June/July 2018

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

2018 REALTOR® EXPO Tuesday, June 26, 2018

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Who Wait to Buy
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Volume 98 • Issue 6



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WENDY FURTH, RECOGNIZED BY NATIONAL ASSOCIATION OF REALTOR® (NAR) FOR HER COMMITMENT TO HOMEOWNERSHIP

Wendy Furth, a Broker from the Southland Regional Association of REALTOR®, was inducted into the RPAC Double Hall of Fame in recognition of her contribution and support. Wendy was inducted at the NAR member meetings in May in Washington, D.C. and was recognized with a lapel pin, an inscription of her name on a plaque on the NAR's Washington, D.C. building rooftop, and a plaque commemorating her support.

In 2009 Wendy had been inducted in the Hall of Fame by contributing over \$25,000 to the Political Action Committee. To reach the Double Hall of Fame Wendy has now contributed well over \$50,000. "RPAC is there to help shape the future of our industry," said Wendy Furth, Broker of Furth and Associates. "I'm proud to be a part of the Hall of Fame, and even prouder to have been a supporter all these years."

Wendy has supported RPAC for over 30 years, and has been a member of the National Association of REALTOR® since 1987. She has the following designations: ABR, Accredited Buyer Representation; GRI, Graduate REALTOR® Institute; CIPS, Certified International Property Specialist; CRS, Certified Residential Specialist; PMN Performance Management Network; SRES, Senior Real Estate Specialist; GREEN, NARs Green designation. She also has the following certifications: NARs e-Pro; SFR, Short Sales & Foreclosures Resources; AHWD, At Home With Diversity.

Wendy graduated from UCLA with a Master of Fine Arts in Screenwriting. She is a committed REALTOR® leader and has served on the local, state and national levels of the REALTOR® associations. She is the 2018 Chair for the Ethics and Arbitration Committee at SRAR and the 2018 Chair of Defense Strategy Committee at C.A.R. She is also a member of National Association of Real Estate Brokers, Realtists (NAREB), National Association of Hispanic Real Estate Professionals (NAHREP) and Asian Real Estate Association of America (AREAA).

RPAC is a voluntary political action committee whose membership consists of REALTORS® and affiliates interested in actively and effectively protecting the real estate industry and the dream of homeownership by participating in government affairs at the local, state and federal levels. Although RPAC does not back political parties and does not get involved in presidential politics, it does back congressional candidates who have strong records of supporting homeownership and private property rights.

We are proud to have you as a member Wendy! Many Congratulations to you!







	WENDY FURT	H AND	CONGRESSMAN	BRAD	SHERMAN	V
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INCREASE IN NEW HOME BUILDING **KEY TO HEALTH OF** REAL ESTATE

BY GARY WASHBURN, PRESIDENT, AND DAVID WALKER SOUTHLAND REGIONAL ASSOCIATION OF REALTORS® A stable residential real estate market played a key role in the ongoing, decadelong economic expansion, yet to sustain real estate, and by extension the national economy, an increase in the supply of new homes is crucial.

That was a key conclusion of three economists who participated recently in a session held at the 2018 Realtors legislative meetings and trade expo in the nation's capitol.

The session, "Outlook for Home Prices and Residential Construction," focused on rapidly rising home prices, tight home inventories and whether or not the country is in the middle of a bubble.

The three panelists agreed that more new home construction is necessary to meet rising demand from increasing household formation and to curtail the affordability crisis.

Yet if supply and demand continues to become more and more out of balance—a problem that is most acute here in California—it could trigger fast-price growth, said NAR Chief Economist Lawrence Yun.

"A best-case scenario is largely dependent on new home construction," Yun said. "An increase in inventory will provide some muchneeded release."

Yet, in the absence of new construction, where is real estate headed?

"Are we in a bubble? No, not currently," said Len Kiefer, deputy chief economist for Freddie Mac.

He outlined ways the current market is different from the one leading to the recession, such as no signs of over leveraging and the very low ratios of household income to debt. The



aggregate risk of mortgages in the U.S. is also comparatively low.

"Those risky loans that contributed to the last bubble have largely gone away in the current market," he said.

"Young adults of today are forming households at a much lower rate than previous generations, and high housing costs contribute to that."

Kiefer noted that one third to three quarters of U.S. markets have an elevated home price-to-income ratio

and many major markets, have already or are close to surpassing their 2008

Ken Simonson, chief economist for Associated General Contractors of America, discussed how low employment in construction is also contributing to the lag in new home construction, despite high demand.

"Construction saw a 30 percent drop in employment in the previous decade, the largest drop of any industry. They also began laying people off a year before the recession began and did not start hiring again until much later than other industries," said Simonson. This has led to difficulty in bringing skilled laborers back to the industry.

"Construction companies are having to hire people with no experience and spend more time and money on training," he said.

Rising material costs also have contributed to the low rate of construction. The price of diesel fuel, which is used in earth moving vehicles and in transporting materials, has risen 42 percent since 2017. And, the cost of lumber and plywood has increased 11 percent while ready-mix concrete rose 7 percent.



'Thank You!' Charity Golf Supporters

More than 115 players from the San Fernando and Santa

Clarita valleys networked, made new friends, drove, chipped and putted recently to make the Southland Regional Association of Realtors' 2018 **Charity Golf Classic** a success.

It could not have happened without the support of hundreds of Realtors, sponsors, affiliate members, volunteers and staff.





Because of the generous support, SRAR's Charitable Foundation will extend handsome donations to Genesis

House, a project of the Hope of the Valley Rescue Mission, and Bridge to Home, Homeless Services, which serves the Santa Clarita Valley. Genesis House provides housing and counsel-

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Hole-in-One Sponsor Mercedes Benz of Calabasas ing for homeless mothers with children from the San Fernando and Santa Clarita vallevs







Realtor® Report June/July 2018 www.srar.com **Sales Slow Due to Limited Supply:**

BUYERS PUSH CONDO PRICES TO RECORD HIGH

BY GARY WASHBURN, PRESIDENT, AND DAVID WALKER SOUTHLAND REGIONAL ASSOCIATION OF REALTORS® Buyers wrestling over a limited supply of property for sale pushed the median price of condominiums sold during April in the San Fernando and Santa Clarita valleys to record highs, the Southland Regional Association of Realtors reported Friday.

The median price of condos—where half sold for more and half for less—has been over the \$400,000 benchmark since May 2017 in the San Fernando Valley.

That happened only four times during the boom of last decade and this time around has led to a succession of new highs, with the April median of \$435,000 being the latest example. That was up 10.6 percent from a year ago while surpassing the prior record set this March.

It's a slightly different story in the Santa Clarita Valley, which is also served by the 10,600-member Southland Regional Association of Realtors. Unlike most Southern California communities, Santa Clarita home and condo sales and prices have hovered just below the sky-high records of last decade—until the condo record fell in April. The condo median in Santa Clarita came in at a record \$410,000, up. 12.3 percent from a year ago and the first time ever to break the \$400,000 benchmark. The prior record of \$397,000 was in January 2006.

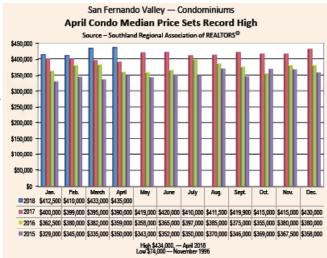
In both valleys thousands of properties

once were listed for sale each month—if only that was true today! There were a mere 1,168 active listings and 477 active listings in the San Fernando and Santa Clarita valleys, respectively. That translates to a 1.8-month and a 1.7-month supply at the current pace of sales. To take pressure off prices, that should be closer to a 6-month supply.

Even with little supply and a dwindling pool of buyers able to afford current prices, the sales

keep coming, though they generally have been grinding slower.

April saw 473 homes and 163

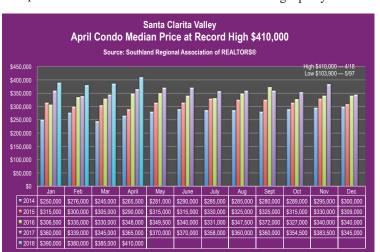


the San Fernando Valley.

The 95 condo sales that closed escrow during April yielded a 17.3 uptick from a

year ago in Santa Clarita, though single-family home sales were off 0.5 percent.

The median price of homes that closed escrow came in at \$697,000 in the San Fernando Valley and \$588,000 in Santa Clarita, up 10.6 percent and 5.9 percent, respectively



condominiums change owners, off 0.6 percent and 3.0 percent from a year ago in

During a "Random Act of Kindness" exercise at the NAR Business Meetings in Washington DC, SRAR and C.A.R. Past President, Pat "Ziggy" Zicarelli was asked to thank an Association

Executive for their work. Ziggy found our own Tim Johnson, CEO of Southland Regional AOR. "This is one of the best" said Ziggy as he thanked him for the wonderful job he has been doing at our Association.





CINDY WU was recognized for her support of the Real Estate Industry when she received her award for achieving her commitment of "10 for 10 with YPN". The Young Professional Network is a large and diverse group of REALTORS® who are extremely engaged professionally and politically in the real estate industry. The YPN RPAC Pledge aims to encourage 1,000 YPN members to pledge to invest a total of \$10,000 over a 10-year period. Cindy accomplished her commitment in only 5 years.

HOMEBUYERS WHO WAIT TO BUY PAY STEEP COST

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

The most recent iteration of a local guide illustrates perfectly why waiting to buy a home can be a bad idea: a prospective buyer who a year ago decided to wait today would pay a higher price and need 16.1 percent more income to buy a median-price single-family home in the San Fernando Valley.

A year ago April the median priced local home sold for \$630,000; this April the median price came in at \$697,000—a \$67,000 difference, the Southland Regional Association of Realtors reported.

Consequently, the minimum annual income needed to qualify for a loan to buy the same home rose from \$131,750 in April 2017 to \$153,012, a 16.1 percent leap, according to SRAR's most recent "Income-to-Loan Guide."

The guide offers benchmarks for prospective buyers on the key numbers in a home purchase. In that same period, interest rates for loans on previously occupied homes jumped from a national average of 4.11 percent to this April's 4.66 percent. Two years ago the interest rate stood at 3.83 percent.

These increases favor home sellers, but buyers are feeling the pinch.

"The solid gain in home prices added roughly \$150 billion to housing wealth during the month," said Lawrence Yun, chief economist for the National Association of Realtors. "But the continuing run-up in home prices above the pace of income growth is simply not sustainable.

"From the cyclical low point in home prices six years ago," he said, "a typical home price has increased by 48% while the average wage rate has grown by only 14%."

Rising interest rates also do not help with affordability.

"More supply is needed to level out home prices," Yun said. "Homebuilding will be the key as to how the housing market performs in the upcoming years." Here's a breakdown of the main numbers used in development of the home and condominium income to loan guides. Keep in mind that hundreds of properties sold for more and hundreds sold for less than the median price, which gives prospective buyers an idea about how much home they can afford. For personalized, specific numbers, always work with a Realtor.

• San Fernando Valley Single-Family Homes

Assuming the buyer made a downpayment of 20 percent, an 80 percent loan of \$557,600 would be needed to finance April's median priced home of \$697,000. April's national average effective mortgage rate of 4.66 percent would require a monthly mortgage payment of \$2,879. Add in property taxes of \$726 per month along with the typical insurance monthly premium payment of \$221 for a total monthly housing payment — known as PITI — of \$3,825. PITI stands for principal and interest, plus taxes and insurance.

