April/May 2018

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

RISING RENTS PUSH MILLENNIALS TO BUY A HOME...PG.5

Homebuying A Tough Fight Over Slim Pickings...PG.3

Watch for Property Tax Fairness Updates After the C.A.R. Spring Meetings...PG.3

Avoid Mistakes That Can Hurt Home Resale ....PG. 4

Edits To HUD'S Mission Yields Objections...PG.5

La Rocca Inspection Services Real Estate Info Series #4...PG.8 & 9

Save Lives Simply By Filling Trucks!...PG.2

Charity Golf Classic...PG.6

Volume 98 • Issue 4

SAVE LIVES SIMPLY BY FILLING TRUCKS!

The Salvation Army's Adult Rehabilitation Centers and Harbor Light Programs have offered spiritual, emotional, and social assistance to those who have lost the ability to cope with their problems and provide for themselves. Their free programs provide housing, food, counseling, community, and employment as they work to treat the symptoms, and ultimately the root causes, of prolonged alcohol and drug dependence.

Add Real Estate for Rehabilitation to your marketing materials and do better by doing good. Simply use their free materials to refer clients to The Salvation Army to make donations of their gently used clothing, furniture, and household goods. The Salvation Army will pick up the items free of charge.

Visit http://realestateforrehabilitation.com/ to register as a partner for Real Estate Rehabilitation and order open house kits.

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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CONSUMER PRICE INDEXES		
FEBRUARY 2018		
	PERCENT CHANGE	
	ONE MONTH ENDING Feb 2018	12 MONTHS ENDING Feb 2018
Los Angeles - Riverside - Orange County	0.7	3.6

BUYERS CONFIDENT, FINANCES GOOD, YET:

HOMEBUYING—A TOUGH FIGHT OVER SLIM PICKINGS

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

A dozen buyers competing over a single home speaks volumes about buyer confidence in the economy and their personal finances, yet the fact that only one buyer can win leaves the losers dismayed and demoralized.

Indeed, a national study found that consumers feel more confident about the economy and their financial situation, but those positive feelings are not translating to upbeat views about buying a home.

The survey also found that homeowners are increasingly positive about selling, while non-homeowners have anxieties about saving for a downpayment and qualifying for a mortgage.

Heading into the busy spring buying season, optimism that now is a good time to buy a home is at its lowest share in the past two years—68 percent compared to 72 percent last quarter, according to the National Association of Realtors first-quarter Housing Opportunities and Market Experience survey.

Conversely, those most optimistic about buying are homeowners, older respondents and those living in the more affordable Midwest and South regions.

NAR Chief Economist Lawrence Yun said extremely challenging market conditions—like the Valley—are chipping away at homebuyer optimism.

"The critical shortage of listings in most markets continues to spark a hike in home prices that is not easy for many buyers — especially first-time buyers — to overcome," he said. "Adding more fuel to the affordability fire is the fact that mortgage rates have shot up to a four-year high in just a few months."

Many house hunters are telling Realtors that they are dispirited by the stiff competition for the short number of listings they can afford.

Amidst the ongoing climb in home prices in most markets, the share of homeowners who believe now is a good time to sell increased to 77 percent in the first quarter, which was second only to last year's third-quarter 80 percent as the highest overall share since the HOME survey began in December 2015. A year ago, 69 percent of owners thought it was a good time to sell.

"There's no question that a majority of homeowners have amassed considerable equity gains since the downturn," he said. "Home prices have grown a cumulative 48 percent since 2011 and are up 5.9 percent through the first two months of this year.

"Supply conditions would improve measurably, and ultimately lead to more sales, if a growing number of homeowners finally decide that this spring is the time to list their home for sale."

Although optimism was a tad higher a year ago, 60 percent of households in the first quarter of this year believe the economy is improving compared to the fourth quarter of 2017, when 52 percent were optimistic. Homeowners, residents from the South and those from rural areas were the most optimistic about the direction of the economy.

Stronger economic confidence this quarter also led to households having improved feelings about their financial situation. The HOME survey's monthly Personal Financial Outlook Index, showing respondents' confidence that their financial situation will be better in six months, rose from 59.1 in December to 62.0 in March. A year ago, the index was slightly higher at 62.6.

"The jump in optimism to start the year can be attributed to the robust job creation in most of the country, as well as the larger paychecks households are enjoying because of faster wage growth and the recent tax cuts," Yun said.

"However, several metro areas with the healthiest labor markets also have the most severe housing supply and affordability pressures. This troublesome reality is what's dampening moods and keeping many would-be buyers at bay.

WATCH FOR PROPERTY TAX FAIRNESS UPDATES AFTER THE C.A.R. SPRING MEETINGS

Pat "Ziggy" Zicarelli

C.A.R.'s Property Tax Fairness initiative will allow senior homeowners to transfer their property tax base from their current residence to a replacement residence located anywhere in California. This initiative is an expansion of Propositions 60 & 90, allowing those 55+ to keep their property tax base and relocate throughout California, not just the current 11 counties that reciprocate. Additionally, if you've lost your home in a natural disaster, fire or flood or care for a disabled family member in your home you can also take advantage of this.

Thousands of REALTORS in the state of California helped to collect nearly 1 million signatures to help get the initiative qualified for the November ballot. Those signature have been submitted and are currently being verified.

Robert Johnson, Em Roberts, Imelda Leano, and Elizabeth deCarteret (SRAR Staff)

Robert Johnson, the Portability Team Captain for Region 18, led a group of Member volunteers on Rally Day. Rally day was held in the parking lot of SRAR for members to turn in any outstanding petition they had gathered or tom come and sign a petition if they had not signed one yet.

AVOID MISTAKES THAT CAN HURT HOME RESALE

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

Before investing in a major remodel, decide where the house fits compared to other homes in the neighborhood.

"Projects that take a home significantly beyond community norms are often not worth the cost when the owner sells the home," said Scott Robinson, president of the Appraisal Institute. "If the improvements don't match what's standard in a community, they'll be considered excessive."

And, some renovation mistakes could inadvertently lower a home's resale value. For example:

• **Fix minor damage!** To better protect an investment, touch up chipped paint, repair leaky faucets, and remove carpet stains before listing a home for sale. The house has to look better on the day of the open house than it has ever looked before.

• **Remove trees that pose safety hazards.** Though trees can be a major selling point, they need to be well-maintained and planted in the right spot in order to boost the value of a home. Trees

realtor.com®

planted too close to a house could pose a fire hazard, or a tree's root system could damage a home's foundation. A tree planted in the right location could be aesthetically pleasing … and also potentially lower energy bills. • Weigh garage conversions carefully. A quarter of Americans say their garage is too cluttered to fit their car inside. So some homeowners may decide to convert the garage into a bedroom or den—but that could be a big mistake at resale. While it may earn extra square footage, these spaces tend to be poorly insulated. Also, buyers may prefer the covered parking space instead.

