ward.

The evening also was an opportunity to heap praise on the winners of the Association's top honors: Sharon Barron was the 2017 Realtor of the Year, and Sabrina Meyer the 2017 Affiliate of the Year.

Jim Link, the event's master of ceremonies and the association's former chief executive officer, called for a moment of silence to honor the 2017 Association Service Award winner, Phil Baron, who passed away last year.

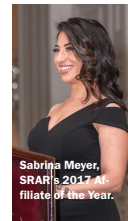
The California Highway Patrol's Honor Guard, under the direction of Sgt. Armando Perdomo, posted colors.

Washburn volunteers with the Southern Command of CHP, which is lead by Captain John Starling. CHP Lieutenants Kevin Kirk and Jodi Legara, along with CHP Public Information Official Leland Tang, also

attended to witness as Washburn took the oath of office.

Pat "Ziggy" Zicarelli, the 1995 president of SRAR and the 2016 president of the California Association of Realtors, administered the oath.

Steve White, the 2006 SRAR president and the 2018 C.A.R. president swore in SRAR's board of directors, including: Neal Adler, Gina Aguilar, Liliana Alfonso, Jim Ezell, Jeff Kahn, Howard Katchen, Bob Khalsa, Bud Mauro, Melanie McShane, Patti Petralia, Jeff Phillips, Em Roberts, Fred Sabine, Nancy Starczyk, Hosep Stepanian, Diane Sydel, Dan Tresieras, Nancy Troxell-Carnahan, Dean Vincent, Judy Ann Von Arb, and Cindy Wu.





## LOWER DOLLAR LIMIT, NEW RULES

# EQUITY LOAN INTEREST STILL DEDUCTIBLE

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

After much confusion and a flood of inquiries following passage of the tax reform act, the Internal Revenue Service on Feb. 21 advised taxpayers that in many instances they can continue to deduct interest paid on home equity loans.

Responding to many questions received from taxpayers and tax professionals, the IRS said that despite newly-enacted restrictions on home mortgages, taxpayers often can still deduct interest on a home equity loan, home equity line of credit or second mortgage, regardless of how the loan is labelled. The Tax Cuts and Jobs Act of 2017, enacted Dec. 22, suspends from 2018 until 2026 the deduction for interest paid on home equity loans and lines of credit, unless they are used to

residence—not exceed the cost of the home, and meet other requirements.

Realtors were pleased with the IRS announcement clarifying and confirming that under the new tax law owners can continue to deduct the interest on a home equity loan, line of credit or second mortgage when

only deduct interest on \$750,000 of qualified residence loans.

The limit is \$375,000 for a married taxpayer filing a separate return. These are down from the prior limits of \$1 million, or \$500,000 for a married taxpayer filing a separate return.

The limits apply to the combined amount of loans used to buy, build or

‘... The continued deductibility will bring real benefits to those who ... take on remodeling projects.’

the proceeds are used to substantially improve their residence.

“There has been much confusion on this issue,” said Elizabeth Mendenhall, president of the National Association of Realtors. “The

substantially improve the taxpayer’s main home and second home.

For more information about the new tax law, visit the Tax Reform page on [IRS.gov](https://www.irs.gov).

### Example 1

**In January 2018, a taxpayer takes out a \$500,000 mortgage to purchase a main home with a fair market value of \$800,000.**

In February 2018, the taxpayer takes out a \$250,000 home equity loan to put an addition on the main home.

Both loans are secured by the main home and the total does not exceed the cost of the home. Because the total amount of both loans does not exceed \$750,000, all of the interest paid on the loans is deductible.

However, if the taxpayer used the home equity loan proceeds for personal expenses, such as paying off student loans and credit cards, then the interest on the home equity loan would not be deductible.

### Example 2

**In January 2018 a taxpayer takes out a \$500,000 mortgage to purchase a main home.**

The loan is secured by the main home. In February 2018, the taxpayer takes out a \$250,000 loan to purchase a vacation home.

The loan is secured by the vacation home.

Because the total amount of both mortgages does not exceed \$750,000, all of the interest paid on both mortgages is deductible.

However, if the taxpayer took out a \$250,000 home equity loan on the main home to purchase the vacation home, then the interest on the home equity loan would not be deductible.

### Example 3

**In January 2018, a taxpayer takes out a \$500,000 mortgage to purchase a main home.**

The loan is secured by the main home. In February 2018, the taxpayer takes out a \$500,000 loan to purchase a vacation home. The loan is secured by the vacation home.

Because the total amount of both mortgages exceeds \$750,000, not all of the interest paid on the mortgages is deductible.

A percentage of the total interest paid is deductible. (See IRS Publication 936)

buy, build or substantially improve the taxpayer’s home that secures the loan.

Under the new law, for example, interest on a home equity loan used to build an addition to an existing home is typically deductible, while interest on the same loan used to pay personal living expenses, such as credit card debts, is not.

As under prior law, the loan must be secured by the taxpayer’s main home or second home—known as a qualified

continued deductibility will bring real benefits to those who choose to take on remodeling projects to bring more resale value to their home or gain equity that may have been lost during the downturn.”