San Fernando Valley Condominiums

The median price of condos that changed owners during April was \$435,000. A loan

of \$348,000 would be needed to finance 80 percent of the purchase price, assuming a downpayment of 20 percent. At the national average rate of 4.66 percent, the monthly payment on that loan would equal \$1,797. Monthly property taxes would be \$453 and insurance \$138, for a monthly PITI of \$2,387.

To qualify for the loan, lenders would want to see a minimum annual income of \$95,495. A year ago the same condo required a minium income of \$81,566—a difference of 17.1 percent.

Yes, sitting on the fence sometimes makes sense. Just know that, in this market, everyday spent waiting translates into a predictable requirement—more cash!

WAGE GROWTH, STEADY PRICES BUOY AFFORDABILITY

Higher wages and lower seasonal home prices combined to push California's housing affordability higher in the first quarter of 2018, compared to the previous quarter, the California Association of Realtors reported recently.

The percentage of homebuyers who could afford to purchase a median-priced, existing single-family home in California in first-quarter 2018 edged up to 31 percent from 29 percent in the fourth quarter of 2017, but down from 32 percent in the first quarter a year ago

This is the 20th 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 Housing Affordability Index measures the percentage of all households that can afford to purchase a median-priced, single-family home in California. A minimum annual income of \$111,500 was needed to qualify for the purchase of a \$538,640 statewide median-priced, existing single-family home in the first quarter of 2018. The monthly payment, including taxes and insurance on a 30-year, fixed-rate loan, would be \$2,790, assuming a 20 percent down payment and an effective composite interest rate of 4.44 percent.

Condominiums and townhomes also were more affordable in first-quarter 2018 compared to the previous quarter with 39 percent of California households earning the minimum income to qualify for the purchase of a \$449,720 median-priced condominium/ townhome, up from 38 percent in the fourth quarter. An annual income of \$93,090 was required to make monthly payments of \$2,330.







WAKE UP YPN!!



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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

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Tuesday August 14th

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Tuesday October 9th

Tuesday November 13th





Home Loans

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





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Giveaway Offers Veteran \$50,000 for Home Purchase

Realtor.com, The Home of Home Search, and Veterans United Home Loans announced on Wednesday, May 16, the Independence Day Homebuyer Giveaway. The giveaway will award \$50,000 toward a home purchase to one U.S. military service member or Veteran.

"We help Veterans, service members and their families achieve the American dream of home ownership," said Kris Farmer, chief marketing officer at Veterans United Home Loans, the nation's top VA purchase lender. "We are ... proud to work with realtor.com again this year to help make that dream a reality for one of our nation's heroes."

Tricia Smith, senior vice president of channel sales and operations at realtor.com said: "As we approach Independence Day, we at realtor.com are honored to be, once again, a part of their dream home journey and supporting our service members in finding a place to call their own."

The giveaway is open to qualifying active or honorably discharged Veterans of the U.S. military. Entries to the Independence Day homebuyer giveaway will be accepted until 11:59 a.m. ET, July 5, 2018, at https://www.realtor.com/independence-day-home-buyer-giveaway.

The winner will receive \$50,000, minus any required tax withholding, at the closing of a home purchase transaction, subject to the Official Rules for the sweepstakes. Full prize details, conditions and sweepstakes rules are available at: https://www.realtor.com/july4rules.

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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

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154 100 37 27 22 23 24 24 25 25 25 25 25 25	299,999 30	151	87	34		2509	0.8
160 82 23 23 24 24 24 24 24 2	349,999	154	100	37		2042	0.4
150 68 36 36 36 36 36 36 36 36 36 36 36 36 36	1399,99934	160	82	23		4164	9. 1
151 93 26 174 95 174 39 172 68 182 68 23 39 233 126 247 19 2018 FMLS TOTAL - \$ VOLUME	4499 999	150	68	36		8194	1
174 95 39 152 39 152 39 152 39 152 39 152 39 152 39 152 39 152 39 39 39 39 39 39 39 3	549,99923	151		26		5586	9.1
112 68 54 29 29 29 29 47 19 399 126 71 19 233 28 28 29 29 29 29 29 29 29 29 29 29 29 29 29	599,999	174	95	39		N/A 5301	1.2
122 68 29 95 47 19 399 126 71 233 37 244 506 2018 FMLS TOTAL - \$ VOLUME	799,999	160	119	54		7684	0.7
2018 FMLS TOTAL - \$ VOLUME	966,999	122		29		8936	Z.0
2018 RMLS TOTAL - \$ VOLUME	. 39 1 J DOO DOO	300	126	71		10303	3.0 8.8
2018 RMLS TOTAL - \$ VOLUME	N 2,000,000.	233	37	28	3)	361076	9.9
2018 RMLS TOTAL - \$ VO	.32	2490	1244		9)	593108	0.2
.376.734.00	35	. \$3,376,734	\$ VOLUME				SALES 4.778
Fall Change Decree Office Control Cont		Holl old Lond or would	A Comment of the comm	olbusta olan	He I double		

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

SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS', INC.

'		2013	13			2014	4			2015	2			2016	9			2017	_			2018	∞	
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	VOL MIL.	% SALES TO LIST	LIST	SALES	VOL MIL.	% SALES TO LIST	LIST	SALES	VOL MIL.	% SALES TO LIST	LIST	SALES	\$ WIL.	% SALES TO LIST	S TSII	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	988	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	8.77	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	1,577	1,095	793.1	69.4
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	9.07	1,251	878	655.5	57.9
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	1,801	1,244	841.7	69.1
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	955.8	85.4				
JUL	1,610	1,176	584.9	73.0	1,673	1165	600.3	9.69	1,686	1,321	9.077	78.4	1,644	1,163	745.4	7.07	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				
	16,407	13,177	6,315.3	80.71	16,902 1	11,726 6	6,161.6	69.3	17,713	13,200 7	7,376.5	74.5	1,7361	13,005 7,	6.787,7	74.9	17,276	14,032 8	8,925.2	82				
AVG. SALE PRICE	07	\$479,270	270		Ø	\$525,464	164		8	\$558,825	325			\$605,843	,843			\$636,060	090'					