Income-to-Loan Guide

Single-Family Homes –January– San Fernando Valley

Median Price	Loan Amount (80%)	Interest Rate	Monthly Mortgage Payment
$620,000	$496,000	4.27%	$2,446

The 341 single-family homes in the San Fernando Valley that changed owners in January had a median price of $620,000, which means half were more expensive and half sold for less. The Southland Regional Association of Realtors' "Income-to-Loan Guide" found that a minimum income of $131,520 was needed to buy a median-priced home. That was based on obtaining a loan of $496,000, which was 80 percent of the median price, at the national average interest rate of 4.27 percent. That yielded a monthly mortgage payment of $2,446. Add monthly property tax payments and the cost of insurance and the buyer had a monthly PITI — principal, interest, taxes and insurance — payment of $3,288.

Buying a local condominium in January required less income. A minimum income of $87,503 was needed to purchase the median-priced condo of $412,500 in January. That means half the buyers purchased a condominium for less while half purchased a more expensive condo. The minimum income was premised on obtaining a $330,000 loan — 80 percent of the $412,500 median price — at the national average interest rate of 4.27 percent. That yielded a $1,627 monthly mortgage payment. Monthly property taxes would come to $430 while insurance would cost about $131 per month. Those numbers add up to a monthly PITI housing cost of $2,188.

EDITS TO HUD'S MISSION YIELDS OBJECTIONS

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

Editing 40 words from a 63-word statement should make the new version sharper, more precise and certainly much more concise.

But the excising of three words and the perceived diminished impact of the remaining 23 triggered a wave of concern and objections from Realtors and housing advocates nationwide.

The National Association of Realtors objected to a proposed edit to the mission statement of the Department of Housing and Urban Development that would remove anti-discrimination language. Considering that there are an estimated 4 million housing discrimination reports annually, "we believe that fair housing for all should remain a core part of HUD's mission," said NAR President Elizabeth Mendenhall.

The Fair Housing Act, which this year commemorates its 50th anniversary, provides that HUD will enforce the act and administer its programs and activities in a manner that "affirmatively furthers fair housing," she said. "When President Lyndon B. Johnson signed the Fair Housing Act into Law, he exclaimed that fair housing for all—all human beings who live in this country—is now a part of the American way of life," Mendenhall said, "Not only is Fair Housing integral to the ethical commitment of our members, … it is critical to our ability to serve our customers, clients and the community. "

The revised mission statement of 23 words emphasizes self-sufficiency while the removal of a mention of discrimination was perceived as undermining HUD's and the Act's original purpose.

Huffington Post obtained a copy of the proposed revised mission statement, which reads: "HUD's mission is to ensure Americans have access to fair, affordable housing and opportunities to achieve self-sufficiency, thereby strengthening our communities and nation."

The existing mission statement reads:

"HUD's mission is to create strong, sustainable, inclusive communities and quality affordable homes for all. HUD is working to strengthen the housing market to bolster the economy and protect consumers; meet the need for quality affordable rental homes; utilize housing as a platform for improving quality of life; build inclusive and sustainable communities free from discrimination, and transform the way HUD does business."

HUD said revision of the mission statement was a work in progress, and noted that it had been modified in 2003 under President George W. Bush and again in 2010 under President Barack Obama.

"You can be sure of one thing — any mission statement for this Department will embody the principle of fairness as a central element of everything that we do," said HUD spokesman Raffi Williams. "HUD has been, is now, and will always be committed to ensuring inclusive housing, free from discrimination for all Americans."

RISING RENTS PUSH MILLENNIALS TO BUY A HOME

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

Compared to prior cohorts, Millennials have been slow to buy a home, but with rents soaring into the stratosphere homeownership now seems more advantageous.

At least that's what a recent national survey found: The survey revealed family needs and rising rents are motivating millennials to jump into the market, even though they're well aware the inventories of homes for sale hovers at record lows.

This year, the typical spring buyer is hunting for a three-bedroom, twobath home with a garage and up-todate kitchen, according to the survey released recently by realtor.com.

"Although record-low inventory and high prices make this housing market unique, some classic features still top most shoppers' wish lists," said Danielle Hale, chief economist for realtor. com. "At the same time, we found some clear differences in priorities."

For instance, older buyers are concerned with privacy and being able to age comfortably, while millennials place more emphasis on family needs, stability, and personal expression.

The survey provided insight into both the most sought after homes as well as the motivations underpinning what shoppers are looking for.

The survey found many commonalities among homebuyers of all ages.

In fact, 44 percent of all respondents said they were looking for a three bedroom home and 93 percent of respondents wanted at least two bathrooms.

Additionally, 27 percent of all buyers rate a garage as one of the most important home features, ahead of an updated kitchen, 24 percent, and open floor plan, 20 percent.

According to the survey, more than 20 percent of buyers 55 years and older said that privacy – having a space solely of their own – was their main goal for purchasing a home.

That was followed by their motivation for physical comforts at 18 percent and stability, at 15 percent. By contrast, family needs took precedence for younger buyers. Fulfilling family needs took the top spot for millennial buyers, at 17 percent, followed by stability at 14 percent and personal expression at 13 percent.

Only 12 percent of buyers younger than 55 cited privacy as their chief priority. Only 9 percent of 35- to 54-year-old buyers and 6 percent of 55 and older cited personal expression as a main goal for purchasing a home.

Twenty-three percent of buyers between 18 and 34 years old reported rising rent as a trigger for their desire to purchase a home – more than any other option. This corresponds with steep increases in rents across the country in recent years, especially in many high-cost urban areas that have become magnets for millennials.

HUD data shows that rents were up in 85 of the top 100 metro areas, including nine metros where rents were up by a double-digit percent from a year ago.

Among millennials who expressed a home-style preference — 11 percent didn't — contemporary and colonial homes took the top spots, each favored by 10 percent of respondents.

On the other hand, ranches are the most popular home style for buyers 55 and older, favored by 28 percent, followed distantly by contemporary homes at 12 percent. Only 6 percent of millennials favor ranch homes.

For the full results, visit:
https:// www.realtor.com/research/ risingrents- push-millennials-to-becomehomeowners/

Warning: Possible Phishing Attempt!

The National Association of Realtors Tuesday cautioned all members to be on alert for a possible phishing scam.

NAR warned that it did not send an email claiming to be from "REALTOR® Party via DocuSign." The suspicious email contains an attachment, which should not be opened.

Also, be sure not to click any of the links in the email, some of which may ask for passwords. NAR noted that it "will never ask you for your DocuSign credentials."

Please delete this email if received.

