July/August 2018

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

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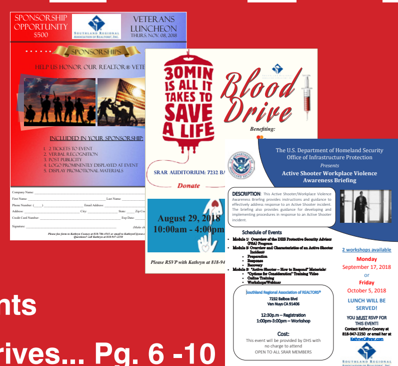

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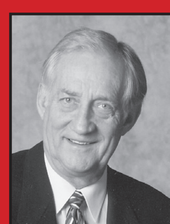
Robert E. "Mitch" Davis



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Volume 98 • Issue 7

VETS BUY LARGER, COSTLIER HOMES

WHEN IT COMES TO BUYING A HOME, VETERANS AND ACTIVE DUTY MILITARY MEMBERS HAVE MORE FINANCING OPTIONS THAT ENABLE THEM TO BUY LARGER HOMES AT A HIGHER PRICE THAN PEOPLE WHO HAVE NEVER SERVED.

That was one of the conclusions of the recent "2018 Veterans and Active Military Home Buyers Profile," conducted by the National Association of Realtors.

Differences in household composition and financing options incentivize homebuying demand for veteran and active military, according to the survey, which evaluated the differences of recent active-service and veteran home buyers and sellers to those who have never served.

The results revealed quite a few contrasts between active-service military buyers and buyers who have never served.

At a median age of 34 years old, the typical active-service buyer was a lot younger than nonmilitary buyers (42 years old) and was more likely to be married and have multiple children living in their household.

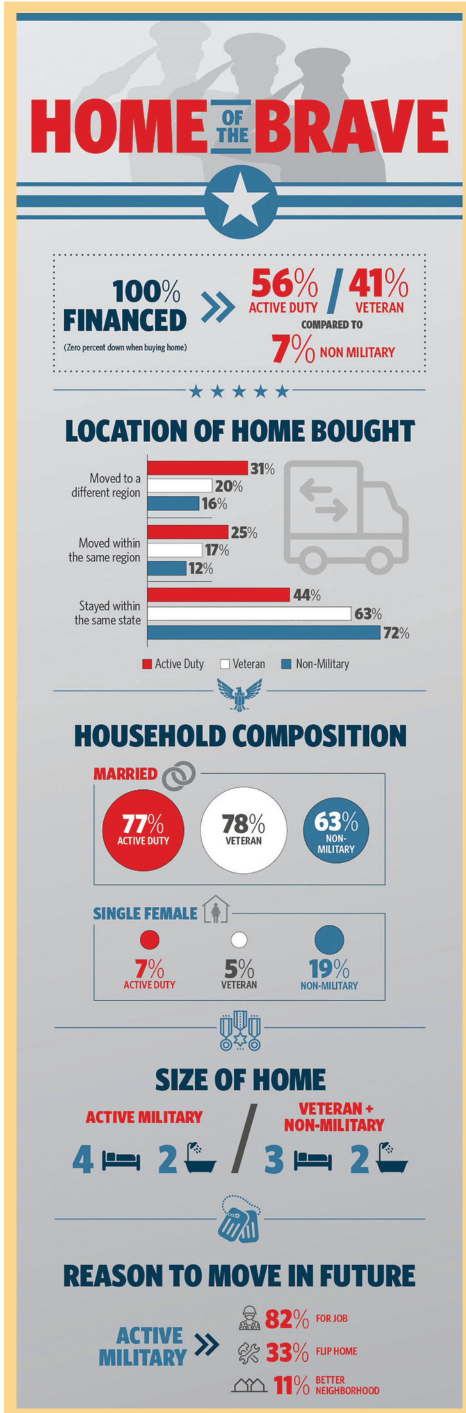
Active-service members typically bought a larger home that cost more than those purchased by both non-military buyers and veterans.

Despite lower median incomes ($84,000), more stable job security and no down-payment financing options give aspiring military homeowners an advantage over their civilian peers.

Fifty-six percent of active duty and 41 percent of veterans put no money down when buying a home, compared to 7 percent of non-military.

Reason to move in future: 82 percent of active duty will move for their job, 33 percent to flip their home and 11 percent for a better neighborhood

Household composition: 77 percent of active duty and 78 percent of veterans are married, compared to 63 percent of non-military.



CONSUMER PRICE INDEXES		
JUNE 2018		
	PERCENT CHANGE	
	ONE MONTH ENDING April 2018	12 MONTHS ENDING April 2018
Los Angeles - Riverside - Orange County	-0.2	4.0

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.
REALTOR® REPORT
The Official Publication of SRAR

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OUT-BOUND HOME SEARCHES DOUBLE NATIONAL AVERAGE

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

CALIFORNIA'S HOUSING AFFORDABILITY CRISIS IS PROMPTING SOME RESIDENTS TO LOOK FOR HOMES IN LESS EXPENSIVE AREAS OR OUTSIDE OF THE STATE.

New research from realtor.com, "The Home of Home Search" reveals affordability issues are driving California residents to search for homes in Phoenix, Las Vegas and Prescott, Ariz., as well as in more affordable California counties.

In 16 of California's hottest markets—including Santa Clara, San Mateo and Los Angeles—outbound home searches are two times greater than the U.S. average.

The analysis examines realtor.com home searches in the 16 Cali- fornia counties and American Community Survey migration estimates.

"Many California residents may have reached their breaking point," said Danielle Hale, chief economist for real-tor.com. "Affordability is pricing them out of the California home market and many are searching for more affordable options in other areas. This exodus could help slow price appreciation in California, but potentially heat up prices and reduce inventory in surrounding markets."

In addition to Santa Clara, San Mateo and Los Angeles, the top California counties where residents are leaving, according to ACS migration patterns, are split between the Northern and Southern areas of the state.

In rank order, they include: Napa, Monterey, Alameda, Marin, Orange, Santa Barbara, San Diego, Imperial, Ventura, San Francisco, Santa Cruz, Tulare, and Sonoma.

California median list prices have increased 83 percent over the last six years, to $549,000 from $300,000, outpacing local income growth by three times.

According to realtor.com's analysis, 52 percent of residents looking outside their county are looking to move out- side California to nearby states.

The top 10 out of state destinations include, in rank order, Phoenix (Maricopa County, Ariz); Las Vegas (Clark County); Prescott (Yavapai County, Ariz.); Boise (Ada County, Idaho); Reno, (Washoe County, Nev.); Lake Havasu (Mohave County, Ariz.); Pima County, Ariz.; Coeur d'Alene (Kootenai County, Idaho); Austin (Travis County, Texas); and the Big Island (Hawaii County, Hawaii).