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR MAY 2018

Total Artible Listings	ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	L EXT	TOTAL
Total Achie Listings		102	144	136	202	213	797	596	1,393
Average List Price in Thousands	Total Active Listings	122	193	196	218	303	1,032	973	2,005
Median List Price in Thousands		88	58	54	44	58	58	78	68
BOMS	Average List Price in Thousands	580.1	1,447.9	1,716.4	903.0	1,837.6	1,395.6	838.6	1,125.3
Average BOM Price in Thousands									
BOMI to Sale Ratio		15	18	25	42	36	136	114	250
Expirations		461.1	1,146.2	964.6	760.6	946.4	865.3	625.6	756.0
PRINTING SALES		19.5	20.2	34.2	31.6	28.8	27.4	26.4	26.9
New Escrows Opened.	Expirations	8	12	12	13	1/	62	58	120
Total YID Escrows Opened	PENDING SALES								
New Open Escroves Average Days on Market. 23 26 33 30 29 28 37 33	New Escrows Opened	83	93	78	157	179	590	428	1,018
New Open Escrows Average List Price	Total YTD Escrows Opened	370	397	364	598	654	2,383	1,937	4,320
New Earcone Closed	New Open Escrows Average Days on Market	23	26	33	30	29	28	37	32
Total YTD Express Closed	New Open Escrows Average List Price	527.4	968.0	1,014.6	745.0	1,116.8	898.0	508.6	734.3
Total YTD Escrows Closed 335 356 320 504 549 2.664 1.706 3.77.1 Volume of New Sales Dollars in Millions 39.9393 (100.81 80.00) 99.807 2.0455 4.410 2.27.822 6.77.1 Volume of India YTD Sales in Millions 7170 122 417.292 348.867 368.357 345.367 1,850.004 92.015 2.770.156 Average Sale price in Thousands 5.516.7 1.12.14.5 1.10.69 3.750.4 983.7 88.75 550.1 770.156 Median Sale Price in Thousands 5.516.7 1.12.14.5 1.10.69 3.750.4 983.7 88.75 550.1 770.156 Median Sale Price in Thousands 5.510.0 .500.0 .705.0 .695.5 765.0 .700.0 .365.0 .670.1 Median Sale Price in Thousands 5.510.0 .500.0 .705.0 .695.5 765.0 .700.0 .365.0 .670.1 Median Sale Price in Thousands 6.510.0 .500.0 .705.0 .695.5 765.0 .700.0 .365.0 .670.1 Median Sale Price in Thousands 6.510.0 .500.0 .705.0 .695.5 765.0 .700.0 .365.0 .670.1 Parcent of Coop Sales 6.52 .600.0 .600.0 .705.0 .695.5 765.0 .700.0 .365.0 .670.1 Parcent of Coop Sales 6.52 .600.0 .600.0 .705.0 .695.5 .700.0 .365.0 .670.1 Parcent of Coop Sales 6.500.0 .705.0 .698.5 .705.0 .700.0 .365.0 .670.1 Parcent of Sales at List Price 7.53 .550.0 .600.0 .600.0 .700.0 .700.0 .700.0 .600.0 .700.0	CLOSED SALES:								
Volume of New Sales Dollars in Millions 39 938 100 081 99 807 120 465 441 091 237 62 678 711 Volume of total VTD Sales in Millions 710 122 417 292 348 486 368 357 750 4 963 7 887 5 550 1 700 C Average Sale price in Thousands 516 7 1124.5 1,106 9 750 4 963 7 887 5 550 1 700 C Coop Sales 62 73 59 103 111 408 353 76 1 Percent of Coop Sales 80.5 80.5 80.5 80.5 80.5 80.5 80.5 80.5 80.5 80.5 80.8 80.5 80.8 80.5 80.8 80.5 80.8 80.5 80.8 80.5 80.8 80.5 80.8 80.5 80.8 80.5 80.8 80.5 80.8 80.5 80.8 80.5 80.8 80.5 80.8 80.5 80.8 80.5 80.8 80.5 80.8 80.5 80.8 80.5 80.8 80.5 </td <td>New Escrows Closed</td> <td>77</td> <td>89</td> <td>73</td> <td>133</td> <td>125</td> <td>497</td> <td>432</td> <td>929</td>	New Escrows Closed	77	89	73	133	125	497	432	929
Volume of total YTD Sales in Millions		335							
Average Sale price in Thousands	Volume of New Sales Dollars in Millions	39.938	100.081	80.801	99.807	120.465	441.091	237.627	678.717
Median Sale Pircle in Thousands			417.292	348.867	368.357	545.367	1,850.004	920.155	2,770.159
Coop Sales	Average Sale price in Thousands	518.7	1,124.5	1,106.9	750.4	963.7	887.5	550.1	730.6
Percent of Coop Sales			850.0	705.0	695.5	765.0	708.0	385.0	610.0
Average Days on Market. 33 32 28 26 25 28 39 33 38 28 28 10 27 28 39 38 38 38 38 31 81 Price. 58 52 44 90 74 318 259 585 58 52 44 90 74 318 259 585 58 52 44 90 74 318 259 585 58 52 44 90 74 318 259 585 58 58 59 58 58 59 58 58 59 58 59 58 58 59 58 58 59 59 58 59 58 59 58 59 58 59 58 59 58 59 58 59 58 59 58 59 58 59 58 59 58 59 59 58 59 58 59 58 59 58 59 58 59 58 59 59 58 59 58 59 59 58 59 59 58 59 59 58 59 58 59 58 59 59 58 59 59 58 59 58 59 59 59 59 59 59 59 59 59 59 59 59 59			73	59	<u>103</u>	111	408	353	761
Sales at List Price Percent of Sales at List Price 75.3 564 60.3 667, 79.2 64.0 62.3 693. Sales to Listing Inventory Ratio. 63.1 46.1 37.2 61.0 41.3 48.2 44.4 4.4 .46.5 Final Sale to New Listing Ratio 75.5 61.8 53.7 65.8 58.7 62.4 72.5 66.1 CLOSED SALES TYPE Foreclosure/REO. 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			82.0	80.8	17.4	88.8	82.1	81.7	81.9
Percent of Sales at List Price	Average Days on Market		32	28	26	25	28	39	33
Sales to Listing Inventory Ratio		75.0	52	44	90		318	269	587
Final Sale to New Listing Ratio				50.3			04.U	02.3	ک.د00
Closed Sales TYPE	Sales to Listing Inventory Ratio	03.1	40.1	31.2	01.U	41.3 50 7	40.2	70.5	40.3
Foreclosure/REO	Final Sale to New Listing Ratio	/ 3.3	01.0		0.00		02.4	12.5	00.7
Selier Concessions	CLOSED SALES TYPE	_					_	_	
Seller Concessions	Foreclosure/REO	0	0	0	2	0	2	7	9
Standard	Seller Concessions	0	0	0	0	0	0	0	0
SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MAY 2018 ACTIVE INVENTORY		2	0	0	2	1	5	/	12
SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MAY 2018	Standard	/3	88	/1	125	120	4//	405	882
Received Part Received Re	Other	2	I	2	4	4	13	13	20
Received Part Received Re									
New Listings		LEV CON	DOMAN	INA OALE	-O OTAT	IOTIOO	EOD MAN	<u>, 0040</u>	
Total Active Listings	SAN FERNANDO VAL								
Average Days on Market. 74 64 73 56 70 67 48 59 Average List Price in Thousands 384.7 602.9 601.3 518.6 649.4 556.9 566.3 561.1 Median List Price in Thousands 339.9 550.0 434.5 450.0 510.0 498.0 460.0 476.0 BOMS 5 10 9 7 7 7 38 29 67 Average BOM Price in Thousands 451.1 489.2 548.8 379.7 706.1 518.1 461.0 493.4 BOM to Sale Ratio 17.9 33.3 18.0 17.9 17.1 20.2 22.8 21.3 Expirations 2 1 0 1 4 8 14 82.2 PENDING SALES New Escrows Opened 32 46 38 36 40 192 118 310 Total YTD Escrows Opened 140 189 173 156 186 844 5533 1,377 New Open Escrows Average Days on Market 23 28 25 18 28 25 36 29 New Open Escrows Average List Price 374.3 553.6 428.2 458.4 457.2 461.0 475.9 466.6 CLOSED SALES: New Escrows Closed 28 30 50 39 41 188 127 315 Total YTD Escrows Closed 127 171 170 147 170 785 475 1,260 Volume of New Sales Dollars in Millions 10.690 15.589 20.818 17.858 24.906 89.860 73.124 162.984 Volume of New Sales Dollars in Millions 45.511 89.053 75.48 80.0 99.7 86.159 361.99 124.656 606.575 Average Sale price in Thousands 381.8 519.6 416.4 457.9 80.75 478.0 575.8 517.4 Median Sale Price in Thousands 32.1 8.3 80.0 89.7 95.1 875.8 813.2 36.2 Sales at List Price 22 38 32 57.5 49.9 91.8 91.8 91.65 107 277.2 Percent of Coop Sales 82.1 83.3 86.0 89.7 95.1 875.8 843 863 Sales at List Price 92.3 73.3 75.0 74.4 65.9 75.0 58.3 68.3 Sales to Listing Inventory Ratio 88.3 89.1 82.1 99.0 77.2 CLOSED SALES: CLOSED SALES: 10	ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	L EXT	
Average List Price in Thousands 384.7 602.9 601.3 518.6 649.4 556.9 566.3 561.1 Median List Price in Thousands 339.9 550.0 434.5 450.0 510.0 498.0 460.0 476.0 BDMS 5 10.9 7 7 38 29 57 Average BOM Price in Thousands 451.1 489.2 548.8 379.7 706.1 518.1 461.0 493.4 BDM to Sale Ratio 17.9 33.3 18.0 17.9 17.1 20.2 22.8 21.3 Expirations 2 1 0 1 4 8 14 22 PENDING SALES New Escrows Opened 32 46 38 36 40 192 118 310 Total YTD Escrows Opened 140 189 173 156 186 844 533 1,377 New Open Escrows Average Days on Market 23 28 25 18 28 25 36 29 New Open Escrows Average List Price 374.3 553.6 428.2 458.4 457.2 461.0 475.9 466.6 CLOSED SALES: New Escrows Closed 2.8 30 50 39 41 188 127 315 Total YTD Escrows Closed 127 171 170 147 170 785 475 1,260 Volume of New Sales Dollars in Millions 10.690 15.589 20.818 17.858 2490.6 89.680 73.124 162.994 Volume of total YTD Sales in Millions 381.8 51.1 89.053 75.418 65.779 861.59 361.99 246.56 60.575 Average Baye rice in Thousands 381.8 515.1 89.053 75.418 65.779 861.59 361.99 24.4656 60.05.75 Average Sales price in Thousands 381.8 519.6 416.4 457.9 607.5 478.0 575.8 517.4 Average Sales price in Thousands 381.8 519.6 416.4 457.9 607.5 478.0 575.8 517.4 Percent of Coop Sales 23 25 43 35 39 165 107 272 Percent of Coop Sales 82.1 83.3 86.0 89.7 95.1 878. 843.3 863.3 86.0 89.7 95.1 878.8 843.3 863.3 860	ACTIVE INVENTORY New Listings	EN 29	ES 66	CS 54	WN 58	WS 42	SFV TOTA	L EXT	408
Median List Price in Thousands 339.9 550.0 434.5 450.0 .510.0 498.0 .460.0 .476.0 BOMS 5 10 9 7 7 38 29 .67 Average BOM Price in Thousands 451.1 449.2 548.8 379.7 706.1 .518.1 .461.0 .493.4 BOM to Sale Ratio 17.9 33.3 18.0 .17.9 17.1 20.2 .22.8 .21.3 Expirations 2 1 0 1 4 8 14 .22 PENDING SALES 32 46 .38 .36 .40 .192 .118 .310 Total YTD Escrows Opened .140 .189 .173 .156 .186 .844 .533 .1,377 New Open Escrows Average List Price .374.3 .553.6 .428.2 .458.4 .457.2 .461.0 .475.9 .466.6 CLOSED SALES: .28 .25 .18 .28 .25 .36 .29 New Escrows Closed .28 .30 .50 .39 .41<	ACTIVE INVENTORY New Listings Total Active Listings	EN 29 41	ES 66	CS 54 56	WN 58 66	WS 42 .46	SFV TOTA 249 .271	L EXT 159 214	408 485
BOMS	ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market	EN 29 41 74	ES 66 62 64	CS 54 56 73	WN 58 66 .56	WS 42 .46 .70	SFV TOTA 249 271 67	L EXT 159 214 48	408 485 59
Average BOM Price in Thousands	ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands		ES	54 56 73 601.3	WN 586656518.6	WS 42 .46 .70 649.4	SFV TOTA 24927167556.9	L EXT 159 .214 .48 .566.3	408 485 59
