

August/September 2018

REALTOR® REPORT

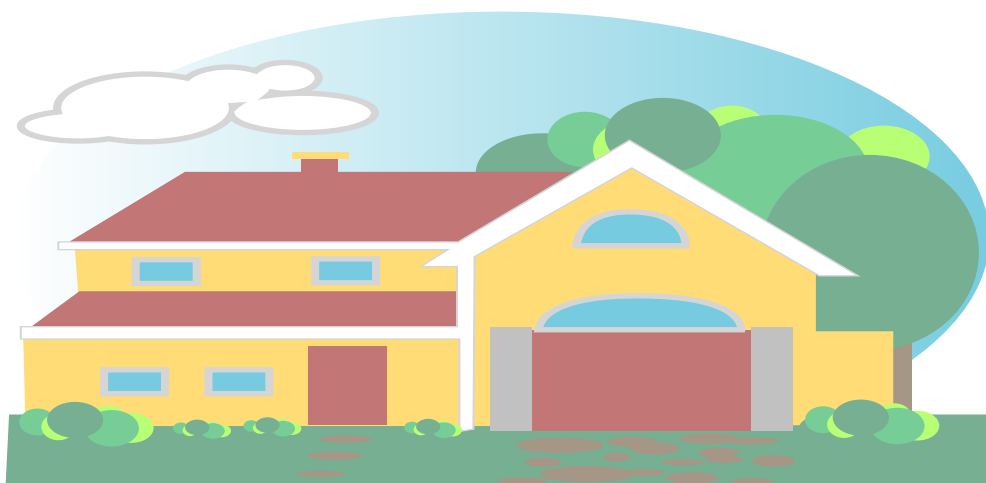
The Official Publication of Southland Regional Association of Realtors®

SAN FERNANDO VALLEY

**SALES SLOW, CONDO
PRICE SETS RECORD...PG. 4**

SANTA CLARITA VALLEY

INVENTORY OF HOMES FOR SALE RISES TO HIGHEST LEVEL IN 21 MONTHS...PG. 4



WHO'S CLOSING IN TODAY'S HOT HOME MARKET..PG.3

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Volume 98 • Issue 8

2019 BOARD OF DIRECTORS SLATE

The following members are recommended by the Board Nominating Committee to serve on the Directorate for a two year term commencing January 1, 2019:

Liliana Alfonso, Robert La'Tarance Johnson, Vilma E. Letosky, Rana Helene Linka, Jeffery Robert Phillips, Rich Pisani, Michael J. Regilio, Gina Uzunyan & Michael Dean Vincent

Voting will be in September and finalized in October.
Six of the above nine members will be elected.

Double the Recognition. REALOR® Marilyn Feldman of Rodeo Realty in Studio City received her Emeritus from the National Association of REALTORS®, marking her forty years as a member of NAR. She also received recognition from Senator Anthony Portantino of South Pasadena for her part in the “Stop Senior Scams Acting Program”, which uses entertainment to educate the elderly.



Reauthorize National Flood Insurance Now!

Act NOW to avoid another shutdown of the National Flood Insurance Program: It is vital for Realtors and homeowners to urge Congress to reform and reauthorize the NFIP.

Congress has until July 31 to renew NFIP, which under current law must be revisited every three years. Over 5 million homeowners in 22,000 communities around the country rely on the NFIP to provide flood insurance. In California there are almost 247,000 policies with just over 21,000 of that number in Los Angeles County.

The National Association of Realtors estimates that a lapse might impact approximately 40,000 home sale closings per month nationwide. Reauthorization is an opportunity for Congress to take bold steps to reduce the complexity of the program while changing it to a long-term, sounder financial framework that includes much needed reforms to support a robust and lasting NFIP.

With that in mind, the National Association of Realtors supports:

- 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 the property's flood risk;
- Improving flood map accuracy, so fewer property owners have to file expensive appeals.

The level of damage from the 2017 hurricanes made it abundantly clear that FEMA needs a holistic plan to ready the nation for managing the cost of catastrophic flooding.

Follow this link to take action and make sure Congress reauthorizes the National Flood Insurance Program: www.realtorparty.realtor/renewnfip



FEMA

CONSUMER PRICE INDEXES

JULY 2018

PERCENT CHANGE

	ONE MONTH ENDING July 2018	12 MONTHS ENDING July 2018
Los Angeles - Riverside - Orange County	0.2	3.9



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SOUTHLAND REGIONAL
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REALTOR® REPORT

The Official Publication of SRAR

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WHO'S CLOSING IN TODAY'S HOT HOME MARKET

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

LOW INVENTORY, RISING HOME PRICES, AND HIGHER INTEREST RATES ARE MAKING IT MORE DIFFICULT, BUT THEY AREN'T KEEPING SOME PEOPLE FROM CLOSING ON A HOME, ACCORDING TO THE RESULTS OF A SURVEY RELEASED TUESDAY.

In fact, 34 percent of those who purchased a home were unfazed by price and rate hikes, 51 percent didn't pay above asking, and 42 percent only made one or two offers.

The typical profile of a successful buyer in the first half of 2018 is someone who was in the market for six months or less (61 percent), made four or fewer offers (72 percent), and bought a three-bedroom, two-bath home, according to by realtor.com, The Home of Home Search. Those who had the easiest time buying a home were older buyers, above the age of 55 years old, according to the survey that was conducted earlier this month by Harris Research and includes online responses from more than 1,000 people who closed in 2018.

"Successful homebuyers in 2018 have been exceptionally well-qualified," said Danielle Hale, chief economist for realtor.com.

"We are seeing the impact of the inventory crisis in the data, and it's holding back home sales.