On average, those searching out of state are looking at properties that are 43 percent more affordable than their current county.

Additionally, nearly half —48 percent—of those searching outside their county are looking within California.

The top 10 in-state counties most searched by those looking to leave their county include: Riverside, San Bernardino, Los Angeles, Orange, Sacramento, San Diego, Placer, Contra Costa, El Dorado, and Ventura County. Those searching in other California counties are looking at properties that are on average 17 percent more affordable.

Furth Honored for Her Commitment to Ownership

Wendy Furth, a past president of the 10,300-member Southland Regional Association of Realtors, was inducted into the Realtor Political Action Committee "Double Hall of Fame" in recognition of her contribution and support.

Furth was inducted at the National Association of Realtors' member meetings in May in Washington, D.C.

"RPAC is there to help shape the future of our industry," said Wendy Furth, who is active in the San Fernando, Simi/Moorpark, and Conejo valleys. "I'm proud to be a part of the Hall of Fame, and even prouder to have been a supporter all these years," she said.

Wendy has supported RPAC for over 30 years, and has been a member of the National Association of Realtors since 1987.

She served as the 2001 president of SRAR and was the founding president of the Women's Council of Realtors, San Fernando Valley Chapter. She is pictured on the left receiving her award from NAR President Elizabeth Mendenhall.

LISTINGS POST FIRST YEAR-TO-YEAR GAIN SINCE 2015

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

FOR 39 CONSECUTIVE MONTHS THE NUMBERS WERE RELENTLESSLY DOWN — INCLUDING A RECORD LOW OF A MERE 819 LISTINGS FOR ALL OF THE SAN FERNANDO VALLEY.

That string of monthly declines was broken this May when the Southland Regional Association of Realtors reported a total of 1,303 home and condominium active listings.

It was the first year-to-year increase — a substantial 6.3 percent — in the active inventory since January 2015, including 15 consecutive months of double-digit drops.

Industry observers tracked the decline and wondered how low listings could go before owners decided to take advantage of rising resale prices. At times it felt like owners were locked in place, unable to find desirable replacement housing.

"The May active listings represented a mere 1.9-month supply at the current pace of sales," said Gary Washburn, president of the 10,300-member Association, which serves the San Fernando and Santa Clarita valleys.

"Yet buyers remain desperate for listings. Who knows what levels sales would have hit or the impact on prices if there had been more properties listed for sale?"

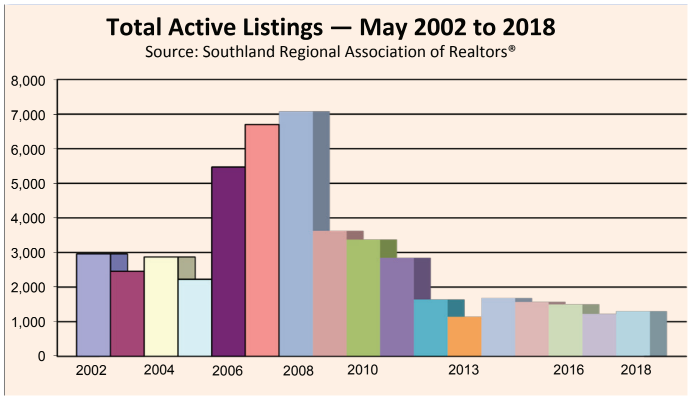
What is clear is that the lack of listings combined with hordes of buyers pushed the prices of existing homes and condos — and rental rates — higher and higher, as multiple buyers engaged in mortal financial combat over virtually every active listing.

The Association this week will report details of May sales activity, which will include a new record price for single-family homes.

In the last year, California has taken multiple steps to ease the burgeoning housing crisis that has local cities scrambling to find affordable housing for essential workers, including teachers, police, fire and emergency personnel.

While any increase in inventory is welcome, it's remarkable that a fuss is being made over 1,303 active listings — back in May 2008, there were 7,078 active listings — prices hit record highs then, too.

2002	2,959	
2003	2,457	-17.0%
2004	2,871	16.8%
2005	2,227	-22.4%
2006	5,471	145.7%
2007	6,697	22.4%
2008	7,078	5.7%
2009	3,625	-48.8%
2010	3,375	-6.9%
2011	2,846	-15.7%
2012	1,643	-42.3%
2013	1,142	-30.5%
2014	1,681	47.2%
2015	1,571	-6.5%
2016	1,500	-4.5%
2017	1,226	-18.3%
2018	1,303	6.3%



TAKE ACTION NOW TO RENEW FLOOD INSURANCE

The National Flood Insurance Program expires on July 31, denying necessary insurance coverage to homeowners and buyers in more than 20,000 communities nationwide. Congress must act now to reform and extend the NFIP.

Urge Congress to extend the NFIP and pass meaningful reforms to ensure longterm viability of the program. Realtors support:

• Reauthorizing and gradually strengthening the NFIP so it is sustainable over the long run;

• Encouraging the development of private market options to offer comparable flood insurance coverage at lower cost than NFIP;

• Providing federal assistance to high-risk property owners, including guaranteed loans, grants and buyouts in order to build to higher standards and keep insurance rates affordable;

• Provide fair flood insurance rates that better reflect a property's flood risk;

• Improving flood map accuracy, so fewer property owners have to file expensive appeals. Tell Congress to extend NFIP and pass flood insurance reform.

2018 Homebuyer Grants Awarded

A total of 24 homebuyer grants of $2,500 each have been awarded by the Southland Regional Association of Realtors, bringing the 2018 program to a close.

The grants were awarded to recent college graduates. They were offered on a first-come, first-serve basis in partnership with the California Association of Realtors' Housing Affordability Fund.

Three applicants were turned away, however, check this page in early 2019 for details of the new program.

Each grant can be used to defray closing costs in the purchase of a home using the services of a member of the Southland Regional Association of Realtors.

CALIFORNIA ASSOCIATION OF REALTORS®
HAF
HOUSING AFFORDABILITY FUND
Leading the Way... Home®

Alexis Brooks, pictured on the left, used the services of Realtor James Brooks to purchase a home in Long Beach. They are pictured with Valerie Biletsky, SRAR's manager of operations.

1ST INVENTORY GAIN IN 39 MONTHS

VALLEY HOME PRICE SETS RECORD HIGH

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

FOR THE SECOND MONTH THIS YEAR, MAY POSTED A RECORD MEDIAN HOME PRICE WHILE THE INVENTORY OF HOMES FOR SALE ROSE ON A YEAR-TO-YEAR BASIS FOR THE FIRST TIME IN MORE THAN THREE YEARS, THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS REPORTED THURSDAY.

