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

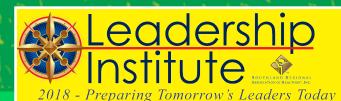
DAN TRESIERRAS PRESIDENT-ELECT

GARY WASHBURN SWORN IN AS 2018 PRESIDENT Story & Photos...PG.4

**EQUITY LOAN INTEREST** 

STILL DEDUCTIBLE ....PG. 5

HOMEBUYER GRANTS...PG.7



..PG.8



17. PG: 10

Volume 98 • Issue 3



#### Your Mortgage, Your Terms

- Loans to \$15 million
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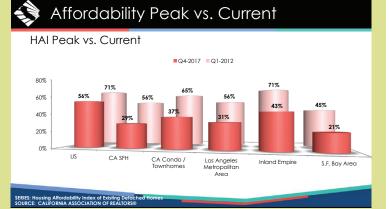
#### **California Housing Affordability Falls 3%**

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.

Thirtyseven 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.

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CONSUM	IER PRICE II	NDEXES
FE	<b>BRUARY 201</b>	8
	PERCENT	CHANGE
	ONE	12
	MONTH	MONTHS
	ENDING	ENDING
	Feb	Feb
	2018	2018
Los Angeles - Riverside - Orange County	0.7	3.6





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#### DAN TRESIERRAS PRESIDENT-ELECT

### 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 Tresierras 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 Mever the 2017 Affiliate of the

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 Sydell, Dan Tresierras, Nancy Troxell-Carnahan, Dean Vincent, Judy Ann Von Arb, and Cindy















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#### LOWER DOLLAR LIMIT, NEW RULES

## 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 to buy,

#### "... The continued deductibility will loans used 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.

#### **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

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 IR\$ 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



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# CHARITY GOLF CLASSIC

### **PLAYER SIGN UP FORM**

San Fernando & Santa Clarita Valley







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

#### A premier event to benefit The Gensis House, a residential program of Hope of the Valley Rescue Mission that

#### homeless moms & kids in the San Fernando & Santa Clarita Valleys. \*WIN 1 OF 20

provides housing & resources for

ASSOCIATION OF REALTORS\*, INC.

Hope of the Valley

rescue mission

# \$100 GIFT CARDS!!\*



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

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

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#### **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

CHARITY GOLF	
Checks should be made payable to SRAR Foundation, a 501(c)3 non-profit corporation	(Tax I.D. # 95-4323748)

Address:	
Email:	
<sup>11</sup> 1.	
/isa/MC/Amex/Discover#:	
CVV Code: Exp. Date:/	Total Amount \$:

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# HomeBuyers Grants For Recent College Graduates

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

Applicants must meet certain requirements, including income limitations.

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



**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.

www.srar.com Realtor® Report February/March 2018 7



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? □ Counseling Real Estate Specialty (check all that apply): 

Appraisal □ Auction □ Commercial □ 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. ASSIGNMENT/POSITION ORGANIZATION DESCRIBE RESPONSIBILITIES Please briefly explain why you are interested in participating in SRAR's Leadership Institute Program and why you should be chosen:

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

2018 SRAR Leadership Institute Program Application

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Page 1 of 2

#### **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 introductions 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 Procurring 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.

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

2018 SRAR Leadership Institute Program Application - Last Revised

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# WAKE UP



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

RSVP at 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



**Home Loans** 

Contact Erik from Golden 1 Credit Union at emendez@golden1.com or 818-421-7952

	MONTHI		Y RESIDENTIAL SALES STATISTICS	ıcs			+00,-	047
ACTIVE INVENTOBY:	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS.	112	131	144	163	216	766	604	1,370
TOTAL ACTIVE LISTINGS	156	-	188	180	269	958	1,037	1,995
AVERAGE DAYS ON MARKET	786.0	4 277 3	1 442 6	50	1 577 9	1 100 E	700.5	0/ 280
MEDIAN LIST PRICE IN THOUSANDS	490.0	899		725.0		740.0	400.0	588.0
BOMS	26		19	20	34	112	111	223
AVERAGE BOM PRICE IN THOUSANDS	482.4	730.2	1,044.0	756.7	1,010.3	815.6	539.2	678.1
BOM TO SALE RATIO38.8	38.8	16.7	27.5	22.7	25.8	25.8	36.3	30.1
PENDING SALES:		<u>+</u>		0	77	† 0		200
NEW ESCROWS OPENED	97	116	115	141	149	618	476	1,094
TOTAL YTD ESCROWS OPENED	182	2	203	247	300	1,150	905	2,055
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	29	36	27	30	27	30	41	35
NEW OTEN ESCHOWS AVERAGE LIST TRICE	407.3	974.0	042.0	079./	002.7	/ / 3.1		1.000
NEW ESCROWS CLOSED	67	78.	69	88	132	434	306	740
TOTAL YTD ESCROWS CLOSED.	156	175	149.	205	237	922	650	1,572
VOLUME OF NEW SALE DOLLARS IN MILLIONS	30.831	67.634	63.575	59.284	113.475	334.800	163.429	498.228
VOLUME OF TOTAL YTD SALES IN MILLIONS	71.208	161.485	127.478	130.075	212.241	702.487	338.677	1,041.165
AVERAGE SALE PRICE IN THOUSANDS	460.2	867.1 755.0	921.4.	673.7	7.000	7/1.4	534.1	6/3.3
SOOP SALES	49	67	59	75	110	360	249	609
PERCENT OF COOP SALES	73.1	85.9		85.2	83.3	82.9	81.4	82.3
VERAGE DAYS ON MARKET	38	51	32	43	41	41	45	43
ALES AT LIST PRICE	46	52	37.	44	71	250	169	419
ENCEIN OF SALES AT LIST PRICE	42.9	47.3	36.7	48.9	49.1	45.3	29.5	37.1
INAL SALE TO NEW LISTING RATIO	59.8.	59.5	47.9.	54.0	61.1	56.7	50.7	54.0
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LESS THAN 100,000	25		19	3		2		5.0
00,000 TO 109,999	0		2	0		0	N/A	0.0
10,000 TO 119,999	0		4	0		0	N/A	0.0
20,000 TO 139,999	134		5	2			. 9950	7.2
40,000 IO 158,888 80 000 TO 178 888	55		12	6		5	. 3825	2.2
80,000 TO 199,999	66 60		23	10		7	10410	4.7
200,000 TO 249,999	54		103	44		17	. 5667	2.1
250,000 TO 299,999	62		149	45		19.	. 3958	0.5
350 000 TO 348'888	43		133	51		31	10144	80.0
100,000 TO 449,999.	37		86	58		30	2994	4.0
150,000 TO 499,999			128	51		29	12098	2.3
500,000 TO 549,999	28		108	56		23	. 5033	9.0
350,000 TO 388,888	42		129	51			2321	8.0
700,000 TO 799,999	35		136	65.		27	4172	0.0
300,000 TO 899,999	47		91	31		19	9713	8.0
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1,000,000 10 1,999,999	53		193	23		19	27427 18046	4.1
TOTALS	43		1995	740		383	6363	0.4
LISTINGS		2018	RMLS TOTAL	* VOLUME				SALES
2.763		71						

EN: Arleta, Kagel Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar, ES: Cahuenga Pass, Lake Hollywood, North Hollywood, Sherman Oaks, Studio City, Toluca Lake, Valley Giley Village, Van Nuys WN: Chatsworth, Granada Hills, Mission Hills, North Hills, Morte Balboa, Reseda, Tarzana, Van Nuys WN: Chatsworth, Granada Hills, Morte Hills, North Hills, Winnetka, Woodland Hills

\*THE ASSOCIATION DOES NOT VERTING ACTUAL CLOSED ESCROWS.

www.srar.com Realtor® Report February/March 2018

# **SAN FERNANDO VALLEY**

COMPARABLE SALES ANALYSIS 2013-2018 (COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO) TOTAL MONTH BY MONTH

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS', INC.