If the email was opened and a member provided their DocuSign credentials, they should log into DocuSign and change their password immediately. NAR urges its members and state and local Realtor Associations to be on high alert for email and online fraud. For more information on cyberscams and cybersecurity best practices, visit the resources found on-line at www.nar.Realtor.

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Number of Dinner Tickets @ $50 each ____

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Return this Registration Form to Michelle Gerhard-Hernandez

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

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 $100 GIFT CARDS!!

BRIDGE TO HOME
homeless services Help. Hope. Change

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

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

For Credit Card Payment, complete the form below. Email: Golf2018@srar.com, Fax: 818-786-4541

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CVV Code: ________ **Exp. Date:** ___/___ **Total Amount $:** ______

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2017-2018 HomeBuyers Grants

For Recent College Graduates

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

Applicants must meet certain requirements, including income limitations.

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

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

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

LAROCCA INSPECTION ASSOCIATES Real Estate Info Series

Number 4

Earthquakes: Is L.A. Next?

A veteran property inspector and Post-Earthquake Evaluator of Buildings gives agents and buyers the vital data needed about retro-fitting buildings for earthquake safety

THE RECENT EARTHQUAKE IN MEXICO CITY IS A CLEAR example of the kind of death, devastation and despair a major seismic event can cause. Hundreds of buildings were damaged, many collapsed, 275 people killed, millions displaced from their homes and left desperately searching for their missing loved ones. Our hearts go out to them and we pray for things to get better for them very soon.

Recent earthquake damage in Mexico City

Honestly, most of those deaths could have been avoided had the buildings not collapsed on top of them. It's hard to think about this kind of tragedy and we shutter to imagine how overwhelmed they must feel in the midst of all that horror. This is exactly why the City of Los Angeles passed a law mandating that all wood frame "soft-story" buildings built prior to 1978 and non-ductile concrete buildings built prior to 1977 must be retrofitted to resist that kind of ground shaking.

"Soft Story" Buildings

Typical pre-1978 "soft-story" wood frame buildings in Los Angeles

What is a "soft-story" building? It's a multi-level structure which has a large open, minimally supported lower floor. The wood frame variety is most commonly an apartment building over street level of parking or a multi-level commercial building built over shops, restaurants, hotel lobby or other large open use, like a dance studio.

What is non-ductile concrete? Non-flexible reinforced and non-reinforced concrete structures.

Typical pre-1978 "soft-story" non-ductile concrete structures

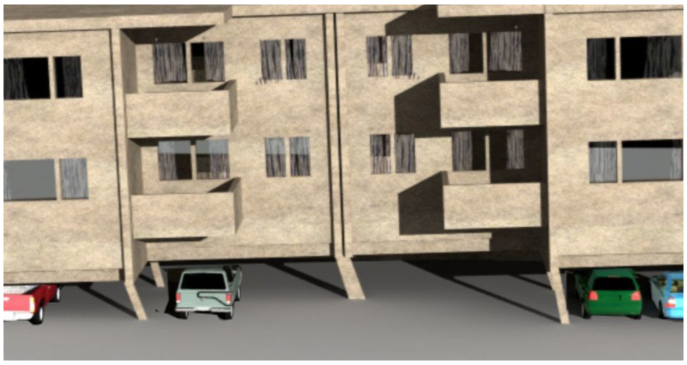
Pre-1977 "soft-story" non-ductile concrete structures that require earthquake retrofitting includes schools, hospitals, department stores, offices, theaters and parking structures.

Retrofitting

The retrofitting of a building is a costly endeavor starting as low as $60,000 but could potentially cost millions depending on the size and construction of the building.

Since this is a mandatory upgrade, the city officials allow the building owners to pass half of the retrofit costs to tenants through rent increases over a 10-year period, with a maximum increase of $38 per month.

When Los Angeles experiences its next significant seismic event the economic impact to the city and its residents is potentially overwhelming. Thousands of buildings could be destroyed and millions of people could be left homeless and without basic services. It's a simple calculation really, the cost of rebuilding structures and lives in the wake of such a catastrophic event far outweighs the costs to upgrade now, prior to the next major temblor. Weak structures can hurt and kill people, this has been proven time after time. The time to act is sooner not later.



This is how a soft-story building can collapse during an earthquake.

When a wood frame building is cited for retrofitting, the clock starts ticking for the owner to comply with the following mandated requirements:

Phase 1: The owner has 2 years from the date of the order to submit proof of Previous Retrofit, or Plans to Retrofit, or Plans to Demolish.

Phase 2: The owner has 3.5 years from the date of the order to obtain a permit to Retrofit or Demolish.

Phase 3: The owner has a total of 7 years from the date of the complete construction (or destruction) and Obtain Certificate of Compliance.

The owner of a non-ductile concrete building or structure has a different time frame:

Phase 1: 3 years to submit completed checklist for review to determine if building is a non-ductile concrete building.

Phase 2: 10 years to submit proof of previous retrofit, or plans to retrofit or plans to demolish building.

Phase 3: 25 years to complete construction or demolition.

Unable to precisely predict the strength of the next major quake, the L.A. City engineers have a difficult time agreeing with the retrofit designs and calculations submitted by the owners and their engineers. It can be a time consuming, cumbersome and expensive process just to get to the point of knowing how much to budget for the upgrades. To help streamline the process, consider hiring a company experienced with this process and capable of taking the project all the way from design to Certificate of Compliance.

That fact that this is such a time consuming and costly process makes opening an escrow tricky for the realtors, sellers and buyers in that it starts with unknowns. How long will it take to know the cost of the retrofitting? How will the cost of the retrofitting affect the deal? How much time do we need for the escrow? These are just a few of the issues that need to be addressed when handling these transactions.

This is the new reality in the real estate industry in the City of Los Angeles. To research if a building is on the list to be cited, contact the Soft-Story Retrofit Unit at (213) 482-SOFT (7638)

This ordinance has not yet been adopted by other cities in Los Angeles County. When preparing to buy or sell this type of structure in other cities, it would be wise to check with that city's planning office for any requirements that may be imminent which could affect the deal.