BOM to Sale Ratio	ACTIVE INVENTORY New Listings		66	54	WN	424670649.4510.0	249	159	408 485 59 561.1 476.0
Expirations	ACTIVE INVENTORY New Listings		66	54 56 73 601.3 434.5	WN 58		249	L EXT	408 485 59 561.1 476.0
New Escrows Opened 32 46 38 36 40 192 118 310	ACTIVE INVENTORY New Listings		66	54	WN	## 42	SFV TOTAI 249 67 556.9 498.0 38 518.1	L EXT	
New Escrows Opened 32 46 38 36 40 192 118 310 Total YTD Escrows Opened 140 189 173 156 186 844 533 1,377 New Open Escrows Average Days on Market 23 28 25 18 28 25 36 29 New Open Escrows Average List Price 374.3 553.6 428.2 458.4 457.2 461.0 475.9 466.6 CLOSED SALES:	ACTIVE INVENTORY New Listings	EN 29 41 74 384.7 339.9 5 451.1 17.9	ES 66 62 64 602 9 550 0 10 489 2 33.3	54 56 73 601.3 434.5 9 548.8 18.0	WN	WS	SFV TOTAI 249 67 556.9 498.0 38 518.1 20.2	L EXT	
Total YTD Escrows Opened 140 189 173 156 186 844 533 1,377 New Open Escrows Average Days on Market 23 28 25 18 28 25 36 29 New Open Escrows Average List Price 374.3 .553.6 428.2 458.4 .457.2 .461.0 .475.9 466.6 CLOSED SALES: New Escrows Closed 28 30 50 39 41 188 127 315 Total YTD Escrows Closed 127 171 170 147 170 .785 475 1,260 Volume of New Sales Dollars in Millions 10.690 15.589 20.818 17.858 24.906 89.860 73.124 162.934 Volume of total YTD Sales in Millions 45.511 89.053 75.418 65.779 86.159 361.199 244.656 606.575 Average Sale price in Thousands 381.8 519.6 416.4 457.9 607.5 478.0 575.8 517.4 Median Sale Price in Thousands 330.0 515.0 389.0 427.0 455.0 420.0 446.0 425.0 Coop Sales 23 25 43 35 39 165 107 272 Percent of Coop Sales 82.1 83.3 86.0 89.7 95.1 878 843 86.3 Average Days on Market 23 18 24 16 31 23 36 28 Sales at List Price 25 22 38 29 27 141 74 215 Percent of Sales at List Price 89.3 73.3 76.0 74.4 65.9 75.5 75.8 51.3 83 64.9 Frical Sales to Listing Inventory Ratio 68.3 48.4 89.3 59.1 69.4 59.3 64.9 Final Sale to New Listing Ratio 96.6 45.5 92.6 67.2 97.6 75.5 79.9 77.2 CLOSED SALES TYPE Foreclosure/REO 1 0 1 1 0 1 1 0 3 4 7 7 Seller Concessions 0 0 0 0 0 0 1 1 1 2 3 3 Standard 27 30 48 38 39 182 119 301	ACTIVE INVENTORY New Listings	EN 29 41 74 384.7 339.9 5 451.1 17.9	ES 66 62 64 602 9 550 0 10 489 2 33.3	54 56 73 601.3 434.5 9 548.8 18.0	WN	WS	SFV TOTAI 249 67 556.9 498.0 38 518.1 20.2	L EXT	
New Open Escrows Áverage Days on Market 23 28 25 18 28 25 36 29 New Open Escrows Average List Price 374.3 553.6 428.2 458.4 457.2 461.0 475.9 466.6 CLOSED SALES: New Escrows Closed 28 30 50 39 41 188 127 315 Total YTD Escrows Closed 127 171 170 147 170 785 475 1,260 Volume of New Sales Dollars in Millions 10.690 15.589 20.818 17.858 24.906 89.860 73.124 162.984 Volume of total YTD Sales in Millions 45.511 89.053 75.418 65.779 86.159 361.919 244.656 606.575 Average Sale price in Thousands 381.8 519.6 416.4 457.9 607.5 478.0 575.8 517.4 Median Sale Price in Thousands 330.0 515.0 389.0 427.0 445.0 446.0 425.0 Coop Sales	ACTIVE INVENTORY New Listings	EN 29 41 74 3847 55 451.1 17.9 2	ES 66 62 64 602 9 550.0 10 489.2 33.3 1 1	54 56 73 601.3 434.5 9 548.8 18.0	WN	WS	SFV TOTAI	L EXT	408 485 59 561.1 476.0 67 493.4 21.3
New Open Escrows Average List Price 374.3 .553.6 .428.2 .458.4 .457.2 .461.0 .475.9 .466.6 CLOSED SALES: New Escrows Closed 28 30 50 39 41 188 127 .315 Total YTD Escrows Closed 127 .171 .170 .147 .170 .785 .475 .1260 Volume of New Sales Dollars in Millions 10.690 .15.589 .20.818 .17.858 .24.906 .89.860 .73.124 .162.904 Volume of New Sales Dollars in Millions 45.511 .89.053 .75.418 .65.779 .86.159 .361.919 .244.656 .606.575 Average Sale price in Thousands 381.8 .519.6 .416.4 .457.9 .607.5 .478.0 .575.8 .517.4 Median Sale Price in Thousands 330.0 .515.0 .49.4 .46.4 .457.9 .607.5 .478.0 .575.8 .517.4 Median Sale Price in Thousands .330.0 .515.0 .490.6 .427.0 .455.0 .420.0	ACTIVE INVENTORY New Listings	EN 29 41 74 384.7 339.9 5 451.1 17.9 2	ES 66 62 64 602 9 550.0 10 489.2 33.3 1 46	54 56 73 601.3 434.5 9 548.8 18.0 0	WN	## WS ## 42 ## 46 ## 70 ## 649.4 ## 510.0 ## 706.1 ## 17.1 ## 40 ## 40	SFV TOTAI	L EXT	408 485 59 561.1 476.0 67 493.4 21.3 22
CLOSED SALES: New Escrows Closed 28 30 50 39 .41 188 .127 .315 Total YTD Escrows Closed 127 .171 .170 .147 .170 .785 .475 .1,260 Volume of New Sales Dollars in Millions 10.690 15.589 .20.818 .17.858 .24.906 .98.860 .73.124 .162.984 Volume of total YTD Sales in Millions .45.511 .89.053 .75.418 .65.779 .86.159 .361.919 .244.656 .606.575 Average Sale price in Thousands .381.8 .519.6 .416.4 .457.9 .607.5 .478.0 .575.8 .517.4 Median Sale Price in Thousands .330.0 .515.0 .389.0 .427.0 .455.0 .420.0 .446.0 .425.0 Coop Sales .23 .25 .43 .35 .39 .165 .107 .272 Percent of Coop Sales .82.1 .83.3 .86.0 .89.7 .95.1 .87.8 .84.3 .86.3	ACTIVE INVENTORY New Listings	EN 29 41 74 384.7 39.9 5. 451.1 17.9 2. 32 140	ES 66 62 64 602 9 550 0 10 489 2 33 3 1 46 189	54 56 73 601.3 434.5 9 548.8 18.0 0	WN 58 66 518.6 450.0 7 379.7 17.9 1.1 36 156	WS	SFV TOTAI 249 271 67 556.9 498.0 38 518.1 20.2 8 192 844	L EXT	
New Escrows Closed	ACTIVE INVENTORY New Listings	EN 29 41 74 384.7 339.9 5. 451.1 17.9 2. 32 140 23	ES 66 62 64 602 9 550 0 10 489 2 33.3 1 46 189 28	54 56 73 601.3 434.5 9 548.8 18.0 0 38 173 25	WN 58 66 518.6 450.0 7 379.7 17.9 1.1 36 156 18	WS	\$\begin{array}{c} \text{SFV TOTAI} \\ \\	L EXT	408 485 59 561.1 476.0 67 493.4
Total YTD Escrows Closed 127 171 170 147 170 785 475 1,260 Volume of New Sales Dollars in Millions 10.690 15.589 20.818 17.858 24.906 89.860 73.124 162.984 Volume of total YTD Sales in Millions 45.511 89.053 75.418 65.779 86.159 361.919 244.656 606.575 Average Sale price in Thousands 381.8 519.6 416.4 457.9 607.5 478.0 575.8 517.4 Median Sale Price in Thousands 330.0 515.0 389.0 427.0 455.0 420.0 446.0 425.0 Coop Sales 23 25 43 35 39 165 107 272 Percent of Coop Sales 82.1 83.3 86.0 89.7 95.1 87.8 84.3 86.3 Average Days on Market 23 18 24 16 31 23 36 28 Sales at List Price 25 22 38	ACTIVE INVENTORY New Listings	EN 29 41 74 384.7 339.9 5. 451.1 17.9 2. 32 140 23	ES 66 62 64 602 9 550 0 10 489 2 33.3 1 46 189 28	54 56 73 601.3 434.5 9 548.8 18.0 0 38 173 25	WN 58 66 518.6 450.0 7 379.7 17.9 1.1 36 156 18	WS	\$\begin{array}{c} \text{SFV TOTAI} \\ \\	L EXT	408 485 59 561.1 476.0 67 493.4
Volume of New Sales Dollars in Millions 10.690 15.589 20.818 17.858 24.906 89.860 73.124 162.984 Volume of total YTD Sales in Millions 45.511 89.053 75.418 65.779 86.159 361.919 244.656 606.575 Average Sale price in Thousands 381.8 519.6 416.4 457.9 .607.5 478.0 .575.8 .517.4 Median Sale Price in Thousands 330.0 515.0 389.0 427.0 .455.0 .420.0 .446.0 .425.0 Coop Sales 23 25 43 35 39 .165 .107 .272 Percent of Coop Sales 82.1 83.3 86.0 89.7 .95.1 .87.8 .84.3 .86.3 Average Days on Market 23 18 .24 .16 .31 .23 .36 .28 Sales at List Price .25 .22 .38 .29 .27 .14 .74 .215 Percent of Sales at List Price .93.3 .73	ACTIVE INVENTORY New Listings	EN 29 41 74 384.7 339.9 5 451.1 17.9 2 32 140 23 374.3	ES		WN 58 66 518.6 450.0 7 379.7 17.9 1. 36 156 18 458.4	## WS ## 42 ## 46 ## 70 ## 649.4 ## 510.0 ## 706.1 ## 17.1 ## 40 ## 186 ## 28 ## 457.2	\$\text{SFV TOTAI}\$ \tag{249}\$ \tag{271}\$ \tag{67}\$ \tag{556.9}\$ \tag{498.0}\$ \tag{38}\$ \tag{518.1}\$ \tag{20.2}\$ \tag{8}\$ \tag{192}\$ \tag{844}\$ \tag{25}\$ \tag{461.0}	L EXT	408 485 59 561.1 476.0 67 493.4
Volume of total YTD Sales in Millions 45.511 89.053 75.418 65.779 86.159 361.919 244.656 606.575 Average Sale price in Thousands 381.8 519.6 416.4 457.9 607.5 478.0 575.8 517.4 Median Sale Price in Thousands 330.0 515.0 389.0 427.0 455.0 420.0 446.0 425.0 Coop Sales 23 25 43 35 39 165 107 272 Percent of Coop Sales 82.1 83.3 86.0 89.7 95.1 87.8 84.3 86.3 Average Days on Market 23 18 24 16 31 23 36 228 Sales at List Price 25 22 38 29 27 141 74 215 Percent of Sales at List Price 89.3 73.3 76.0 74.4 65.9 75.0 58.3 68.3 Sales to Listing Inventory Ratio 68.3 48.4 89.3 59.1	New Listings	EN 29 41 74 384.7 339.9 5 451.1 17.9 2 140 23 374.3	ES	54	WN 58 66 518.6 450.0 7 379.7 17.9 1. 36 458.4 39	## WS ## 42 ## 46 ## 70 ## 649.4 ## 510.0 ## 706.1 ## 17.1 ## 40 ## 186 ## 28 ## 457.2 ## 41	\$\begin{align*} \text{SFV TOTAI} & 249 &	L EXT	408 485 59 561.1 476.0 67 493.4 21.3 22 310 1,377 29 466.6
Average Sale price in Thousands 381.8 519.6 416.4 457.9 607.5 478.0 575.8 517.4 Median Sale Price in Thousands 330.0 515.0 389.0 427.0 455.0 420.0 446.0 425.0 Coop Sales 23 25 43 35 39 165 107 272 Percent of Coop Sales 82.1 83.3 86.0 89.7 95.1 87.8 84.3 86.3 Average Days on Market 23 18 24 16 31 23 36 28 Sales at List Price 25 22 38 29 27 141 74 215 Percent of Sales at List Price 89.3 73.3 76.0 74.4 65.9 75.0 58.3 68.3 Sales to Listing Inventory Ratio 68.3 48.4 89.3 59.1 89.1 69.4 59.3 64.9 Final Sale to New Listing Ratio 96.6 45.5 92.6 67.2 97.6 75.5 79.9 77.2 CLOSED SALES TYPE <	New Listings	EN 29 41 74 384.7 339.9 5 451.1 17.9 2 32 140 23 374.3 28 127	ES		WN 58 66 518.6 450.0 7 379.7 17.9 1.56 186 458.4	## WS ## 42 ## 46 ## 70 ## 649.4 ## 510.0 ## 706.1 ## 17.1 ## 40 ## 40 ## 186 ## 28 ## 457.2 ## 41 ## 170	\$\begin{array}{c} SFV TOTAI \\ .249 \\ .271 \\ .67 \\ .556.9 \\ .498.0 \\ .38 \\ .518.1 \\ .20.2 \\ .8 \\ .498.0 \\ .498.0 \\ .498.0 \\ .498.0 \\ .400	L EXT	408 485 59 561.1 476.0 67 493.4 21.3 22 310 1,377 29 466.6
