July/August 2018

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®



VETS BUY
LARGER, COSTLIER
HOMES.....PG.2



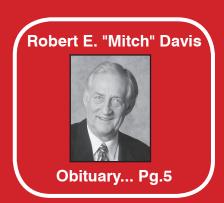
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Volume 98 • Issue 7

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.

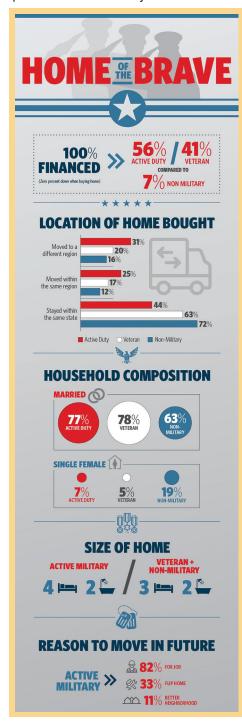
Active-service members typically bought a larger home that cost more than those purchased by both non-military buyers and veterans.

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.

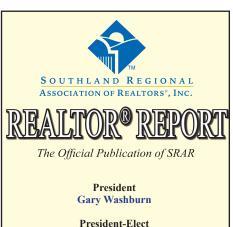


CONSUMER PRICE INDEXES JUNE 2018 PERCENT CHANGE ONE 12 **MONTH MONTHS ENDING ENDING** April April 2018 2018 Los Angeles --0.2 4.0 Riverside -**Orange County**



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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

"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.



2018 RPAC HALL OF FAME INDUCTEE

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?"

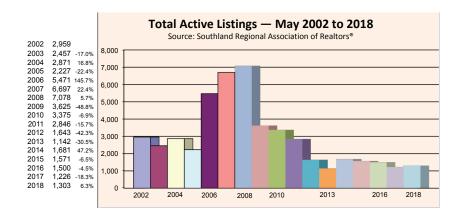
What is clear is that the lack of listings combined with hordes of buyers pushed the prices of existing homes and condos — and rental rates — higher and higher, as multiple buyers engaged in mortal financial combat over virtually every active listing.

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.



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 highrisk 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.

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.



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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,

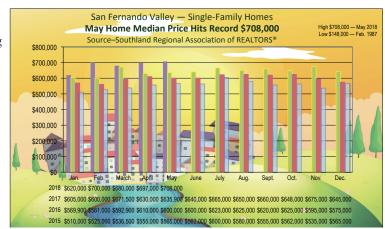
it is consistent with the tight inventory leading into May.

"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



VETERANS
LUNCHEON
THURS. NOV. 08, 2018



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

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



REALTORS GOT TALENT THURS. SEPTEMBER 27, 2018



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

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2018 YPN Blankets & Socks DONATION DRIVE

Donations accepted until Wednesday August 29, 2018

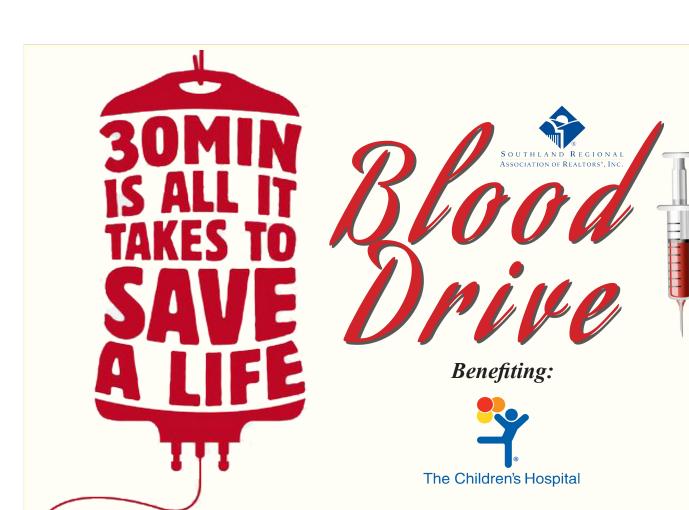
(Blankets & Socks to be Donated to a Local Charity)

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





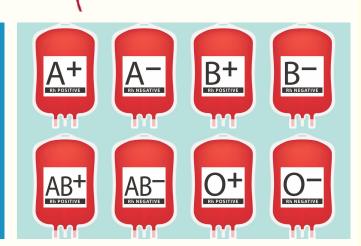
Donations can be made to Southland Regional Association of REALTORS® For more information, please contact Kathryn at 818-947-2250 or via email KathrynC@srar.com



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 <u>MUST</u> RSVP FOR THIS EVENT!