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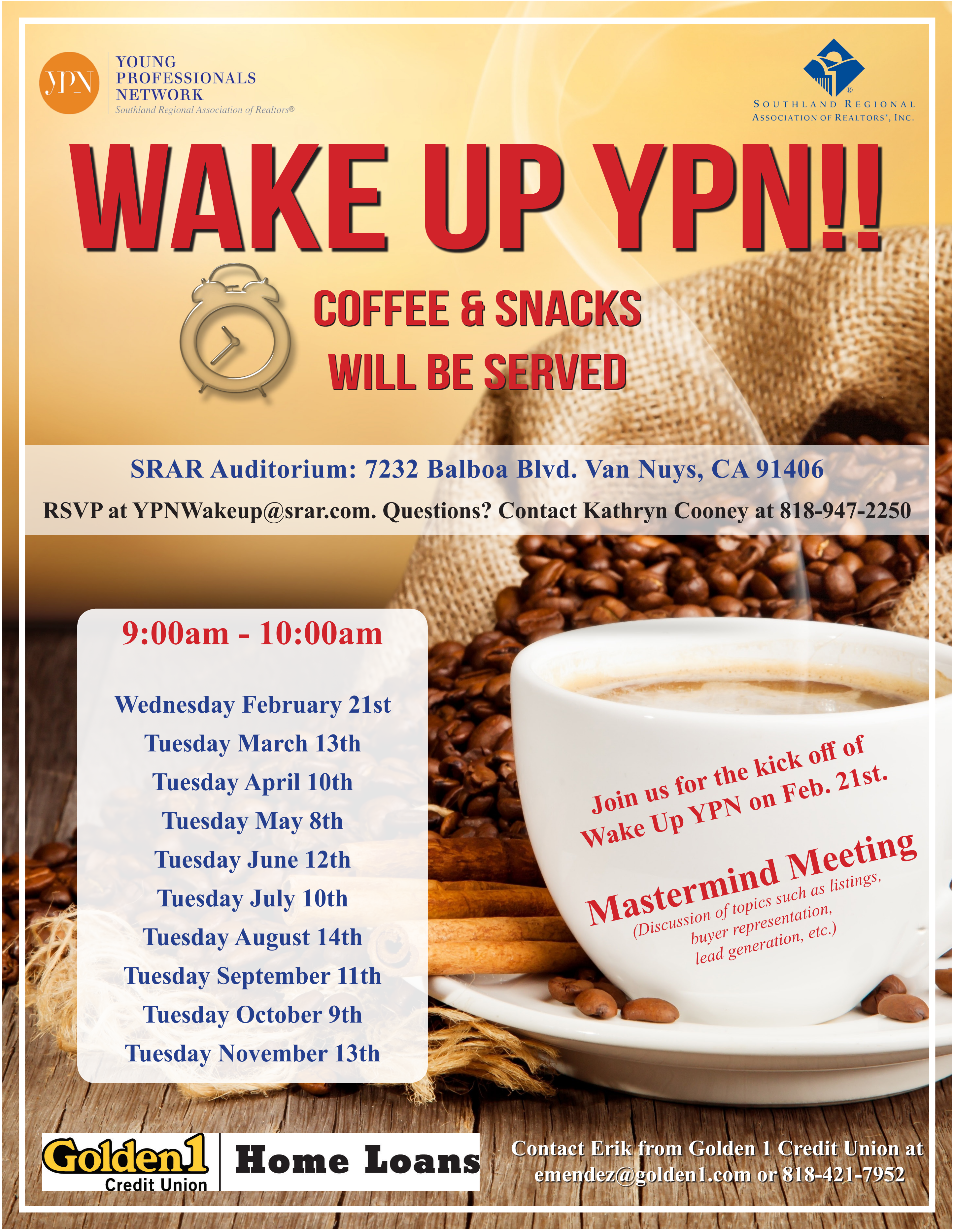
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Tuesday April 10th
Tuesday May 8th
Tuesday June 12th
Tuesday July 10th
Tuesday August 14th
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Tuesday November 13th
Join us for the kick off of Wake Up YPN on Feb. 21st.
Mastermind Meeting
(Discussion of topics such as listings, buyer representation, lead generation, etc.)
Golden 1 Credit Union | Home Loans
Contact Erik from Golden 1 Credit Union at emendez@golden1.com or 818-421-7952

RESIDENTIAL PROPERTIES LISTED **1,577**

MARCH 2018 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED **1,332**

RESIDENTIAL PROP. ESCROW CLOSED **1,095**

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY:								
NEW LISTINGS	126	166	154	209	233	888	689	1,577
TOTAL ACTIVE LISTINGS	163	191	197	215	283	1,049	1,001	2,050
AVERAGE DAYS ON MARKET	90	73	60	57	62	67	79	73
AVERAGE LIST PRICE IN THOUSANDS	514.9	1,199.4	1,371.3	841.8	1,705.8	1,188.6	820.4	1,008.8
MEDIAN LIST PRICE IN THOUSANDS	499.0	845.0	805.0	705.0	995.0	750.0	429.0	619.9
BOMS	23	28	33	30	47	161	117	278
AVERAGE BOM PRICE IN THOUSANDS	518.1	1,074.4	1,019.4	688.2	946.7	874.4	519.9	725.2
BOM TO SALE RATIO	24.2	23.3	28.2	23.3	28.7	25.8	24.9	25.4
EXPIRATIONS	14	16	17	11	23	81	78	159
PENDING SALES:								
NEW ESCROWS OPENED	109	122	129	166	188	714	618	1,332
TOTAL YTD ESCROWS OPENED	281	329	320	405	479	1,814	1,486	3,300
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	27	24	31	30	27	28	42	34
NEW OPEN ESCROWS AVERAGE LIST PRICE	481.1	1,042.1	866.5	685.2	924.8	810.9	533.3	682.1
CLOSED SALES:								
NEW ESCROWS CLOSED	95	120	117	129	164	625	470	1,095
TOTAL YTD ESCROWS CLOSED	249	291	268	332	398	1,538	1,120	2,658
VOLUME OF NEW SALE DOLLARS IN MILLIONS	44.448	118.115	95.240	86.960	139.311	484.075	309.107	793.182
VOLUME OF TOTAL YTD SALES IN MILLIONS	114.764	276.571	229.043	216.061	349.653	1,186.092	646.581	1,832.673
AVERAGE SALE PRICE IN THOUSANDS	467.9	984.3	814.0	674.1	849.5	774.5	657.7	724.4
MEDIAN SALE PRICE IN THOUSANDS	490.0	749.0	615.5	617.0	671.5	605.0	402.0	550.0
COOP SALES	75	93	98	96	143	505	372	877
PERCENT OF COOP SALES	78.9	77.5	83.8	74.4	87.2	80.8	79.1	80.1
AVERAGE DAYS ON MARKET	29	34	29	33	32	31	41	36
SALES AT LIST PRICE	67	76	71	81	97	392	266	658
PERCENT OF SALES AT LIST PRICE	70.5	63.3	60.7	62.8	59.1	62.7	56.6	60.1
SALES TO LISTING INVENTORY RATIO	58.3	62.8	59.4	60.0	58.0	59.6	47.0	53.4
FINAL SALE TO NEW LISTING RATIO	75.4	72.3	76.0	61.7	70.4	70.4	68.2	69.4
CLOSED SALES TYPE								
FORECLOSURE/REO	1	3	2	4	1	11	9	20
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	2	0	0	2	1	5	7	12
STANDARD	89	116	115	121	160	601	440	1041
OTHER	3	1	0	2	2	8	14	22