With prices on the rise and inventory tight, sales of homes and condominiums during May in the San Fernando Valley fell from year ago levels, though posted seasonal increases on a month-to-month basis.

The 497 single-family homes and 188 condominiums that closed escrow were down 10.6 percent and 7.4 percent, respectively.

The root cause of sluggish sales activity locally and in much of the country continues to be the utter lack of available listings on the market to meet the strong demand for buying a home.

“Realtors see that the healthy economy and job market are keeping buyers in the market for now though they face rising mortgage rates,” said Gary Washburn, president of the 10,300-member Southland Regional Association of Realtors.

“However, even with the slight uptick in active listings in May, inventory shortages are worse than in recent years," he said "and home prices keep climbing above what many home shoppers are able to afford."

There were 1,303 active combined residential listings at the end of May, an increase of 6.3 percent from a year ago. It was the highest number of listings since November 2016 and the first year-to-year gain after 39 consecutive months of declines.

Even with the increase, the active inventory represented a mere 1.9-month supply at the current pace of sales though that too is up from the 1.6 month supply posted a year ago.

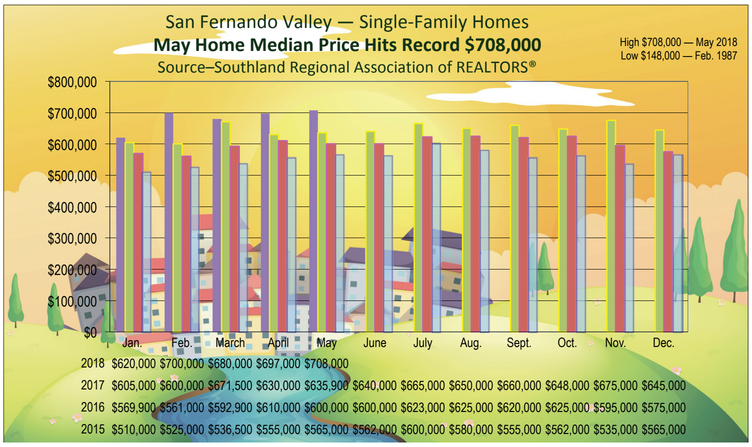
"The record home price is consistent with the overall statewide trend," said Tim Johnson, the Association's cheif executive officer. "And, it is consistent with the tight inventory leading into May.

“Let’s hope the increase in listings is a sign that prices in the second half of the year may increase more slowly or even stabilize slightly, especially when you consider that rates will likely be higher and impact what buyers can afford.

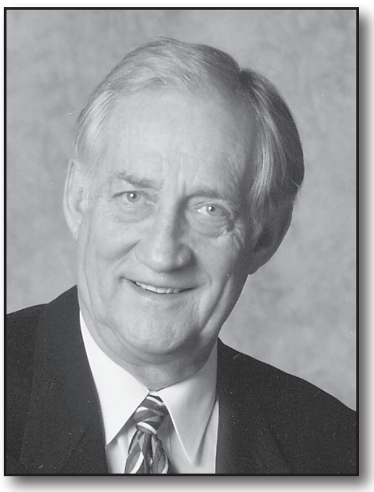
The median price of single-family homes sold during May rose to a record $708,000, up 11.3 percent from a year ago. It surpassed the prior record of $700,000 set this February.

The median price of condominiums that changed owners in May was $420,000, up 0.2 percent from a year ago, but off 3.4 percent from the April median price which set a record high at $435,000.

Of the 685 homes and condos sold during May, 96.2 percent were standard sales involving traditional buyers and sellers. There were five foreclosure-related sales, for a 0.7 percent share of the local market, and six short sales, for a 0.9 percent share.



ROBERT E. “MITCH” DAVIS



Robert Davis, known to all as “Mitch”, was born in Columbus, Ohio on May 20, 1929. He passed away on June 18, 2018 in Santa Clarita, where he lived for the past forty years, a town he loved and was so connected to through his work and friends.

It was in 1971 that Mitch obtained his real estate license and settled into the career that he would follow for many years. Mitch served as President of the Santa Clarita Association of REALTORS® in 1985 and again in 1995. Having served on the Southland Regional Association of REALTORS® Board of Directors, Mitch was elected President in 2000, the same year he and his friend Bob Kellar opened Kellar-Davis Real Estate which remains today.

Mitch was preceded in death by his wife of 20 years, Oleta, with whom they had five children, eleven grandchildren and fifteen great-grandchildren.

SPONSORSHIP OPPORTUNITY
$500

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

VETERANS LUNCHEON
THURS. NOV. 08, 2018

SPONSORSHIPS

HELP US HONOR OUR REALTOR® VETERANS

INCLUDED IN YOUR SPONSORSHIP:

1. 2 TICKETS TO EVENT
2. VERBAL RECOGNITION
3. POST PUBLICITY
4. LOGO PROMINENTLY DISPLAYED AT EVENT
5. DISPLAY PROMOTIONAL MATERIALS

Company Name: ______________________________

First Name: ______________________ Last Name: ______________________

Phone Number: (_____) ________________ Email Address: ______________________

Address: ________________ City: ____________ State: _____ Zip Code: ____________

Credit Card Number: ______________________ Exp Date: __________ CVV: _____

Signature: ______________________________ *(Make chekcs payable to: SRAR)*

Please fax form to Kathryn Cooney at 818-786-4541 or email to KathrynC@srar.com
Questions? call Kathryn at 818-947-2250

SPONSORSHIP OPPORTUNITY
$250 (SILVER)
$500 (GOLD)

REALTORS GOT TALENT

THURS. SEPTEMBER 27, 2018

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

SPONSORSHIPS

FUNDRAISING EVENT

(MAXIMUM 6 SPONSORS PER EVENT)

Why Sponsor?

1. Establish new business contacts
2. Strengthen current client relationships
3. Network with REALTORS & Members of SRAR
4. Gain opportunities to expand industry knowledge
5. Gain knowledge about Organized Real Estate
6. Help raise money for a good cause

Included in Your Sponsorship:

1. 6 tickets to the event
2. Exposure on all marketing and event promotional materials with FULL LOGO placement (i.e. Flyer, Facebook, Website, etc.)
3. 1-2 minutes speaking opportunity at event
4. Verbal Recognition
5. Post Publicity
6. Your sponsorship is tax deductible

Company Name: ______________________________

First Name: ______________________ Last Name: ______________________

Phone Number: (_____) ______________ Email Address: ______________________

Address: ______________ City: ____________ State: _____ Zip Code: __________

Credit Card Number: ______________________ Exp Date: __________ CVV: _____

Signature: ______________________________

Please fax form to Kathryn Cooney at 818-786-4541 or email to KathrynC@srar.com
Questions? call Kathryn at 818-947-2250

SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

YOUNG PROFESSIONALS NETWORK
Southland Regional Association of Realtors®

2018 YPN
Blankets & Socks
DONATION DRIVE

Donations accepted until Wednesday August 29, 2018

(Blankets & Socks to be Donated to a Local Charity)

BRING ITEMS TO: SRAR AUDITORIUM
7232 BALBOA BLVD.
VAN NUYS, CA, 91406
M-F: 8:30AM - 4PM

Donations can be made to Southland Regional Association of REALTORS®
For more information, please contact Kathryn at 818-947-2250
or via email KathrynC@srar.com

30MIN IS ALL IT TAKES TO SAVE A LIFE

Southland Regional Association of Realtors®, Inc.