Contact Kathryn Cooney at 818-947-2250 or email her at KathrynC@srar.com



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246 158 59 804 197 128 65 808 17 10 36 16 967 10 36 16 967 11 408 124 71 4265 2740 1262 18 8715 8715 2018 RMLS TOTAL - \$ VOLUME 583 8715 65	000 TO 599,999	26		180	114		. 41	1842	0.5
197 128 65 8080 8080 171 10183	000 TO 699,999	31		246	158			. 804	6.1
171 69 69 174 10183 182 10183 192 193 19	000 TO 799,999	28		197	128		. 65	8080	8.0
110 36 16 9677 408 124 17 42657 2018 RMLS TOTAL - \$ VOLUME S4.21 8.1226.000	000 TO 899,999	23		171	69		. 34 1	0183	8.0
2018 RMLS TOTAL - \$ VOLUME S4.218	000 TO 999, 999	27		110	36		. 16	9677	9.0
2018 RMLS TOTAL - \$ VOLUME 54.218.	0,000 TO 1,999,999	37		408	124		. 714	2657	2.4
2018 RMLS TOTAL - \$ VOLUME	IE THAN 2,000,000	36		240	30		. 1812	7033	34.0
2018 RMLS TOTAL - \$ VOLUME S.		32		2740	1262		583	8715	2.4
\$4.218.626.000	STINGS		2018		# VOI IIME				SHIVS
	D-564			218 62	,				

CS: Enciro, Lake Balboa, Reseda, Tarzana, Van Nuys WN: Chatsworth, Granada Hills, Mission Hills, North Hills, North Hills, North Hills, North Hills, North Hills, Mossion H

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	7			2018	<u>∞</u>	
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	VOL WIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST
JAN	1,288	881	396.3	68.4	1,338	786	393.2	58.7	1,445	743	387.5	51.4	1,257	092	448.4	60.5	1,255	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	982	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	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	2.089	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	1,776	1,262	848.0	71.1
JUL	1,610	1,176	584.9	73.0	1,673	1165	6.003	9.69	1,686	1,321	9.077	78.4	1,644	1,163	745.4	70.7	1,726	1,177	784.5	68.2				
AUG	1,581	1,196	623.6	75.6	1,146	666	536.8	66.3	1,695	1,228	692	72.4	1,687	1,201	740.9	71.2	1,687	1,414	889.4	83.8				
SEPT	1,399	1,072	543.8	74.9	1,432	1,065	536.8	74.4	1,437	1,230	678.5	85.6	1,504	1,243	782.6	82.6	1,455	1,274	982	85.3				
OCT	1,446	1,106	556.1	76.5	1,524	1,033	553	8'.29	1,418	1,124	632.9	79.3	1,406	1,099	647.9	78.2	1,306	1,213	757.2	92.9				
NOV	1,064	985	486.7	92.6	1,102	902	463.6	82.1	1,054	066	526.5	93.9	1,119	1,028	624.0	92.2	1,066	1,095	723.5	102.7				
DEC	818	1,091	536	133.4	867	1,105	581.4	127.5	801	1,111	615	138.7	759	1,152	692.3	151.8	685	1,088	651.8	158.8				
TOTAL	16,407	13,177	6,315.3	80.71	16,902	11,726	6,161.6	69.3	17,713	13,200 7	7,376.5	74.5	1,7361 1	13,005 7	6.787,7	74.9	17,276 1	14,032 8	8,925.2	82				
AVG. SALE PRICE	<i>•••</i>	\$479,270	270		()	\$525,464	464		Ö	\$558,825	825			\$605,843	,843			\$636,060	,060					