For anyone considering taking out a mortgage, the new law imposes a lower dollar limit on mortgages qualifying for the home mortgage interest deduction.

Beginning in 2018, taxpayers may





# CHARITY GOLF CLASSIC

## PLAYER SIGN UP FORM

*San Fernando & Santa Clarita Valley*

**\$150**  
PER PERSON



**MONDAY**  
**MAY 7, 2018**



*Providing Life Essential Services to those in Need*  
**Hope of the Valley**  
rescue mission

*A premier event to benefit The Gensis House, a residential program of Hope of the Valley Rescue Mission that provides housing & resources for homeless moms & kids in the San Fernando & Santa Clarita Valleys.*

**\*WIN 1 OF 20**  
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*Bridge to Home provides help, hope and change in the Santa Clarita Valleys to the homeless and those in need with year-round client services for medical, dental, social services, referrals and meals. Bridge to Home also provides an emergency winter shelter between November and March. For more info call 661.254.4663 or visit Bridge to Home online at [www.btohome.com](http://www.btohome.com)*

**Woodland Hills Country Club: 21150 Dumetz Rd, Woodland Hills, CA 91364**

**FULL PAYMENT FOR ALL PLAYERS MUST ACCOMPANY THIS FORM.**

#1: \_\_\_\_\_

Email: \_\_\_\_\_

#2: \_\_\_\_\_

Email: \_\_\_\_\_

#3: \_\_\_\_\_

Email: \_\_\_\_\_

#4: \_\_\_\_\_

Email: \_\_\_\_\_

### PAYMENT FORM:

**Awards Dinner Only**  
**Number of Dinner Tickets @ \$50 each \_\_\_\_\_**

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

*Return this Registration Form to Michelle Gerhard-Hernandez*



**Checks should be made payable to SRAR Foundation, a 501(c)3 non-profit corporation**

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



# 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.





# Leadership Institute

*2018 - Preparing Tomorrow's Leaders Today*

SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

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



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SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

# WAKE UP YPN!!

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**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**

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**SOUTHLAND REGIONAL  
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## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR FEBRUARY 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 .....                            | 81        | 92        | 107       | 135       | 165       | 580              | 494        | 1,074        |
| Total Active Listings .....                   | 117       | 128       | 147       | 148       | 223       | 763              | 863        | 1,626        |
| Average Days on Market .....                  | 87        | 76        | 52        | 60        | 61        | 65               | 88         | 77           |
| Average List Price in Thousands .....         | 530.7     | 1,487.1   | 1,656.9   | 964.5     | 1,763.5   | 1,352.6          | 831.9      | 1,076.2      |
| Median List Price in Thousands .....          | 500.0     | 1,100.0   | 1,299.0   | 770.0     | 999.0     | 829.9            | 399.9      | 619.0        |
| BOMS .....                                    | 19        | 7         | 15        | 18        | 27        | 86               | 97         | 183          |
| Average BOM Price in Thousands .....          | 512.9     | 891.3     | 1,215.5   | 787.7     | 1,124.6   | 915.8            | 557.1      | 725.7        |
| BOM to Sale Ratio .....                       | 38.0      | 13.2      | 35.7      | 29.0      | 26.5      | 27.8             | 40.6       | 33.4         |
| Expirations .....                             | 11        | 12        | 12        | 13        | 20        | 68               | 64         | 132          |
| <b>PENDING SALES</b>                          |           |           |           |           |           |                  |            |              |
| New Escrows Opened .....                      | 72        | 78        | 82        | 115       | 114       | 461              | 378        | 839          |
| Total YTD Escrows Opened .....                | 140       | 144       | 134       | 195       | 224       | 837              | 714        | 1,551        |
| New Open Escrows Average Days on Market ..... | 33        | 41        | 31        | 30        | 30        | 32               | 42         | 37           |
| New Open Escrows Average List Price .....     | 506.9     | 1,185.5   | 1,002.1   | 729.5     | 994.2     | 885.8            | 531.5      | 726.2        |
| <b>CLOSED SALES:</b>                          |           |           |           |           |           |                  |            |              |
| New Escrows Closed .....                      | 50        | 53        | 42        | 62        | 102       | 309              | 239        | 548          |
| Total YTD Escrows Closed .....                | 112       | 118       | 95        | 150       | 177       | 652              | 503        | 1,155        |
| Volume of New Sales Dollars in Millions ..... | 24.610    | 54.424    | 51.073    | 47.602    | 99.816    | 277.525          | 132.466    | 409.990      |
| Volume of total YTD Sales in Millions .....   | 55.609    | 132.322   | 103.151   | 106.223   | 184.807   | 582.113          | 266.124    | 848.236      |
| Average Sale price in Thousands .....         | 492.2     | 1,026.9   | 1,216.0   | 767.8     | 978.6     | 898.1            | 554.3      | 748.2        |
| Median Sale Price in Thousands .....          | 490.0     | 827.0     | 720.0     | 690.0     | 755.0     | 700.0            | 389.9      | 600.0        |
| Coop Sales .....                              | 35        | 44        | 34        | 50        | 82        | 245              | 194        | 439          |
| Percent of Coop Sales .....                   | 70.0      | 83.0      | 81.0      | 80.6      | 80.4      | 79.3             | 81.2       | 80.1         |
| Average Days on Market .....                  | 40        | 58        | 31        | 35        | 37        | 40               | 47         | 43           |
| Sales at List Price .....                     | 32        | 33        | 20        | 28        | 54        | 167              | 131        | 298          |
| Percent of Sales at List Price .....          | 64.0      | 62.3      | 47.6      | 45.2      | 52.9      | 54.0             | 54.8       | 54.4         |
| Sales to Listing Inventory Ratio .....        | 42.7      | 41.4      | 28.6      | 41.9      | 45.7      | 40.5             | 27.7       | 33.7         |
| Final Sale to New Listing Ratio .....         | 61.7      | 57.6      | 39.3      | 45.9      | 61.8      | 53.3             | 48.4       | 51.0         |
| <b>CLOSED SALES TYPE</b>                      |           |           |           |           |           |                  |            |              |
| Foreclosure/REO .....                         | 1         | 0         | 1         | 2         | 0         | 4                | 8          | 12           |
| Seller Concessions .....                      | 0         | 0         | 0         | 0         | 0         | 0                | 0          | 0            |
| Short Sale .....                              | 0         | 0         | 0         | 1         | 1         | 2                | 3          | 5            |
| Standard .....                                | 47        | 53        | 39        | 59        | 98        | 296              | 220        | 516          |
| Other .....                                   | 2         | 0         | 2         | 0         | 3         | 7                | 8          | 15           |