Median Sale Price in Thousands 330.0 515.0 389.0 427.0 455.0 420.0 446.0 425.0 Coop Sales 23 25 43 35 39 165 107 272 Percent of Coop Sales 82.1 83.3 86.0 89.7 95.1 87.8 84.3 86.3 Average Days on Market 23 18 24 16 31 23 36 28 Sales at List Price 25 22 38 29 27 141 74 215 Percent of Sales at List Price 89.3 73.3 76.0 74.4 65.9 75.0 58.3 68.3 Sales to Listing Inventory Ratio 68.3 48.4 89.3 59.1 89.1 69.4 59.3 64.9 Final Sale to New Listing Ratio 96.6 45.5 92.6 67.2 97.6 75.5 79.9 77.2 CLOSED SALES TYPE Foreclosure/REO 1 0 1 1	New Listings		ES		WN 58 66 518.6 450.0 7 379.7 17.9 1.56 458.4 39 147 17.858	## WS ## 42 ## 46 ## 70 ## 649.4 ## 510.0 ## 706.1 ## 17.1 ## 40 ## 186 ## 28 ## 457.2 ## 41 ## 170 ## 24.906	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	L EXT	
Coop Sales 23 25 43 35 39 165 107 272 Percent of Coop Sales 82.1 83.3 86.0 89.7 95.1 87.8 84.3 86.3 Average Days on Market 23 18 24 16 31 23 36 28 Sales at List Price 25 22 38 29 27 141 74 215 Percent of Sales at List Price 89.3 73.3 76.0 74.4 65.9 75.0 58.3 68.3 Sales to Listing Inventory Ratio 68.3 48.4 89.3 59.1 89.1 69.4 59.3 64.9 Final Sale to New Listing Ratio 96.6 45.5 92.6 67.2 97.6 75.5 79.9 77.2 CLOSED SALES TYPE Foreclosure/REO 1 0 1 1 0 3 4 7 Seller Concessions 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	New Listings		ES		WN 58 66 56 518.6 450.0 7 379.7 17.9 1.56 18 458.4 39 147 17.858 65.779	## WS ## 42 ## 46 ## 70 ## 649.4 ## 510.0 ## 706.1 ## 17.1 ## 40 ## 40 ## 28 ## 457.2 ## 41 ## 170 ## 24.906 ## 86.159	\$\text{SFV TOTAI}\$ \tag{249}\$ \tag{271}\$ \tag{67}\$ \tag{556.9}\$ \tag{498.0}\$ \tag{38}\$ \tag{518.1}\$ \tag{20.2}\$ \tag{844}\$ \tag{25}\$ \tag{461.0}\$ \tag{188}\$ \tag{785}\$ \tag{89.860}\$ \tag{361.919}	L EXT	
Percent of Coop Sales 82.1 83.3 86.0 89.7 95.1 87.8 84.3 86.3 Average Days on Market 23 18 24 16 31 23 36 28 Sales at List Price 25 22 38 29 27 141 74 215 Percent of Sales at List Price 89.3 73.3 76.0 74.4 65.9 75.0 58.3 68.3 Sales to Listing Inventory Ratio 68.3 48.4 89.3 59.1 89.1 69.4 59.3 64.9 Final Sale to New Listing Ratio 96.6 45.5 92.6 67.2 97.6 75.5 79.9 77.2 CLOSED SALES TYPE Foreclosure/REO 1 0 1 1 0 3 4 7 Seller Concessions 0	New Listings		ES		WN 58 66 56 518.6 450.0 7 379.7 17.9 1.56 18 458.4 39 147 17.858 65.779 457.9	## 42 46 70 649.4 510.0 7 706.1 17.1 4 40 186 28 457.2 41 170 24.906 86.159 607.5	249 271 67 556.9 498.0 38 518.1 20.2 8 494 401 192 401 188 188 188 188 188 188 188 188 188 1	L EXT	408 485 59 561.1 476.0 67 493.4 21.3 22 310 1,377 29 466.6 315 1,260 162.984 606.575 517.4
Average Days on Market 23 18 24 16 31 23 36 28 Sales at List Price 25 22 38 29 27 141 74 215 Percent of Sales at List Price 89.3 73.3 76.0 74.4 65.9 75.0 58.3 68.3 Sales to Listing Inventory Ratio 68.3 48.4 89.3 59.1 89.1 69.4 59.3 64.9 Final Sale to New Listing Ratio 96.6 45.5 92.6 67.2 97.6 75.5 79.9 77.2 CLOSED SALES TYPE Foreclosure/REO 1 0 1 1 0 3 4 7 Seller Concessions 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 3 4 7 3 3 1 1 1 2 3 3 3 1 1 1 2 3 3 3 1 1 1 2 3	New Listings	29	ES		WN 58 66 56 518.6 450.0 7 379.7 17.9 1. 36 156 18 458.4 39 147 17.858 65.779 457.9 427.0	## WS 42 46 70 649.4 510.0 7 706.1 17.1 4 40 186 28 457.2 41 170 24.906 86.159 607.5 455.0	249 271 67 556.9 498.0 38 518.1 20.2 8 8 192 844 25 461.0 188 89.860 361.919 478.0 420.0	L EXT	
Sales at List Price 25 22 38 29 27 141 74 215 Percent of Sales at List Price 89.3 73.3 76.0 74.4 65.9 75.0 58.3 68.3 Sales to Listing Inventory Ratio 68.3 48.4 89.3 59.1 89.1 69.4 59.3 64.9 Final Sale to New Listing Ratio 96.6 45.5 92.6 67.2 97.6 75.5 79.9 77.2 CLOSED SALES TYPE 1 0 1 1 0 3 4 7 Seller Concessions 0 <	ACTIVE INVENTORY New Listings	29	ES		WN 58 66 56 518.6 450.0 7 379.7 17.9 1 36 156 458.4 39 147 17.858 65.779 457.9 427.0 358	## W\$ 42 46 70 649.4 510.0 7 706.1 17.1 40 186 28 457.2 41 170 24.906 86.159 607.5 455.0 39	249 271 67 556.9 498.0 38 518.1 20.2 8 8 192 844 25 461.0 188 89.860 361.919 478.0 420.0 165	L EXT	408 485 59 561.1 476.0 67 493.4 21.3 22 310 1,377 29 466.6 11,260 162.984 606.575 517.4 425.0 272
Percent of Sales at List Price 89.3 73.3 76.0 74.4 65.9 75.0 58.3 68.3 Sales to Listing Inventory Ratio 68.3 48.4 89.3 59.1 89.1 69.4 59.3 64.9 Final Sale to New Listing Ratio 96.6 45.5 92.6 67.2 97.6 75.5 79.9 77.2 CLOSED SALES TYPE 1 0 1 1 0 3 4 7 Seller Concessions 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 3 4 7 7 Seller Concessions 0	ACTIVE INVENTORY New Listings				WN 58 66 56 518.6 450.0 7 379.7 17.9 1 36 156 18 458.4 39 147 17.858 65.779 427.0 35 89.7	## W\$ 42 46 70 649.4 510.0 7 706.1 17.1 40 186 28 457.2 41 170 24.906 86.159 607.5 455.0 39 95.1	249 271 67 556.9 498.0 38 518.1 20.2 8 192 844 25 461.0 188 785 89.860 361.919 478.0 420.0 165 87.8	L EXT	408 485 59 561.1 476.0 67 493.4 21.3 22 310 1,377 29 466.6 315 1,2684 162.984 425.0 272 86.3
Sales to Listing Inventory Ratio 68.3 48.4 89.3 59.1 89.1 69.4 59.3 64.9 Final Sale to New Listing Ratio 96.6 45.5 92.6 67.2 97.6 75.5 79.9 77.2 CLOSED SALES TYPE 1 0 1 1 0 3 4 7 Seller Concessions 0 0 0 0 0 0 0 0 0 Short Sale 0 0 0 0 1 1 2 3 Standard 27 30 48 38 39 182 119 301	New Listings		ES 66 62 64 602.9 550.0 10 489.2 33.3 1 46 189 28 553.6 30 171 15.589 89.053 519.6 515.0 25 83.3 18		WN 58 66 56 518.6 450.0 7 379.7 17.9 1 36 156 18. 458.4 39 147 17.858 65.779 427.0 35 89.7 16	## 42 46 70 649.4 510.0 7 706.1 17.1 40 186 28 457.2 41 170 24.906 86.159 607.5 455.0 39 95.1 31	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	L EXT	408 485 59 561.1 476.0 67 493.4 21.3 22 310 1,377 29 466.6 315 1,260 162.984 425.0 272 86.3 28
Final Sale to New Listing Ratio 96.6 45.5 92.6 67.2 97.6 75.5 79.9 77.2 CLOSED SALES TYPE Foreclosure/REO 1 0 1 1 0 3 4 7 Seller Concessions 0 0 0 0 0 0 0 0 0 Short Sale 0 0 0 0 1 1 2 3 Standard 27 30 48 38 39 182 119 301	New Listings		ES 66 62 64 602.9 550.0 10 489.2 33.3 1 46 189 28 553.6 30 171 15.589 89.053 519.6 515.0 25 83.3 18 22		## WN	## 42 46 70 649.4 510.0 7 706.1 17.1 40 186 28 457.2 41 170 24.906 86.159 607.5 455.0 39 95.1 31 27	\$\text{SFV TOTAI}\$ \tag{249}\$ \tag{271}\$ \tag{67}\$ \tag{556.9}\$ \tag{498.0}\$ \tag{38}\$ \tag{518.1}\$ \tag{20.2}\$ \tag{844}\$ \tag{25}\$ \tag{461.0}\$ \tag{188}\$ \tag{785}\$ \tag{89.860}\$ \tag{361.919}\$ \tag{478.0}\$ \tag{420.0}\$ \tag{165}\$ \tag{87.8}\$ \tag{23}\$ \tag{141}\$	L EXT	408 485 59 561.1 476.0 67 493.4 21.3 22 310 1,377 29 466.6 315 1,260 162.984 606.575 517.4 425.0 272 86.3 28 28
CLOSED SALES TYPE Foreclosure/REO	New Listings	29	ES 66 62 64 602.9 550.0 10 489.2 33.3 1 46 189 28 553.6 30 171 15.589 89.053 519.6 519.6 25 83.3 18 22 73.3		## WN 58	## 42 46 70 649.4 510.0 7 706.1 17.1 4 40 186 28 457.2 41 170 24.906 86.159 607.5 39 95.1 31 27 65.9	249 271 67 556.9 498.0 38 518.1 20.2 8 192 844 25 461.0 188 785 89.860 361.919 478.0 420.0 165 87.8 23 141	L EXT	
Foreclosure/REO. 1 0 1 0 3 4 7 Seller Concessions. 0 0 0 0 0 0 0 0 0 Short Sale. 0 0 0 0 1 1 2 3 Standard 27 30 48 38 39 182 119 301	New Listings	29			## WN 58	## 42 46 70 649.4 510.0 7 706.1 17.1 4 40 186 28 457.2 41 170 24.906 86.159 607.5 455.0 39 95.1 31 27 65.9 89.1	249 271 67 556.9 498.0 38 518.1 20.2 8 192 844 25 461.0 188 785 89.860 361.919 478.0 420.0 165 87.8 23 141 75.0 69.4	L EXT	
Seller Concessions 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 1 1 1 2 3 3 3 182 119 301	New Listings	29			## WN 58	## 42 46 70 649.4 510.0 7 706.1 17.1 4 40 186 28 457.2 41 170 24.906 86.159 607.5 455.0 39 95.1 31 27 65.9 89.1	249 271 67 556.9 498.0 38 518.1 20.2 8 192 844 25 461.0 188 785 89.860 361.919 478.0 420.0 165 87.8 23 141 75.0 69.4	L EXT	
Seller Concessions 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 1 1 1 2 3 3 3 182 119 301	New Listings				## WN 58	## 42 46 70 649.4 510.0 7 706.1 17.1 40 186 28 457.2 41 170 24.906 86.159 607.5 455.0 39 95.1 31 27 65.9 89.1 97.6	249 271 67 556.9 498.0 38 518.1 20.2 8 192 844 25 461.0 188 785 89.860 361.919 478.0 420.0 165 87.8 23 141 75.0 69.4 75.5	L EXT	408 485 59 561.1 476.0 67 493.4 21.3 22 310 1,377 29 466.6 315 1,260 162.984 606.575 517.4 425.0 272 86.3 28 215 68.3 64.9 .77.2
Standard	New Listings	29	ES 66 62 64 602.9 550.0 10 489.2 33.3 1 46 189 28 553.6 30 171 15.589 89.053 519.6 515.0 25 83.3 18 22 73.3 48.4 45.5		## WN 58	## 42 46 70 649.4 510.0 7 706.1 17.1 40 186 28 457.2 41 170 24.906 86.159 607.5 455.0 39 95.1 31 27 65.9 89.1 97.6	249 271 67 556.9 498.0 38 518.1 20.2 8 192 844 25 461.0 188 785 89.860 361.919 478.0 420.0 165 87.8 23 141 75.0 69.4 75.5	L EXT	408 485 59 561.1 476.0 67 493.4 21.3 22 310 1,377 29 466.6 315 1,260 162.984 425.0 272 86.3 28 215 68.3 64.9 77.2
	New Listings	29			## WN 58	## 42 46 70 649.4 510.0 7 706.1 17.1 40 186 28 457.2 41 170 24.906 86.159 607.5 455.0 39 95.1 31 27 65.9 89.1 97.6	249 271 67 556.9 498.0 38 518.1 20.2 8 192 844 25 461.0 188 785 89.860 361.919 478.0 420.0 165 87.8 23 141 75.0 69.4 75.5	L EXT	408 485 59 561.1 476.0 67 493.4 21.3 22 310 1,377 29 466.6 315 1,260 162.984 606.575 517.4 425.0 272 86.3 28 215 68.3 64.9 77.2
Uther	New Listings		ES 66 62 64 602.9 550.0 10 489.2 33.3 1 46 189 28 553.6 30 171 15.589 89.053 519.6 515.0 25 83.3 18 22 73.3 48.4 45.5		## WN 58	## 42 46 70 649.4 510.0 7 706.1 17.1 4 40 186 28 457.2 41 170 24.906 86.159 607.5 455.0 39 95.1 31 27 65.9 89.1 97.6	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	L EXT	
	New Listings				## WN 58	## 42 46 70 649.4 510.0 7 706.1 17.1 4 40 186 28 457.2 41 170 24.906 86.159 607.5 455.0 39 95.1 31 27 65.9 89.1 97.6 0 0 0 1 399	\$\begin{array}{cccccccccccccccccccccccccccccccccccc	L EXT	