Blood Drive

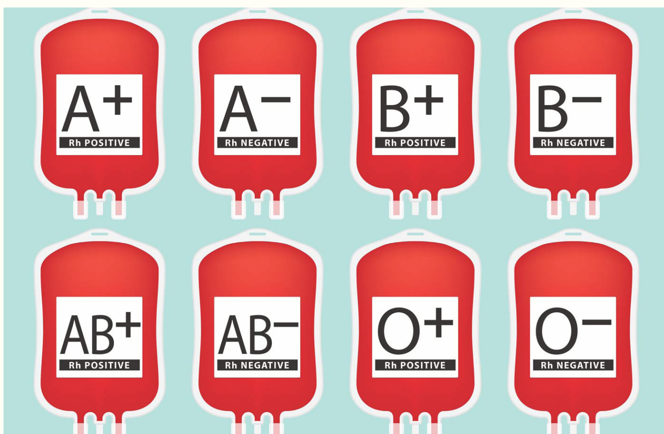
Benefiting:

The Children's Hospital

SRAR AUDITORIUM: 7232 BALBOA BLVD. VAN NUYS, CA, 91406

Donate

August 29, 2018
10:00am - 4:00pm



Please RSVP with Kathryn at 818-947-2250 or via email at KathrynC@srar.com

The U.S. Department of Homeland Security
Office of Infrastructure Protection

Presents

Active Shooter Workplace Violence Awareness Briefing

DESCRIPTION: This Active Shooter/Workplace Violence Awareness Briefing provides instructions and guidance to effectively address response to an Active Shooter incident. The briefing also provides guidance for developing and implementing procedures in response to an Active Shooter incident.

Schedule of Events

- Module 1: Overview of the DHS Protective Security Advisor (PSA) Program
- Module 2: Overview and Characteristics of an Active Shooter Incident:
  - Preparation
  - Response
  - Recovery
- Module 3: "Active Shooter – How to Respond" Materials:
  - "Options for Consideration" Training Video
  - Online Training
  - Workshops/Webinar

Southland Regional Association of REALTORS®

7232 Balboa Blvd
Van Nuys CA 91406

12:30p.m – Registration
1:00pm-3:00pm – Workshop

Cost:

This event will be provided by DHS with no charge to attend
OPEN TO ALL SRAR MEMBERS

2 workshops available

Monday
September 17, 2018
or
Friday
October 5, 2018

LUNCH WILL BE SERVED!

YOU MUST RSVP FOR THIS EVENT!
Contact Kathryn Cooney at 818-947-2250 or email her at KathrynC@srar.com

SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

RESIDENTIAL PROPERTIES LISTED **1,776**

JUNE 2018 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED **1,280**

RESIDENTIAL PROP. ESCROW CLOSED **1,262**

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY:								
NEW LISTINGS	131	166	164	229	237	927	849	1,776
TOTAL ACTIVE LISTINGS	186	251	253	302	376	1,368	1,372	2,740
AVERAGE DAYS ON MARKET	76	65	54	46	61	59	67	63
AVERAGE LIST PRICE IN THOUSANDS	532.9	1,266.3	1,341.0	829.1	1,640.1	1,186.6	781.7	983.8
MEDIAN LIST PRICE IN THOUSANDS	515.0	899.0	765.0	749.0	955.0	769.0	439.9	600.0
BOMS	24	26	30	33	34	147	118	265
AVERAGE BOM PRICE IN THOUSANDS	444.8	808.7	923.7	638.8	981.4	774.6	451.3	630.6
BOM TO SALE RATIO	20.5	17.9	28.8	17.8	16.3	19.4	23.5	21.0
EXPIRATIONS	7	17	17	17	13	71	79	150
PENDING SALES:								
NEW ESCROWS OPENED	103	136	127	185	177	728	552	1,280
TOTAL YTD ESCROWS OPENED	603	716	650	926	1,004	3,899	2,972	6,871
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	35	29	38	28	34	32	39	35
NEW OPEN ESCROWS AVERAGE LIST PRICE	470.4	907.6	1,037.2	669.3	932.1	813.7	502.1	679.3
CLOSED SALES:								
NEW ESCROWS CLOSED	117	145	104	185	208	759	503	1,262
TOTAL YTD ESCROWS CLOSED	577	673	593	834	925	3,602	2,675	6,277
VOLUME OF NEW SALE DOLLARS IN MILLIONS	55.925	134.954	99.213	128.345	174.361	592.797	255.238	848.035
VOLUME OF TOTAL YTD SALES IN MILLIONS	270.918	642.179	523.097	561.630	804.722	2,802.547	1,416.079	4,218.626
AVERAGE SALE PRICE IN THOUSANDS	478.0	930.7	954.0	693.8	838.3	781.0	507.4	672.0
MEDIAN SALE PRICE IN THOUSANDS	485.0	655.0	670.0	640.0	728.0	635.0	368.0	555.0
COOP SALES	93	123	84	149	172	621	426	1,047
PERCENT OF COOP SALES	79.5	84.8	80.8	80.5	82.7	81.8	84.7	83.0
AVERAGE DAYS ON MARKET	27	27	27	29	31	28	38	32
SALES AT LIST PRICE	81	90	64	119	106	460	283	743
PERCENT OF SALES AT LIST PRICE	69.2	62.1	61.5	64.3	51.0	60.6	56.3	58.9
SALES TO LISTING INVENTORY RATIO	62.9	57.8	41.1	61.3	55.3	55.5	36.7	46.1
FINAL SALE TO NEW LISTING RATIO	89.3	87.3	63.4	80.8	87.8	81.9	59.2	71.1
CLOSED SALES TYPE								
FORECLOSURE/REO	1	2	1	2	1	7	8	15
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	2	0	1	2	0	5	3	8
STANDARD	110	142	102	177	206	737	472	1209
OTHER	4	1	0	4	1	10	20	30