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

SELLING PRICE RANGE:	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED $	$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	110	12	7	6	26400	21.7
100,000 TO 109,999	13	2	1	0	N/A	0.0
110,000 TO 119,999	33	4	2	2	12450	9.3
120,000 TO 139,999	28	4	5	3	6225	4.3
140,000 TO 159,999	28	8	5	3	9000	5.5
160,000 TO 179,999	30	17	9	3	3613	0.9
180,000 TO 199,999	55	30	9	4	6755	3.1
200,000 TO 249,999	34	82	53	24	7223	2.8
250,000 TO 299,999	32	147	75	35	7801	2.0
300,000 TO 349,999	35	137	78	31	4463	1.0
350,000 TO 399,999	34	116	66	23	5055	3.8
400,000 TO 449,999	38	96	72	30	4681	16.7
450,000 TO 499,999	37	118	76	34	10846	1.9
500,000 TO 549,999	32	116	89	37	1487	0.6
550,000 TO 599,999	31	114	91	39	2525	0.7
600,000 TO 699,999	28	196	129	50	756	0.6
700,000 TO 799,999	32	163	70	33	10567	0.7
800,000 TO 899,999	50	116	56	30	23308	2.3
900,000 TO 999, 999	34	75	40	20	21567	1.7
1,000,000 TO 1,999,999	40	305	128	78	33130	1.8
MORE THAN 2,000,000	50	192	34	22	N/A	58.8
TOTALS	36	2050	1095	507	43143	2.5

LISTINGS 4,340

2018 RMLS TOTAL - $ VOLUME $1,832,673,000

SALES 2,656

EN: Arleta, Kagel Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar, **ES:** Cahuenga Pass, Lake Hollywood, North Hollywood, Sherman Oaks, Studio City, Toluca Lake, Valley Glen, Valley Village, Van Nuys

CS: Encino, Lake Balboa, Reseda, Tarzana, Van Nuys **WN:** Chatsworth, Granada Hills, Mission Hills, North Hills, Northridge **WS:** Bell Canyon, Calabasas, Canoga Park, Hidden Hills, Monte Nido, West Hills, Winnetka, Woodland Hills

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

Southland Regional Association of Realtors®, Inc.

SAN FERNANDO VALLEY
COMPARABLE SALES ANALYSIS 2013-2018

(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)
TOTAL MONTH BY MONTH

	2013				2014				2015			
	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
FEB	1,218	821	353.8	67.4	1,388	732	375.5	52.7	1,397	786	397.8	56.3
MAR	1,377	1,337	470.8	77.8	1,565	903	473.0	57.7	1,634	1,080	603.7	66.1
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
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
JUNE	1,551	1,133	573.4	73.0	1,711	1,086	574.2	63.5	1,820	1,266	733.9	69.6
JUL	1,610	1,176	584.9	73.0	1,673	1165	600.3	69.6	1,686	1,321	770.6	78.4
AUG	1,581	1,196	623.6	75.6	1,146	999	536.8	66.3	1,695	1,228	692	72.4
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
OCT	1,446	1,106	556.1	76.5	1,524	1,033	553	67.8	1,418	1,124	632.9	79.3
NOV	1,064	985	486.7	92.6	1,102	905	463.6	82.1	1,054	990	526.5	93.9
DEC	818	1,091	536	133.4	867	1,105	581.4	127.5	801	1,111	615	138.7
TOTAL	16,407	13,177	6,315.3	80.71	16,902	11,726	6,161.6	69.3	17,713	13,200	7,376.5	74.5
AVG. SALE PRICE	$479,270				$525,464				$558,825			

	2016				2017				2018			
	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST
JAN	1,257	760	448.4	60.5	1,255	886	572.0	70.6	1,393	821	539.4	58.9
FEB	1,402	730	433.9	52.1	1,256	804	505.4	64.0	1,370	740	498.2	54.0
MAR	1,552	1,050	640.1	67.7	1,732	1,167	739.9	67.4	1,577	1,095	793.1	69.4
APR	1,656	1,111	658.9	67.1	1,580	1,116	697.6	70.6				
MAY	1,633	1,169	680.5	71.6	1,794	1,317	862.1	73.4				
JUNE	1,742	1,299	785.0	74.6	1,734	1,481	955.8	85.4				
JUL	1,644	1,163	745.4	70.7	1,726	1,177	784.5	68.2				
AUG	1,687	1,201	740.9	71.2	1,687	1,414	889.4	83.8				
SEPT	1,504	1,243	782.6	82.6	1,455	1,274	786	85.3				
OCT	1,406	1,099	647.9	78.2	1,306	1,213	757.2	92.9				
NOV	1,119	1,028	624.0	92.2	1,066	1,095	723.5	102.7				
DEC	759	1,152	692.3	151.8	685	1,088	651.8	158.8				
TOTAL	1,7361	13,005	7,787.9	74.9	17,276	14,032	8,925.2	82				
AVG. SALE PRICE	$605,843				$636,060							

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR MARCH 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	84	119	112	159	201	675	543	1,218
Total Active Listings	115	151	156	169	248	839	830	1,669
Average Days on Market	103	67	52	55	60	65	85	75
Average List Price in Thousands	567.8	1,363.7	1,565.9	922.6	1,848.5	1,346.7	864.4	1,106.8
Median List Price in Thousands	520.0	980.0	1,130.0	769.0	1,088.0	849.0	420.0	675.0
BOMS	16	22	28	26	37	129	97	226
Average BOM Price in Thousands	569.2	1,210.3	1,129.8	730.5	1,071.6	976.8	519.0	780.3
BOM to Sale Ratio	21.6	28.9	36.4	25.0	29.1	28.2	25.9	27.2
Expirations	9	11	13	8	22	63	69	132
PENDING SALES								
New Escrows Opened	78	81	92	135	151	537	490	1,027
Total YTD Escrows Opened	211	217	218	321	368	1,335	1,172	2,507
New Open Escrows Average Days on Market	26	26	33	32	27	29	41	35
New Open Escrows Average List Price	519.0	1,296.4	1,031.9	741.7	1,029.3	923.6	542.2	741.7
CLOSED SALES:								
New Escrows Closed	74	76	77	104	127	458	374	832
Total YTD Escrows Closed	185	192	173	252	302	1,104	877	1,981
Volume of New Sales Dollars in Millions	37.720	94.450	77.232	75.504	120.845	405.751	213.103	618.854
Volume of total YTD Sales in Millions	92.714	225.392	186.383	180.753	304.098	989.340	478.325	1,467.664
Average Sale price in Thousands	509.7	1,242.8	1,003.0	726.0	951.5	885.9	569.8	743.8
Median Sale Price in Thousands	500.0	1,075.0	685.0	669.0	750.0	680.0	385.0	591.0
Coop Sales	58	58	66	76	113	371	289	660
Percent of Coop Sales	78.4	76.3	85.7	73.1	89.0	81.0	77.3	79.3
Average Days on Market	30	37	29	35	36	34	43	38
Sales at List Price	52	38	48	66	72	276	202	478
Percent of Sales at List Price	70.3	50.0	62.3	63.5	56.7	60.3	54.0	57.5
Sales to Listing Inventory Ratio	64.3	50.3	49.4	61.5	51.2	54.6	45.1	49.9
Final Sale to New Listing Ratio	88.1	63.9	68.8	65.4	63.2	67.9	68.9	68.3
CLOSED SALES TYPE								
Foreclosure/REO	0	3	2	3	1	9	9	18
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	0	0	1	1	4	7	11
Standard	70	72	75	98	123	438	344	782
Other	2	1	0	2	2	7	14	21