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR FEBRUARY 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 .....                            | 31        | 39        | 37        | 28        | 51        | 186              | 110        | 296          |
| Total Active Listings .....                   | 39        | 37        | 41        | 32        | 46        | 195              | 174        | 369          |
| Average Days on Market .....                  | 72        | 95        | 87        | 80        | 65        | 79               | 58         | 69           |
| Average List Price in Thousands .....         | 355.5     | 551.3     | 674.5     | 545.2     | 674.6     | 566.1            | 583.1      | 574.1        |
| Median List Price in Thousands .....          | 340.0     | 549.0     | 580.0     | 525.0     | 549.0     | 495.0            | 434.9      | 460.0        |
| BOMS .....                                    | 7         | 6         | 4         | 2         | 7         | 26               | 14         | 40           |
| Average BOM Price in Thousands .....          | 399.4     | 542.2     | 401.0     | 477.5     | 569.3     | 484.3            | 415.4      | 460.2        |
| BOM to Sale Ratio .....                       | 41.2      | 24.0      | 14.8      | 7.7       | 23.3      | 20.8             | 20.9       | 20.8         |
| Expirations .....                             | 4         | 2         | 5         | 3         | 2         | 16               | 15         | 31           |
| <b>PENDING SALES</b>                          |           |           |           |           |           |                  |            |              |
| New Escrows Opened .....                      | 25        | 38        | 33        | 26        | 35        | 157              | 98         | 255          |
| Total YTD Escrows Opened .....                | 42        | 74        | 69        | 52        | 76        | 313              | 191        | 504          |
| New Open Escrows Average Days on Market ..... | 17        | 26        | 18        | 33        | 17        | 22               | 35         | 27           |
| New Open Escrows Average List Price .....     | 354.0     | 540.7     | 446.3     | 438.0     | 432.5     | 450.0            | 487.3      | 464.3        |
| <b>CLOSED SALES:</b>                          |           |           |           |           |           |                  |            |              |
| New Escrows Closed .....                      | 17        | 25        | 27        | 26        | 30        | 125              | 67         | 192          |
| Total YTD Escrows Closed .....                | 44        | 57        | 54        | 55        | 60        | 270              | 147        | 417          |
| Volume of New Sales Dollars in Millions ..... | 6.222     | 13.210    | 12.502    | 11.682    | 13.659    | 57.275           | 30.963     | 88.238       |
| Volume of total YTD Sales in Millions .....   | 15.599    | 29.163    | 24.327    | 23.852    | 27.434    | 120.375          | 72.554     | 192.928      |
| Average Sale price in Thousands .....         | 366.0     | 528.4     | 463.0     | 449.3     | 455.3     | 458.2            | 462.1      | 459.6        |
| Median Sale Price in Thousands .....          | 340.0     | 485.0     | 431.0     | 410.0     | 400.0     | 410.0            | 389.0      | 401.0        |
| Coop Sales .....                              | 14        | 23        | 25        | 25        | 28        | 115              | 55         | 170          |
| Percent of Coop Sales .....                   | 82.4      | 92.0      | 92.6      | 96.2      | 93.3      | 92.0             | 82.1       | 88.5         |
| Average Days on Market .....                  | 35        | 37        | 34        | 61        | 53        | 45               | 37         | 42           |
| Sales at List Price .....                     | 14        | 19        | 17        | 16        | 17        | 83               | 38         | 121          |
| Percent of Sales at List Price .....          | 82.4      | 76.0      | 63.0      | 61.5      | 56.7      | 66.4             | 56.7       | 63.0         |
| Sales to Listing Inventory Ratio .....        | 43.6      | 67.6      | 65.9      | 81.3      | 65.2      | 64.1             | 38.5       | 52.0         |
| Final Sale to New Listing Ratio .....         | 54.8      | 64.1      | 73.0      | 92.9      | 58.8      | 67.2             | 60.9       | 64.9         |
| <b>CLOSED SALES TYPE</b>                      |           |           |           |           |           |                  |            |              |
| Foreclosure/REO .....                         | 0         | 0         | 1         | 1         | 1         | 3                | 2          | 5            |
| Seller Concessions .....                      | 0         | 0         | 0         | 0         | 0         | 0                | 0          | 0            |
| Short Sale .....                              | 0         | 1         | 0         | 0         | 0         | 1                | 0          | 1            |
| Standard .....                                | 17        | 24        | 26        | 24        | 29        | 120              | 64         | 184          |
| Other .....                                   | 0         | 0         | 0         | 1         | 0         | 1                | 1          | 2            |