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	128	19	2	2	46950	33.5
100,000 TO 109,999	15	0	1	1	25000	20.0
110,000 TO 119,999	0	0	0	0	N/A	0.0
120,000 TO 139,999	41	13	4	4	9769	6.9
140,000 TO 159,999	25	17	7	6	13614	8.1
160,000 TO 179,999	19	15	9	4	19343	6.5
180,000 TO 199,999	194	28	10	2	684	0.2
200,000 TO 249,999	41	109	55	22	2289	0.4
250,000 TO 299,999	38	159	79	34	4674	1.3
300,000 TO 349,999	34	178	105	56	1776	0.0
350,000 TO 399,999	33	183	88	41	2960	0.4
400,000 TO 449,999	27	144	71	36	1076	0.4
450,000 TO 499,999	34	166	71	34	4635	14.7
500,000 TO 549,999	22	157	101	37	6497	8.9
550,000 TO 599,999	26	180	114	41	1842	0.5
600,000 TO 699,999	31	246	158	59	804	6.1
700,000 TO 799,999	28	197	128	65	8080	0.8
800,000 TO 899,999	23	171	69	34	10183	0.8
900,000 TO 999, 999	27	110	36	16	9677	0.6
1,000,000 TO 1,999,999	37	408	124	71	42657	2.4
MORE THAN 2,000,000	36	240	30	18	127033	34.0
TOTALS	32	2740	1262	583	8715	2.4

LISTINGS 10,561 | **2018 RMLS TOTAL - $ VOLUME $4,218,626,000** | **SALES 6,040**

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				2016				2017				2018			
	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST
JAN	1,288	881	396.3	68.4	1,338	786	393.2	58.7	1,445	743	387.5	51.4	1,257	760	448.4	60.5	1,255	886	572.0	70.6	1,393	821	539.4	58.9
FEB	1,218	821	353.8	67.4	1,388	732	375.5	52.7	1,397	786	397.8	56.3	1,402	730	433.9	52.1	1,256	804	505.4	64.0	1,370	740	498.2	54.0
MAR	1,377	1,337	470.8	77.8	1,565	903	473.0	57.7	1,634	1,080	603.7	66.1	1,552	1,050	640.1	67.7	1,732	1,167	739.9	67.4	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	697.6	70.6	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	69.6	1,742	1,299	785.0	74.6	1,734	1,481	955.8	85.4	1,776	1,262	848.0	71.1
JUL	1,610	1,176	584.9	73.0	1,673	1165	600.3	69.6	1,686	1,321	770.6	78.4	1,644	1,163	745.4	70.7	1,726	1,177	784.5	68.2				
AUG	1,581	1,196	623.6	75.6	1,146	999	536.8	66.3	1,695	1,228	692	72.4	1,687	1,201	740.9	71.2	1,687	1,414	889.4	83.8				
SEPT	1,399	1,072	543.8	74.9	1,432	1,065	536.8	74.4	1,437	1,230	678.5	85.6	1,504	1,243	782.6	82.6	1,455	1,274	786	85.3				
OCT	1,446	1,106	556.1	76.5	1,524	1,033	553	67.8	1,418	1,124	632.9	79.3	1,406	1,099	647.9	78.2	1,306	1,213	757.2	92.9				
NOV	1,064	985	486.7	92.6	1,102	905	463.6	82.1	1,054	990	526.5	93.9	1,119	1,028	624.0	92.2	1,066	1,095	723.5	102.7				
DEC	818	1,091	536	133.4	867	1,105	581.4	127.5	801	1,111	615	138.7	759	1,152	692.3	151.8	685	1,088	651.8	158.8				
TOTAL	16,407	13,177	6,315.3	80.71	16,902	11,726	6,161.6	69.3	17,713	13,200	7,376.5	74.5	1,7361	13,005	7,787.9	74.9	17,276	14,032	8,925.2	82				
AVG. SALE PRICE	$479,270				$525,464				$558,825				$605,843				$636,060							

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE 2018

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	95	119	121	187	187	709	675	1,384
Total Active Listings	138	197	176	239	318	1,068	1,137	2,205
Average Days on Market	75	63	47	45	62	58	70	64
Average List Price in Thousands	583.5	1,450.9	1,677.9	907.8	1,828.2	1,367.0	825.6	1,087.8
Median List Price in Thousands	529.0	1,150.0	1,249.0	799.0	1,085.0	875.0	435.0	669.0
BOMS	12	18	22	22	29	103	97	200
Average BOM Price in Thousands	532.7	968.3	1,100.2	728.3	1,009.5	906.1	459.4	689.4
BOM to Sale Ratio	14.8	18.9	29.7	14.6	17.1	18.0	24.4	20.6
Expirations	4	13	15	13	11	56	64	120
PENDING SALES								
New Escrows Opened	74	90	106	147	144	561	422	983
Total YTD Escrows Opened	437	481	460	737	786	2,901	2,319	5,220
New Open Escrows Average Days on Market	40	31	42	28	36	35	43	38
New Open Escrows Average List Price	518.4	1,089.2	1,163.9	719.0	1,030.0	915.8	516.5	744.4
CLOSED SALES:								
New Escrows Closed	81	95	74	151	170	571	398	969
Total YTD Escrows Closed	416	452	394	654	718	2,634	2,097	4,731
Volume of New Sales Dollars in Millions	41.721	105.458	84.107	113.039	157.759	502.084	204.251	706.334
Volume of total YTD Sales in Millions	211.832	523.630	432.974	480.871	702.362	2,351.669	1,121.455	3,473.123
Average Sale price in Thousands	515.1	1,110.1	1,136.6	748.6	928.0	879.3	513.2	728.9
Median Sale Price in Thousands	511.0	782.5	750.0	685.0	760.0	691.0	357.0	600.0
Coop Sales	67	81	58	121	139	466	336	802
Percent of Coop Sales	82.7	85.3	78.4	80.1	81.8	81.6	84.4	82.8
Average Days on Market	30	25	27	31	32	30	39	34
Sales at List Price	52	56	45	97	84	334	228	562
Percent of Sales at List Price	64.2	58.9	60.8	64.2	49.4	58.5	57.3	58.0
Sales to Listing Inventory Ratio	58.7	48.2	42.0	63.2	53.5	53.5	35.0	43.9
Final Sale to New Listing Ratio	85.3	79.8	61.2	80.7	90.9	80.5	59.0	70.0
CLOSED SALES TYPE								
Foreclosure/REO	0	2	0	2	1	5	8	13
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	0	1	1	0	4	3	7
Standard	76	92	73	144	168	553	371	924
Other	3	1	0	4	1	9	16	25