		20	2013			20	2014			2015	12			2016	9			2017	7			20	2018	
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	TIST	SALES	\$ VOL MIL.	% SALES TO TO LIST	ISI	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST
JAN	1,288	881	396.3	68.4	1,338	786	393.2	58.7	1,445	743	387.5	51.4	1,257	092	448.4	60.5	1,255	886	572.0	9.02	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	1,370	740	498.2	54.0
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	9.769	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	9.69	1,742	1,299	785.0	74.6	1,734	1,481	925.8	85.4				
JUL	1,610	1,176	584.9	73.0	1,673	1165	6.009	9.69	1,686	1,321	9:022	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	666	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	8.79	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	902	463.6	82.1	1,054	066	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	7,376.5	74.5	1,7361	13,005 7,	9.787.	74.9	17,276	14,032 8	8,925.2	82				
AVG. SALE PRICE		\$479,270	270		Ú	\$525,464	464		Ú	\$558,825	825			\$605,843	,843			\$636	\$636,060					

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

ACTIVE INVENTORY	<u>EN</u>	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	81					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. <u>0</u>	1,299.0	770.0	999.0	829.9	399.9	619.0
BOMS	19	/	15	18	27	86	9/	183
Average BOM Price in Thousands	512.9	891.3	1,215.5	/8/./	1,124.6	915.8	557.1	
BOM to Sale Ratio						27.8 68		
Expirations	11	12	12	13	20	00	04	132
PENDING SALES								
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	3/
New Open Escrows Average List Price	506.9	1,185.5	1,002.1		994.2	885.8	331.3	120.2
CLOSED SALES:								
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	/6/.8	9/8.6	898.1	554.3	/48.2
Median Sale Price in Thousands	490.0	827.0		690.0	/55.0	700.0	389.9	600.0
Coop Sales	35	44	34	50	82	245	194	439
Percent of Coop Sales		გე.ე ლი	U.۱۵	کا.۵	۵0.4	79.3 40	٥١.٧	ן.∪א
Average Days on Market	40			აე	31	40 167	4/	4ა
Sales at List Price	3Z	აა გე ე	20 47 6	∠0 45.0		54.0	131	290 5.4.4
Percent of Sales at List Price		02.3 //1 /	47.0 28 6	4J.Z //1 0		40.5	34.0	34.4 22.7
Sales to Listing Inventory Ratio	61.7		20.0 30 3	41.3 45 0	4J.7 61.8	53.3	27.7 48.4	55.7 51 N
Final Sale to New Listing Ratio	01.7						ד.טד	
CLOSED SALES TYPE		0		0	0	4	0	40
Foreclosure/REO								
Seller Concessions						0 2		
Short Sale	U	U	U	I	I	296	 വാവ	G
Standard Other	47	ი	งย	ນ9 ດ	90	7	220	الاان عد
SAN FERNANDO VALLEY	CONDO	MINIUM	SALES S	STATISTI	ICS FOR	R FFRRIIA	<b>RV 201</b>	Ω
						I I LDIIO/	111 201	0
ACTIVE INVENTORY								
ACTIVE INVENTORY New Listings	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	<b>EN</b> 31	<b>ES</b> 39	<b>CS</b> 37	<b>WN</b> 28	<b>WS</b> 51	<b>SFV TOTAL</b>	<b>EXT</b> 110	<b>TOTAL</b>
New Listings	<b>EN</b> 31 39	<b>ES</b> 39 37	<b>CS</b> 37 41	<b>WN</b> 28 32	<b>WS</b> 51 .46	<b>SFV TOTAL</b> 186195	<b>EXT</b> 110 174	<b>TOTAL</b> 296369
New Listings Total Active Listings Average Days on Market Average List Price in Thousands	<b>EN</b>	<b>ES</b> 39379595	37 41 87 674.5	<b>WN</b> 28 3280 545.2	<b>WS</b> 51 .46 .65 .674.6	<b>SFV TOTAL</b> 18619579	EXT 110 174 58 583.1	<b>TOTAL</b> 29636969
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands	EN			WN	<b>WS</b>		EXT110	
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS			37 41 87 674.5 580.0	WN 28	<b>WS</b> 51	\$\int \text{TOTAL} \\ \text{186} \\ \text{195} \\ \text{79} \\ \text{566.1} \\ \text{495.0} \\ \text{26} \\ \end{array}	EXT11058583.1434.914	TOTAL
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands	EN 313972355.5340.07399.4			WN 28 32 80 545.2 525.0 2 477.5	<b>WS</b>	\$\begin{align*} \text{SFV TOTAL} \\ \text{186} \\ \text{195} \\ \text{79} \\ \text{566.1} \\ \text{495.0} \\ \text{26} \\ \text{484.3} \end{align*}	EXT11058583.1434.9141414	TOTAL
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio	EN 313972355.5340.077399.441.2.	ES 39 37 95 551.3 549.0 6 542.2 24.0		WN 28	<b>WS</b>	\$FV TOTAL  186  195  79  566.1  495.0  26  484.3  20.8	EXT	TOTAL 296 369 69 574.1 460.0 40 460.2 20.8
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands	EN 313972355.5340.077399.441.2.	ES 39 37 95 551.3 549.0 6 542.2 24.0		WN 28	<b>WS</b>	\$FV TOTAL  186  195  79  566.1  495.0  26  484.3  20.8	EXT	TOTAL 296 369 69 574.1 460.0 40 460.2 20.8
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations	EN 313972355.5340.077399.441.2.	ES 39 37 95 551.3 549.0 6 542.2 24.0		WN 28	<b>WS</b>	\$FV TOTAL  186  195  79  566.1  495.0  26  484.3  20.8	EXT	TOTAL 296 369 69 574.1 460.0 40 460.2 20.8
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES	EN 31 39 72 355.5 340.0 7 399.4 41.2 4.8	ES 39 37 95 551.3 549.0 6 542.2 24.0 2		WN  28  32  80  545 2  525 0  2  477 5  7 7  3	ws 51 46 65 674.6 549.0 7 569.3 23.3	\$\text{SFV TOTAL}\$ \tag{186}\$ \tag{195}\$ \tag{79}\$ \tag{566.1}\$ \tag{495.0}\$ \tag{26}\$ \tag{484.3}\$ \tag{20.8}\$ \tag{16}\$	EXT 110	TOTAL
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened	EN 313972355.5340.07399.441.241.24444444	ES 39 37 95 551.3 549.0 6 542.2 24.0 2 38 74		WN	WS	\$FV TOTAL  186	EXT 110	TOTAL
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened	EN 313972355.5340.07399.441.241.24444444	ES 39 37 95 551.3 549.0 6 542.2 24.0 2 38 74		WN	WS	\$FV TOTAL  186	EXT 110	TOTAL
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market	EN  31 39 72 355.5. 340.0. 7 399.4. 41.2 4 25 42 17.	ES  39  37  95  551.3  549.0  6  542.2  24.0  23  38  74  26		WN  28  32  80  545.2  525.0  2  477.5  7.7  3  26  52  33	WS	\$FV TOTAL  186	EXT	TOTAL
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price	EN  31 39 72 355.5. 340.0. 7 399.4. 41.2 4 25 42 17.	ES  39  37  95  551.3  549.0  6  542.2  24.0  23  38  74  26		WN  28  32  80  545.2  525.0  2  477.5  7.7  3  26  52  33	WS	\$\begin{align*} \text{SFV TOTAL} \\ \tag{186} \\ \tag{195} \\ \tag{79} \\ \tag{566.1} \\ \tag{495.0} \\ \tag{26} \\ \tag{484.3} \\ \tag{20.8} \\ \tag{16} \\ \tag{157} \\ \tag{313} \\ \tag{22} \\ \tag{22}	EXT	TOTAL