"While would-be buyers struggle with limited inventory, rising prices and mortgage rates, those who closed were undeterred by today's buyer frenzy. This is likely attributed to their experience, cash, and perhaps the market they've chosen to buy in."

Rising rates and prices impacted the majority of buyers

Home prices set new records this spring. Two-thirds of closers revealed their search was impacted by rising prices or rates. In fact, 22 percent indicated increased costs forced them to look for a less expensive home.

Nineteen percent said they had to increase their monthly mortgage budget and the same share said they had to look in a different neighborhood.

Conversely, 34 percent of those who closed indicated that rising prices and mortgage rates had no impact on their purchase. Fifty-four percent of buyers above 55 years of age indicated no impact, while 31 percent of buyers between the ages of 35 and 54 years old, and 23 percent of those 18-34 years old also said it had no impact.

Most closers didn't pay above asking, but put down more than 20 percent

Despite this market's notorious bidding wars, the majority of successful home buyers, 51 percent, didn't have to pay more than asking price. In fact, 28 percent of buyers paid less than asking price and 23 percent paid full asking. This also varied by age, only 24 percent of those over 55 years old paid over asking, compared to 59 percent of those 18-34 years old and 56 percent of those 35-54 years old.

Although the majority didn't offer above asking, these successful buyers enticed sellers with cash. Mortgage data from the first half of 2018 shows more than 30 percent of buyers put more than 20 percent down.

This data also shows that larger down payments are more common among older buyers with 22 percent of those aged 18-34, 32 percent of those aged 35-54, and 51 percent of those aged 55 and older putting more than 20 percent down.

Fast closings with limited number of offers

A large share of those who bought in 2018 closed very quickly. In fact, 25 percent of respondents started their search and closed within two months. More than 60 percent closed within six months and

only 8 percent took one year or more after starting their search.

Older buyers were more likely to close quickly with 34 percent of those 55-plus closing within two months, compared to 23 percent of 35-54 year olds and 21 percent of 25-34 year olds.

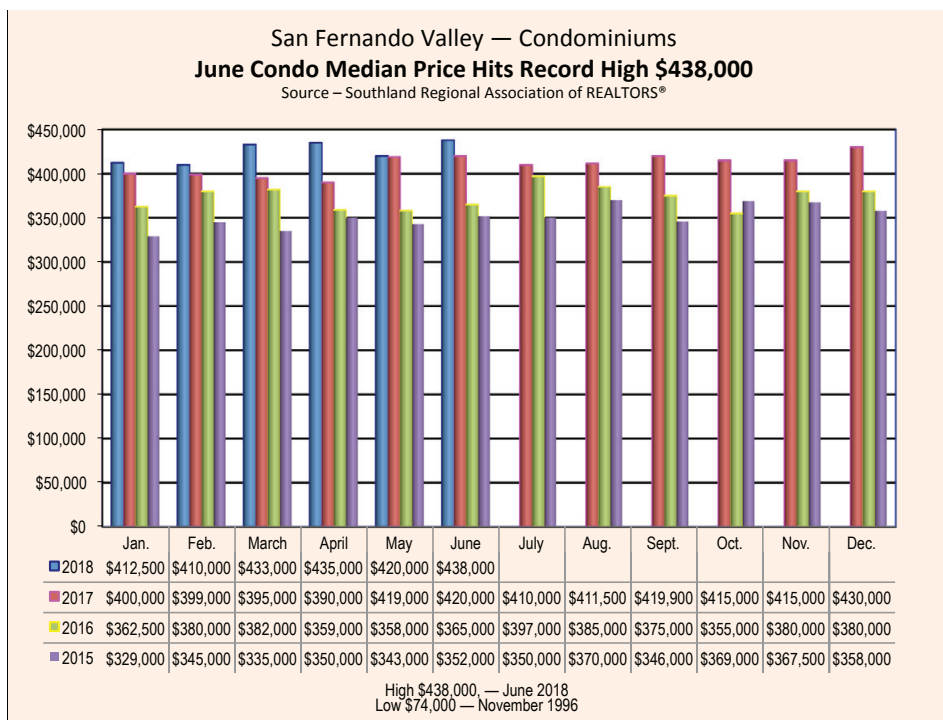
Additionally, nearly half of all buyers, 42 percent, were able close on a home after one to two offers.

Fifty-eight percent had to make three or more offers. Again, older buyers came out on top with 64 percent of those 55- plus making only one or two offers, compared to 38 percent of those 35-54 years old and 30 percent of 18-34-year-olds.

Additionally, one third of 18-54 yearolds had to make five or more offers. When buyers were asked about the most effective tactic they used to get ahead, the No. 1 strategy cited was checking listings websites everyday, indicated by 30 percent.

Twenty-four percent reported putting more than 20 percent down and the same share reported using all cash, followed by 20 percent of respondents who used each of the following tactics: set a price alert, offered above asking, and used a larger earnest money deposit.

realtor.com®



The median price of condominiums sold during June throughout the San Fernando Valley rose to a record \$438,000. That was up 4.3 percent from a year ago and beat the prior record of \$435,000 reported this April. Local Realtors helped closed 188 condominium sales last month, down 26.8 percent from June 2017. The 10,300-member Southland Regional Association of Realtors recently issued a full report on June home and condominium sales and prices.

SALES SLOW, CONDO PRICE SETS RECORD

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

THE MEDIAN PRICE OF CONDOMINIUMS SOLD DURING JUNE ROSE TO A RECORD HIGH WHILE HOME AND CONDOMINIUMS SALES SLUMPED THROUGHOUT THE SAN FERNANDO VALLEY, THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS REPORTED MONDAY.

A total of 571 homes changed owners during June, down 3.9 percent from June 2017. Following seasonal patterns, the total was up 14.9 percent from this May.