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

| ACTIVE INVENTORY                | AC    | ADUL    | CC    | CA    | NE    | SAU   | SR    | VAL   | SCVTOT | EXT   | TOTAL |
|---------------------------------|-------|---------|-------|-------|-------|-------|-------|-------|--------|-------|-------|
| New Listings                    | 16    | 8       | 52    | 27    | 15    | 55    | 13    | 41    | 227    | 80    | 307   |
| Total Active Listings           | 39    | 16      | 75    | 35    | 26    | 65    | 14    | 49    | 319    | 116   | 435   |
| Average Days on Market          | 107   | 113     | 90    | 60    | 97    | 38    | 38    | 65    | 74     | 69    | 72    |
| Average List Price in Thousands | 714.9 | 1,050.6 | 655.6 | 609.9 | 793.1 | 673.9 | 969.8 | 793.4 | 727.5  | 661.7 | 710.0 |
| Median List Price in Thousands  | 629.0 | 925.0   | 579.0 | 560.0 | 619.9 | 589.9 | 890.0 | 689.9 | 619.9  | 425.0 | 597.5 |
| BOMS                            | 2     | 2       | 13    | 9     | 1     | 7     | 0     | 4     | 38     | 15    | 53    |
| Average BOM Price in Thousands  | 519.5 | 1,092.0 | 567.8 | 590.9 | 643.9 | 629.5 | 0.0   | 683.0 | 623.8  | 397.2 | 559.7 |
| BOM to Sale Ratio               | 22.2  | 200.0   | 38.2  | 90.0  | 11.1  | 25.9  | 0.0   | 13.3  | 29.9   | 27.3  | 29.1  |
| Expirations                     | 1     | 1       | 2     | 4     | 1     | 3     | 1     | 3     | 16     | 3     | 19    |

### PENDING SALES

|   |       |       |       |       |       |       |       |       |       |       |       |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| New Escrows Opened                      | 12    | 6     | 41    | 22    | 16    | 38    | 7     | 30    | 172   | 77    | 249   |
| Total YTD Escrows Opened                | 23    | 10    | 86    | 37    | 25    | 72    | 14    | 56    | 323   | 150   | 473   |
| New Open Escrows Average Days on Market | 67    | 136   | 30    | 37    | 42    | 31    | 57    | 21    | 38    | 44    | 40    |
| New Open Escrows Average List Price     | 608.7 | 763.5 | 627.0 | 538.1 | 806.5 | 654.8 | 792.6 | 636.2 | 650.3 | 429.7 | 582.1 |

### CLOSED SALES:

|   |       |       |        |        |        |        |       |        |         |        |         |
|---|-------|-------|--------|--------|--------|--------|-------|--------|---------|--------|---------|
| New Escrows Closed                      | 9     | 1     | 34     | 10     | 9      | 27     | 7     | 30     | 127     | 55     | 182     |
| Total YTD Escrows Closed                | 15    | 6     | 66     | 27     | 20     | 64     | 10    | 69     | 277     | 111    | 388     |
| Volume of New Sales Dollars in Millions | 4.746 | 0.590 | 18.142 | 6.396  | 5.449  | 16.719 | 5.543 | 21.085 | 78.671  | 21.517 | 100.187 |
| Volume of total YTD Sales in Millions   | 9.375 | 3.559 | 37.881 | 17.564 | 12.265 | 37.569 | 7.670 | 46.481 | 172.364 | 46.177 | 218.541 |
| Average Sale price in Thousands         | 527.3 | 590.0 | 533.6  | 639.6  | 605.4  | 619.2  | 791.9 | 702.8  | 619.5   | 391.2  | 550.5   |
| Median Sale Price in Thousands          | 589.0 | 590.0 | 509.0  | 544.0  | 555.0  | 590.0  | 720.0 | 655.0  | 600.0   | 315.0  | 544.0   |
| Coop Sales                              | 8     | 1     | 29     | 10     | 7      | 23     | 7     | 23     | 108     | 46     | 154     |
| Percent of Coop Sales                   | 88.9  | 100.0 | 85.3   | 100.0  | 77.8   | 85.2   | 100.0 | 76.7   | 85.0    | 83.6   | 84.6    |
| Average Days on Market                  | 99    | 241   | 82     | 149    | 145    | 88     | 113   | 94     | 100     | 90     | 97      |
| Sales at List Price                     | 3     | 0     | 19     | 3      | 6      | 14     | 2     | 14     | 61      | 32     | 93      |
| Percent of Sales at List Price          | 33.3  | 0.0   | 55.9   | 30.0   | 66.7   | 51.9   | 28.6  | 46.7   | 48.0    | 58.2   | 51.1    |
| Sales to Listing Inventory Ratio        | 23.1  | 6.3   | 45.3   | 28.6   | 34.6   | 41.5   | 50.0  | 61.2   | 39.8    | 47.4   | 41.8    |
| Final Sale to New Listing Ratio         | 56.3  | 12.5  | 65.4   | 37.0   | 60.0   | 49.1   | 53.8  | 73.2   | 55.9    | 68.8   | 59.3    |