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE 2018

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	36	47	43	42	50	218	174	392
Total Active Listings	48	54	77	63	58	300	235	535
Average Days on Market	79	70	71	51	58	65	51	59
Average List Price in Thousands	387.4	592.9	570.8	530.7	608.9	544.3	569.3	555.3
Median List Price in Thousands	375.0	539.0	445.0	456.0	499.5	469.0	464.5	467.0
BOMS	12	8	8	11	5	44	21	65
Average BOM Price in Thousands	356.9	449.5	438.5	459.8	818.4	466.7	413.7	449.6
BOM to Sale Ratio	33.3	16.0	26.7	32.4	13.2	23.4	20.0	22.2
Expirations	3	4	2	4	2	15	15	30
PENDING SALES								
New Escrows Opened	29	46	21	38	33	167	130	297
Total YTD Escrows Opened	166	235	190	189	218	998	653	1,651
New Open Escrows Average Days on Market	23	24	22	27	24	25	28	26
New Open Escrows Average List Price	347.8	552.3	397.5	477.2	504.6	470.8	455.2	464.0
CLOSED SALES:								
New Escrows Closed	36	50	30	34	38	188	105	293
Total YTD Escrows Closed	161	221	199	180	207	968	578	1,546
Volume of New Sales Dollars in Millions	14.204	29.496	15.106	15.306	16.602	90.714	50.987	141.701
Volume of total YTD Sales in Millions	59.086	118.549	90.123	80.760	102.361	450.878	294.624	745.503
Average Sale price in Thousands	394.6	589.9	503.5	450.2	436.9	482.5	485.6	483.6
Median Sale Price in Thousands	357.0	545.0	409.0	425.0	430.0	438.0	428.2	438.0
Coop Sales	26	42	26	28	33	155	90	245
Percent of Coop Sales	72.2	84.0	86.7	82.4	86.8	82.4	85.7	83.6
Average Days on Market	21	30	25	19	26	25	34	28
Sales at List Price	29	34	19	22	22	126	55	181
Percent of Sales at List Price	80.6	68.0	63.3	64.7	57.9	67.0	52.4	61.8
Sales to Listing Inventory Ratio	75.0	92.6	39.0	54.0	65.5	62.7	44.7	54.8
Final Sale to New Listing Ratio	100.0	106.4	69.8	81.0	76.0	86.2	60.3	74.7
CLOSED SALES TYPE								
Foreclosure/REO	1	0	1	0	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	34	50	29	33	38	184	101	285
Other	1	0	0	0	0	1	4	5

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	16	6	76	42	26	76	26	81	349	96	445
Total Active Listings	46	20	102	47	33	91	31	96	466	191	657
Average Days on Market	114	100	59	62	76	42	48	53	63	65	63
Average List Price in Thousands	714.2	870.4	737.7	693.4	812.0	759.1	925.6	757.9	762.7	528.1	694.5
Median List Price in Thousands	650.0	850.0	598.0	588.5	760.0	649.0	900.0	695.0	674.9	379.0	620.0
BOMS	4	1	11	6	2	9	4	12	49	15	64
Average BOM Price in Thousands	560.0	269.9	623.6	676.3	667.5	621.3	859.6	720.7	662.1	444.2	611.0
BOM to Sale Ratio	23.5	33.3	17.7	24.0	11.8	13.8	21.1	17.1	17.6	21.1	18.3
Expirations	4	0	2	1	1	3	1	5	17	6	23
PENDING SALES											
New Escrows Opened	8	6	44	28	17	53	16	61	233	74	307
Total YTD Escrows Opened	69	25	277	131	89	286	74	302	1,253	427	1,680
New Open Escrows Average Days on Market	83	54	32	18	26	45	24	25	33	47	36
New Open Escrows Average List Price	633.2	719.8	593.5	547.3	637.3	640.3	836.2	770.3	669.4	434.8	612.8
CLOSED SALES:											
New Escrows Closed	17	3	62	25	17	65	19	70	278	71	349
Total YTD Escrows Closed	67	23	256	121	86	265	58	279	1,155	410	1,565
Volume of New Sales Dollars in Millions	10.499	2.241	34.994	15.391	10.464	40.791	16.740	47.528	178.647	27.996	206.643
Volume of total YTD Sales in Millions	40.248	15.140	148.688	71.622	56.154	163.059	48.402	195.605	738.916	176.002	914.917
Average Sale price in Thousands	617.6	747.0	564.4	615.6	615.5	627.5	881.0	679.0	642.6	394.3	592.1
Median Sale Price in Thousands	615.0	650.0	547.0	597.5	585.0	592.0	850.0	660.0	610.0	355.0	580.0
Coop Sales	16	1	57	21	15	55	17	60	242	59	301
Percent of Coop Sales	94.1	33.3	91.9	84.0	88.2	84.6	89.5	85.7	87.1	83.1	86.2
Average Days on Market	120	154	77	91	103	69	84	79	83	77	81
Sales at List Price	8	2	41	14	12	41	8	44	170	43	213
Percent of Sales at List Price	47.1	66.7	66.1	56.0	70.6	63.1	42.1	62.9	61.2	60.6	61.0
Sales to Listing Inventory Ratio	37.0	15.0	60.8	53.2	51.5	71.4	61.3	72.9	59.7	37.2	53.1
Final Sale to New Listing Ratio	106.3	50.0	81.6	59.5	65.4	85.5	73.1	86.4	79.7	74.0	78.4
CLOSED SALES TYPE											
Foreclosure / REO	0	0	2	0	0	0	0	0	2	0	2
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	1	0	0	0	0	0	1	1	2
Standard	17	3	58	25	17	65	19	70	274	70	344
Other	0	0	1	0	0	0	0	0	1	0	1