Realtors also helped close escrow on 188 condominium transactions. That was down 26.8 percent from a year ago and unchanged from May.

"May and June sales took a hit in part because of the hike in mid-April of interest rates jumping to the highest level since 2014," said Gary Washburn, president of the 10,300-member Southland Regional Association of Realtors.

"No doubt higher rates and rising prices create affordability issues for many prospective buyers, and that hinder sales," he said. "Yet the true culprit is the lack of inventory."

Even with modest increases in active listings, there's still no where near enough properties available to meet demand."

The association reported

1,368 active listings at the end of June. That was the highest number so far this year, a 2.5 percent improvement over June 2017, and the second consecutive monthly increase after 39 months of consecutive year-to-year declines.

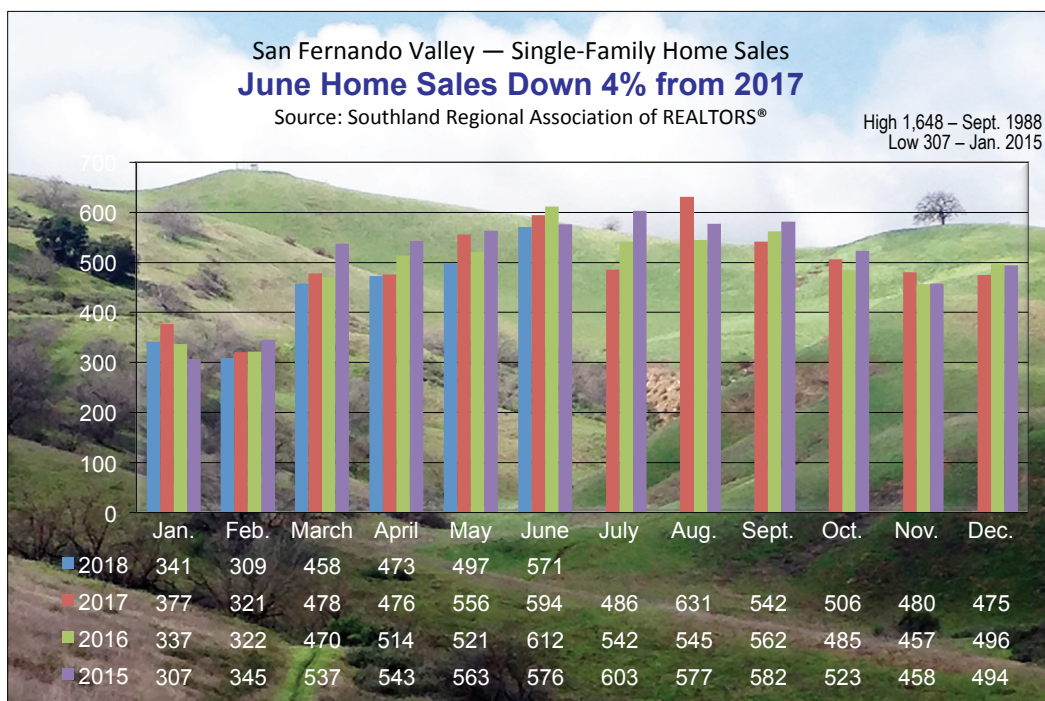
That's good news, though the total of homes and condominiums listed for sale still represented a mere 1.8-month supply at the current pace of sales. A market the size of the San Fernando Valley ideally would have a five- to six-month supply.

"Even a modest increase in inventory is welcome news," said Tim Johnson, the Association's chief executive officer. "Yet, so long as inventory stays tight, we'll see upward pressure on resale

prices. Buyers refusing to pay increased prices may prompt home sellers to limit price hikes, which could offset some of the upward pressure on prices created by a limited supply."

The median price of homes that closed escrow during June came in at \$691,000, up 8.0 percent from a year ago. The median was down 2.4 percent from the \$708,000 record high median set in May.

The condominium median price hit a record of \$438,000. That was up 4.3 percent from June 2017 and 4.3 percent higher than this May. It beat the prior record of \$435,000 reported in April.



Santa Clarita Valley

Inventory of Homes Listed for Sale Rises to Highest Level in 21 Months

The inventory of homes listed for sale during June in the Santa Clarita Valley rose to the highest level since September 2016, yet even with the increase in supply, sales remained lackluster and resale prices continued to rise, the Southland Regional Association of Realtors reported Monday.

A total of 278 single-family homes changed owners last month, a drop of 9.4 percent from a year ago that saw 307 sales, which was the highest monthly total reported since the economic recovery began. Following seasonal patterns, June sales were up 23 percent over May.

Realtors also helped close escrow on 103 condominiums. That was down 13.4 percent from June 2017 and off 1.9 percent from May.

"Owners see prices at or near record levels, they see interest rates rising, and they realize that this truly would be a great time to list their property for sale," said M. Dean Vincent, chairman of the Santa Clarita Valley Division of the 10,300-member Southland Regional Association of Realtors.

"Yet even further small increases in the active inventory would be



M. Dean Vincent, Chairman,
Santa Clarita Valley Division

unable to satisfy pent-up demand for housing," Vincent said. "Now we have higher interest rates, with more rate hikes on the way, heightening affordability concerns, which already limit the pool of prospective buyers."

The median price of single-family homes sold during June was \$610,000, up 4.1 percent from a year ago, but off 0.8 percent from the \$615,000 median reported in May, which was the highest monthly median since economic recovery began. While most of the

records set last decade have been broken, the local home median price record of \$643,000 in April 2006 has yet to fall.