### CLOSED SALES TYPE

|                    |   |   |    |    |   |    |   |    |     |    |     |
|--------------------|---|---|----|----|---|----|---|----|-----|----|-----|
| Foreclosure / REO  | 0 | 0 | 0  | 0  | 0 | 0  | 0 | 1  | 1   | 0  | 1   |
| Seller Concessions | 0 | 0 | 0  | 0  | 0 | 0  | 0 | 0  | 0   | 0  | 0   |
| Short Sale         | 0 | 0 | 0  | 0  | 0 | 0  | 1 | 0  | 1   | 0  | 1   |
| Standard           | 9 | 1 | 34 | 10 | 9 | 27 | 6 | 29 | 125 | 54 | 179 |
| Other              | 0 | 0 | 0  | 0  | 0 | 0  | 0 | 0  | 0   | 1  | 1   |

## SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR FEBRUARY 2018

| ACTIVE INVENTORY                | AC    | ADUL | CC    | CA    | NE    | SAU   | SR    | VAL   | SCVTOT | EXT   | TOTAL |
|---------------------------------|-------|------|-------|-------|-------|-------|-------|-------|--------|-------|-------|
| New Listings                    | 1     | 0    | 12    | 2     | 15    | 13    | 4     | 34    | 81     | 16    | 97    |
| Total Active Listings           | 3     | 0    | 12    | 1     | 11    | 7     | 8     | 25    | 67     | 13    | 80    |
| Average Days on Market          | 81    | 0    | 46    | 47    | 36    | 52    | 72    | 38    | 46     | 52    | 47    |
| Average List Price in Thousands | 520.3 | 0.0  | 389.2 | 569.9 | 372.5 | 521.3 | 531.3 | 445.0 | 446.6  | 553.2 | 463.9 |
| Median List Price in Thousands  | 459.0 | 0.0  | 340.0 | 569.9 | 369.9 | 550.0 | 439.9 | 439.9 | 435.0  | 469.0 | 439.0 |
| BOMS                            | 0     | 0    | 2     | 0     | 3     | 3     | 0     | 6     | 14     | 2     | 16    |
| Average BOM Price in Thousands  | 0.0   | 0.0  | 294.5 | 0.0   | 379.7 | 475.0 | 0.0   | 405.5 | 399.0  | 536.0 | 416.1 |
| BOM to Sale Ratio               | 0.0   | 0.0  | 14.3  | 0.0   | 33.3  | 33.3  | 0.0   | 28.6  | 23.7   | 22.2  | 23.5  |
| Expirations                     | 0     | 0    | 0     | 0     | 1     | 0     | 0     | 1     | 2      | 1     | 3     |

### PENDING SALES

|   |       |     |       |       |       |       |       |       |       |       |       |
|---|-------|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| New Escrows Opened                      | 1     | 0   | 21    | 2     | 19    | 18    | 2     | 28    | 91    | 15    | 106   |
| Total YTD Escrows Opened                | 1     | 0   | 39    | 6     | 30    | 27    | 6     | 55    | 164   | 31    | 195   |
| New Open Escrows Average Days on Market | 83    | 0   | 31    | 9     | 13    | 64    | 5     | 14    | 28    | 46    | 30    |
| New Open Escrows Average List Price     | 329.9 | 0.0 | 331.9 | 447.5 | 338.2 | 412.0 | 427.0 | 438.8 | 386.6 | 399.6 | 388.4 |