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES:	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0	\$\begin{align*} \text{SS} & 39 & 37 & 95 & 551.3 & 549.0 & 6 & 542.2 & 24.0 & 2 & 2 & 2 & 2 & 2 & 2 & 2 & 2 & 2 &		WN  28  32  80  545.2  525.0  2  477.5  7.7  3  26  52  33  438.0	ws514665674.6549.07569.323.32357617432.5	\$FV TOTAL  186	EXT	TOTAL
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0	## Property of the image is a second content of the image is a sec	\$\begin{align*} \begin{align*} \delta 37 \\ \delta 41 \\ \delta 7 \\ \delta 674.5 \\ \delta 580.0 \\ \delta 401.0 \\ \delta 14.8 \\ \delta 5 \\ \delta 33 \\ \delta 69 \\ \delta 446.3 \\ \delta 27 \\ \end{align*}	WN  28  32  80  545.2  525.0  2  477.5  7.7  3  26  438.0	ws514665674.6549.07569.323.32357617432.53031	\$FV TOTAL  186	## 110 ##	TOTAL  .296 .369 .69 .574.1 .460.0 .40 .40.2 .20.8 .31 .255 .504 .27 .464.3
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0  17	## Property of the image is a second content of the image is a sec		WN  28  32  80  545.2  525.0  2  477.5  7.7  3  26  52  33  438.0  26  55  55	ws514665674.6549.07569.323.323517617432.53060	\$FV TOTAL  186	EXT	TOTAL
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0  17  44  6.222	## Property of the image is a second content of the image is a sec		WN  28  32  80  545.2  525.0  2  477.5  7.7  3  26  52  438.0  26  55  11.682	ws	\$FV TOTAL  186		TOTAL
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0  17  44  6.222  15.599	## PS   39   37   95   551.3   549.0   6   24.0   2   2   2   38   74   26   540.7   25   57   13.210   29.163		WN  28  32  80  545.2  525.0  2  477.5  7.7  3  26  52  33  438.0  26  55  11.682  23.852	## WS  ## 51  ## 46  ## 65  ## 674.6  ## 549.0  ## 7  ## 569.3  ## 23.3  ## 23.3  ## 23.3  ## 23.3  ## 35  ## 76  ## 17  ## 432.5  ## 30  ## 60  ## 13.659  ## 27.434	\$\begin{align*} \text{SFV TOTAL} \\ \tag{186} \\ \tag{195} \\ \tag{79} \\ \tag{566.1} \\ \tag{495.0} \\ \tag{26} \\ \tag{484.3} \\ \tag{20.8} \\ \tag{16} \\ \tag{157} \\ \tag{313} \\ \tag{22} \\ \tag{450.0} \\ \tag{125} \\ \tag{270} \\ \tag{57.275} \\ \tag{120.375} \\ \tag{120.375} \\ \tag{195} \\	## 110 ##	TOTAL  296 369 69 574.1 460.0 40.2 20.8 31 255 504 464.3 192 417 88.238 192.928
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0  17  44  6.222  15.599	## PS   39   37   95   551.3   549.0   6   542.2   24.0   2   2   2   2   2   2   2   2   2		WN  28  32  80  545.2  525.0  2  477.5  7.7  3  26  52  438.0  26  11.682  23.852  449.3	## WS    51	\$\begin{align*} \text{SFV TOTAL} \\ \tag{186} \\ \tag{195} \\ \tag{79} \\ \tag{566.1} \\ \tag{495.0} \\ \tag{26} \\ \tag{484.3} \\ \tag{20.8} \\ \tag{16} \\ \tag{157} \\ \tag{313} \\ \tag{22} \\ \tag{450.0} \\ \tag{125} \\ \tag{270} \\ \tag{57.275} \\ \tag{120.375} \\ \tag{458.2} \\ \tag{458.2} \\ \tag{195} \\ \tag{195} \\ \tag{195} \\ \tag{195} \\ \tag{195} \\ \tag{195} \\ \tag{458.2} \\ \tag{195} \\ \ta	EXT  110  174  58  583.1  434.9  14  415.4  20.9  15  98  191  35  487.3  67  147  30.963  72.554  462.1	TOTAL  296 369 69 574.1 460.0 40 20.8 31 255 504 464.3 192 417 88.238 192,928 459.6
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0  17  44  6.222  15.599  366.0  340.0	## S		WN  28  32  80  545.2  525.0  2  477.5  7.7  3  26  52  438.0  26  21  11.682  23.852  449.3  410.0	## WS    51	\$\begin{align*} \text{SFV TOTAL} \\ \tag{186} \\ \tag{195} \\ \tag{79} \\ \tag{566.1} \\ \tag{495.0} \\ \tag{26} \\ \tag{484.3} \\ \tag{20.8} \\ \tag{16} \\ \tag{157} \\ \tag{313} \\ \tag{22} \\ \tag{450.0} \\ \tag{125} \\ \tag{270} \\ \tag{57.275} \\ \tag{120.375} \\ \tag{458.2} \\ \tag{410.0} \\ \tag{10.0} \\ \tag{100} \\ \tag	EXT	TOTAL
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0  17  44  6.222  15.599  366.0  340.0  14  82.4	## Property of the content of the co	37 41 87 674.5 580.0 4 401.0 14.8 5 33 69 18 446.3 27 54 12.502 24.327 463.0 431.0 25 92.6	WN  28  32  80  545.2  525.0  2  477.5  7.7  3  26  52  33  438.0  26  11.682  23.852  449.3  410.0  25  96.2	## W\$    51	\$FV TOTAL  186	## 110 ##	TOTAL  .296 .369 .69 .574.1 .460.0 .40 .40.2 .20.8 .31 .255 .504 .27 .464.3 .192 .417 .88.238 .192.928 .459.6 .401.0 .170 .88.5
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0  17  44  6.222  15.599  366.0  340.0  14  82.4  35	## Property of the image is a second content of the image is a sec	37 41 87 674.5 580.0 4 401.0 14.8 5 33 69 18 446.3 27 54 12.502 24.327 463.0 431.0 25 92.6 34	WN  28  32  80  545.2  525.0  2  477.5  7.7  3  26  52  33  438.0  26  11.682  23.852  449.3  410.0  25  96.2  61	## W\$    51	\$FV TOTAL  186	## 110  174  58  583.1  434.9  14  415.4  20.9  15  98  191  35  487.3  67  147  30.963  72.554  462.1  389.0  55  82.1  37	TOTAL  296 369 69 574.1 460.0 40 40.2 20.8 31 255 504 27 464.3 192 417 88.238 192.928 401.0 170 88.5
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0  17  44  6.222  15.599  366.0  340.0  14  82.4  35  14	## S	37 41 87 674.5 580.0 4 401.0 14.8 5 33 69 18 446.3 27 54 12.502 24.327 463.0 431.0 25 92.6 34 17	WN  28  32  80  545.2  525.0  2  477.5  7.7  3  26  52  33  438.0  26  11.682  23.852  449.3  410.0  25  96.2  61  16	## W\$    51	\$FV TOTAL  186	## 110  174  58  583.1  434.9  14  415.4  20.9  15  98  191  35  487.3  67  147  30.963  72.554  462.1  389.0  55  82.1  37	TOTAL  296 369 69 574.1 460.0 40 40.2 20.8 31 255 504 27 464.3 192 417 88.238 192.928 401.0 170 88.5
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0  17  44  6.222  15.599  366.0  340.0  14  82.4  82.4	## Property of the content of the co	37 41 87 674.5 580.0 44 401.0 14.8 5 33 69 18 446.3 27 54 12.502 24.327 463.0 431.0 25 92.6 34 17 63.0	## WN    28	## W\$    51	\$FV TOTAL  186	## 110 ##	TOTAL  296 369 69 574.1 460.0 40 40.2 20.8 31  255 504 27 464.3  192 417 88.238 192.928 401.0 170 88.5 42 121 63.0