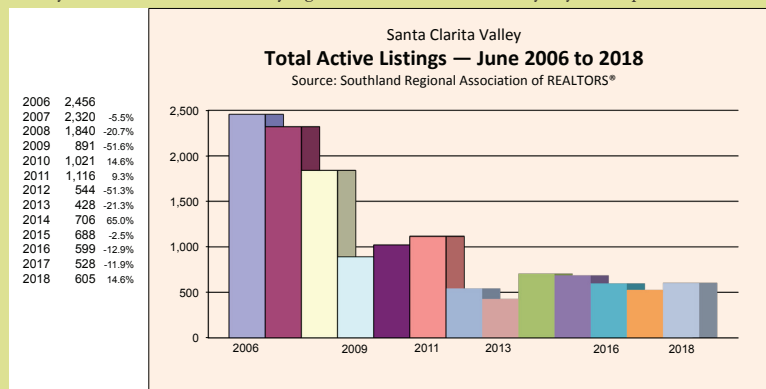
The condominiums sold in June had a median price of \$390,000, up 5.4 percent from 12 months ago, yet 3.5 percent below May's median of \$404,000. The record high condominium median of \$410,000 was set this April.

The combined inventory of 605 active listings was the highest monthly tally since September 2016 and only the second month

since February 2015

to post a year-to-year increase. Despite the increase, the inventory represents a mere 1.6-month supply at the current pace of sales. An ideal supply would closer to a 5-month or 6-month supply.

After flirting with the record low supply of 312 listings in December, the inventory has been trending higher, largely following seasonal trends.



SCHEDULE

8:00 AM - 8:45 AM
Registration/Breakfast
Networking

8:45 AM - 10:00 AM
Opening Remarks
Introductions
Panel Presentation

10:10 AM - 10:55 AM
11:00 AM - 11:45 AM
Concurrent Group Sessions

GROUP A

Arnie Garfinkel, Moderator
James Arom, Apt. Lender
Randy Jones, SBA Lending
Barry Judis, Private Lender

GROUP B

Lauren Greer, Moderator
Eric Rustigian, Escrow
Ryan Huntsman, Title
Kinga Lovasz, Property Mgmt
John Shamoun, Appraiser

\$25 Registration Fee

Email form to
ciday2018@srar.com or
fax to 818-786-4541

Southland Regional Association of REALTORS® Commercial Day 2018 *Transitioning From Residential to Commercial Real Estate*



Art Pfefferman
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Dean Cox
Re/Max of Valencia

Thursday, September 13, 2018
8AM - 12PM

Airtel Plaza Hotel 7277 Valjean Avenue
Van Nuys, 91406

****Early Bird Registration*
Free Commercial Series Class*
if Paid By August 17, 2018***

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*For a complete list of classes click the Events/Education tab on www.commercialdataexchange.com

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2018 Commercial & Investment Division Education Series

The ABC's of Commercial Real Estate
An introduction to the practical applications of Commercial Real Estate

January 31, 2018
9:00 a.m. - 10:30 a.m.

Free To Attend



✓ To Register ✓
☐ ☐

Introduction to Leasing
An introduction to leasing retail, office and industrial properties

February 7, 2018
9:00 a.m. - 10:30 a.m.

ALL CLASSES LISTED BELOW ARE HELD ON WEDNESDAYS 9:00 a.m.—12:00 p.m.
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\$25 Each - Take 5 Or More & Receive a Certificate of Completion*

Deferring Capital Gains Through 1031 Exchange
March 7, 2018

✓
To Register
☐

Effective Commercial Purchase Agreements
April 11, 2018

✓
To Register
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Overview of Commercial Real Estate Investment Analysis
May 16, 2018

✓
To Register
☐

Keys to Financing Commercial Real Estate
July 18, 2018

✓
To Register
☐

Effective Commercial Lease Agreements
August 15, 2018

✓
To Register
☐

Overview of Commercial Real Estate Investment Analysis
September 12, 2018

✓
To Register
☐

Tax & Legal Impact on Commercial Real Estate
September 26, 2018

✓
To Register
☐

Due Diligence in Commercial Real Estate Transactions
October 17, 2018

✓
To Register
☐

Property Management for Investment Real Estate
November 7, 2018

✓
To Register
☐

Overview of Commercial Real Estate Investment Analysis
December 5, 2018

✓
To Register
☐

PRE-REGISTER & PAY FOR 5 CLASSES AND GET 1 CLASS FREE (free classes not eligible)

Make Checks Payable to SRAR and Return with this Portion to SRAR, 7232 Balboa Blvd., Van Nuys, CA 91406
\$25 Per Class—Except January 31st & February 7th *certificate of completion does not provide continuing education credits

Contact Education Department for more information 818-947-2268 or vincec@srar.com

Complete if Paying by Credit Card & Fax to 818-786-4541 or email to vincec@srar.com

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VISA/MC/AMEX/DISC# _____ Exp. Date ____/____ CVV _____

of Classes _____ @ \$25 Each \$ _____ Signature _____

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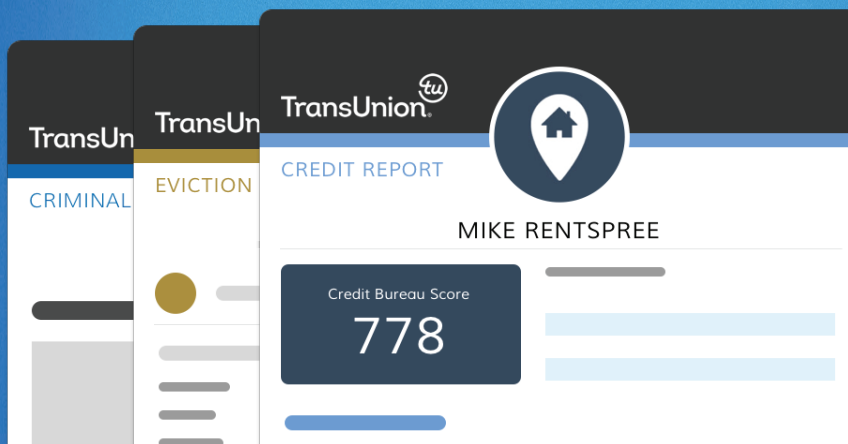




FREE SEMINAR

For SRAR Members

Tenant Screening Tips & Tricks



Limited Seats!