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE 2018

ACTIVE INVENTORY	<u>EN</u>	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	95	119	121	187	187	709	675	1,384
Total Active Listings	138	197	176			1,068		,
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		1,085.0	875.0	435.0	
BOMS	12		22	22 700 0	29	103	97	200
Average BOM Price in Thousands						906.1 18.0		
BOM to Sale Ratio Expirations						56		
'	4	10	IJ	10			04	120
PENDING SALES	7.4	00	400	4.47	444	E0.1	400	000
New Escrows Opened		90	106	147	144	561	422	983
Total YTD Escrows Opened	437	481	460	/3/		2,901	2,319	5,220
New Open Escrows Average Days on Market New Open Escrows Average List Price	4U	3 I	42		06 1 020 0	30 015 0	43	38
New Open Escrows Average List Price	310.4	1,009.2	1,103.9		1,030.0	913.0	0.10.5	
CLOSED SALES:								
New Escrows Closed	81	95	74		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	480.8/1	/02.362	2,351.669	1,121.455	3,4/3.123
Average Sale price in Thousands						879.3		
Median Sale Price in Thousands	511.0	/82.5	/50.0	685.0	/60.0	691.0	357.0	600.0
Coop Sales						466		
Percent of Coop Sales	82./	85.3	/ 8.4	80.1	81.8	81.6	84.4	
Average Days on Market						30		
Sales at List Price	52	56	45	97	84	334	228	562
Percent of Sales at List Price						58.5		
Sales to Listing Inventory Ratio	36.7	40.Z	42.U			53.5 80.5	50.0	43.9
Final Sale to New Listing Ratio	60.3		01.2		90.9	6.05	59.0	70.0
CLOSED SALES TYPE								
Foreclosure/RE0	0					5		
						0		
Seller Concessions							3	7
	2	0	1			4		
Seller Concessions	76	92	73	144	168	553	371	924
Seller Concessions	76	92	73	144	168	5539	371	924
Seller Concessions Short Sale Standard Other	76 3	92 1	73 0	144 4	168 1	553 9	371 16	924
Seller Concessions		92 1 DOMINIU ES	JM SALE	144 4 S STATI WN	STICS I	553 9 FOR JUNE SFV TOTAL	371 16 2018 EXT	924 25 TOTAL
Seller Concessions		92 1 DOMINIU ES	JM SALE	144 4 S STATI WN	STICS I	553 9 FOR JUNE SFV TOTAL	371 16 2018 EXT	924 25 TOTAL
Seller Concessions		921	73 0 JM SALE CS43	S STATI WN	STICS I WS		37116	924 25 TOTAL 392
Seller Concessions		92	73	S STATI WN 42	STICS I WS 5058	5539 FOR JUNE SFV TOTAL218300	37116	924 25 TOTAL 392
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands		92	JM SALE CS	S STATI WN63530.7	STICS I WS50585858	553	37116	70TAL 392 535 535 555.3
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands		92	JM SALE CS	S STATI WN 42 63 51 530.7 456.0	STICS I WS	553	371	70TAL 392 535 535 555.3
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS		92	JM SALE CS	S STATI WN 42 530.7 456.0	STICS I WS	553	371	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY 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		92	73	S STATI WN 42 530.7 456.0 11 459.8	STICS I WS	553	371	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY 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		92	73	S STATI WN 42 530.7 456.0 11 459.8 32.4	STICS I WS 50 58 608.9 499.5 51 818.4 13.2	553	371	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY 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		92	73	S STATI WN 42 530.7 456.0 11 459.8 32.4	STICS I WS 50 58 608.9 499.5 51 818.4 13.2	553	371	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY 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		92	73	S STATI WN 42 530.7 456.0 11 459.8 32.4	STICS I WS 50 58 608.9 499.5 51 818.4 13.2	553	371	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY 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		92	73	S STATI WN 42 63 51 530.7 456.0 11 459.8 32.4	STICS I WS 50 58 608.9 499.5 818.4 13.2 2	553	371	924
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY 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		92	73	S STATI WN 42 63 51 530.7 456.0 11 459.8 32.4 4.	STICS I WS 50 58 58 608.9 499.5 51 818.4 13.2 2 33	553	371	924
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY 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		92	73	S STATI WN 42 63 51 530.7 456.0 11 459.8 32.4 4 38 189	STICS I WS 50 58 608.9 499.5 55 818.4 13.2 2 33 218	553	371	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY 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 PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market		92	73	S STATI WN 42 63 51 530.7 456.0 11 459.8 32.4 4 38 189 27	STICS I WS 50 58 608.9 499.5 818.4 13.2 2 33 218 24	553	371	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY 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		92	73	S STATI WN 42 63 51 530.7 456.0 11 459.8 32.4 4 38 189 27	STICS I WS 50 58 608.9 499.5 818.4 13.2 2 33 218 24	553	371	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES:		92	73	S STATI WN 42 63 51 530.7 456.0 11 459.8 32.4 4 4 38 189 27 477.2	STICS I WS 50 58 608.9 499.5 818.4 13.2 2 33 218 24 504.6	553	371	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed		92	73	S STATI WN 42 63 51 530.7 456.0 11 459.8 32.4 44 477.2	STICS I WS 50 58 608.9 499.5 55 818.4 13.2 2 2 33 218 24 504.6	553	371	924
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed		92		S STATI WN 42 63 51 530.7 456.0 11 459.8 32.4 44 38 189 27 477.2	STICS I WS 50 58 608.9 499.5 55 818.4 13.2 2 2 33 218 24 504.6	553	371	924
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions		92		S STATI WN 42 63 51 530.7 456.0 11 459.8 32.4 477.2 34 180 15.306	STICS I WS	553	371	924 25 TOTAL 392 535 59 555.3 467.0 65 449.6 22.2 22.2 30 297 1,651 26 464.0
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY 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 New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions		92		S STATI WN 42 63 51 530.7 456.0 11 459.8 32.4 477.2 34 180 15.306 80.760		553	371	924 25 TOTAL 392 535 59 555.3 467.0 65 22.2 22.2 30 297 1,651 26 464.0
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY 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 BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands		92		S STATI WN 42 63 51 530.7 456.0 11 459.8 32.4 4 189 27 477.2 34 180 15.306 80.760 450.2		553	371	924 25 TOTAL 392 535 555.3 467.0 65 449.6 22.2 22.2 30 297 1,651 464.0 293 1,546 141.701 745.503 483.6
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands		92		S STATI WN 42 63 51 530.7 456.0 11 459.8 32.4 4 189 27 477.2 34 180 15.306 80.760 450.2 425.0		553	371	924 392 535 555.3 467.0 65 202 30 297 1,651 26 464.0 293 1,546 1,745.503
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands		92				553	371	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed 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 Percent of Coop Sales		92				553	371	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions 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		92				553	371	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Percent of Coop Sales Average Days on Market Sales at List Price		92		38 32.4 477.2 34 450.2 425.0 425.0 426.0 425.0 425.0 426.0 425.0 4		553	371	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales In Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price.		92		38		553	371	924
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales In Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio		92	73	38 32.4 477.2 34 180 15.306 80.760 450.2 425.0 28 82.4 19 22 64.7 54.0		553	371	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Sales in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio		92	73	38		553	371	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales In Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio CLOSED SALES TYPE		92				553	371	924 25 TOTAL 392 535 555.3 467.0 65 449.6 22.2 30 297 1,651 26 464.0 293 1,546 141.701 745.503 483.6 245 83.6 61.8 54.8
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Sales in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio CLOSED SALES TYPE Foreclosure/REO		92				553	371	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio CLOSED SALES TYPE Foreclosure/REO Seller Concessions		92	73	38 32.4 477.2 34 180 15.306 80.760 450.2 425.0 28 82.4 81.0 0 0 0		553	371	924 25 TOTAL 392 535 59 555.3 467.0 65 22.2 22.2 30 297 1,651 26 464.0 293 1,546 141.701 745.503 483.6 245 288 83.6 61.8 54.8
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio CLOSED SALES TYPE Foreclosure/REO Seller Concessions Short Sale		92	73	38 32.4 477.2 34 180 15.306 80.760 450.2 425.0 28 82.4 19 22 22 64.7 54.0 0 0 0 0 1 1		553	371	924 25 TOTAL 392 535 59 555.3 467.0 65 22.2 22.2 30 297 1,651 246.0 293 1,546 141,701 745.503 483.6 245 28 181 61.8 54.8 74.7
Seller Concessions Short Sale Standard Other SAN FERNANDO VALL ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Total YTD Sales in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio CLOSED SALES TYPE Foreclosure/REO Seller Concessions		92	73	38 32.4 477.2 34 180 15.306 80.760 425.0 28 82.4 19 22 22 22 22 81.0 81.0 0 0 0 11 333		553	371	924 25 TOTAL 392 535 59 555.3 467.0 65 449.6 22.2 22.2 30 297 1,651 26 464.0 293 1,546 141.701 745.503 483.6 245 83.6 54.8 74.7