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR MAY 2018

SANTA CLAI	1111/1 4/1										
ACTIVE INVENTORY	AC	ADUL		CA	NE.					EXT	TOT
New Listings										110	40
Total Active Listings	41	19	75	30.	26	76	22.				54
Average Days on Market	118	89	75	62.	86	58	41.	54	70	62	6
Average List Price in Thousands	714.9	911.5	803.2	685.6.	899.8	759.7	937.4.	816.7	798.0	520.9	707
Median List Price in Thousands	659.9	900.0	589.8	588.5	689.9	655.0	835.0	739 9	679.0	390.0	619
BOMS										1/	6 ا
Average BOM Price in Thousands	651.1	0215		522 5		706.4	707 5	660.7	656.5	457.9	610
BOM to Sale Ratio				7 1		100.4	101.J.	100		17.3	٠١٠٠٠٠٠٠٠٠٠٠٠
		40.0	33.3	/ .] .		18.4	23.0.	18.0	20.8		
Expirations	2	2	1	2.	2	2	1.	3	15	5	
PENDING SALES											
New Escrows Opened	18	2	66	25	16	57	20	70	284	74	21
Total YTD Escrows Opened	10			100	10		ZU.		1,040		ال ا
Total YTD Escrows Opened	03	20	233	100.	13	230					1,41
New Open Escrows Average Days on Market	51	220	35	32.	98	24	27 .	26	36	3/	
New Open Escrows Average List Price	646.4	839.6	589.9	612.3.	815.9	614.3	829.3.	662.7	652.8	422.8	605
CLOSED SALES:											
	10	_	0.0	00	19	40	10	C1	200	81	0
New Escrows Closed				28.	19	49	10.				3
Total YTD Escrows Closed	51	20		96.				209			1,2
Volume of New Sales Dollars in Millions	6.970	2.597	20.578	16.387 .	12.239	29.933	13.422.	45.100	147.224	38.503	185.7
Volume of total YTD Sales in Millions	30.436	12.899	114.135	56.231.	46.062	123.057	31.662.	148.077	562.558	148.255	710.8
Average Sale price in Thousands	580.8	519.4	571.6	585.2.	644.1	610.9	838.9.	739.3	651.4	475.3	605
Median Sale Price in Thousands	580 N	458 N	535.0	559 N	610.0	565.0	799 N	660.0	615.0	400.0	569
	10		 20	 Je	17		1 33.0.	500.0 F7	າດດ	71	ດປະ ດ
Coop Sales Percent of Coop Sales		4	ას იი ი		11	41	10.	الان. 4 مم	88.5		ک
reiceill of Coop Sales		80.0	ठउ.उ	92.9.	ชล.ว	83./	93.8.	93.4	88.5	01.1	8i
Average Days on Market	89	/0	100	/6.	54	80	12.	82	81	83	
Sales at List Price	7	4	25	15.	9	32	10.	30	132	57	1
Percent of Sales at List Price	58.3	80.0	69.4	53.6.	47.4	65.3	62.5.	49.2	58.4	70.4	6
Sales to Listing Inventory Ratio	29.3	26.3	48.0	93.3.	73.1	64.5	72.7 .	79.2	61.7	45.3	56
Final Sale to New Listing Ratio	100.0	125.0	53.7	107.7	105.6	73.1	66.7	77.2	76.1	73.6	7
Tillal Sale to New Listing Hatto	100.0	120.0		107.7.	100.0	/ 0. /	00.7 .	11.2			
LOSED SALES TYPE											
Foreclosure / REO	Ω	Λ	1	Λ	Ω	n	0	0	1	Λ	
Seller Concessions											
Short Sale	U		U	U.	U		U.	0	I		
StandardOther	12	5	35	28.	19	4/	16.	61	223	/8	3
	40	ADIII	00	0.4	ME	CAL	L CD	1/01	COVITAT	EVT	TOT
	AC	ADUL		CA		SAU				EXT	
New Listings	0	0	26	5.	17	18	6.	43	115	32	1
New Listings	0	0 1.	26 20	5. 7	17 12	18 21	6. 4	43	115	32 27	1
New Listings	0	0 1.	26 20	5. 7	17 12	18 21	6. 4	43	115	32 27	1
New Listings	0 2	0	26 20 48	5. 7. 48.	17 12 31	18 21 38	6. 4. 85.	43 37	115 104 41	32 27 50	1 1
New Listings	0 2 96 587.0	014646	26 20 48 338.8.	5. 7. 48. 558.4.	17 12 31 350.3		6. 4. 85. 652.5.		115 104 41 442.5	32 27 50 583.5	1
New Listings					171231350.3334.9	18 21 38 439.4 399.9			115 41 442.5 405.0	32 27 50 583.5 492.0	1 471 419
New Listings		0146799.0799.0		548558.4 558.4				43 37 468.1 469.0		32 27 50 583.5 492.0	1 471 419
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		0	26	5							1 471 419
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			26	5					115 104 41 442.5 405.0 17 446.4 16.2	32 27 50 583.5 492.0 2 436.8 10.5	1 471 419
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			26	5					115 104 41 442.5 405.0 17 446.4 16.2	32 27 50 583.5 492.0 2 436.8 10.5	1 47 419
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			26	5					115 104 41 442.5 405.0 17 446.4 16.2	32 27 50 583.5 492.0 2 436.8 10.5	1 47 419
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 96 96 587.0 345.0 0.0 0.0 0.0 0.0 0.0		26			18 21 38 439.4 399.9 6 498.1 46.2 2		43 37 34 468.1 469.0 449.3 9.1	115 104 41 42.5 405.0 17 446.4 16.2		1 47 419
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 2 96 96 587.0 345.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0		26			18 21 38 439.4 399.9 6 498.1 46.2 2		43 37 34 468.1 469.0 449.3 9.1 3	115 104 41 42.5 405.0 17 446.4 16.2 5		1 47 419
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	0		26			18 21 38 439.4 399.9 6 498.1 46.2 2		43 37 34 468.1 469.0 449.3 9.1 3	115 104 41 42.5 405.0 17 446.4 16.2 5	32	1 47 419
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	0		26. 20. 48. 338.8. 320.0. 4. 323.7. 16.7. 0. 32. 111. 24			18 21 38 439.4 399.9 66 498.1 22 2 15 70 25		43 37 34 468.1 469.0 449.3 9.1 3 444 179	115 104 41 442.5 405.0 17 446.4 16.2 5	32 27 50 583.5 492.0 2 436.8 10.5 2 25 77 23	1 47 419 444 15
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	0		26 20 48 338.8 320.0 4 323.7 16.7 0			18 21 38 439.4 399.9 66 498.1 22 2 15 70 25		43 37 34 468.1 469.0 449.3 9.1 3 444 179	115 104 41 442.5 405.0 17 446.4 16.2 5	32 27 50 583.5 492.0 2 436.8 10.5 2 25 77 23	1 47 419 444 15
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		26 20 48 338.8 320.0 4 323.7 16.7 0			18 21 38 439.4 399.9 66 498.1 22 2 15 70 25		43 37 34 468.1 469.0 449.3 9.1 3 444 179	115 104 41 442.5 405.0 17 446.4 16.2 5	32 27 50 583.5 492.0 2 436.8 10.5 2 25 77 23	1 47 419 444 15
New Listings Total Active Listings Average Days on Market Average List Price in Thousands Bodds 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 2 96 96 587.0 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.		26		17. 12. 31. 350.3. 334.9. 2. 339.5. 11.1. 0. 17. 79. 34. 332.2.	18 21 38 439.4 399.9 6 498.1 46.2 2 15 70 25 441.5		43 37 34 468.1 469.0 449.3 9.1 3 444 179 16 459.2	115 104 41 42.5 405.0 17 446.4 16.2 5 115 475 22 406.5	32	1 47 419 444 15
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 BLOSED SALES: New Escrows Closed	0 2 96 96 587.0 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.		26		17. 12. 31. 350.3. 334.9. 2. 339.5. 11.1. 0. 17. 79. 34. 332.2. 18.	18 21 38 439.4 399.9 6 498.1 46.2 2 15 70 25 441.5 13		43 37 34 468.1 469.0 449.3 9.1 3 44 179 16 459.2	115 104 41 42.5 405.0 17 446.4 16.2 5 115 475 22 406.5	32 27 50 50 583.5 492.0 2 436.8 10.5 2 25 777 23 422.1 19	
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	0 2 96 96 587.0 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.		26		17. 12. 31. 350.3. 334.9. 2. 339.5. 111.1. 0. 17. 79. 34. 332.2. 18. 70.	18 21 38 439.4 399.9 6 498.1 46.2 2 15 70 25 441.5 13 61		43 37 34 468.1 469.0 449.3 9.1 3 444 179 166 459.2	115 104 41 42.5 405.0 17 446.4 16.2 5 115 475 22 406.5	32	
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. Total YTD Escrows Closed. Volume of New Sales Dollars in Millions	0		26		17. 12. 31. 350.3. 334.9. 2. 339.5. 11.1. 0. 17. 79. 34. 332.2. 18. 70. 6.219.	18 21 38 439.4 399.9 6 498.1 46.2 2 15 70 25 441.5 5.173		43 37 34 468.1 469.0 449.3 9.1 3 444 179 166 459.2 444 152 19.854	115 104 41 42.5 405.0 17 446.4 16.2 5 115 475 22 406.5 105 402 43.290	32	
New Listings Total Active Listings	0	0	26		17	18 21 38 439.4 399.9 6 6 498.1 46.2 2 2 15 70 25 441.5 13 26.207	6. 4. 85. 652.5. 480.0. 33.3. 0. 4. 21. 11. 402.2. 3. 16. 1.604. 7.247.	43 37 34 468.1 469.0 449.3 9.1 3 444 179 166 459.2 444 152 19.854 68.205	115 104 41 442.5 405.0 17 446.4 16.2 5 115 475 22 406.5 105 402 43.290 162.142	32 27 50 583.5 492.0 2 436.8 10.5 2 25 77 23 422.1 19 64 8.732 27,928	
New Listings	0	0	26		17	18 21 38 439.4 399.9 6 6 498.1 46.2 2 2 15 70 25 441.5 13 26.207	6. 4. 85. 652.5. 480.0. 33.3. 0. 4. 21. 11. 402.2. 3. 16. 1.604. 7.247.	43 37 34 468.1 469.0 449.3 9.1 3 444 179 166 459.2 444 152 19.854 68.205	115 104 41 442.5 405.0 17 446.4 16.2 5 115 475 22 406.5 105 402 43.290 162.142	32 27 50 583.5 492.0 2 436.8 10.5 2 25 77 23 422.1 19 64 8.732 27,928	
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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 Total YTD Escrows Closed Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands	0 0 2 2 96 587.0 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	0	26. 20. 48. 338.8. 320.0. 4 5. 20. 20. 20. 20. 20. 20. 20. 20. 20. 20		17. 12. 31. 350.3. 334.9. 2. 339.5. 11.1. 0. 17. 79. 34. 332.2. 18. 18. 70. 6.219. 23.102. 345.5. 360.0.	18 21 38 439.4 399.9 6 498.1 15 70 25 441.5 13 26.207 398.0 408.0		43 37 34 468.1 469.0 449.3 9.1 179 16 459.2 444 459.2 458.205 451.2 435.0	115 104 41 42.5 405.0 17 446.4 16.2 5 115 475 22 406.5 105 402 43.290 162.142 412.3 404.0	32 27 50 583.5 492.0 2 436.8 10.5 2 2 25 23 422.1 19 64 8.732 27.928 459.6 419.0	