### CLOSED SALES:

|   |       |       |       |       |       |       |       |        |        |       |        |
|---|-------|-------|-------|-------|-------|-------|-------|--------|--------|-------|--------|
| New Escrows Closed                      | 0     | 0     | 14    | 3     | 9     | 9     | 3     | 21     | 59     | 9     | 68     |
| Total YTD Escrows Closed                | 0     | 0     | 27    | 4     | 20    | 15    | 4     | 44     | 114    | 14    | 128    |
| Volume of New Sales Dollars in Millions | 0.000 | 0.000 | 4.854 | 1.046 | 2.768 | 3.659 | 1.276 | 9.002  | 22.604 | 4.078 | 26.682 |
| Volume of Total YTD Sales in Millions   | 0.000 | 0.000 | 9.513 | 1.744 | 6.557 | 6.075 | 1.663 | 19.510 | 45.061 | 6.023 | 51.084 |
| Average Sale price in Thousands         | 0.0   | 0.0   | 346.7 | 348.7 | 307.5 | 406.6 | 425.3 | 428.7  | 383.1  | 453.1 | 392.4  |
| Median Sale Price in Thousands          | 0.0   | 0.0   | 325.0 | 351.0 | 287.0 | 387.0 | 415.0 | 435.0  | 380.0  | 365.0 | 375.0  |
| Coop Sales                              | 0     | 0     | 10    | 3     | 7     | 9     | 3     | 17     | 49     | 9     | 58     |
| Percent of Coop Sales                   | 0.0   | 0.0   | 71.4  | 100.0 | 77.8  | 100.0 | 100.0 | 81.0   | 83.1   | 100.0 | 85.3   |
| Average Days on Market                  | 0     | 0     | 84    | 133   | 65    | 67    | 81    | 69     | 75     | 84    | 77     |
| Sales at List Price                     | 0     | 0     | 10    | 3     | 7     | 4     | 1     | 10     | 35     | 4     | 39     |
| Percent of Sales at List Price          | 0.0   | 0.0   | 71.4  | 100.0 | 77.8  | 44.4  | 33.3  | 47.6   | 59.3   | 44.4  | 57.4   |
| Sales to Listing Inventory Ratio        | 0.0   | 0.0   | 116.7 | 300.0 | 81.8  | 128.6 | 37.5  | 84.0   | 88.1   | 69.2  | 85.0   |
| Final Sale to New Listing Ratio         | 0.0   | 0.0   | 116.7 | 150.0 | 60.0  | 69.2  | 75.0  | 61.8   | 72.8   | 56.3  | 70.1   |

### CLOSED SALES TYPE

|                    |   |   |    |   |   |   |   |    |    |   |    |
|--------------------|---|---|----|---|---|---|---|----|----|---|----|
| Foreclosure / REO  | 0 | 0 | 0  | 0 | 0 | 0 | 0 | 0  | 0  | 0 | 0  |
| Seller Concessions | 0 | 0 | 0  | 0 | 0 | 0 | 0 | 0  | 0  | 0 | 0  |
| Short Sale         | 0 | 0 | 0  | 0 | 0 | 0 | 0 | 0  | 0  | 1 | 1  |
| Standard           | 0 | 0 | 14 | 3 | 8 | 9 | 3 | 20 | 57 | 8 | 65 |
| Other              | 0 | 0 | 0  | 0 | 1 | 0 | 0 | 1  | 2  | 0 | 2  |



RESIDENTIAL PROPERTIES LISTED

404

RESIDENTIAL PROP. ESCROW OPENED

355

RESIDENTIAL PROP. ESCROW CLOSED

250

FEBRUARY 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                    | 17    | 8       | 64    | 29    | 30    | 68    | 17    | 75    | 308       | 96    | 404   |
| TOTAL ACTIVE LISTINGS           | 42    | 16      | 87    | 36    | 37    | 72    | 22    | 74    | 386       | 129   | 515   |
| AVERAGE DAYS ON MARKET          | 105   | 113     | 84    | 59    | 79    | 39    | 51    | 56    | 69        | 67    | 68    |
| AVERAGE LIST PRICE IN THOUSANDS | 701.0 | 1,050.6 | 618.9 | 608.7 | 668.0 | 659.0 | 810.4 | 675.7 | 678.8     | 650.7 | 671.8 |
| MEDIAN LIST PRICE IN THOUSANDS  | 599.0 | 925.0   | 564.9 | 560.0 | 585.0 | 585.0 | 820.0 | 619.9 | 595.0     | 428.0 | 575.0 |
| BOMS                            | 2     | 2       | 15    | 9     | 4     | 10    | 0     | 10    | 52        | 17    | 69    |
| AVERAGE BOM PRICE IN THOUSANDS  | 519.5 | 1,092.0 | 531.4 | 590.9 | 445.7 | 583.2 | 0.0   | 516.5 | 563.3     | 413.5 | 526.4 |
| BOM TO SALE RATIO               | 22.2  | 200.0   | 31.3  | 69.2  | 22.2  | 27.8  | 0.0   | 19.6  | 28.0      | 26.6  | 27.6  |
| EXPIRATIONS                     | 1     | 1       | 2     | 4     | 2     | 3     | 1     | 4     | 18        | 4     | 22    |