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE 2018

	SANTA CLAP											
Total Active (Siranga Age) 46 20 102 47 33 91 31 86 466 191 6 5 4 4 33 91 31 86 466 191 6 5 5 4 4 8 5 3 8 5 6 5 6 4 4 8 5 7 6 4 2 4 8 5 3 8 5 6 5 6 4 4 8 6 7 8 7 8 6 4 4 8 7 8 7 8 8 4 8 7 8 7 8 8 8 4 8 7 8 9 8 8 8 8 7 8 8 8 8 8 8 8 8 8 8 8			ADUL	CC								TOT
Average Days on Market Average Leg Price in Illacensis 114 100 59 57 76 40 40 53 53 65 Average Leg Price in Illacensis 174 2074 777 798 48 221 7071 725 7727 528 656 Absorber Left Price in Promorate. 655 656 596 596 596 596 597 7727 598 Absorber Left Price in Promorate. 655 656 596 596 596 596 597 597 7727 598 Absorber Left Price in Promorate. 655 656 596 596 596 596 597 597 597 Absorber Left Price in Promorate. 655 656 596 596 596 596 597 597 597 Absorber Left Price in Promorate. 778 777 778 77	New Listings	16	6	76	42	26						44
Average Lief Price in Ministerists 74.9	lotal Active Listings	46	20	102	4/							65
EDIS	Average Days on Market	114	100	59	62	/b	42	48	53			
SOURCE	Average List Price in Inousands	/14.2	8/0.4	/3/./	693.4	812.0		925.6		/62./	528.1	
Average BOM Price in Trousands	Median List Price in Thousands	650.0	850.0	598.0	588.5	/60.0	649.0	900.0	695.0	6/4.9	3/9.0	620
South California	BOMS	4	1	11	6	2	9	4	12	49	15	t
Expressions	Average BUM Price in Thousands	560.0	269.9	623.6	6/6.3	667.5	621.3	859.6			444.2	611
Fig. 10 Fig. 2	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
Res Extrans Operand 9	Expirations	4	0	2	1	1	3	1	5	17	6	
Res Extrans Operand 9	ENDING SALES											
Total YTO Econove Opened 69	New Feerows Opened	8	6	11	28	17	53	16	61	233	7.1	31
New Open Estores Auregic Disploy on Mainet 83 54 32 18 26 45 24 22 23 33 47	Total VTD Feerowe Opened	60	0 25	777	121	17	286	71	302	1 252		
New Open Extreme Average Ligid Prop. 6332 719.8 983.5 547.3 697.3 690.3 886.2 770.3 689.4 434.6 611.	Now Open Fearous Average Days on Market	02	ZJ	211 22	101 10	ວອ າຣ		74 24			421 17	1,0
LOSED SALES	Now Open Engrows Average Light Dring			JZ	10 547.2	20 627.2	4J	24		 660 4	1 1 0 101	610
New Enterons Closed	,	U33.Z	1 19.0	393.3	341.3	037.3	040.3	030.2	110.5	009.4	434.0	012
Total PTD Extracts Color	LOSED SALES:											
Volume of lews Sales Dullars in Millions	New Escrows Closed	17	3	62	25	17	65	19				3
Wolume of tolar YID Sales in Millimics	Total YTD Escrows Closed	67	23	256	121	86	265	58	279	1,155	410	1,5
Volume of that YTD Sales in Millions	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	206.6
Average Sela price in Thousands 617 6 1747 0 564.4 615.6 615.5 677.5 881.0 679.0 642.6 394.3 550.0 660.0 567.0 660.0 547.0 597.5 585.0 590.0 660.0 160.0 355.0 580.0 660.0 560.0 660.0 547.0 597.5 585.0 590.0 660.0 660.0 545.0 590.0 660.0 660.0 355.0 580.0 660.0 548.0 10.0 355.0 580.0 660.0 548.0 10.0 355.0 580.0 660.0 548.0 10.0 355.0 580.0 660.0 548.0 10.0 355.0 580.0 660.0 548.0 10.0 355.0 580.0 660.0 548.0 10.0 355.0 580.0 660.0 548.0 10.0 350.0 548.0 10.0 10.0 10.0 10.0 10.0 10.0 10.0 1	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	914.9
Medain Sale Price in Thousands	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	593
Comp Sales	Median Sale Price in Thousands	615.0	650.0	547 N	597.5	585 በ	592 N	850 0	660 0	610.0	355.0	580
Percent of Coop Sales 941 333 919 840 882 846 895 857 871 851 877 Percent of Coop Sales 941 333 919 840 882 846 895 857 871 851 877 Sales at La Prince 8 2 41 14 12 41 8 44 170 45 26 69 612 606 66 6 Sales to List Prince 9 3 70 150 603 552 515 714 613 729 597 372 581 815 181 81 81 81 81 81 81 81 81 81 81 81 81	Coon Sales	16	1	5 11 .0 57		15	55 <u>2</u> .0 55	17		2/12	500.0 50	ان
Average Days on Market. 120 154 77 91 103 69 84 79 85 77 Procent of Sales at List Price 8 2 41 12 41 8 44 170 43 2 Procent of Sales at List Price 471 667 661 550 70 6 631 421 629 612 606 6 Procent of Sales to Listing inventory Ratio 370 150 603 532 515 714 613 779 597 377 774 77 Price Sales to Listing inventory Ratio 1063 500 816 595 6654 8655 731 864 797 744 77 Price Sales to Listing Inventory Ratio 1063 500 816 595 6654 8655 731 864 797 744 77 Price Sales TyPE Functionary RED Functionary	Parcent of Coon Salas	Q/ 1	33 3 	Q1 Q	∠1 Q./I ∩	 ያያ ን		80 5		272 27 1		
Sales al Lish Price	Average Dave on Merket	4.1 100		51.5 77				UJ.J		01.1	00.1 77	01