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0  17  44  6.222  15.599  366.0  340.0  14  82.4  43.6	## Company of the com	37 41 87 674.5 580.0 44 401.0 14.8 5 33 69 18 446.3 27 54 12.502 24.327 463.0 431.0 92.6 34 17 63.0 65.9	## WN  28  32  80  545.2  525.0  2  477.5  7.7  3  26  52  438.0  26  55  11.682  23.852  449.3  410.0  96.2  61  16  61.5  81.3	## WS    51	\$FV TOTAL  186	## 110  ## 174	TOTAL  296 369 69 574.1 460.0 40 40.2 20.8 31  255 504 27 464.3  192 417 88.238 192.928 459.6 401.0 170 88.5 42 121 63.0 52.0
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0  17  44  6.222  15.599  366.0  340.0  14  82.4  82.4	## Company of the com	37 41 87 674.5 580.0 44 401.0 14.8 5 33 69 18 446.3 27 54 12.502 24.327 463.0 431.0 92.6 34 17 63.0 65.9	## WN  28  32  80  545.2  525.0  2  477.5  7.7  3  26  52  438.0  26  55  11.682  23.852  449.3  410.0  96.2  61  16  61.5  81.3	## WS    51	\$FV TOTAL  186	## 110 ##	TOTAL  296 369 69 574.1 460.0 40.0 40.2 20.8 31  255 504 27 464.3  192 417 88.238 192.928 459.6 401.0 170 88.55 42 121 63.0 52.0
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0  17  44  6.222  15.599  366.0  340.0  14  82.4  43.6	## Company of the com	37 41 87 674.5 580.0 44 401.0 14.8 5 33 69 18 446.3 27 54 12.502 24.327 463.0 431.0 92.6 34 17 63.0 65.9	## WN  28  32  80  545.2  525.0  2  477.5  7.7  3  26  52  438.0  26  55  11.682  23.852  449.3  410.0  96.2  61  16  61.5  81.3	## WS    51	\$FV TOTAL  186	## 110  ## 174	TOTAL  296 369 69 574.1 460.0 40 40.2 20.8 31  255 504 27 464.3  192 417 88.238 192.928 459.6 401.0 170 88.5 42 121 63.0 52.0
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio  CLOSED SALES TYPE	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0  17  44  6.222  15.599  360.0  340.0  14  82.4  43.6  54.8	## S	37 41 87 674.5 580.0 44 401.0 14.8 5 33 69 18 446.3 27 54 12.502 24.327 463.0 431.0 25 92.6 34 17 63.0 65.9 73.0	## WN    28	## W\$    51   46   65   674.6   65.49.0   7   7   65.93   23.3   2   2   35   76   17   432.5   30   60   13.659   27.434   455.3   400.0   28   93.3   53   17   56.7   65.2   58.8   58.8	\$FV TOTAL  186	## 110  ## 174  ## 58  ## 583.1  ## 434.9  ## 14  ## 15.4  ## 20.9  ## 15  ## 191  ## 35  ## 487.3  ## 67  ## 147  ## 30.963  ## 72.554  ## 462.1  ## 389.0  ## 55  ## 82.1  ## 37  ## 38  ## 56.7  ## 38.5  ## 60.9	296 369 69 574.1 460.0 460.2 20.8 31 255 504 27 464.3 417 88.238 192.928 459.6 401.0 170 88.5 42 121 63.0 64.9
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio  CLOSED SALES TYPE Foreclosure/REO	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0  17  44  6.222  15.599  366.0  340.0  14  82.4  43.6  54.8	## S	37 41 87 674.5 580.0 4 401.0 14.8 5 33 69 18 446.3 27 54 12.502 24.327 463.0 431.0 25 92.6 34 17 63.0 65.9 73.0	## WN    28	## W\$    51	\$FV TOTAL  186	## 110    174   58   583.1   434.9   14   415.4   20.9   15   98   191   35   487.3   67   147   30.963   72.554   462.1   389.0   55   82.1   37   38   56.7   38.5   60.9	
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio  CLOSED SALES TYPE Foreclosure/REO Seller Concessions	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0  17  44  6.222  15.599  366.0  340.0  14  82.4  43.6  54.8  0  0	## PS   39   37   95   551.3   549.0   6   542.2   24.0   2   2   2   2   2   2   2   2   2	37 41 87 674.5 580.0 4 401.0 14.8 5 33 69 18 446.3 27 54 12.502 24.327 463.0 431.0 25 92.6 34 17 63.0 65.9 73.0	WN           28           32           80           545.2           525.0           2           477.5           7.7           3           26           52           33           438.0           26           55           11.682           23.852           449.3           410.0           25           96.2           61           61.5           81.3           92.9	## W\$    51	\$FV TOTAL  186	## 110    174   58   583.1   434.9   14   415.4   20.9   15   98   191   35   487.3   67   147   30.963   72.554   462.1   389.0   55   82.1   37   38   56.7   38.5   60.9   2   0	
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio  CLOSED SALES TYPE Foreclosure/REO Seller Concessions Short Sale	EN  31  39  72  355.5  340.0  7  399.4  41.2  4  25  42  17  354.0  17  44  6.222  15.599  360.0  340.0  14  82.4  43.6  54.8  0  0  0	## 15	37 41 87 674.5 580.0 44 401.0 14.8 5 33 69 18 446.3 27 54 12.502 24.327 463.0 25 34 17 63.0 65.9 73.0	WN           28           32           80           545.2           525.0           2           477.5           7.7           3           26           52           33           438.0           26           55           11.682           23.852           449.3           410.0           25           61           16           61.5           81.3           92.9           1           0	## W\$    51	\$FV TOTAL  186	## 110  ## 110  ## 174  ## 58  ## 583.1  ## 434.9  ## 14  ## 15.4  ## 20.9  ## 15  ## 191  ## 35  ## 487.3  ## 67  ## 147  ## 30.963  ## 72.554  ## 462.1  ## 389.0  ## 55  ## 82.1  ## 389.0  ## 55  ## 56.7  ## 38.5  ## 60.9  ## 2  ## 0  ## 0  ## 0  ## 0  ## 0  ## 110  #	296 369 69 574.1 460.0 40 460.2 20.8 31 255 504 27 464.3 192 417 88.238 192.928 459.6 401.0 170 88.5 42 121 63.0 64.9
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio  CLOSED SALES TYPE Foreclosure/REO Seller Concessions	EN  31  39  72  355.5  340.0  7  399.4  41.2  42  17  354.0  17  44  6.222  15.599  366.0  340.0  14  82.4  43.6  54.8  0  0  0  17	## PS   39   37   95   551.3   549.0   6   6   24.0   2   2   2   2   2   2   2   2   2		WN           28           32           80           545.2           525.0           2           477.5           7.7           3           26           52           33           438.0           26           55           11.682           23.852           449.3           410.0           25           96.2           61           16           61.5           81.3           92.9           1           0           0           24	## W\$    51	\$FV TOTAL  186	## 110  174  58  583.1  434.9  .14  415.4  20.9  .15  .98  .191  .35  .487.3  .67  .147  .30.963  .72.554  .462.1  .389.0  .55  .82.1  .37  .38  .60.9  .0  .0  .0  .0  .0  .0  .0  .0  .0	TOTAL  296 369 69 574.1 460.0 40 460.2 20.8 31  255 504 27 464.3  192 417 88.238 192.928 459.6 401.0 170 88.5 42 121 63.0 52.0 64.9