Friday, September 21st 2018, 10am - 11am



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Vince Caffey 818-947-2268

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WHEN

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Donations accepted until Wednesday August 29, 2018
(Blankets & Socks to be Donated to a Local Charity)

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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**



Blood Drive



Benefiting:

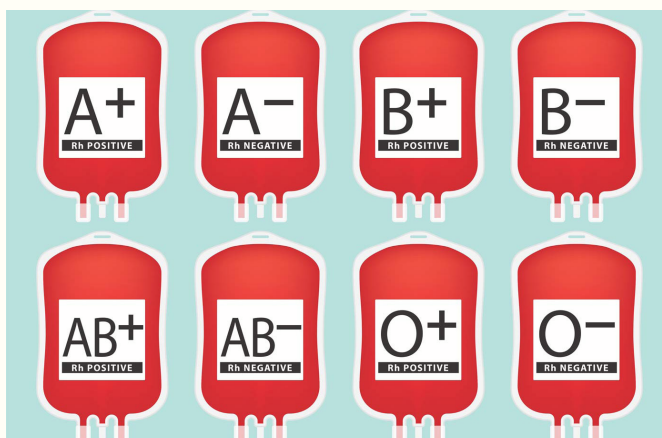


The Children's Hospital

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.**

JULY 2018 SFV RESIDENTIAL MLS SUMMARY

**RESIDENTIAL PROP.
ESCROW OPENED**

1,279

**RESIDENTIAL PROP.
ESCROW CLOSED**

ACTIVE INVENTORY:									
	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL	
NEW LISTINGS	126	181	153	196	239	895	756	1,651	
TOTAL ACTIVE LISTINGS	195	257	255	273	408	1,388	1,426	2,814	
AVERAGE DAYS ON MARKET	81	68	60	54	63	64	72	68	
AVERAGE LIST PRICE IN THOUSANDS	537.4	1,230.6	1,368.9	859.0	1,527.1	1,172.7	763.5	965.3	
MEDIAN LIST PRICE IN THOUSANDS	525.0	689.0	829.0	729.0	699.0	759.0	450.0	615.0	
BOMS	38	23	42	32	33	168	143	311	
AVERAGE BOM PRICE IN THOUSANDS	448.9	953.7	868.5	712.8	1,336.3	847.5	598.9	733.2	
BOM TO SALE RATIO	40.4	19.0	35.6	17.1	21.0	24.8	29.0	26.6	
EXPIRATIONS	8	19	15	22	22	86	86	172	
PENDING SALES:									
NEW ESCROWS OPENED	117	141	118	187	159	722	557	1,279	
TOTAL YTD ESCROWS OPENED	696	848	755	1,107	1,147	4,553	3,475	8,028	
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	33	29	36	29	32	31	41	35	
NEW OPEN ESCROWS AVERAGE LIST PRICE	485.9	874.0	800.2	679.4	925.0	759.9	565.3	675.1	
CLOSED SALES:									
NEW ESCROWS CLOSED	94	121	118	187	157	677	493	1,170	
TOTAL YTD ESCROWS CLOSED	666	793	710	1,020	1,082	4,271	3,162	7,433	
VOLUME OF NEW SALE DOLLARS IN MILLIONS	44,899	107,435	93,900	127,471	140,762	514,466	265,254	779,720	
VOLUME OF TOTAL YTD SALES IN MILLIONS	313,523	749,231	616,582	688,649	946,007	3,313,992	1,679,807	4,993,799	
AVERAGE SALE PRICE IN THOUSANDS	477.7	887.9	795.8	681.7	896.6	759.9	538.0	666.4	
MEDIAN SALE PRICE IN THOUSANDS	497.5	700.0	640.0	649.0	700.0	639.0	383.0	551.3	
COOP SALES	74	104	95	151	129	553	400	953	
PERCENT OF COOP SALES	78.7	86.0	80.5	80.7	82.2	81.7	81.5	81.5	
AVERAGE DAYS ON MARKET	27	26	34	27	32	29	39	33	
SALES AT LIST PRICE	71	73	52	108	78	382	271	653	
PERCENT OF SALES AT LIST PRICE	75.5	60.3	44.1	57.8	49.7	56.4	55.0	55.8	
SALES TO LISTING INVENTORY RATIO	48.2	47.1	46.3	68.5	38.5	48.8	34.6	41.6	
FINAL SALE TO NEW LISTING RATIO	74.6	66.9	77.1	95.4	65.7	75.6	65.2	70.9	
CLOSED SALES TYPE									
FORECLOSURE/REO	0	1	0	1	1	3	6	9	
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	
SHORT SALE	0	1	0	1	1	3	6	9	
STANDARD	94	119	117	184	152	666	470	1,136	
OTHER	0	0	1	1	3	5	11	16	