Proceed for Splace at List Prince	Average Days OII Market	120	104		91	1U3	09	04	19	03		
Sales to Listing Inventory Ratio. 37 0 15 0 60 8 55 2 51 5 71 4 61 3 72 9 597 37 2 5. ### Trail Sale to Mere Listing Ratio. 106 3 50 0 81 6 598 5 66 4 85 5 73 1 86 4 79 7 74 0 77 ### Trail Sale Listing Ratio 10 106 3 50 0 81 6 598 5 66 4 85 5 73 1 86 4 79 7 74 0 77 ### Trail Sale Listing Ratio. 10 10 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Sales at List Price	ö	Z	41	14	IZ	41	8	44	1/0	43	2
Find Sale to New Listing Patilo	Percent of Sales at List Price	4/.1		66.1	56.0		63.1	42.1	b2.9	b1.2	bU.b	6
Company Figure	Sales to Listing Inventory Ratio	37.0	15.0	60.8	53.2	51.5	/1.4	61.3		59.7		5
Froedossions / FECO	Final Sale to New Listing Ratio	106.3	50.0	81.6	59.5	65.4	85.5	/3.1	86.4	/9./	/4.0	/
Froedossay / FECO	INSEN SALES TYPE											
Seller Concessions	Foreclosure / RFO	Λ	Λ	2	Λ	Λ	Λ	Λ	Λ	2	Λ	
SINDT Sale												
Sandard												
SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE 2018	Ollolf Odle	U		1	U	U	U	U	U		I	
SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE 2018	Statioard			38	25	1 /		19	/ U	214	/ 0	3
New Issirings												
New Isings	SANTA CLAR	RITA VAI	LEY C	ONDO	MINIUM	/ SALE	S STAT	ISTICS	S FOR	JUNF 20	18	
New Listings												TOT
Total Archive Listings. 2												
Average Days on Market	CTIVE INVENTORY											101
Average List Price in Thousands 577.0 799.0 367.6 569.6 369.9 429.4 509.9 532.0 461.7 587.5 486. Median List Price in Thousands 345.0 799.0 333.3 510.0 359.0 414.9 449.9 495.0 430.0 487.0 438. 500MS 0 0 0 5 1 4 7 0 0 4 21 0 0 427.0 0 447.5 391.3 0.0 391.0 0 0 0 0 5 1 1 4 7 0 0 4 21 0 0 447.5 391.3 0.0 391.0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	New Listings	0	0	26	2	25	18	5	58	134	16	1
Median List Price in Thousands 3450. 799.0. 333.3. 510.0. 359.0. 414.9. 449.9. 495.0. 487.0. 487.0. A98.0 A98.0 400.0. 487.0. 438.0 A98.0 487.0. 438.0 A97.0 438.0 A97.0 447.5 391.3 0.0 399.0 399.0 360.0 330.7 414.8 0.0 447.5 391.3 0.0 399.0 360.0 330.7 414.8 0.0 447.5 391.3 0.0 399.0 360.0 300.7 414.8 0.0 447.5 391.3 0.0 399.0 360.0 300.0 447.5 391.3 0.0 399.0 310.0 399.0 414.9 495.0 447.5 391.3 0.0 300	New Listings	0	0 1	26 29	2 6	25 14	18	5 6	58 50	134	16	1
BOMS	New Listings	0 2 126	0 176	26 29 49	2 6 59	25 14 38	18 31 63	5 6 13	58 50 28	134 139 44	16 24 77	1
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 39 BOM to Sale Ratio 0.0 0.0 0.0 20.0 25.0 21.1 140.0 0.0 91 20.4 0.0 11 Expirations 0.0 0.0 0.0 0.0 1.1 1 1 3 1 3 1 ENDING SALES New Escrows Opened. 0.0 1.8 4 25 10 3 36. 96 1.7 1.1 Total YID Escrows Opened. 3 0.128 16 102 75 23 215 562 96 6 BOW Open Escrows Average Busys on Market 0.0 0.19 72 18 27 87 19 24 22 New Open Escrows Average Busys on Market 0.0 0.343.8 384.2 338.6 410.0 573.0 427.8 389.7 492.3 400 LOSED SALES: New Escrows Closed 0.0 0.25 4 19 5 6 44 103 12 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	New Listings	0 2 126 577.0	01		2 6 59 569.6	25 14 38 369.9		5 6 13 509.9	58 50 28 532.0	134 139 44 461.7	16 24 77 587.5	1
BOM To Sale Ratio	New Listings	0	0		2 6 59 569.6 510.0	25			585028532.0495.0		16 24 77 587.5 487.0	1
BOM To Sale Ratio	New Listings			26		25 14 38 369.9 359.0		5			16 24 77 587.5 487.0	48
Expirations Description	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	2	25 		5			16 2477 587.5 487.0 0	48
New Escrows Opened	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	2			5		134 139 44 461.7 430.0 21 391.3 20.4	1624	1 48 43: 39
New Escrows Opened 0 0 1.8	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio			26	2			5		134 139 44 461.7 430.0 21 391.3 20.4	1624	1 48 43: 39
Total YTD Escrows Opened	New Listings			26	2			5		134 139 44 461.7 430.0 21 391.3 20.4	1624	1 48 43: 39
New Open Escrows Áverage Days on Market	New Listings	0 2 2 126 577.0 345.0 0 0.0 0.0 0.0 0.0 0.0		26	2	25	18	5		134 139 44 461.7 430.0 21 391.3 20.4		1 480 439 39
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 .400	New Listings	0 2 2 126	0 1 76 799.0 799.0 0 0.0 0.0	262949367.6333.355369.020.00	2	25	18	5	58 50 50 28 28 532 0 495 0 47.5 9.1 1	134 139 44 461.7 430.0 21 391.3 20.4 3		1 48 43: 39