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 Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales	0 0 96 96 587.0 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	0	26		17. 12. 31. 350.3. 334.9. 2. 339.5. 11.1. 0. 17. 79. 34. 332.2. 18. 6.219. 23.102. 23.102. 345.5. 360.0. 13.	18 21 38 439.4 399.9 6 6 498.1 15 70 25 441.5 13 26.207 398.0 408.0 13		43 37 34 468.1 469.0 44 449.3 9.1 3 44 179 16 459.2 459.2 44 45.0 45.0 45.0 45.0 45.0 45.0 45.0 46.0 47	115 104 41 42.5 405.0 17 446.4 16.2 5 115 475 22 406.5 105 402 43.290 162.142 412.3 404.0 93	32 27 50 583.5 492.0 2 436.8 10.5 2 2 25 23 422.1 19 64 459.6 419.0 19	
New Listings Total Active Listings	0		26		17. 12. 31. 350.3. 334.9. 2. 339.5. 11.1. 79. 34. 332.2. 18. 70. 6.219. 23.102. 345.5. 360.0. 13. 72.2	18 21 38 439.4 399.9 6 498.1 15 70 25 441.5 13 26.207 398.0 408.0 100.0 18 18 18 100.0		43 37 34 468.1 469.0 449.3 9.1 33 444 179 166 459.2 44 152 45.0 451.2 435.0 38 86.4	115 104 41 42.5 405.0 17 446.4 16.2 5 115 475 22 406.5 105 402 43.290 162.142 412.3 404.0 93 88.6	32 27 27 50 583.5 492.0 2 436.8 10.5 2 2 25 77 23 422.1 19 6.4 6.4 459.6 459.6 19.0 19.0 100.0	11 11 11 11 11 11 11 11 11 11 11 11 11
New Listings Total Active Listings	0		26. 20. 48. 338.8. 320.0. 4 323.7. 16.7. 0. 32. 111. 24. 349.6. 24. 91. 8.713. 32.191. 363.0. 347.0. 23. 95.8. 67.		17. 12. 31. 350.3. 334.9. 2. 339.5. 11.1. 79. 34. 332.2. 18. 70. 6.219. 23.102. 345.5. 360.0. 13. 72.2. 82.	18 21 38 439.4 399.9 6 498.1 15 70 25 441.5 13 398.0 408.0 13 100.0 58		43 37 34 468.1 469.0 4 449.3 9.1 3 44 179 16 459.2 44 152 19.854 68.205 451.2 435.0 38 86.4 59	115 104 41 42.5 405.0 17 446.4 16.2 5 115 475 22 406.5 105 402 43.290 162.142 412.3 404.0 93 88.6 66	32 27 50 583.5 492.0 2 436.8 10.5 2 25 77 23 422.1 19 642 27.928 459.6 419.0 19 100.0	1 1 47 444 444 15 55 2.0 190.0 415 404 15 90
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 Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price.	0		26. 20. 48. 338.8. 320.0. 4 323.7. 16.7. 0. 32. 111. 24. 349.6. 24. 91. 8.713. 32.191. 363.0. 347.0. 23. 95.8. 67. 16.		17. 12. 31. 350.3. 334.9. 2. 339.5. 11.1. 7. 79. 34. 332.2. 18. 70. 6.219. 23.102. 345.5. 360.0. 13. 72.2. 82. 10.	18 21 38 439.4 439.4 498.1 46.2 2 15 70 25 441.5 13 26.207 398.0 408.0 13 100.0 58 8		43 37 34 468.1 469.0 4 449.3 9.1 3 44 179 16 459.2 459.2 451.2 435.0 435.0 436.4 59 28	115 104 41 42.5 405.0 17 446.4 16.2 5 115 475 22 406.5 105 402 43.290 162.142 412.3 404.0 93 88.6 66 64		
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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 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	0		26. 20. 48. 338.8. 320.0. 4 23.7 16.7		17. 12. 31. 350.3 334.9 2. 339.5 11.1 7. 79. 34. 332.2 18. 70. 6.219. 23.102. 345.5 360.0	18 21 38 439.4 439.4 439.9 6 498.1 46.2 2 15 70 25 441.5 13 26.207 398.0 408.0 100.0 58 8 8 61.5 61.5		43 37 34 468.1 469.0 4 449.3 9.1 3 44 179 16 459.2 19.854 68.205 451.2 435.0 435.0 464 59 28 63.6	115 104 41 42.5 405.0 17 446.4 16.2 5 115 475 22 406.5 105 402 43.290 162.142 412.3 404.0 93 88.6 66 64 61.0		
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 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 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		26. 20. 48. 338.8. 320.0. 4 23.7 16.7 0 32. 111. 24. 349.6. 24. 91. 8.713. 32.191. 363.0. 347.0. 347.0. 23. 95.8. 67. 16. 66.7. 120.0.		17. 12. 31. 350.3 334.9 2. 339.5 11.1 0. 0. 17. 79. 34. 332.2 18. 70. 6.219. 23.102. 345.5 360.0 360.0 555.6 556. 150.0	18 21 38 439.4 439.4 439.4 46.2 2 15 70 25 441.5 13 61 5.173 26.207 398.0 408.0 100.0 5.8 8 61.5 61.9		43 37 34 468.1 469.0 4 449.3 9.1 3 44 179 16 459.2 459.2 459.2 451.2 435.0 435.0 436.4 59 28 63.6 63.6	115 104 41 41. 42.5 405.0 17 446.4 16.2 5 115 475 22 406.5 105 402 43.290 162.142 412.3 404.0 93 88.6 66 64 61.0 101.0	32 27 50 50 583.5 492.0 2 436.8 10.5 2 25 77 23 422.1 19 64 8.732 27.928 459.6 419.0 65 14 73.7 70.4	
New Listings Total Active Listings	0		26. 20. 48. 338.8. 320.0. 4 23.7 16.7 0 32. 111. 24. 349.6. 24. 91. 8.713. 32.191. 363.0. 347.0. 347.0. 23. 95.8. 67. 16. 66.7. 120.0.		17. 12. 31. 350.3 334.9 2. 339.5 11.1 0. 0. 17. 79. 34. 332.2 18. 70. 6.219. 23.102. 345.5 360.0 360.0 555.6 556. 150.0	18 21 38 439.4 399.9 6 498.1 46.2 2 15 70 25 441.5 13 61 5.173 26.207 398.0 408.0 100.0 58 88 61.5 61.9		43 37 34 468.1 469.0 4 449.3 9.1 3 44 179 16 459.2 459.2 459.2 451.2 435.0 435.0 436.4 59 28 63.6 63.6	115 104 41 41. 42.5 405.0 17 446.4 16.2 5 115 475 22 406.5 105 402 43.290 162.142 412.3 404.0 93 88.6 66 64 61.0 101.0	32 27 50 50 583.5 492.0 2 436.8 10.5 2 25 77 23 422.1 19 64 8.732 27.928 459.6 419.0 65 14 73.7 70.4	
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 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 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 LOSED SALES TYPE	0		26		17. 12. 31. 350.3. 334.9. 2. 339.5. 11.1. 7. 79. 34. 332.2. 18. 70. 6.219. 23.102. 345.5. 360.0. 13. 72.2. 82. 10. 555.6. 150.0. 105.9.	18 21 38 439.4 439.4 439.9 6 498.1 46.2 2 15 70 25 441.5 13 61 5.173 26.207 398.0 408.0 58 8 8 61.5 61.9 72.2		43 37 34 468.1 469.0 4 449.3 3 9.1 16 459.2 444 1.52 19.854 68.205 451.2 435.0 435.0 436.4 59 28 63.6 63.6 118.9 102.3	115 104 41 42.5 405.0 17 446.4 16.2 5 115 475 22 406.5 105 402 43.290 162.142 412.3 404.0 93 88.6 66 64 61.0 101.0 91.3	32 27 50 50 583.5 492.0 2 436.8 10.5 2 25 77 23 422.1 19 64 8.732 27.928 459.6 419.0 100.0 65 14 73.7 70.4 59.4	11
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 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 LOSED SALES TYPE Foreclosure / REO	0		26. 20. 48. 338.8. 320.0. 4 323.7. 16.7. 0 32. 111. 24. 349.6 347.0. 23. 35.8. 67. 160 23. 95.8. 67. 120.0. 92.3. 0		17. 12. 31. 350.3. 334.9. 2. 339.5. 11.1. 7. 79. 34. 332.2. 18. 70. 6.219. 23.102. 345.5. 360.0. 13. 72.2. 82. 10. 555.6. 150.0. 105.9. 0	18 21 38 439.4 439.4 498.1 46.2 2 15 70 25 441.5 13 61 10.0 58 8 8 61.5 61.9 72.2		43 37 34 468.1 469.0 4 449.3 9.1 3 44 179 16 459.2 19.854 68.205 451.2 435.0 435.0 435.0 118.9 102.3	115 104 41 42.5 405.0 17 446.4 16.2 5 115 475 22 406.5 105 402 43.290 162.142 412.3 404.0 93 88.6 66 64 61.0 101.0 91.3	32 27 50 50 583.5 492.0 2 436.8 10.5 2 25 777 23 422.1 19 64 8.732 27.928 459.6 419.0 100.0 65 14 73.7 70.4 59.4	1 1 47 41 44 44 15 52 0 190 0 40 40 40 40 40 40 40 40 40 40 40 40
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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 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 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 2 2 96 587.0 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.		26. 20. 48. 338.8. 320.0. 4 23.7. 16.7. 0 32 111. 24. 349.6 24 91. 32.191. 363.0. 347.0. 347.0. 23. 95.8. 67. 16. 66.7. 120.0. 92.3 0. 0. 0. 0. 0. 0. 0. 0 0 0.		17. 12. 31. 350.3 334.9 2. 339.5 11.1 0. 0. 17. 79. 34. 332.2 18. 70. 6.219. 23.102. 345.5 360.0 1.3 72.2 10. 555.6 150.0 105.9 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	18 21 38 439.4 399.9 6 498.1 46.2 2 15 70 25 441.5 13 61 5.173 26.207 398.0 408.0 103.0 58 8 61.5 61.9 72.2		43 37 34 468.1 469.0 4 449.3 9.1 3 44 179 16 459.2 459.2 451.2 435.0 435.0 63.6 63.6 118.9 102.3	115 104 41 42.5 405.0 17 446.4 16.2 5 115 475 22 406.5 105 402 43.290 162.142 412.3 404.0 93 88.6 66 64 61.0 101.0 91.3	32 27 50 50 583.5 492.0 2 436.8 10.5 2 25 77 23 422.1 19 64 8.732 27.928 459.6 419.0 100.0 65 14 59.4 59.4 59.4 59.4 59.4 59.4 59.4 59.	1 471 445 445 445 440 440 410 410 410 410 410 410 410 410
Total Active Listings	0 0 2 2 96 587.0 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.		26. 20. 48. 338.8. 320.0. 4 23.7. 16.7. 0 32. 111. 24. 349.6 24. 91. 8.713. 32.191. 363.0. 347.0. 23. 95.8. 67. 166. 66.7. 120.0. 92.3 0. 0. 0. 0. 0. 24.		17. 12. 31. 350.3 334.9 2. 339.5 11.1 0. 0. 34. 332.2 18. 70. 6.219. 23.102. 345.5 360.0 150.0 105.9 105.9 105.9 106.0 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 16.	18 21 38 439.4 399.9 6 498.1 46.2 2 15 70 25 441.5 13 61 5.173 26.207 398.0 408.0 100.0 58 8 61.5 61.9 72.2		43 37 34 468.1 469.0 4 449.3 9.1 3 44 179 16 459.2 459.2 451.2 435.0 435.0 63.6 63.6 118.9 102.3	115 104 41 42.5 405.0 17 446.4 16.2 5 115 475 22 406.5 105 402 43.290 162.142 412.3 404.0 93 88.6 66 64 61.0 101.0 91.3	32 27 50 50 583.5 492.0 2 436.8 10.5 2 25 77 23 422.1 19 64 8.732 27.928 459.6 419.0 100.0 65 14 59.4 59.4 59.4 59.4 59.4 59.4 59.4 59.	