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

SANTA CLARITA											
ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOT/
New Listings	16	8	52	27	15	55		41			30
Total Active Listings					26 97	ხე	14		319 74	116	43
Average Days on Market	IU7	1 13 1 050 6	90	DU	97 702 1	30 672 N	30		74		710
Median List Price in Thousands	114.9	1,000.0	000.0 E70.0	009.9	/ 93.1	0/3.9	909.0		6.10	001./	110.
BOMS	029.0	92ປ.ປ	3/9.0		019.9	309.9	090.0	009.9	919.9	420.0	
Average BOM Price in Thousands											550
BOM to Sale Ratio		1,092.0 200.0	307.0 20 2		043.9 11.1	0Z9.0 25.0	0.0	000.U	29.9	391.Z 27.2	າດ
Expirations	4	ZUU.U 1	ა0.Z ე	90.0	.   1	20.9	0.0	ان.ن ان.ن	29.9	27.3 3	25.
'		I	Z	4	I	J	I	3	10	3	
PENDING SALES											
New Escrows Opened	12	6	41	22	16	38	7	30	172	77	24
Total YTD Escrows Opened	23	10	86	37	25	72	14	56	323	150	47
New Open Escrows Average Days on Market	67	136	30	37	42	31	57	21	38	44	
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
LOSED SALES:											
New Escrows Closed	0	4	0.4	40	0	07	7	20	107	r.r.	4
			34	10	9		/	30	127		10
Total YTD Escrows Closed				27	20		IU		ZII	111	
Volume of New Sales Dollars in Millions	4./46	0.590	18.142	6.396	5.449	16./19	5.543	21.085	/ 8.0 / 1	21.517	
Volume of total YTD Sales in Millions	9.3/5	3.559	37.881	17.564	12.200	37.569	7.070	40.481	172.364	46.177	218.54
Average Sale price in Thousands	527.3	590.0	533.6	639.6	605.4	619.2	/91.9			391.2	550
Median Sale Price in Thousands	589.0	590.0	509.0	544.0	555.0	590.0	/ 20.0	655.0	600.0	315.0	544
Coop Sales											1
Percent of Coop Sales	88.9	100.0	85.3	100.0		85.2	100.0	/b./	85.0	83.6	84
Average Days on Market	99	241	82	149	145	88	113	94	100	90	
Sales at List Price		0	19	3	6	14	2	14	61		
Percent of Sales at List Price	33.3	0.0	55.9	30.0	66.7	51.9	28.6	46./	48.0		51
Sales to Listing Inventory Ratio	23.1	6.3	45.3	28.6	34.6	41.5	50.0	61.2	39.8		41
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
LOSED SALES TYPE											
Foreclosure / REO	0	0	0	0	0	0	0	1	1	0	
Seller Concessions											
Short Sale	0	0	0	0	0	0	1	0	1	0	
Standard	9	1	3.4	10	9	27	f	29	125	5⊿	17
Other	0	0	0	0	0	0	0	0	0	1	
SANTA CLARITA	VALLE	Y CON	DOMIN	NIUM S	ALES S	TATIST	TICS F	OR FFF	BRUARY	2018	
	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOT
											IUI
New Listings	1	0	12	2	15	13	4	34	81	16	(
New Listings	1	0	12 12	2 1	15	13 7	4 8	34	81 67	16 13	(
New Listings	1 3 81	0 0	12 12 46	2 1 47	15 11 36	13 7 52	4 8 72	34 25 38	81 67 46	16 13 52	(
New Listings	1 3 81 520.3	0 0 0 0.0	12 12 46 389.2	2 1 47 569.9	15 11 36 372.5	13 7 52 521.3		34 25 38 445.0	81 67 46 446.6	16 13 52 553.2	(
New Listings		0 0 0.0 0.0.	12 12 46 389.2 340.0	2 1 47 569.9 569.9	15					16 13 52 553.2 469.0	463
New Listings		000		21				34 25 38 445.0 439.9		16 13 52 553.2 469.0	463
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands				2				34 25 38 445.0 439.9 6			439
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio				2							439
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands				2							439
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations				2							439
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  ENDING SALES		0		2	15	13		34 25 38 445.0 439.9 6 405.5 28.6			463 439
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  ENDING SALES New Escrows Opened		0 0 0 0 0.0 0.0 0 0.0 0.0 0.0 0.0	12		15	13		34			463
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market	1	0 0 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	12	2 1 47 47 569.9 569.9 0. 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0		13	4	34 25 38 445.0 439.9 6 405.5 28.6 1			
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market	1	0 0 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	12	2 1 47 47 569.9 569.9 0. 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0		13	4	34 25 38 445.0 439.9 6 405.5 28.6 1			
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price	1	0 0 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	12	2 1 47 47 569.9 569.9 0. 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0		13	4	34 25 38 445.0 439.9 6 405.5 28.6 1			
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price		0 0 0 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	12	2	15	13	4	34 25 38 445.0 439.9 6 405.5 28.6 1 28 55 14 438.8			
New Listings Total Active Listings Average Days on Market Average List Price in Thousands BoMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  LOSED SALES: New Escrows Closed		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13	4	34 25 38 445.0 439.9 6 405.5 28.6 1 28 55 14 438.8		16 13 52 553.2 469.0 2 536.0 22.2 1 15 31 46 399.6	463 416 416 23
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed Total YTD Escrows Closed		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13	4	34 25 38 445.0 439.9 6 405.5 28.6 1 28 55 14 438.8			
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions.	1	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13	4	34 25 38 445.0 439.9 6 405.5 28.6 1 28 55 14 438.8 21 44 49 9.002		16	
New Listings	1	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15. 11. 36. 372.5. 369.9. 3. 379.7. 33.3. 1. 19. 30. 13. 338.2. 9. 20. 2.768. 6.557	13	4	34 25 38 445.0 439.9 6 405.5 28.6 1 28 55 14 438.8 21 44 49.002 19.510		16	
New Listings	1	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13	4	34 25 38 445.0 439.9 6 405.5 28.6 1 28 55 14 438.8 21 448.8 21 44.9 402 19.510 428.7	.81 .67 .46 .446.6 .435.0 .14 .399.0 .23.7 .2 .91 .164 .28 .386.6 .59 .114 .22.604 .45.061	16	
New Listings	1	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13	4 8 8 72 531.3 439.9 0 0.0 0.0 0.0 0.0 6 6 5 427.0 3 4 4 4 1.663 425.3 415.0	34 25 38 445.0 439.9 6 405.5 28.6 1 1 28 55 14 438.8 21 21 448.8 438.8		16 13 52 553.2 469.0 2 536.0 22.2 1 1 15 31 46 399.6	
New Listings		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13. 7. 52. 521.3. 550.0. 3. 475.0. 33.3. 0. 0. 18. 27. 64. 412.0. 9. 3.659. 6.075. 406.6. 387.0. 9	4 8 8 72 531.3 439.9 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	34 25 38 445.0 439.9 6 405.5 28.6 1 28 55 54 438.8 21 44 42 9.002 19.510 428.7 435.0 17		16 13 52 553.2 469.0 2 536.0 22.2 1 1 15 31 46 399.6	
New Listings		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13. 7. 52. 521.3. 550.0. 3. 475.0. 33.3. 0. 0. 18. 27. 64. 412.0. 9. 155. 406.6. 387.0. 9. 100.0.	4	34 25 38 445.0 439.9 6 405.5 28.6 55 14 438.8 21 444 9.002 19.510 428.7 435.0 17 81.0		16	