New Escrows Closed	New Listings	0 2 2 126 577.0 345.0 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	0 1 76 799.0 799.0 0 0.0 0.0 0.0	26	2	25	18 31 63 429.4 414.9 7. 414.3 140.0 10 75	5	58 50 50 28 28 495.0 495.0 41.5 9.1 1 36 215	134 139 44 461.7 430.0 21 391.3 20.4 3 96		
New Escrows Closed 0 0 0 25 4 19 5 6 44 103 12 17 Total YTD Escrows Closed 3 0.0 116 13 89 66 22 197 506 76 5 50 190 116 13 89 66 22 197 506 76 5 190 116 13 89 66 22 197 506 76 5 190 116 13 89 66 22 197 506 76 5 190 116 13 89 66 22 197 506 76 5 190 116 15 190 116 116 116 116 116 116 116 116 116 11	New Listings	0 2 126 577.0 345.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	0 1 76 799.0 799.0 0 0.0 0.0 0.0	26	2 6 59 59 569.6 510.0 25.0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	25	18	5	58 50 50 28 28 532.0 495.0 447.5 9.1 1. 36 215 19	134 139 44 461.7 430.0 21 391.3 20.4 396 562		
New Escrows Closed 0 0 25 4 19 5 6 44 103 12 1 Total YTD Escrows Closed 3 .0 116 13 89 .66 .22 .197 .506 .76 .5 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 .47.4 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 .238.0 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 .411 Median Sale Price in Thousands .0.0 .0.0 .335.0 .476.0 .315.0 .436.0 .445.0 .425.0 .390.0 .400.0 .390.0 .441.1 .40 .425.0 .380.0 .441.1 .40 .425.0<	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	0 2 126 577.0 345.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	0 1 76 799.0 799.0 0 0.0 0.0 0.0	26	2 6 59 59 569.6 510.0 25.0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	25	18	5	58 50 50 28 28 532.0 495.0 447.5 9.1 1. 36 215 19	134 139 44 461.7 430.0 21 391.3 20.4 396 562		
Total YTD Escrows Closed 3 0 116 13 89 66 22 197 506 76 5 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 47.4 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 .33.553 238.0 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 .41 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 .391 Coop Sales 0 0 0 23 4. 1.4 3 4. 40 .88 1.1 Percent of Coop Sales 0.0 0 92.0 100.0 73.7 60.0 66.7	New Listings	0 2 126 577.0 345.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	0 1 76 799.0 799.0 0 0.0 0.0 0.0	26	2 6 59 59 569.6 510.0 25.0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	25	18	5	58 50 50 28 28 532.0 495.0 447.5 9.1 1. 36 215 19	134 139 44 461.7 430.0 21 391.3 20.4 396 562		
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 .47.4 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 .238.0 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 .411 Median Sale Price in Thousands 0.0 0.0 .335.0 .476.0 .315.0 .436.0 .445.0 .390.0 .430.0 .391 Coop Sales 0 0 .23 4 .14 .3 .4 .40 .88 .11 .11 .11 .11 .11 .12	New Listings		0 1 76 799.0 0 0.0 0.0 0.0 0 0 0 0 0	26	2	25	18. 31. 63. 429.4. 414.9. 7. 414.3. 140.0. 10. 75. 27. 410.0.	5	58 50 50 28 28 495.0 447.5 9.1 1 36 215 19 427.8	134 139 44 461.7 430.0 21 391.3 20.4 3 562 24 389.7		
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 33.553 238.0 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 .41 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 .39 Coop Sales 0 0 23 4 14 3 4 40 .88 11 .1 .1 .2 .4 .4 .4 .4 .4 .2 .6 .6 .7 .9 .9 .85.4 .91.7 .8 .8 .4 .4 .4 .4 .4 .4 .4 .4 .2 .6 .6 .7 .8 .8 .4 .9 .8 .64 .53 .91 .58 .69 .66	New Listings	0 2 2 126 577.0 345.0 0 0.0 0 0.0 0	0 1 76 799.0 0 0.0 0.0 0 0 0 0 0 0	26	2	25	18. 31. 63. 429.4. 414.9. 7. 414.3. 140.0. 10. 75. 27. 410.0. 5	5	58 50 50 28 28 495.0 495.0 41.5 9.1 1 36 215 19 427.8	134 139 44 461.7 430.0 21 391.3 20.4 3 3 96 562 24 389.7		
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 41. 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 39. Coop Sales 0.0 0.23 4. 14. 3 4 40 88 11. Percent of Coop Sales 0.0 0.0 92.0 100.0 73.7 60.0 66.7 90.9 85.4 91.7 8. Average Days on Market 0.0 84. 98 64 53 91 58 69 66. Sales at List Price 0.0 18. 1 10 4 2 26 61 4. 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 55. 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 77. 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 7. **LOSED SALES TYPE** Foreclosure / REO 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	New Listings		0 11 76 799.0 0 0.0 0.0 0 0 0 0 0 0 0 0 0	26	2	25	18. 31. 63. 429.4. 414.9. 7. 414.3. 140.0. 1. 10. 75. 27. 410.0. 5. 666.	5	58. 50. 50. 28. 28. 532.0 495.0 447.5 9.1 1 36. 215. 19. 427.8. 444. 197	134 139 44 461.7 430.0 21 391.3 20.4 3 3 562 24 389.7		