SELLING PRICE RANGE:						
AVG. SELL TIME		SELLING TIME - PRICE CHANGE - PRICE REDUCTION				
		ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
<hr/>						
LESS THAN 100,000	42	24	5	4	18850	22.2
100,000 TO 109,999	16	0	2	1	439656	33.1
110,000 TO 119,999	14	1	1	1	5000	4.2
120,000 TO 139,999	40	11	4	3	7975	5.6
140,000 TO 159,999	75	4	15	2	12950	6.4
160,000 TO 179,999	18	15	5	3	725	0.1
180,000 TO 199,999	33	19	10	5	22662	8.6
200,000 TO 249,999	41	95	50	25	6865	2.3
250,000 TO 299,999	37	178	80	39	8386	2.0
300,000 TO 349,999	28	173	80	39	3873	1.0
350,000 TO 399,999	40	186	98	47	7590	1.6
400,000 TO 449,999	36	140	65	34	9698	1.9
450,000 TO 499,999	23	169	71	40	5643	0.9
500,000 TO 549,999	32	156	97	44	7033	1.1
550,000 TO 599,999	37	206	86	46	8992	1.4
600,000 TO 699,999	26	283	159	68	162	0.2
700,000 TO 799,999	30	203	113	56	9373	0.6
800,000 TO 899,999	27	164	52	28	7153	0.5
900,000 TO 999,999	35	107	38	22	35335	3.0
1,000,000 TO 1,999,999	38	430	124	75	48960	2.6
MORE THAN 2,000,000	47	238	26	20	88818	29.0
TOTALS	33	2814	1170	602	10269	0.7

LISTINGS 12,212

2018 RMLS TOTAL - \$ VOLUME
\$4,993,799,000

SALES
7,210

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.**



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	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	1,393	821	539.4	58.9	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	1,370	740	498.2	54.0	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	1,577	1,095	793.1	69.4	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	1,251	878	655.5	57.9	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	1,801	1,244	841.7	69.1	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	1,776	1,262	848.0	71.1	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	1,651	1,170	779.7	70.9	1,651	1,170	779.7	70.9	1,651	1,170	779.7	70.9				
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 JULY 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	98	130	107	159	192	686	596	1,282
Total Active Listings	151	195	180	227	339	1,092	1,166	2,258
Average Days on Market	87	65	52	53	63	63	76	70
Average List Price in Thousands	576.4	1,441.2	1,676.2	923.4	1,731.0	1,342.7	802.0	1,063.5
Median List Price in Thousands	540.0	1,188.0	1,299.0	769.0	998.8	860.0	437.5	655.0
BOMS	30	19	32	26	27	134	106	240
Average BOM Price in Thousands	484.2	1,052.5	1,003.4	784.2	1,518.4	955.3	679.3	833.4
BOM to Sale Ratio	45.5	23.2	33.3	17.8	21.1	25.9	28.1	26.8
Expirations	3	14	10	17	19	63	67	130
PENDING SALES								
New Escrows Opened	89	101	75	142	126	533	454	987
Total YTD Escrows Opened	507	576	526	874	899	3,382	2,732	6,114
New Open Escrows Average Days on Market	27	33	36	29	35	32	41	36
New Open Escrows Average List Price	520.0	1,007.1	1,015.6	742.7	1,026.1	861.0	591.6	737.1
CLOSED SALES:								
New Escrows Closed	66	82	96	146	128	518	377	895
Total YTD Escrows Closed	477	532	489	799	847	3,144	2,469	5,613
Volume of New Sales Dollars in Millions	34.637	86.890	85.272	107.698	126.711	441.208	208.709	649.917
Volume of total YTD Sales in Millions	244.175	609.439	517.836	588.116	829.947	2,789.513	1,328.972	4,118.485
Average Sale price in Thousands	524.8	1,059.6	888.3	737.7	989.9	851.8	553.6	726.2
Median Sale Price in Thousands	513.0	825.0	689.0	680.6	745.0	690.5	379.0	615.0
Coop Sales	51	67	76	114	105	413	302	715
Percent of Coop Sales	77.3	81.7	79.2	78.1	82.0	79.7	80.1	79.9
Average Days on Market	26	27	36	27	31	30	41	34
Sales at List Price	48	50	40	83	64	285	207	492
Percent of Sales at List Price	72.7	61.0	41.7	56.8	50.0	55.0	54.9	55.0
Sales to Listing Inventory Ratio	43.7	42.1	53.3	64.3	37.8	47.4	32.3	39.6
Final Sale to New Listing Ratio	67.3	63.1	89.7	91.8	66.7	75.5	63.3	69.8
CLOSED SALES TYPE								
Foreclosure/REO	0	1	0	1	0	2	4	6
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	1	0	0	0	1	4	5
Standard	66	80	95	144	126	511	359	870
Other	0	0	1	1	2	4	10	14

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JULY 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	28	51	46	37	47	209	160	369
Total Active Listings	44	62	75	46	69	296	260	556
Average Days on Market	60	76	79	58	60	68	55	62
Average List Price in Thousands	403.3	568.4	631.5	541.1	525.7	545.6	590.7	566.7
Median List Price in Thousands	360.0	565.0	519.0	459.0	475.0	489.0	499.0	490.0
BOMS	8	4	10	6	6	34	37	71
Average BOM Price in Thousands	316.6	484.6	436.8	403.6	517.1	422.5	368.5	394.4
BOM to Sale Ratio	28.6	10.3	45.5	14.6	20.7	21.4	31.9	25.8
Expirations	5	5	5	5	3	23	19	42
PENDING SALES								
New Escrows Opened	28	40	43	45	33	189	103	292
Total YTD Escrows Opened	189	272	229	233	248	1,171	743	1,914
New Open Escrows Average Days on Market	50	18	36	29	22	30	39	33
New Open Escrows Average List Price	377.5	537.9	424.6	479.5	539.2	474.7	449.3	465.7
CLOSED SALES:								
New Escrows Closed	28	39	22	41	29	159	116	275
Total YTD Escrows Closed	189	261	221	221	235	1,127	693	1,820
Volume of New Sales Dollars in Millions	10.262	20.545	8.628	19.773	14.051	73.258	56.545	129.803
Volume of total YTD Sales in Millions	69.348	139.793	98.746	100.532	116.061	524.480	350.834	875.314
Average Sale price in Thousands	366.5	526.8	392.2	482.3	484.5	460.7	487.5	472.0
Median Sale Price in Thousands	325.0	519.0	372.0	450.0	450.0	449.0	400.0	425.0
Coop Sales	23	37	19	37	24	140	98	238
Percent of Coop Sales	82.1	94.9	86.4	90.2	82.8	88.1	84.5	86.5
Average Days on Market	29	23	23	26	36	27	33	30
Sales at List Price	23	23	12	25	14	97	64	161
Percent of Sales at List Price	82.1	59.0	54.5	61.0	48.3	61.0	55.2	58.5
Sales to Listing Inventory Ratio	63.6	62.9	29.3	89.1	42.0	53.7	44.6	49.5
Final Sale to New Listing Ratio	100.0	76.5	47.8	110.8	61.7	76.1	72.5	74.5
CLOSED SALES TYPE								
Foreclosure/REO	0	0	0	0	1	1	2	3
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	1	1	2	2	4
Standard	28	39	22	40	26	155	111	266
Other	0	0	0	0	1	1	1	2