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions. Volume of Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13. 7. 52. 521.3. 550.0. 3. 475.0. 33.3. 0. 0. 18. 27. 64. 412.0. 9. 155. 406.6. 387.0. 9. 100.0.	4	34 25 38 445.0 439.9 6 405.5 28.6 55 14 438.8 21 444 9.002 19.510 428.7 435.0 17 81.0		16	
New Listings		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13. 7. 52. 521.3. 550.0. 3. 475.0. 33.3. 0. 0. 18. 27. 64. 412.0. 9. 15. 3.659. 6.075. 406.6. 387.0. 9. 100.0. 67.	4 8 8 72 531.3 439.9 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	34 25 38 445.0 439.9 6 405.5 28.6 55 14 438.8 21 44 9.002 19.510 428.7 435.0 17 81.0 69		16 13 52 553.2 469.0 2 2 536.0 22.2 1 1 5 31 46 399.6 9 14 4 4.078 6.023 453.1 365.0 9 100.0 84	
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions. Volume of Total YTD Sales in Millions. Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13. 7. 52. 521.3. 550.0. 3. 475.0. 33.3.	4 8 8 72 72 531.3 439.9 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	34 25 38 445.0 439.9 6 405.5 28.6 55 14 438.8 21 444 9.002 19.510 428.7 435.0 17 81.0 69 10		16	
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  LOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Average Days on Market Sales at List Price Percent of Sales at List Price		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13. 7. 52. 521.3. 550.0. 3. 475.0. 33.3. 0. 18. 27. 64. 412.0. 9. 15. 3.659. 6.075. 406.6. 387.0. 9. 100.0. 67. 44.4.4	4 8 8 72 72 531.3 439.9 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	34 25 38 445.0 439.9 6 405.5 28.6 1 28 55 14 438.8 21 44 9.002 19.510 428.7 435.0 17 81.0 69 10 47.6		16 13 52 553.2 469.0 2 2 536.0 22.2 1 1 15 31 46 399.6 9 14 4.078 6.023 453.1 365.0 9	
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  LOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13. 7. 52. 521.3. 550.0. 3. 475.0. 33.3. 0. 18. 27. 64. 412.0. 9. 15. 3.659. 6.075. 406.6. 387.0. 9. 100.0. 67. 44.4. 128.6.	4 8 8 72 531.3 439.9 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	34 25 38 445.0 439.9 6 405.5 28.6 1 28 55 14 438.8 21 44 9.002 19.510 428.7 435.0 17 81.0 69 10 47.6 84.0		16	
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions. Volume of Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price. Percent of Sales at List Price. Final Sale to New Listing Ratio		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13. 7. 52. 521.3. 550.0. 3. 475.0. 33.3. 0. 18. 27. 64. 412.0. 9. 15. 3.659. 6.075. 406.6. 387.0. 9. 100.0. 67. 44.4. 128.6.	4 8 8 72 531.3 439.9 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	34 25 38 445.0 439.9 6 405.5 28.6 1 28 55 14 438.8 21 44 9.002 19.510 428.7 435.0 17 81.0 69 10 47.6 84.0		16	
New Listings		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13. 7. 52. 521.3. 550.0. 3. 475.0. 33.30. 18. 27. 64. 412.0. 9. 15. 3.659. 6.075. 406.6. 387.0. 9. 100.0. 67. 44.4. 128.6. 69.2.	4 8 8 72 531.3 439.9 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	34 25 38 445.0 439.9 6 405.5 28.6 55 14 438.8 21 44 9.002 19.510 428.7 435.0 17 81.0 69 10 47.6 84.0 61.8		16 13 52 553.2 469.0 2 2 536.0 22.2 1 1 15 31 46 399.6 9 14 4.078 6.023 453.1 365.0 9 100.0 84 44.4	
New Listings Total Active Listings		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13. 7. 52. 521.3. 550.0. 3. 475.0. 33.3. 0. 0. 18. 27. 64. 412.0. 9. 15. 3.659. 406.6. 387.0. 9. 100.0. 67. 44.4. 128.6. 69.2. 0.	4 8 8 72 72 531.3 439.9 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	34 25 38 445.0 439.9 6 405.5 28.6 55 14 438.8 21 444 9.002 19.510 428.7 435.0 17 81.0 69 10 47.6 84.0 61.8		16 13 52 553.2 469.0 2 2 536.0 22.2 1 1 15 31 46 399.6 9 14 4.078 6.023 453.1 365.0 9 100.0 84 44.4	
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  ELOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Average Days on Market Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio  ELOSED SALES TYPE Foreclosure / REO Seller Concessions		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13. 7. 52. 521.3. 550.0. 3. 475.0. 33.3. 475.0. 475.0. 33.3. 475.0. 412.0. 412.0. 412.0. 412.0. 64. 42.0. 675. 406.6. 387.0. 9. 100.0. 67. 44.4.4. 128.6. 69.2. 0. 0. 0. 0.	4 8 8 72 72 72 7531.3 439.9 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	34 25 38 445.0 439.9 6 405.5 28.6 1 28 55 14 438.8 21 44 9.002 19.510 428.7 17 435.0 10 47.6 84.0 61.8		16 13 52 553.2 469.0 2 2 536.0 22.2 1 1 15 31 46 399.6 9 14 4.078 6.023 453.1 365.0 9 100.0 84 44.4 44.4	
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  SLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions. Volume of New Sales Dollars in Millions. Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Average Days on Market Sales at List Price Percent of Coop Sales Average Days on Market Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio  ELOSED SALES TYPE Foreclosure / REO Seller Concessions Short Sale.		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13. 7. 52. 521.3. 550.0. 3. 475.0. 33.3. 475.0. 33.3. 475.0. 550.0. 6. 64. 412.0. 412.0. 412.0. 412.0. 62. 60.75. 406.6. 387.0. 67. 44.4. 44.4. 128.6. 69.2. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 52. 521.3. 522. 522. 522. 522. 522. 522. 522. 5	4 8 8 72 72 72 7531.3 439.9 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	34 25 38 445.0 439.9 6 405.5 28.6 1 28 55 14 438.8 21 44 9.002 19.510 428.7 435.0 17 81.0 69 10 47.6 84.0 61.8		16	
Total Active Listings		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13. 7. 52. 521.3. 550.0. 3. 475.0. 33.3. 475.0. 33.3. 475.0. 550.0. 6. 64. 412.0. 412.0. 412.0. 412.0. 66. 387.0. 67. 44.4.4. 128.6. 69.2. 0. 0. 0. 0. 9. 9.	4 8 8 72 72 531.3 439.9 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	34 25 38 445.0 439.9 6 405.5 28.6 1 28 55 14 438.8 21 44 9.002 19.510 428.7 435.0 17 81.0 69 10 47.6 84.0 61.8 0 0 0 0 0 0 0 0 0 0 0 0 0		16	
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations  PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price  CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions. Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Average Days on Market Sales at List Price Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio  SLOSED SALES TYPE Foreclosure / REO Seller Concessions Short Sale		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12	2	15	13. 7. 52. 521.3. 550.0. 3. 475.0. 33.3. 475.0. 33.3. 475.0. 550.0. 6. 64. 412.0. 412.0. 412.0. 412.0. 66. 387.0. 67. 44.4.4. 128.6. 69.2. 0. 0. 0. 0. 9. 9.	4 8 8 72 72 531.3 439.9 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	34 25 38 445.0 439.9 6 405.5 28.6 1 28 55 14 438.8 21 44 9.002 19.510 428.7 435.0 17 81.0 69 10 47.6 84.0 61.8 0 0 0 0 0 0 0 0 0 0 0 0 0		16	9 8 8 4 4 4 4 4 4 4 4 4 4 5 1 1 1 1 1 1 1 1 1