Median Sale Price in Thousands 0.0 .0.0 .335.0 .476.0 .315.0 .436.0 .445.0 .390.0 .430.0 .39 Coop Sales 0 0 .23 .4 .14 .3 .4 .0 .88 .11 Percent of Coop Sales 0.0 0.0 .92.0 .100.0 .73.7 .60.0 .66.7 .90.9 .85.4 .91.7 .8 Average Days on Market 0 0 .84 .98 .64 .53 .91 .58 .69 .66 Sales at List Price 0 0 .18 .1 .10 .4 .2 .26 .61 .4 Percent of Sales at List Price 0.0 0 .72.0 .25.0 .52.6 .80.0 .33.3 .59.1 .59.2 .33.3 .5 Sales to Listing Inventory Ratio 0.0 0 0 .27.8 .120.0 .75.9 .76.9 .75.0 .7 LOSED SALES TYPE Foreclo	New Listings	0 2 2 126 577.0 345.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	0 11 76 799.0 0 0.0 0.0 0 0 0 0 0 0 0 0 0 0 0 0 0	26	2	25	18. 31. 63. 429.4. 414.9. 7. 414.3. 140.0. 11. 10. 75. 27. 410.0. 5. 66. 2.023	5	58. 50. 28. 28. 532.0 495.0 447.5 9.1 1. 215. 215. 427.8 44. 197. 19.409	134 139 44 461.7 430.0 21 391.3 20.4 3 96 562 24 389.7 103 506 41.789		
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191 194 51 194 31 189 189 112 189 112 189 112 189 112 189 112 189 112 189 112 189 112 189 112 189	ACTIVE INVENTORY:	AC	ADUL	ပ္ပ	CA	Z	SAU	SR	VAL	SCV TOTAL		DTAL
15 150 47 122 175 150	NEW LISTINGS.	16	9	102	44	51	94	8	1139	483	112	595
Color Colo	TOTAL ACTIVE LISTINGS	48	21	131	53	47	122	8	7146	605	215	820
Section Sect	AVERAGE DAYS ON MARKE!	115	99	b/	61	69	675 2	0			7	60
14	MEDIAN LIST PRICE IN THOUSANDS	650.0	850.0	550.0	588.5	619.0	615.0				398.7	. 585.0
1844 241	BOMS.	4	1	16	7	9	16		_		15	85
184	AVERAGE BOM PRICE IN THOUSANDS	560.0	269.9	544.0	631.1	443.0	530.7	859.	652		2	. 556.7
Color Colo	BOM TO SALE RATIO	23.5	33.3	18.4	24.1	16.7	22.9	16.	14		1	18.3
406 147 148 148 148 148 148 148 148 148 188 188	DENDING PALES.	4	0		T	<u> </u>	4		0		,	5/
406 474 474 191 361 475 2 23 2 23 2 23 2 23 2 23 2 23 2 23 2	NEW ESCROWS OPENED	ω	9	62	32	42	63	Ť	676	329	91	420
Section Sect	TOTAL YTD ESCROWS OPENED	72	25	405	147.	191	361	6		1,815	523	2,338
## STATE S228 S228 S489 S	NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	83	54	28	24	21	42	Č				33
## 17 14 15 15 14 15 15 14 15 15	NEW OPEN ESCROWS AVERAGE LIST PRICE	633.2	719.8	521.0	526.9	459.5	603.7	794.				. 556.9
194 174 184 184 187 184 187 184 187 187 184 187	CLOSED SALES:	17	c	78	00	96	70	ō	7	284	C C	767
18,485 17,422 17,142 19,724 18,546 18,247 18,248 19,2447 19,2447 18,248 19,2447 19,248 18,248 19,2447 19,248 18,248	TOTAL YTD ESCROWS CLOSED		23.0	372	134	175	331				486	2 147
189.480	VOLUME OF NEW SALE DOLLARS IN MILLIONS.	10.499	2.241	43.595	17.422	17.176	42.814	19.75	99	22	-	54.057
1970 1970 1971	VOLUME OF TOTAL YTD SALES IN MILLIONS	41.639	15.140	. 189.480	77.453	85.967	191.288	5	I283.7	94	5	52.962
131.00 130.00 1	AVERAGE SALE PRICE IN THOUSANDS	617.6	747.0	501.1	600.8	477.1	611.6				405.1	. 547.5
Page 1972 Page 1974 Page	MEDIAN SALE PRICE IN THOUSANDS	615.0	650.0	513.0	590.0	423.0	585.0	828.	22	2i	356.0	. 545.0
The control of the	PERCENT OF COOP SALES	16 94 1	33.3	92.0	25	80.6	0 08 80 08	2			84.3	400 86.2
Secondary 15	AVERAGE DAYS ON MARKET	120	154	79	92	83	89	, œ	5.77	62	75	78
Color Colo	SALES AT LIST PRICE.	8	2	59	15	22	45	, -	070	231	47	278
BEST	PERCENT OF SALES AT LIST PRICE	47.1	66.7	67.8	51.7	61.1	64.3				56.6	6.65
Color Colo	SALES TO LISTING INVENTORY RATIO	35.4	14.3	66.4	54.7	76.6	57.4				38.6	56.6
National Color	PINAL SALE IO NEW LISTING HALIO	106.3	50.0	85.3	65.9	/0.6	/4.5				/4.1	0.87
1 0 0 0 0 0 0 0 0 0	FORECLOSURE/REO	0	0	2	0	0	0		0	2	0	N
Mark	SELLER CONCESSIONS	0	0	0	0	0	0		O	0	0	0
IME - PRICE CHANGE - PRICE REDUCTION A	SHORT SALE	0 !	0	1	0	0	0		0		- 5	2
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018 RMLS TOTAL - \$ VOLUME \$1,152,962,000	600,000 TO 699,999		37		137		82		37	7245		1.0
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820 820 820 8 110077 018 RMLS TOTAL - \$ VOLUME \$1,152,962,000	000,000 TO 088,888		60		26		12		1.	56859		
018 RMLS TOTAL - \$ VOLUME \$1,152,962,000	1,000,000 TO 1,999,999		70		82		12		ω	110077		8.3
018 RMLS TOTAL - \$ VOLUME \$1,152,962,000	MORE THAN 2,000,000.		0		6		0		0	A/N		0.0
018 RMLS TOTAL - \$ VOLUME \$1,152,962,000	TOTALS		30		820		464		211	9726		1.2
\$1,152,962,000	LISTINGS		20	18 RMI	TOTAL		ME				SAIES	
	2.865			81.1		000	!				2,044	