PENDING SALES:

|   |       |       |       |       |       |       |       |       |       |       |       |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| NEW ESCROWS OPENED                      | 13    | 6     | 0.62  | 24    | 35    | 56    | 9     | 58    | 263   | 92    | 355   |
| TOTAL YTD ESCROWS OPENED                | 24    | 10    | 125   | 43    | 55    | 99    | 20    | 111   | 487   | 181   | 668   |
| NEW OPEN ESCROWS AVERAGE DAYS ON MARKET | 69    | 136   | 30    | 34    | 26    | 42    | 46    | 38    | 35    | 44    | 37    |
| NEW OPEN ESCROWS AVERAGE LIST PRICE     | 587.2 | 763.5 | 527.1 | 530.6 | 552.3 | 576.8 | 711.4 | 540.9 | 559.0 | 424.8 | 524.2 |

CLOSED SALES:

|  |       |       |        |        |        |        |       |        |         |        |         |
|--|-------|-------|--------|--------|--------|--------|-------|--------|---------|--------|---------|
| NEW ESCROWS CLOSED                     | 9     | 1     | 48     | 13     | 18     | 36     | 10    | 51     | 186     | 64     | 250     |
| TOTAL YTD ESCROWS CLOSED               | 15    | 6     | 93     | 31     | 40     | 79     | 14    | 113    | 391     | 125    | 516     |
| VOLUME OF NEW SALE DOLLARS IN MILLIONS | 4.746 | 0.590 | 22.996 | 7.442  | 8.216  | 20.378 | 6.819 | 30.087 | 101.275 | 25.595 | 126.870 |
| VOLUME OF TOTAL YTD SALES IN MILLIONS  | 9.375 | 3.559 | 47.394 | 19.308 | 18.822 | 43.644 | 9.333 | 65.992 | 217.426 | 52.200 | 269.625 |
| AVERAGE SALE PRICE IN THOUSANDS        | 527.3 | 590.0 | 479.1  | 572.5  | 456.5  | 566.1  | 681.9 | 589.9  | 544.5   | 399.9  | 507.5   |
| MEDIAN SALE PRICE IN THOUSANDS         | 589.0 | 590.0 | 477.0  | 531.0  | 360.0  | 530.0  | 704.0 | 535.0  | 530.0   | 319.9  | 485.0   |
| COOP SALES                             | 8     | 1     | 39     | 13     | 14     | 32     | 10    | 40     | 157     | 55     | 212     |
| PERCENT OF COOP SALES                  | 88.9  | 100.0 | 81.3   | 100.0  | 77.8   | 88.9   | 100.0 | 78.4   | 84.4    | 85.9   | 84.8    |
| AVERAGE DAYS ON MARKET                 | 99    | 241   | 82     | 145    | 105    | 83     | 104   | 84     | 92      | 89     | 91      |
| SALES AT LIST PRICE                    | 3     | 0     | 29     | 6      | 13     | 18     | 3     | 24     | 96      | 36     | 132     |
| PERCENT OF SALES AT LIST PRICE         | 33.3  | 0.0   | 60.4   | 46.2   | 72.2   | 50.0   | 30.0  | 47.1   | 51.6    | 56.3   | 52.8    |
| SALES TO LISTING INVENTORY RATIO       | 21.4  | 6.3   | 55.2   | 36.1   | 48.6   | 50.0   | 45.5  | 68.9   | 48.2    | 49.6   | 48.5    |
| FINAL SALE TO NEW LISTING RATIO        | 52.9  | 12.5  | 75.0   | 44.8   | 60.0   | 52.9   | 58.8  | 68.0   | 60.4    | 66.7   | 61.9    |

CLOSED SALES TYPE

|                    |   |   |    |    |    |    |   |    |     |    |     |
|--------------------|---|---|----|----|----|----|---|----|-----|----|-----|
| FORECLOSURE/REO    | 0 | 0 | 0  | 0  | 0  | 0  | 0 | 1  | 1   | 0  | 1   |
| SELLER CONCESSIONS | 0 | 0 | 0  | 0  | 0  | 0  | 0 | 0  | 0   | 0  | 0   |
| SHORT SALE         | 0 | 0 | 0  | 0  | 0  | 0  | 1 | 0  | 1   | 1  | 2   |
| STANDARD           | 9 | 1 | 48 | 13 | 17 | 36 | 9 | 49 | 182 | 62 | 244 |
| OTHER              | 0 | 0 | 0  | 0  | 1  | 0  | 0 | 1  | 2   | 1  | 3   |