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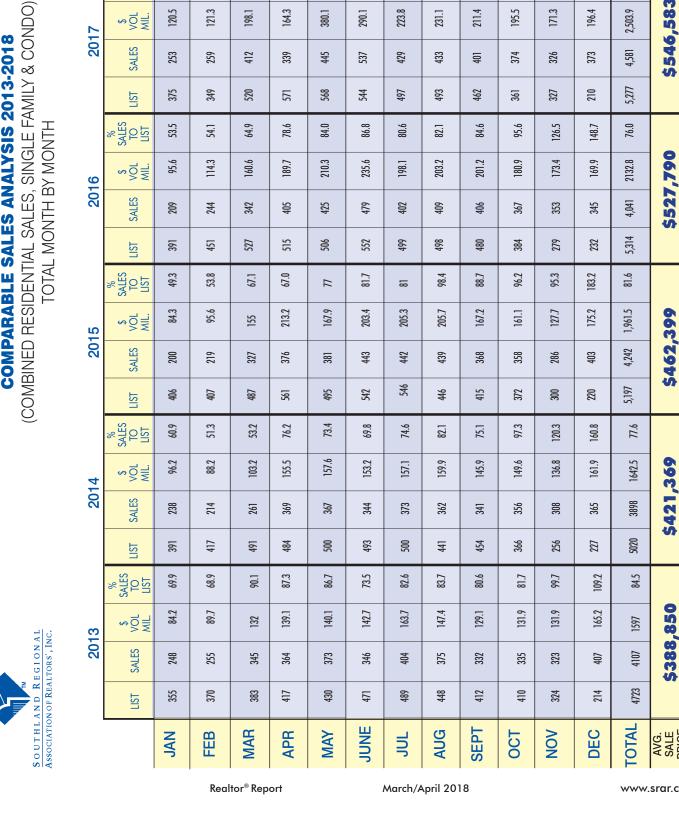
Color   Colo											ESCHOW CE	O3ED
CCC   CA   NE   SAU   SR   VAL   SCV TOTAL   EXT   TOTAL		M		DENTIAL SA	ES STATISTI	2		- Y		355		0
State   Stat	ACTIVE INVENTORY	AC	ADUL	ပ္ပ	CA	Z	SAU	S	VAL	SCV TOTAL		POTAL
String   S	NEW LISTINGS	17	8	64	29	30	89		77	5308	36	404
Second Color	TOTAL ACTIVE LISTINGS.	42	16	87	36	37	72				129	515
1940   1950	AVERAGE DAYS ON MARKET	105	113	84	59	79	9639	6	7		67	68
15   15   15   15   15   15   15   15	MEDIAN LIST PRICE IN THOUSANDS	599.0	925.0	564.9	560.0	585.0	0.865585.0		0619		428.0	575.0
13   14   1500   150	BOMS	2	2	15	6	4	10		0		17	69
1.00	AVERAGE BOM PRICE IN THOUSANDS	519.5	1,092.0	531.4	590.9	445.7	583.2		0		413.5	526.4
10	BOM TO SALE RATIO	22.2	200.0	31.3	69.2	22.2	87.7		- C		26.6	27.6
12	PENDING SALES:	<u>:</u>	<u></u>	y	+	y					+ +	22
125   250   250   250   250   250   250   244   8   250   250   250   244   8   250   250   250   250   244   8   250   250   250   244   8   250   250   250   244   8   250   250   244   8   250   250   244   8   250   244   8   250   244   8   250   244   8   250   244   8   250   244   8   250   244	NEW ESCROWS OPENED.	13	9	0.62	24	35	9556		95	8263	92	355
10	TOTAL YTD ESCROWS OPENED	24	10	125	43	55	66		0011	4	181	899
Color   Colo	NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	69	136	30	34	26	42		L		44	37
19	CLORED AALER.	307.7	/ 03.3	527 . 1	530.c	552.5	0.076				424.0	524.2
22.996 7.442 8.216 6.19 70 172 72 25.956 7.494 9.33 6.45992 7.4745 25.595 7.2996 7.494 9.33 6.499 7.2996 7.494 9.33 6.499 7.494 9.33 6.899 7.47426 5.290 7.99 4.494 9.33 6.899 7.47426 5.290 7.994 9.33 6.899 7.47426 5.290 7.994 9.33 6.899 7.47426 5.290 7.996 7.499 7.590 7.590 7	NEW ESCROWS CLOSED	6	•	48	13	18	36	·	0	186	64	250
47.896. 7.442. 8.216 20378 6.619 3007 10175 55595 12869 4786 4781 9.000 7040 0.000 7040 0.000 7040 0.000 7040 0.000 0.0	TOTAL YTD ESCROWS CLOSED.	15	9	93	31	40	62		41		125	516
## 19.308	VOLUME OF NEW SALE DOLLARS IN MILLIONS	4.746	0.590	22.996	7.442	8.216	20.378	.8.9				126.870
## - Frice CHANGE - PRICE REDUCTION  ### - PRICE CHANGE - PRICE REDUCT	VOLUME OF TOTAL YTD SALES IN MILLIONS	9.375	3.559	47.394	19.308	18.822	43.644	8.6	99			269.625
## 199   201	AVERAGE SALE PRICE IN THOUSANDS	527.3	590.0	479.1	572.5	456.5	566.1				399.9	507.5
## 100	COOP SALES		590.0	477.0	551.0	350.0	0.066				55	465.0
## 82	PERCENT OF COOP SALES	0.88	100.0	81.3	100.0	77.8	88.9			4	85.9	84.8
Color   Colo	AVERAGE DAYS ON MARKET	66	241	82	145	105	83	10	948	492	89	91
Second	SALES AT LIST PRICE	3	0	29	9	13	18				36	132
The color of the	PERCENT OF SALES AT LIST PRICE	33.3	0.0	60.4	46.2	72.2	50.0				56.3	52.8
The control of contr	FINAL SALE TO NEW LISTING RATIO	52.9	12.5	75.0	44.8	60.0	52.00				66.7	619
Color   Colo	CLOSED SALES TYPE											
Name	FORECLOSURE/REO	0	0	0	0	0	0		0	1	0	
The control of the	SELLER CONCESSIONS	0	0	0	0	0.0	0.0		0	0	0	0.0
Name - Price Change - Price Reduction   Name - Nam	STANDARD	σ	D F	48	13.0	17	98		0	182	69	244
TIME - PRICE CHANGE - PRICE REDUCTION   ACTIVE NO. LISTINGS   TOTAL # SOLD   REDUCED \$ \$ AVERAGE PRICE REDUCTION   ACTIVE NO. LISTINGS   TOTAL # SOLD   REDUCED \$ \$ SAVERAGE PRICE REDUCTION   ACTIVE NO. LISTINGS   TOTAL # SOLD   CO. NIA   ACTIVE NO. LISTINGS   TOTAL # SOLD   CO. NIA   ACTIVE NO. LISTINGS   CO. NIA	OTHER	0	0	0	0	_	0		0	1	1	ε
ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$ AVERAGE PRICE REDUCTION ACTIVE NO. LISTINGS TOTAL # SOLD REDUCED \$ \$ AVERAGE PRICE REDUCTION CO. C.			CELLING TI	П	SUANDE		MOLECULA					
0     0 <td></td> <td>AVG 9</td> <td>SELLING</td> <td></td> <td>NO ISTING</td> <td>ב ע</td> <td>TAI # SO</td> <td>_</td> <td></td> <td><del>U</del></td> <td>RICE REDUCT</td> <td></td>		AVG 9	SELLING		NO ISTING	ב ע	TAI # SO	_		<del>U</del>	RICE REDUCT	
0     0     5001       1     29900       2     1     29900       2     1     2965       2     1     2965       2     1     2965       2     1     2965       2     2     2       2     2     2       2     2     2       2     2     2       2     2     2       2     2     2       2     2     2       2     2     2       2     2     2       3     2     1       5     2     2       4     4     2       4     4     2       4     2     1       4     2     1       4     2     1       4     2     1       4     2     1       4     2     1       4     2     1       4     2     1       4     2     1       4     2     1       4     2     1       4     2     1       4     2     1       4     2     1 </td <td>SELLING PRICE RANGE:</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>200</td> <td>ן ו</td> <td></td> <td>•</td> <td></td> <td></td>	SELLING PRICE RANGE:						200	ן ו		•		
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	LESS THAN 100,000		11		o		2		0	5001		6.3
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	100,000 TO 109,999		74		- 0		- 0		- 0	29900		23.0
0     0     12750       2     1     0     6000       2     2     2964       2     2     2964       2     2     2964       2     2     2       2     2     2       2     2     2       2     2     2       2     2     3       3     2     1       5     2     1       5     2     1       5     2     1       6     2     1       6     3     2       6     3     2       7     2     2       8     2     2       4     2     4       4     2     4       4     2     4       4     2     1       4     2     1       4     2     1       4     2     1       4     2     1       4     1     2       4     1     1       5     1     1       6     1     1       7     1     1       8     2     2       8     2 </td <td>110,000 IO 119,999</td> <td></td> <td>0.0</td> <td></td> <td></td> <td></td> <td>0 0</td> <td></td> <td></td> <td><b>₹</b>/Z</td> <td></td> <td>0.0</td>	110,000 IO 119,999		0.0				0 0			<b>₹</b> /Z		0.0
2     1     0     6000       6     2955       2     2955       2     2     2955       2     2     2       2     2     2       2     2     2       2     2     2       2     2     2       2     2     2       5     2     2       5     2     2       6     2     2       6     2     2       6     2     2       6     2     3       8     2     2       16     2     1       16     2     1       16     2     1       16     2     1       16     3     2       15     1000       15     0     0       15     0     0       15     0     0       15     0     0       15     0     0       15     0     0       15     0     0       15     0     0       15     0     0       10     0     0       10     0     0	120,000 I 38,988	-					٥		0 0	19750		7.7
20 2955 20 12 6 2964 21 15 2964 22 2 2 0 7 7 2764 22 2 2 2 0 9 77188 23 2 2 4 14 6388 24 24 24 24 15 2800 24 44 22 2763 24 24 24 24 15 2800 24 43 10 8 82 2889 24 43 10 8 82 2889 25 53 25 25 1900 26 60 11 6 25 2600 27 8 8 2 2889 28 8 2 26 19000 29 8 2 2 1 1 2 2600 20 18 RMLS TOTAL - \$ VOLUME \$26 5.000	140,000 TO 139,999		5		0 0		1		0	0009		3.8
20 22 22 20 6 7 7 2764  22 2 2 2 2 2 2 2 2 2 2 2 3 2 2 2 2 2 2	180,000 TO 199,999		15		9		4		2			4.1
15 20 20 7 7 2764 22 29 24 15 5604 55 24 2 24 15 6938 60 17 88 228 60 24 24 24 24 24 24 24 24 24 24 25600 60 17 2 8 27636 60 17 2 8 27636 60 17 2 8 27636 60 17 2 8 27636 60 17 2 8 27636 60 17 2 8 27636 60 17 2 8 27636 60 17 2 8 22839 61 2 2 1 1 9000 61 8 RMLS TOTAL - \$ VOLUME \$26000	200,000 TO 249,999		36		20		12		6	2964		1.2
22 29 20 20 20 21 11 188 25604 25 25 25 25 25 25 25 25 25 25 25 25 25	250,000 TO 299,999		16		15		20		Ž	2764		0.8
33 33 32 24 55 60 82 17 88 82 82 14 83 84 84 84 84 84 84 84 84 84 84 84 84 84	300,000 TO 349,999		51				20		6 L	7188		1.3
55 24 14 6938 75 6836	350,000 ID 389,989		40 28		33		24		<u></u> α	2580		4. 0
53 25 25 25 25 25 25 25 25 25 25 25 25 25	450,000 TO 499,999		34		50		24		14	6938		4.1
60 17 254 82 220763 82 24 20763 84 44 82 24 24 84 32 82 84 44 84 43 82 84 82 84 82 86 82 8	500,000 TO 549,999		51		53		25		12	5636		1.0
018 RMLS TOTAL - \$ VOLUME \$24	550,000 TO 599,999		40		60		17		8	7254		1.2
018 RMLS TOTAL - \$ VOLUME \$ 2600000000000000000000000000000000000			61		82		39		24	20763		8.00
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018 RMLS TOTAL - \$ VOLUME \$269,625,000	1,000,000 TO 1,999,999		49		43		10		8	23889		1.2
018 RMLS TOTAL - \$ VOLUME \$269,625,000	MORE THAN 2,000,000		0		15		0.00		0	A/N.		0.0
\$269,625,000	IOIALS		45				250		134			9.L
\$269,625,000	LISTINGS		20		TOTAL .	\$ VOLU	ME				SALE	S
CINCOCCI CITIZO ANTAL	820			<b>\$</b> 26	9,625,(	000					513	