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ACTIVE INVENTORY:	AUT CLON LINE		717171			TANKS OF				_	757
ACTIVE INVENTORY:	Δ	MONTHLY RESIL	DENTIAL SA	RESIDENTIAL SALES STATISTICS	SOL				498 8	ť	-
	AC	ADOL	CC	CA	NE	SAU	S	NAL VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	12	4	93	31	35	8		3012	2412	142	554
AVERAGE DAYS ON MARKET	43	20	95	37	38	97		2611	4470	206	676
AVERAGE DATE ON WARRED	709.0	905.9	705.4	661.5	726.3	7 069	893	5 703	719.4	529 1	661.4
MEDIAN LIST PRICE IN THOUSANDS.	659.9	889.9	565.0		599.0	619.0	930.0	0	9630.0	399.5	570.0
BOMS	7	2	16	2	2	1	2	5		16	80
AVERAGE BOM PRICE IN THOUSANDS	651.1	834.5	499.2	532.5	339.5	623.1	796.	0		455.2	571.6
BOIN TO SALE HATIO		40.0		ი	5.4		.02	.3	3	16.0	18.6
DENDING SAI ES:	y	y		y	v					,	/7
NEW ESCROWS OPENED	18	ဇ	86	28	33	7		12	399	66	498
TOTAL YTD ESCROWS OPENED		20	346	120	152	305	2	30426.	,	442	1,957
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	51	220	31	31	65	27				34	32
NEW OPEN ESCROWS AVERAGE LIST PRICE	646.4	839.6	511.4	599.5	566.7	578.3	3758.1	.1589.9	9 581.8	422.6	550.2
CLOSED SALES:	;	L	ć	ć	1	ò				0	Ç
HOHAL VAD EROBOWO OLOGED	14		000	200	37	90		0L91	*	100	431
VOLTIME OF NEW SALE DOLL ABS IN MILLIONS	0.45 0.45	2 507	20 200	17 049	18.458	35 106	15.026	35	1,203	77 235	737 749
VOLUME OF TOTAL YTD SALES IN MILLIONS	31 827	12 899	146 325	60.030	69 164	149 264	- e,	٥		176.183	900 884
AVERAGE SALE PRICE IN THOUSANDS	574.4	519.4	488.2	587.6	498.9	566.2				472.3	551.6
MEDIAN SALE PRICE IN THOUSANDS	580.0	458.0	480.0	565.0	460.0	550.0	0.777	.0574.9	9545.0	400.0	520.0
COOP SALES	12	4	53	27	30	27		6		06	383
AVERGEN OF COOP SALES.	85.7	80.0	88.3	93.1	81.1		76	790.5	588.5	90.0	88.9
AVENAGE DATO ON IMPAREL		, O	0/	4, 7,	19	A A		11	106	71	796
PERCENT OF SALES AT LIST PRICE	57.1	80.0	68.3	51.7	51.4	64.5	557	955	59.2	71.0	61.9
SALES TO LISTING INVENTORY RATIO.	.32.6.	25.0.	63.2	78.4.	97.4	63.9	97		70.4	48.5	63.8
FINAL SALE TO NEW LISTING RATIO	116.7	125.0	64.5	93.5	105.7	72.9		63.386.	180.3	70.4	77.8
CLOSED SALES TYPE	,	,		,	,				,	,	,
FORECLOSURE/REO	0	0	- 0	0	0			0	02	0.0	0 0
SHORT SALE	000	000	000	000	000			000	0	0 -	0 0
STANDARD	4	5	59	29	35	25		10	325	97	422
OTHER	0	0	0	0	2			0	03	2	5
SELLING		SELLING TI	TIME - PRICE	CHANGE	SICE !	REDUCTION					
SELLING DDICE DANGE:	AVG.	AVG. SELL TIME	ACTIVE	NO. LISTINGS		TOTAL # SOLD	2	REDUCED \$	↔	AVERAGE PRICE REDUCTION %	CTION %
LESS THAN 100 000		9		0		-		-	15000		16.7
100.000 TO 109.999		0		0		0		0	ΨZ		0.0
110,000 TO 119,999		0		0		0		0	₹Z		0.0
120,000 TO 139,999		0		0		0		0	∀ /Z		0.0
140,000 TO 159,999		0		4		0		0	A/N		0.0
160,000 TO 179,999		1		4		1		1	3000		1.8
180,000 TO 199,999		38		6		6.		Ţ,	0609		3.5
200,000 TO 249,999		20		20		10		4	19589		99.3
300 000 TO 348 888		34		47		35		0.4	5955		1.5
350,000 TO 399,999		32		50		39		13	886		0.2
400,000 TO 449,999		27		50		48		13	1742		0.2
450,000 TO 499,999		.30		51		37		22			1.3
500,000 IO 549,999		34		50		5/		2/	5303		0.0
300,000 TO 388,888		33		00		97		30	0475		
200 000 TO 200 000		24		60		338		17	13014		5 4
		26		46		16		9	.490266		5.0
900,000 TO 999, 999		37		25		13		3	1881		0.4
1,000,000 TO 1,999,999		35		68		12		7	√Z		12.7
MORE THAN 2,000,000		91		11		404		2.5	139000		4.5
IOIALS				0/0		431		100	0///C		1.1
LISTINGS		ă	2018 RML	S TOTAL .	\$ VOLUME	JME				SALES	ES
2,270			890	\$900,884,000	000					1,580	80
	1		0			1001					
	Ц *	*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS	N DOES NO	T VERIFY AC	TUAL CLO	SED ESCI	NWS.				

SANTA CLARITA VALLEY

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



	% SALES TO LIST	63.2	61.9	78.0	62.9	77.8									
2018	\$ VOL MIL.	140.6	126.8	201.5	147.7	237.7									
20	SALES	263	250	375	192	431									
	LIST	416	404	481	451	554									
	% SALES TO LIST	67.5	74.2	79.2	59.4	78.3	98.7	86.3	87.8	8.98	103.6	7.66	177.6	8.98	
17	\$ VOL MIL.	120.5	121.3	198.1	164.3	380.1	290.1	223.8	231.1	211.4	195.5	171.3	196.4	2,503.9	\$546,583
2017	SALES	253	259	412	339	445	537	429	433	401	374	326	373	4,581	\$540
	LIST	375	349	520	571	268	544	497	493	462	361	327	210	5,277	
	% SALES TO TO LIST	53.5	54.1	64.9	9'8/	84.0	8.98	9.08	82.1	84.6	9:56	126.5	148.7	0.97	
16	\$ VOL MIL.	95.6	114.3	160.6	189.7	210.3	235.6	198.1	203.2	201.2	180.9	173.4	169.9	2132.8	,790
2016	SALES	209	244	342	405	425	479	402	409	406	367	353	345	4,041	\$527,790
	LSIT	391	451	527	515	909	252	499	498	480	384	6/2	232	5,314	
	% SALES TO LIST	49.3	53.8	67.1	67.0	11	81.7	18	98.4	88.7	96.2	95.3	183.2	81.6	
15	\$ VOL MIL.	84.3	92.6	155	213.2	167.9	203.4	205.3	205.7	167.2	161.1	127.7	175.2	1,961.5	399
2015	SALES	200	219	327	376	381	443	442	439	398	358	286	403	4,242	\$462,399
	ISI	406	407	487	195	495	242	546	446	415	372	300	220	261'5	\$
	% SALES TO LIST	60.9	51.3	53.2	76.2	73.4	8.69	74.6	82.1	75.1	97.3	120.3	160.8	77.6	
14	\$ VOL MIL.	96.2	88.2	103.2	155.5	157.6	153.2	157.1	159.9	145.9	149.6	136.8	161.9	1642.5	369
2014	SALES	238	214	261	369	367	344	373	362	341	356	308	365	3898	\$421,369
	ISI	391	417	491	484	200	493	200	441	454	396	526	227	5020	S
	% SALES TO TO LIST	6.69	689	90.1	87.3	86.7	73.5	82.6	83.7	9.08	81.7	7.66	109.2	84.5	
3	\$ VOL MIL.	84.2	89.7	132	139.1	140.1	142.7	163.7	147.4	129.1	131.9	131.9	165.2	1597	850
2013	SALES	248	255	345	364	373	346	404	375	332	335	323	407	4107	\$388,850
	LIST	355	370	383	417	430	471	489	448	412	410	324	214	4723	
'		JAN	FEB	MAR	APR	MAY	JUNE	JUL	AUG	SEPT	OCT	NON	DEC	TOTAL	AVG. SALE PRICE

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