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	42	47	42	50	32	213	146	359
Total Active Listings	48	40	41	46	35	210	171	381
Average Days on Market	58	93	91	65	81	77	51	65
Average List Price in Thousands	388.4	579.1	630.6	544.9	694.7	557.4	607.0	579.6
Median List Price in Thousands	349.0	539.0	500.0	510.0	550.0	485.0	469.9	480.0
BOMS	7	6	5	4	10	32	20	52
Average BOM Price in Thousands	401.4	576.2	400.8	413.7	484.6	461.6	524.2	485.7
BOM to Sale Ratio	33.3	13.6	12.5	16.0	27.0	19.2	20.8	19.8
Expirations	5	5	4	3	1	18	9	27
PENDING SALES								
New Escrows Opened	31	41	37	31	37	177	128	305
Total YTD Escrows Opened	70	112	102	84	111	479	314	793
New Open Escrows Average Days on Market	28	21	25	18	27	24	43	32
New Open Escrows Average List Price	385.8	539.7	455.2	439.6	498.4	468.9	499.1	481.6
CLOSED SALES:								
New Escrows Closed	21	44	40	25	37	167	96	263
Total YTD Escrows Closed	64	99	95	80	96	434	243	677
Volume of New Sales Dollars in Millions	6.728	23.666	18.009	11.456	18.465	78.324	96.005	174.328
Volume of total YTD Sales in Millions	22.050	51.179	42.660	35.308	45.554	196.752	168.256	365.008
Average Sale price in Thousands	320.4	537.9	450.2	458.2	499.1	469.0	1,000.1	662.8
Median Sale Price in Thousands	320.0	539.0	400.0	440.0	440.0	433.0	438.0	435.0
Coop Sales	17	35	32	20	30	134	83	217
Percent of Coop Sales	81.0	79.5	80.0	80.0	81.1	80.2	86.5	82.5
Average Days on Market	26	28	30	24	18	26	35	29
Sales at List Price	15	38	23	15	25	116	64	180
Percent of Sales at List Price	71.4	86.4	57.5	60.0	67.6	69.5	66.7	68.4
Sales to Listing Inventory Ratio	43.8	110.0	97.6	54.3	105.7	79.5	56.1	69.0
Final Sale to New Listing Ratio	50.0	93.6	95.2	50.0	115.6	78.4	65.8	73.3
CLOSED SALES TYPE								
Foreclosure/REO	1	0	0	1	0	2	0	2
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	1	0	1	0	1
Standard	19	44	40	23	37	163	96	259
Other	1	0	0	0	0	1	0	1

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR MARCH 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	16	5	46	27	15	51	17	75	252	99	351
Total Active Listings	37	18	55	32	24	55	21	61	303	127	430
Average Days on Market	103	129	88	71	104	54	40	52	75	69	73
Average List Price in Thousands	704.2	1,025.2	698.4	696.2	867.0	710.4	932.8	816.5	773.8	631.1	731.7
Median List Price in Thousands	649.0	929.0	585.0	585.9	649.0	610.0	890.0	699.9	665.0	425.0	619.0
BOMS	1	2	7	5	1	9	0	9	34	15	49
Average BOM Price in Thousands	669.9	1,299.1	687.9	531.8	528.9	593.8	0.0	668.2	665.6	568.8	635.9
BOM to Sale Ratio	6.7	50.0	13.5	23.8	6.3	25.7	0.0	25.7	18.3	18.3	18.3
Expirations	2	0	6	0	0	4	1	3	16	13	29

PENDING SALES	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Escrows Opened	12	4	55	26	18	58	9	62	244	74	318
Total YTD Escrows Opened	35	13	139	60	41	129	23	115	555	220	775
New Open Escrows Average Days on Market	73	40	45	28	42	30	21	27	35	31	34
New Open Escrows Average List Price	604.9	777.0	593.4	577.8	601.2	611.5	855.4	682.6	632.5	440.0	587.7

CLOSED SALES:	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Escrows Closed	15	4	52	21	16	35	8	35	186	82	268
Total YTD Escrows Closed	30	10	118	48	36	99	18	103	462	193	655
Volume of New Sales Dollars in Millions	8.622	2.943	31.581	11.416	11.981	22.689	6.626	28.342	124.199	36.240	160.440
Volume of total YTD Sales in Millions	17.996	6.502	69.448	28.978	24.246	60.258	14.296	74.203	295.927	82.217	378.144
Average Sale price in Thousands	574.8	735.6	607.3	543.6	748.8	648.3	828.3	809.8	667.7	442.0	598.7
Median Sale Price in Thousands	615.0	725.0	538.0	550.0	600.0	600.0	820.0	625.0	583.0	340.0	540.0
Coop Sales	12	4	47	19	16	31	7	31	167	68	235
Percent of Coop Sales	80.0	100.0	90.4	90.5	100.0	88.6	87.5	88.6	89.8	82.9	87.7
Average Days on Market	150	244	91	77	97	87	83	77	94	91	93
Sales at List Price	3	1	33	13	6	22	2	21	101	50	151
Percent of Sales at List Price	20.0	25.0	63.5	61.9	37.5	62.9	25.0	60.0	54.3	61.0	56.3
Sales to Listing Inventory Ratio	40.5	22.2	94.5	65.6	66.7	63.6	38.1	57.4	61.4	64.6	62.3
Final Sale to New Listing Ratio	93.8	80.0	113.0	77.8	106.7	68.6	47.1	46.7	73.8	82.8	76.4

CLOSED SALES TYPE	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
Foreclosure / REO	0	0	1	0	0	0	0	0	1	1	2
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	1	1	0	0	2	3	5
Standard	15	4	51	21	15	34	8	35	183	77	260
Other	0	0	0	0	0	0	0	0	0	1	1