COMPARABLE SALES ANALYSIS 2013-2018 SANTA CLARITA VALLEY

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

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS', INC.

•		2013	13			2014	14			2015				2016				2017	7			2018	18	
	ISIT	SALES	\$ VOL MIL.	% SALES TO LIST	ISI	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST
JAN	355	248	84.2	6.69	391	238	96.2	6.09	406	200	84.3	49.3	391	209	92.6	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	1.79	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	0.79	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	200	367	157.6	73.4	495	381	167.9	11	206	425	210.3	84.0	268	445	380.1	78.3	554	431	237.7	77.8
JUNE	47.1	346	142.7	73.5	493	344	153.2	8.69	542	443	203.4	81.7	552	479	235.6	8.98	544	537	290.1	98.7	595	464	254.0	78.0
JUL	489	404	163.7	82.6	200	373	157.1	74.6	546	442	205.3	- 18	499	402	198.1	9.08	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	9.08	454	341	145.9	75.1	415	368	167.2	88.7	480	406	201.2	84.6	462	401	211.4	8.98				
OCT	410	335	131.9	81.7	366	356	149.6	97.3	372	358	161.1	96.2	384	367	180.9	92.6	361	374	195.5	103.6				
NON	324	323	131.9	7:66	256	308	136.8	120.3	300	286	127.7	95.3	279	353	173.4	126.5	327	326	171.3	7.66				
DEC	214	407	165.2	109.2	727	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	8.98				
AVG. SALE PRICE		\$388,850	,850		W	\$421,369	369		W	\$462,399	399		V	\$527,790	790		V	\$546,583	,583			-	-	

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pol: updates on real estate issues, political events and receptions with local officials

future: leadership opportunities and committee involvement

com: commercial events and classes

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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