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

|                        | AVG. SELL TIME | ACTIVE NO. LISTINGS | TOTAL # SOLD | REDUCED \$ | \$ AVERAGE PRICE REDUCTION | %    |
|------------------------|----------------|---------------------|--------------|------------|----------------------------|------|
| SELLING PRICE RANGE:   |                |                     |              |            |                            |      |
| LESS THAN 100,000      | 11             | 0                   | 2            | 0          | 5001                       | 6.3  |
| 100,000 TO 109,999     | 74             | 1                   | 1            | 1          | 29900                      | 23.0 |
| 110,000 TO 119,999     | 0              | 0                   | 0            | 0          | N/A                        | 0.0  |
| 120,000 TO 139,999     | 0              | 0                   | 0            | 0          | 0                          | 0.0  |
| 140,000 TO 159,999     | 124            | 0                   | 2            | 2          | 12750                      | 7.7  |
| 160,000 TO 179,999     | 5              | 2                   | 1            | 0          | 6000                       | 3.8  |
| 180,000 TO 199,999     | 15             | 6                   | 4            | 2          | 2955                       | 1.4  |
| 200,000 TO 249,999     | 36             | 20                  | 12           | 6          | 2864                       | 1.2  |
| 250,000 TO 299,999     | 16             | 15                  | 20           | 7          | 2764                       | 0.8  |
| 300,000 TO 349,999     | 51             | 22                  | 20           | 9          | 7188                       | 1.3  |
| 350,000 TO 399,999     | 48             | 29                  | 24           | 15         | 5604                       | 1.4  |
| 400,000 TO 449,999     | 28             | 33                  | 21           | 8          | 2580                       | 0.4  |
| 450,000 TO 499,999     | 34             | 50                  | 24           | 14         | 6938                       | 1.4  |
| 500,000 TO 549,999     | 51             | 53                  | 25           | 12         | 5636                       | 1.0  |
| 550,000 TO 599,999     | 40             | 60                  | 17           | 8          | 7254                       | 1.2  |
| 600,000 TO 699,999     | 61             | 82                  | 39           | 24         | 20763                      | 2.8  |
| 700,000 TO 799,999     | 54             | 44                  | 24           | 15         | 18674                      | 2.4  |
| 800,000 TO 899,999     | 62             | 24                  | 2            | 2          | 19000                      | 2.3  |
| 900,000 TO 999,999     | 64             | 16                  | 2            | 1          | 25000                      | 2.6  |
| 1,000,000 TO 1,999,999 | 49             | 43                  | 10           | 8          | 23889                      | 1.2  |
| MORE THAN 2,000,000    | 0              | 15                  | 0            | 0          | N/A                        | 0.0  |
| TOTALS                 | 45             | 515                 | 250          | 134        | 10176                      | 1.6  |

LISTINGS

820

2018 RMLS TOTAL - \$ VOLUME

\$269,625,000

SALES

513

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



# SANTA CLARITA VALLEY

2018



# 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](http://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](http://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 Iloulian 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

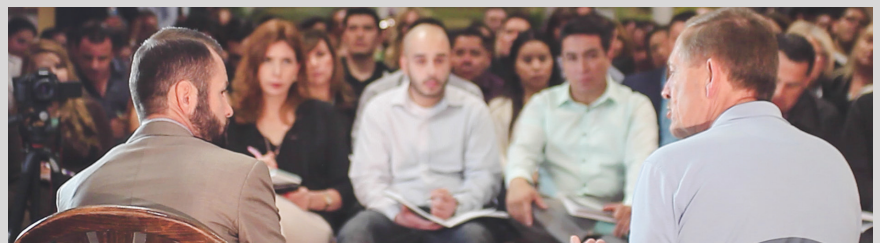
Exp.# 1 (1-19)

## 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 in Real Estate | 2017 Closings |
|----------|-------------------------|----------------------|---------------|
| April 5  | Steven Green            | 33 Years             | 24.5 Million  |
| April 12 | Hector Palacios         | 24 Years             | 16.1 Million  |
| April 19 | Carey Eckert            | 15 Years             | 12.4 Million  |
| April 26 | Jim Sandoval            | 12 Years             | 54.6 Million  |
| May 3    | Fernando & Angel Garcia | 23 Years Combined    | 45.2 Million  |



**PARK  
REGENCY**  
REAL ESTATE

[WWW.GROWWITHPARKREGENCY.COM](http://WWW.GROWWITHPARKREGENCY.COM)



[FACEBOOK.COM/PARKREGENCY](https://www.facebook.com/PARKREGENCY)

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

BRE #01231306



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## 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

## FINANCIAL



NMLS #448556

**Brian Border**  
Branch Manager

661 414 0105 office  
310 261 3443 mobile

25152 Springfield Ct., Suite 150  
Santa Clarita CA 91355

www.loanDepot.com/bborder  
bborder@loanDepot.com

**loanDepot**  
NMLS#174457



loanDepot.com, LLC NMLS ID 174457. Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act CRMLA 4131040. (012918\_51978)

## TERMITE INSPECTION & FUMIGATION

**NORDHAGEN AND DAUGHTERS**

EXTERMINATING  
COMPANY INC.

TERMITE INSPECTIONS & FUMIGATIONS

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

## 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**

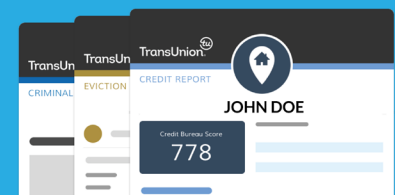
**20 YEARS IN BUSINESS**

17815 Ventura Blvd., Suite 205, Encino

## REAL ESTATE

**rentspree**

FREE FOR MEMBERS



**SCREEN TENANTS**  
**COLLECT APPLICATIONS**

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

**GET STARTED TODAY**

<http://srar.rentspree.com>



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## 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: Ron Henderson  
Phone: (818) 999-3981

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

Vice Chairman: Elise Shuben  
Phone: (818) 590-2989

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.  
Education, Networking, MLS Pitches,  
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