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	1	0	22	6	18	22	6	40	115	15	130
Total Active Listings	3	0	10	6	15	9	5	26	74	15	89
Average Days on Market	37	0	66	27	37	42	92	27	41	48	42
Average List Price in Thousands	574.3	0.0	415.5	493.1	352.7	420.0	568.2	471.4	446.0	507.1	456.3
Median List Price in Thousands	452.0	0.0	345.0	374.9	309.9	395.0	465.0	480.0	412.9	450.0	419.5
BOMS	0	0	5	0	5	3	1	7	21	2	23
Average BOM Price in Thousands	0.0	0.0	421.8	0.0	330.2	501.6	410.0	441.6	417.4	557.5	429.6
BOM to Sale Ratio	0.0	0.0	25.0	0.0	27.8	17.6	33.3	25.0	23.3	11.8	21.5
Expirations	1	0	1	0	0	0	0	2	4	0	4

PENDING SALES	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Escrows Opened	0	0	25	1	17	20	8	40	111	15	126
Total YTD Escrows Opened	1	0	62	7	45	46	14	94	269	44	313
New Open Escrows Average Days on Market	0	0	17	6	20	19	24	21	20	34	22
New Open Escrows Average List Price	0.0	0.0	364.1	320.0	347.2	468.6	474.0	442.0	416.0	523.7	428.8

CLOSED SALES:	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Escrows Closed	1	0	20	3	18	17	3	28	90	17	107
Total YTD Escrows Closed	1	0	47	7	38	32	7	72	204	31	235
Volume of New Sales Dollars in Millions	0.319	0.000	7.189	1.065	6.045	7.198	1.321	12.383	35.521	5.521	41.082
Volume of Total YTD Sales in Millions	0.319	0.000	16.702	2.809	12.602	13.273	2.983	31.893	80.582	11.584	92.166
Average Sale price in Thousands	319.0	0.0	359.5	355.0	335.9	423.4	440.2	442.3	394.7	327.1	383.9
Median Sale Price in Thousands	319.0	0.0	327.0	195.0	328.0	410.0	445.7	425.0	385.0	308.0	385.0
Coop Sales	0	0	18	1	17	15	3	24	78	15	93
Percent of Coop Sales	0.0	0.0	90.0	33.3	94.4	88.2	100.0	85.7	86.7	88.2	86.9
Average Days on Market	114	0	68	60	59	65	45	53	61	93	66
Sales at List Price	0	0	12	2	13	12	2	23	64	8	72
Percent of Sales at List Price	0.0	0.0	60.0	66.7	72.2	70.6	66.7	82.1	71.1	47.1	67.3
Sales to Listing Inventory Ratio	33.3	0.0	200.0	50.0	120.0	188.9	60.0	107.7	121.6	113.3	120.2
Final Sale to New Listing Ratio	100.0	0.0	90.9	50.0	100.0	77.3	50.0	70.0	78.3	113.3	82.3

CLOSED SALES TYPE	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
Foreclosure / REO	0	0	0	0	1	0	0	0	1	0	1
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	1	0	0	0	1	0	1
Standard	1	0	20	3	16	16	3	28	87	17	104
Other	0	0	0	0	0	1	0	0	1	0	1

RESIDENTIAL PROPERTIES LISTED	RESIDENTIAL PROP. ESCROW OPENED	RESIDENTIAL PROP. ESCROW CLOSED
481	444	375

MARCH 2018 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
ACTIVE INVENTORY:											
NEW LISTINGS	17	5	68	33	33	73	23	115	367	114	481
TOTAL ACTIVE LISTINGS	40	18	65	38	39	64	26	87	377	142	519
AVERAGE DAYS ON MARKET	98	129	84	64	78	52	50	44	68	67	68
AVERAGE LIST PRICE IN THOUSANDS	694.5	1,025.2	654.8	664.1	669.2	669.6	862.7	713.3	709.5	618.0	684.5
MEDIAN LIST PRICE IN THOUSANDS	629.0	929.0	575.0	569.0	569.9	560.0	849.9	650.0	618.0	425.0	575.0
BOMS	1	2	12	5	6	12	1	16	55	17	72
AVERAGE BOM PRICE IN THOUSANDS	669.9	1,299.1	577.0	531.8	363.3	570.7	410.0	569.1	570.8	567.5	570.0
BOM TO SALE RATIO	6.3	50.0	16.7	20.8	17.6	23.1	9.1	25.4	19.9	17.2	19.2
EXPIRATIONS	3	0	7	0	0	4	1	5	20	13	33
PENDING SALES:											
NEW ESCROWS OPENED	12	4	80	27	35	78	17	102	355	89	444
TOTAL YTD ESCROWS OPENED	36	13	201	67	86	175	37	209	824	264	1,088
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	73	40	36	27	31	27	23	25	30	32	31
NEW OPEN ESCROWS AVERAGE LIST PRICE	604.9	777.0	521.8	568.2	477.8	574.9	675.9	588.3	564.8	454.1	542.6
CLOSED SALES:											
NEW ESCROWS CLOSED	16	4	72	24	34	52	11	63	276	99	375
TOTAL YTD ESCROWS CLOSED	31	10	165	55	74	131	25	175	666	224	890
VOLUME OF NEW SALE DOLLARS IN MILLIONS	8.941	2.943	38.771	12.481	18.026	29.887	7.947	40.725	159.720	41.801	201.522
VOLUME OF TOTAL YTD SALES IN MILLIONS	18.315	6.502	86.150	31.787	36.848	73.531	17.279	106.097	376.509	93.801	470.310
AVERAGE SALE PRICE IN THOUSANDS	558.8	735.6	538.5	520.1	530.2	574.8	722.4	646.4	578.7	422.2	537.4
MEDIAN SALE PRICE IN THOUSANDS	550.0	725.0	500.0	550.0	450.0	555.0	777.5	540.0	531.1	340.0	490.0
COOP SALES	12	4	65	20	33	46	10	55	245	83	328
PERCENT OF COOP SALES	75.0	100.0	90.3	83.3	97.1	88.5	90.9	87.3	88.8	83.8	87.5
AVERAGE DAYS ON MARKET	148	244	84	75	77	80	72	66	83	92	85
SALES AT LIST PRICE	3	1	45	15	19	34	4	44	165	58	223
PERCENT OF SALES AT LIST PRICE	18.8	25.0	62.5	62.5	55.9	65.4	36.4	69.8	59.8	58.6	59.5
SALES TO LISTING INVENTORY RATIO	40.0	22.2	110.8	63.2	87.2	81.3	42.3	72.4	73.2	69.7	72.3
FINAL SALE TO NEW LISTING RATIO	94.1	80.0	105.9	72.7	103.0	71.2	47.8	54.8	75.2	86.8	78.0
CLOSED SALES TYPE											
FORECLOSURE/REO	0	0	1	0	1	0	0	0	2	1	3
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	2	1	0	0	3	3	6
STANDARD	16	4	71	24	31	50	11	63	270	94	364
OTHER	0	0	0	0	0	1	0	0	1	1	2