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	26	2	25	18	5	58	134	16	150
Total Active Listings	2	1	29	6	14	31	6	50	139	24	163
Average Days on Market	126	76	49	59	38	63	13	28	44	77	49
Average List Price in Thousands	577.0	799.0	367.6	569.6	369.9	429.4	509.9	532.0	461.7	587.5	480.2
Median List Price in Thousands	345.0	799.0	333.3	510.0	359.0	414.9	449.9	495.0	430.0	487.0	439.5
BOMS	0	0	5	1	4	7	0	4	21	0	21
Average BOM Price in Thousands	0.0	0.0	369.0	360.0	330.7	414.3	0.0	447.5	391.3	0.0	391.3
BOM to Sale Ratio	0.0	0.0	20.0	25.0	21.1	140.0	0.0	9.1	20.4	0.0	18.3
Expirations	0	0	0	0	0	1	1	1	3	1	4
PENDING SALES											
New Escrows Opened	0	0	18	4	25	10	3	36	96	17	113
Total YTD Escrows Opened	3	0	128	16	102	75	23	215	562	96	658
New Open Escrows Average Days on Market	0	0	19	72	18	27	87	19	24	22	24
New Open Escrows Average List Price	0.0	0.0	343.8	384.2	338.6	410.0	573.0	427.8	389.7	492.3	405.1
CLOSED SALES:											
New Escrows Closed	0	0	25	4	19	5	6	44	103	12	115
Total YTD Escrows Closed	3	0	116	13	89	66	22	197	506	76	582
Volume of New Sales Dollars in Millions	0.000	0.000	8.601	2.032	6.712	2.023	3.013	19.409	41.789	5.625	47.414
Volume of Total YTD Sales in Millions	1.391	0.000	40.792	5.831	29.813	28.230	10.260	88.175	204.491	33.553	238.045
Average Sale price in Thousands	0.0	0.0	344.0	507.9	353.2	404.6	502.1	441.1	405.7	468.8	412.3
Median Sale Price in Thousands	0.0	0.0	335.0	476.0	315.0	436.0	445.0	425.0	390.0	430.0	395.0
Coop Sales	0	0	23	4	14	3	4	40	88	11	99
Percent of Coop Sales	0.0	0.0	92.0	100.0	73.7	60.0	66.7	90.9	85.4	91.7	86.1
Average Days on Market	0	0	84	98	64	53	91	58	69	66	68
Sales at List Price	0	0	18	1	10	4	2	26	61	4	65
Percent of Sales at List Price	0.0	0.0	72.0	25.0	52.6	80.0	33.3	59.1	59.2	33.3	56.5
Sales to Listing Inventory Ratio	0.0	0.0	86.2	66.7	135.7	16.1	100.0	88.0	74.1	50.0	70.6
Final Sale to New Listing Ratio	0.0	0.0-	96.2	200.0	76.0	27.8	120.0	75.9	76.9	75.0	76.7
CLOSED SALES TYPE											
Foreclosure / REO	0	0	0	0	0	0	0	0	0	0	0
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	0	0	0	0	0	0
Standard	0	0	25	4	19	5	6	44	103	12	115
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED **595**

JUNE 2018 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED **420**

RESIDENTIAL PROP. ESCROW CLOSED **464**

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
ACTIVE INVENTORY:											
NEW LISTINGS	16	6	102	44	51	94	31	139	483	112	595
TOTAL ACTIVE LISTINGS	48	21	131	53	47	122	37	146	605	215	820
AVERAGE DAYS ON MARKET	115	99	57	61	65	48	43	45	58	66	60
AVERAGE LIST PRICE IN THOUSANDS	708.5	867.0	655.7	679.3	680.3	675.3	858.2	680.6	693.6	534.7	651.9
MEDIAN LIST PRICE IN THOUSANDS	650.0	850.0	550.0	588.5	619.0	615.0	849.0	645.0	620.0	398.7	585.0
BOMS	4	1	16	7	6	16	4	16	70	15	85
AVERAGE BOM PRICE IN THOUSANDS	560.0	269.9	544.0	631.1	443.0	530.7	859.6	652.4	580.8	444.2	556.7
BOM TO SALE RATIO	23.5	33.3	18.4	24.1	16.7	22.9	16.0	14.0	18.4	18.1	18.3
EXPIRATIONS	4	0	2	1	1	4	2	6	20	7	27
PENDING SALES:											
NEW ESCROWS OPENED	8	6	62	32	42	63	19	97	329	91	420
TOTAL YTD ESCROWS OPENED	72	25	405	147	191	361	97	517	1,815	523	2,338
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	83	54	28	24	21	42	34	23	30	42	33
NEW OPEN ESCROWS AVERAGE LIST PRICE	633.2	719.8	521.0	526.9	459.5	603.7	794.6	643.2	587.8	445.5	556.9
CLOSED SALES:											
NEW ESCROWS CLOSED	17	3	87	29	36	70	25	114	381	83	464
TOTAL YTD ESCROWS CLOSED	70	23	372	134	175	331	80	476	1,661	486	2,147
VOLUME OF NEW SALE DOLLARS IN MILLIONS	10.499	2.241	43.595	17.422	17.176	42.814	19.752	66.937	220.435	33.621	254.057
VOLUME OF TOTAL YTD SALES IN MILLIONS	41.639	15.140	189.480	77.453	85.967	191.288	58.661	283.779	943.407	209.555	1152.962
AVERAGE SALE PRICE IN THOUSANDS	617.6	747.0	501.1	600.8	477.1	611.6	790.1	587.2	578.6	405.1	547.5
MEDIAN SALE PRICE IN THOUSANDS	615.0	650.0	513.0	590.0	423.0	585.0	828.0	570.0	564.0	356.0	545.0
COOP SALES	16	1	80	25	29	58	21	100	330	70	400
PERCENT OF COOP SALES	94.1	33.3	92.0	86.2	80.6	82.9	84.0	87.7	86.6	84.3	86.2
AVERAGE DAYS ON MARKET	120	154	79	92	83	68	86	71	79	75	78
SALES AT LIST PRICE	8	2	59	15	22	45	10	70	231	47	278
PERCENT OF SALES AT LIST PRICE	47.1	66.7	67.8	51.7	61.1	64.3	40.0	61.4	60.6	56.6	59.9
SALES TO LISTING INVENTORY RATIO	35.4	14.3	66.4	54.7	76.6	57.4	67.6	78.1	63.0	38.6	56.6
FINAL SALE TO NEW LISTING RATIO	106.3	50.0	85.3	65.9	70.6	74.5	80.6	82.0	78.9	74.1	78.0
CLOSED SALES TYPE											
FORECLOSURE/REO	0	0	2	0	0	0	0	0	2	0	2
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	1	0	0	0	0	0	1	1	2
STANDARD	17	3	83	29	36	70	25	114	377	82	459
OTHER	0	0	1	0	0	0	0	0	1	0	1

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	71	0	1	1	24900	24.9
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	13	0	1	0	N/A	0.0
140,000 TO 159,999	0	6	0	0	N/A	0.0
160,000 TO 179,999	11	4	2	0	N/A	0.0
180,000 TO 199,999	37	5	3	2	6500	3.4
200,000 TO 249,999	29	30	10	7	4625	2.0
250,000 TO 299,999	21	49	30	11	1411	0.4
300,000 TO 349,999	19	43	30	10	492	0.1
350,000 TO 399,999	20	49	40	18	847	0.3
400,000 TO 449,999	14	46	28	11	505	0.0
450,000 TO 499,999	40	64	43	20	3715	0.7
500,000 TO 549,999	25	63	47	20	5323	0.9
550,000 TO 599,999	29	82	62	26	10441	1.6
600,000 TO 699,999	37	137	82	37	7245	1.0
700,000 TO 799,999	33	81	37	20	17245	2.1
800,000 TO 899,999	25	44	24	9	2676	0.3
900,000 TO 999, 999	60	26	12	11	56859	5.6
1,000,000 TO 1,999,999	70	82	12	8	110077	8.3
MORE THAN 2,000,000	0	9	0	0	N/A	0.0
TOTALS	30	820	464	211	9726	1.2