www.srar.com Realtor® Report February/March 2018

# SANTA CLARITA VALLEY

**COMPARABLE SALES ANALYSIS 2013-2018** 

SALES TO LIST 61.9 63.2 126.8 140.6 ₩ W W W 2018 SALES 263 250 416 404 IST SALES TO LIST 67.5 74.2 78.3 87.8 8.98 177.6 8.98 79.2 98.7 86.3 03.6 99.7 59.4 \$546,583 121.3 164.3 2,503.9 120.5 223.8 211.4 195.5 171.3 196.4 380.1 290.1 231.1 198.1 SALES 4,581 253 259 412 339 445 429 433 374 326 373 537 401 493 462 210 5,277 375 349 520 268 544 497 327 571 361 IST SALES TO LIST 53.5 64.9 78.6 84.0 8.98 84.6 92.6 126.5 148.7 76.0 80.6 54.1 82.1 \$527,790 201.2 2132.8 114.3 9.091 210.3 235.6 203.2 180.9 169.9 92.6 173.4 189.7 198.1 SALES 4,041 209 244 342 465 425 479 402 409 406 367 353 345 5,314 515 506 552 498 480 391 451 527 499 384 279 232 LIST SALES TO LIST 81.6 49.3 67.0 81.7 183.2 53.8 98.4 88.7 96.2 95.3 67.1 1 8 167.9 167.2 84.3 203.4 205.3 161.1 \$462,399 95.6 213.2 205.7 127.7 175.2 \$<u>\</u> 155 1,961 SALES 4,242 443 219 376 442 439 368 403 200 327 381 358 286 546 5,197 406 446 415 407 487 495 542 372 8 220 261 IST SALES TO LIST 60.9 51.3 8.69 160.8 97.7 53.2 76.2 73.4 74.6 97.3 120.3 82.1 75.1 157.6 161.9 1642.5 \$421,369 159.9 145.9 136.8 96.2 88.2 103.2 155.5 153.2 149.6 157.1 ₩ M M M SALES 3898 238 214 261 369 367 344 373 362 341 356 308 365 5020 493 417 491 484 200 200 454 366 256 227 441 391 LIST SALES TO LIST 6.69 68.9 87.3 82.6 90.0 81.7 109.2 84.5 86.7 73.5 83.7 99.7 90.1 \$388,850 84.2 142.7 131.9 131.9 165.2 89.7 163.7 147.4 139.1 129.1 140.1 ME. 132 1597 SALES 4107 248 255 345 364 373 346 404 375 332 335 323 407 4723 412 410 355 370 33 417 430 471 489 48 324 214 IST OTAL JUNE SEPT AVG. SALE PRICE MAR AUG DEC APR MAY OCT **№** JAN FEB JUL



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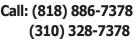
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April 12	Hector Palacios	24 Years	16.1 Million
April 19	Carey Eckert	15 Years	12.4 Million
April 26	Jim Sandoval	12 Years	54.6 Million
May 3	Fernando & Angel Garcia	23 Years Combined	45.2 Million





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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

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Wear your REALTOR® pin with pride.

www.srar.com Realtor® Report March/April 2018 19

#### **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/

#### **COMM. INVST. PROP.** 3<sup>rd</sup> Tues of mo.

Chairperson: Brian Hatkoff, CCIM Phone: (818) 701-7789

Web: www.commercialdataexchange.com

Time: 8:30 A.M.

Location: SRAR Auditorlum 7232 Balboa Blvd., Van Nuys

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#### **East North** 1st Thursday of mo.

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

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

Location: Lulu's Restaurant 16900 Roscoe Blvd.

Van Nuys, CA 91406 in the back room

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

**Guest Speakers** 

#### **REAL ESTATE NETWORK meeting**

Every Friday - Except Holidays Chairman:

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

Thomas Guide: TG - 482 D 3

#### **SCV CARAVAN** 2nd & 4th Fridays

**SCV** Networking Meeting

Co-Chairperson: Louisa Henry

661-607-1684 or louisahenry8@gmail.com

Affiliate Chair: Imelda Leano- imelda.leano@movement.com

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

Dates: 2<sup>nd</sup> and 4th Fridays of the month \* Some exceptions-see

online schedule at www.srar.com

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

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