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

SELLING PRICE RANGE:	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED $	$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	0	1	0	0	N/A	0.0
100,000 TO 109,999	0	0	0	0	N/A	0.0
110,000 TO 119,999	0	0	0	0	N/A	0.0
120,000 TO 139,999	0	0	0	0	N/A	0.0
140,000 TO 159,999	3	2	2	0	2000	1.4
160,000 TO 179,999	12	3	3	1	3750	2.6
180,000 TO 199,999	14	7	4	2	633	0.2
200,000 TO 249,999	67	18	19	11	16561	5.7
250,000 TO 299,999	24	15	22	10	15729	28.2
300,000 TO 349,999	49	31	37	11	2546	3.9
350,000 TO 399,999	39	34	33	12	10087	2.0
400,000 TO 449,999	28	30	39	16	4486	0.9
450,000 TO 499,999	39	39	32	14	4749	0.9
500,000 TO 549,999	31	52	43	18	3001	0.4
550,000 TO 599,999	50	50	35	17	12378	2.0
600,000 TO 699,999	40	82	51	31	14528	2.1
700,000 TO 799,999	35	41	22	13	12980	1.5
800,000 TO 899,999	55	28	8	6	33043	3.7
900,000 TO 999, 999	88	16	8	5	72133	6.0
1,000,000 TO 1,999,999	65	56	14	10	90427	6.0
MORE THAN 2,000,000	39	14	3	2	98000	3.4
TOTALS	41	519	375	179	12059	0.3

LISTINGS	2018 RMLS TOTAL - $ VOLUME	SALES
1,301	$470,310,000	888

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

Southland Regional Association of Realtors®, Inc.

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

	2013				2014				2015			
	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST
JAN	355	248	84.2	69.9	391	238	96.2	60.9	406	200	84.3	49.3
FEB	370	255	89.7	68.9	417	214	88.2	51.3	407	219	95.6	53.8
MAR	383	345	132	90.1	491	261	103.2	53.2	487	327	155	67.1
APR	417	364	139.1	87.3	484	369	155.5	76.2	561	376	213.2	67.0
MAY	430	373	140.1	86.7	500	367	157.6	73.4	495	381	167.9	77
JUNE	471	346	142.7	73.5	493	344	153.2	69.8	542	443	203.4	81.7
JUL	489	404	163.7	82.6	500	373	157.1	74.6	546	442	205.3	81
AUG	448	375	147.4	83.7	441	362	159.9	82.1	446	439	205.7	98.4
SEPT	412	332	129.1	80.6	454	341	145.9	75.1	415	368	167.2	88.7
OCT	410	335	131.9	81.7	366	356	149.6	97.3	372	358	161.1	96.2
NOV	324	323	131.9	99.7	256	308	136.8	120.3	300	286	127.7	95.3
DEC	214	407	165.2	109.2	227	365	161.9	160.8	220	403	175.2	183.2
TOTAL	4723	4107	1597	84.5	5020	3898	1642.5	77.6	5,197	4,242	1,961.5	81.6
AVG. SALE PRICE	$388,850				$421,369				$462,399			

	2016				2017				2018			
	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST
JAN	391	209	95.6	53.5	375	253	120.5	67.5	416	263	140.6	63.2
FEB	451	244	114.3	54.1	349	259	121.3	74.2	404	250	126.8	61.9
MAR	527	342	160.6	64.9	520	412	198.1	79.2	481	375	201.5	78.0
APR	515	405	189.7	78.6	571	339	164.3	59.4				
MAY	506	425	210.3	84.0	568	445	380.1	78.3				
JUNE	552	479	235.6	86.8	544	537	290.1	98.7				
JUL	499	402	198.1	80.6	497	429	223.8	86.3				
AUG	498	409	203.2	82.1	493	433	231.1	87.8				
SEPT	480	406	201.2	84.6	462	401	211.4	86.8				
OCT	384	367	180.9	95.6	361	374	195.5	103.6				
NOV	279	353	173.4	126.5	327	326	171.3	99.7				
DEC	232	345	169.9	148.7	210	373	196.4	177.6				
TOTAL	5,314	4,041	2132.8	76.0	5,277	4,581	2,503.9	86.8				
AVG. SALE PRICE	$527,790				$546,583							

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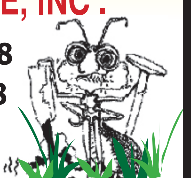

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BRE # 01252830 BRE # 01917125
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whatsup : social/networking events like mixers, expos and multicultural events

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COMPARE PROPOSITIONS 60 AND 90 NEXT TO THE C.A.R. PROPERTY TAX FAIRNESS INITIATIVE

	Prop 60	Prop 90	C.A.R. Property Tax Fairness Initiative
Transfer Tax Base	One time	One time	Unlimited
Counties Allowed	Same County	Different county (only if new county accepts transfer)	Anywhere in the state
Price	Replacement home equal to, or less than, the price of the property sold.	Replacement home equal to, or less than, the price of the property sold.	Any Price

How do property tax assessments work now?

The amount any homeowner pays in property taxes is based on the assessed value of their home at the time of purchase. Generally, Proposition 13 limits property taxes to 1 percent of the assessed value at the time of purchase even if the value of the property subsequently increases.

What is property 13?

Prop. 13 is a California proposition that limits the property tax rate to 1 percent for all California property and annual tax increases to no more than 2 percent. This protects homeowners from losing their homes due to unforeseen property tax increases.

What is property 60?

Prop. 60 allows senior homeowners, 55 years of age and older, to transfer their property tax base – one time – to another home in the same county, as long as the purchase price of the replacement home is equal to, or less than, the sale of the original residence.

What is property 90?

Proposition 90 is an extension of the original Proposition 60 program. Proposition 90 allows senior homeowners to transfer their property tax base to a home in a different county so long as that county accepts such transfers. (At last count, only 11 counties are accepting transfers from other counties.)

Propositions 60 and 90 are relatively limited. That's where C.A.R.'s property tax base portability initiative comes in.

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. 3rd 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
Now Includes Business Opportunities

East North 1st Thursday of mo.

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

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

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

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

REAL ESTATE NETWORK meeting

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

SCV CARAVAN 2nd & 4th Fridays

SCV Networking Meeting

Co-Chairperson: Louisa Henry
661-607-1684 or louisahenry8@gmail.com

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

Location: Santa Clarita Sports Complex

20880 Centre Pointe Pkwy, Santa Clarita 91350

Dates: 2nd and 4th Fridays of the month * 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