LISTINGS 2,865

2018 RMLS TOTAL - $ VOLUME $1,152,962,000

SALES 2,044

*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				2016				2017				2018			
	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST	LIST	SALES	$ VOL MIL.	% SALES TO LIST
JAN	355	248	84.2	69.9	391	238	96.2	60.9	406	200	84.3	49.3	391	209	95.6	53.5	375	253	120.5	67.5	416	263	140.6	63.2
FEB	370	255	89.7	68.9	417	214	88.2	51.3	407	219	95.6	53.8	451	244	114.3	54.1	349	259	121.3	74.2	404	250	126.8	61.9
MAR	383	345	132	90.1	491	261	103.2	53.2	487	327	155	67.1	527	342	160.6	64.9	520	412	198.1	79.2	481	375	201.5	78.0
APR	417	364	139.1	87.3	484	369	155.5	76.2	561	376	213.2	67.0	515	405	189.7	78.6	571	339	164.3	59.4	451	261	147.7	62.9
MAY	430	373	140.1	86.7	500	367	157.6	73.4	495	381	167.9	77	506	425	210.3	84.0	568	445	380.1	78.3	554	431	237.7	77.8
JUNE	471	346	142.7	73.5	493	344	153.2	69.8	542	443	203.4	81.7	552	479	235.6	86.8	544	537	290.1	98.7	595	464	254.0	78.0
JUL	489	404	163.7	82.6	500	373	157.1	74.6	546	442	205.3	81	499	402	198.1	80.6	497	429	223.8	86.3				
AUG	448	375	147.4	83.7	441	362	159.9	82.1	446	439	205.7	98.4	498	409	203.2	82.1	493	433	231.1	87.8				
SEPT	412	332	129.1	80.6	454	341	145.9	75.1	415	368	167.2	88.7	480	406	201.2	84.6	462	401	211.4	86.8				
OCT	410	335	131.9	81.7	366	356	149.6	97.3	372	358	161.1	96.2	384	367	180.9	95.6	361	374	195.5	103.6				
NOV	324	323	131.9	99.7	256	308	136.8	120.3	300	286	127.7	95.3	279	353	173.4	126.5	327	326	171.3	99.7				
DEC	214	407	165.2	109.2	227	365	161.9	160.8	220	403	175.2	183.2	232	345	169.9	148.7	210	373	196.4	177.6				
TOTAL	4723	4107	1597	84.5	5020	3898	1642.5	77.6	5,197	4,242	1,961.5	81.6	5,314	4,041	2132.8	76.0	5,277	4,581	2,503.9	86.8				
AVG. SALE PRICE	$388,850				$421,369				$462,399				$527,790				$546,583							

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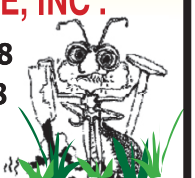

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Joe Alexander, President of Park Regency Realty, gave awards to Bill Rose, Mike Salas, Steven Green, Art O'Hare, Mike Somers, Dan Tresierras, Manuel Escalante, Ada Pena, Melody Cutler, Leslie Bashaar, Dorian Castillo, and Erin Stokes. Not pictured award recipients are, Steve Neuman, Carlos Ordonez, Saul Alvarado, and Deborah Brent.

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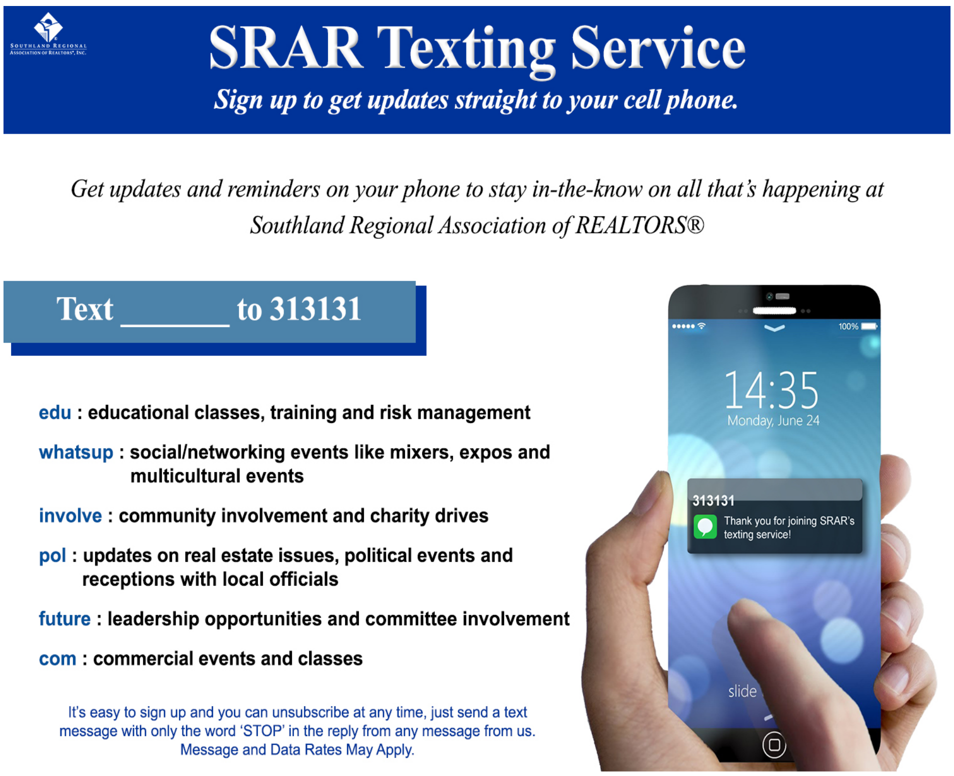

AREA MEETING ANNOUNCEMENTS

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
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East North — 1st Thursday of mo.

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

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

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

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

REAL ESTATE NETWORK meeting

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

SCV CARAVAN — 2nd & 4th Fridays

SCV Networking Meeting
Co-Chairperson: Louisa Henry
661-607-1684 or louisahenry8@gmail.com
Affiliate Chair: Imelda Leano- imelda.leano@movement.com
Location: Santa Clarita Sports Complex
20880 Centre Pointe Pkwy, Santa Clarita 91350
Dates: 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