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JULY 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	19	8	58	35	15	66	6	84	291	99	390
Total Active Listings	55	26	118	51	33	103	19	114	519	190	709
Average Days on Market	115	97	68	59	64	49	78	54	67	67	67
Average List Price in Thousands	665.5	778.1	742.9	671.1	824.4	737.1	903.4	769.3	745.1	548.2	692.3
Median List Price in Thousands	624.0	779.9	600.0	565.0	749.0	625.0	888.0	675.0	639.9	380.0	599.9
BOMS	3	1	16	6	3	11	2	17	59	29	88
Average BOM Price in Thousands	642.3	269.9	617.6	528.8	736.7	669.3	709.0	672.2	638.5	443.6	574.2
BOM to Sale Ratio	37.5	33.3	34.8	28.6	17.6	24.4	11.8	29.3	27.4	45.3	31.5
Expirations	3	1	3	2	2	5	1	2	19	11	30

PENDING SALES

New Escrows Opened	8	1	37	28	12	45	14	60	205	88	293
Total YTD Escrows Opened	75	25	309	154	102	327	88	357	1,437	508	1,945
New Open Escrows Average Days on Market	88	74	33	34	43	27	30	25	32	51	38
New Open Escrows Average List Price	578.4	599.9	541.5	551.3	665.7	671.1	868.6	704.9	650.4	428.0	583.6

CLOSED SALES:

New Escrows Closed	8	3	46	21	17	45	17	58	215	64	279
Total YTD Escrows Closed	75	26	302	141	102	310	75	336	1,367	467	1,834
Volume of New Sales Dollars in Millions	5.422	2.220	27.963	11.653	9.952	27.310	13.949	39.922	138.391	29.374	167.765
Volume of total YTD Sales in Millions	45.670	17.360	176.646	82.749	65.714	190.369	62.351	234.907	875.765	202.560	1,078.324
Average Sale price in Thousands	677.7	740.0	607.9	554.9	585.4	606.9	820.5	688.3	643.7	459.0	601.3
Median Sale Price in Thousands	644.9	660.0	550.0	508.0	556.0	585.0	800.0	635.0	600.0	382.0	570.0
Coop Sales	6	2	42	18	15	37	15	50	185	57	242
Percent of Coop Sales	75.0	66.7	91.3	85.7	88.2	82.2	88.2	86.2	86.0	89.1	86.7
Average Days on Market	96	142	73	53	92	75	71	71	74	94	79
Sales at List Price	4	1	29	14	12	26	9	32	127	36	163
Percent of Sales at List Price	50.0	33.3	63.0	66.7	70.6	57.8	52.9	55.2	59.1	56.3	58.4
Sales to Listing Inventory Ratio	14.5	11.5	39.0	41.2	51.5	43.7	89.5	50.9	41.4	33.7	39.4
Final Sale to New Listing Ratio	42.1	37.5	79.3	60.0	113.3	68.2	283.3	69.0	73.9	64.6	71.5

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	0	0	1	1	0	1
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	1	0	0	0	1	1	2
Standard	8	3	46	21	16	45	17	56	212	63	275
Other	0	0	0	0	0	0	0	1	1	0	1

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JULY 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	1	0	30	1	21	16	6	59	134	18	152
Total Active Listings	3	0	29	5	19	23	5	69	153	29	182
Average Days on Market	113	0	41	85	26	88	24	35	46	76	51
Average List Price in Thousands	631.3	0.0	328.7	474.8	334.1	435.6	432.0	515.6	443.8	560.4	462.4
Median List Price in Thousands	749.9	0.0	320.0	500.0	335.0	449.9	435.0	490.0	425.0	450.0	429.0
BOMS	0	0	6	1	4	5	1	11	28	7	35
Average BOM Price in Thousands	0.0	0.0	289.5	360.0	424.5	366.9	435.0	561.5	437.2	515.1	452.8
BOM to Sale Ratio	0.0	0.0	28.6	50.0	23.5	35.7	33.3	33.3	31.1	38.9	32.4
Expirations	0	0	2	1	1	0	0	3	7	0	7

PENDING SALES

New Escrows Opened	0	1	27	2	15	22	6	30	103	12	115
Total YTD Escrows Opened	3	1	154	17	116	96	29	243	659	107	766
New Open Escrows Average Days on Market	0	82	25	71	18	29	18	16	24	37	25
New Open Escrows Average List Price	0.0	799.0	356.6	514.5	358.1	401.6	504.1	482.0	418.9	433.8	420.4

CLOSED SALES:

New Escrows Closed	0	0	21	2	17	14	3	33	90	18	108
Total YTD Escrows Closed	3	0	137	15	106	80	25	230	596	94	690
Volume of New Sales Dollars in Millions	0.000	0.000	7.317	0.812	5.727	5.801	1.770	17.131	38.558	7.905	46.463
Volume of Total YTD Sales in Millions	1.391	0.000	48.109	6.643	35.540	34.031	12.030	105.306	243.049	41.436	284.485
Average Sale price in Thousands	0.0	0.0	348.4	405.8	336.9	414.4	590.0	519.1	428.4	439.2	430.2
Median Sale Price in Thousands	0.0	0.0	350.0	351.5	342.0	380.0	595.0	445.0	379.0	400.0	380.0
Coop Sales	0	0	20	2	16	11	2	28	79	15	94
Percent of Coop Sales	0.0	0.0	95.2	100.0	94.1	78.6	66.7	84.8	87.8	83.3	87.0
Average Days on Market	0	0	59	111	70	77	71	56	65	56	63
Sales at List Price	0	0	18	0	12	6	2	19	57	8	65
Percent of Sales at List Price	0.0	0.0	85.7	0.0	70.6	42.9	66.7	57.6	63.3	44.4	60.2
Sales to Listing Inventory Ratio	0.0	0.0	72.4	40.0	89.5	60.9	60.0	47.8	58.8	62.1	59.3
Final Sale to New Listing Ratio	0.0	0.0	70.0	200.0	81.0	87.5	50.0	55.9	67.2	100.0	71.1

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	21	2	16	14	3	33	89	18	107
Other	0	0	0	0	1	0	0	0	1	0	1

RESIDENTIAL PROPERTIES LISTED

542

JULY 2018 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

408

RESIDENTIAL PROP. ESCROW CLOSED

387

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	20	8	88	36	36	82	12	143	425	117	542
TOTAL ACTIVE LISTINGS	58	26	147	56	52	126	24	183	672	219	891
AVERAGE DAYS ON MARKET	15	97	68	61	50	56	67	47	62	68	63
AVERAGE LIST PRICE IN THOUSANDS	663.7	778.1	661.2	653.6	661.2	682.1	805.2	673.6	676.5	549.8	645.4
MEDIAN LIST PRICE IN THOUSANDS	624.0	779.9	599.0	556.9	575.0	590.0	819.9	590.0	590.0	399.5	565.0
BOMS	3	1	22	7	7	16	3	28	87	36	123
AVERAGE BOM PRICE IN THOUSANDS	642.3	269.9	528.1	504.7	558.3	574.8	617.7	628.7	573.7	457.5	539.7
BOM TO SALE RATIO	37.5	33.3	32.8	30.4	20.6	27.1	15.0	30.8	28.5	43.9	31.8
EXPIRATIONS	3	1	5	3	3	5	1	5	26	11	37

PENDING SALES:

NEW ESCROWS OPENED	8	2	64	30	27	67	20	90	308	100	408
TOTAL YTD ESCROWS OPENED	78	26	463	171	218	423	117	600	2,096	615	2,711
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	88	78	30	37	29	28	26	22	29	34	
NEW OPEN ESCROWS AVERAGE LIST PRICE	578.4	699.5	463.5	548.9	494.8	582.6	759.2	630.6	573.0	428.7	537.6

CLOSED SALES:

NEW ESCROWS CLOSED	8	3	67	23	34	59	20	91	305	82	387
TOTAL YTD ESCROWS CLOSED	78	26	439	156	208	390	100	566	1,963	561	2,524
VOLUME OF NEW SALE DOLLARS IN MILLIONS	5.422	2,220	35,280	12,464	15,679	33,111	15,719	57,053	176,948	37,280	214,228
VOLUME OF TOTAL YTD SALES IN MILLIONS	47.061	17,360	224,775	89,392	101,254	224,400	74,380	340,213	1,118,814	243,995	1,362,809
AVERAGE SALE PRICE IN THOUSANDS	677.7	740.0	526.6	541.9	461.1	561.2	786.0	627.0	580.2	454.6	553.6
MEDIAN SALE PRICE IN THOUSANDS	644.9	660.0	498.0	500.0	425.0	545.0	800.0	570.0	545.0	399.0	519.0
COOP SALES	6	2	62	20	31	48	17	78	264	72	336
PERCENT OF COOP SALES	75.0	66.7	92.5	87.0	91.2	81.4	85.0	85.7	86.6	87.8	86.8
AVERAGE DAYS ON MARKET	96	142	69	58	81	76	71	66	71	86	74
SALES AT LIST PRICE	4	1	47	14	24	32	11	51	184	44	228
PERCENT OF SALES AT LIST PRICE	50.0	33.3	70.1	60.9	70.6	54.2	55.0	56.0	60.3	53.7	58.9
SALES TO LISTING INVENTORY RATIO	13.8	11.5	45.6	41.1	65.4	46.8	83.3	49.7	45.4	37.4	43.4
FINAL SALE TO NEW LISTING RATIO	40.0	37.5	76.1	63.9	94.4	72.0	166.7	63.6	71.8	70.1	71.4

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	0	0	0	0	0	1	1	0	1
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	1	0	0	1	1	2	
STANDARD	8	3	67	23	32	59	20	89	301	81	382
OTHER	0	0	0	0	1	0	0	1	2	0	2

SELLING PRICE RANGE:

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	0	0	0	0	N/A	0.0
100,000 TO 109,999	24	0	1	1	5000	4.5
110,000 TO 119,999	10	0	1	1	5500	4.4
120,000 TO 139,999	0	2	0	0	N/A	0.0
140,000 TO 159,999	0	6	0	0	N/A	0.0
160,000 TO 179,999	36	3	2	1	2750	1.5
180,000 TO 199,999	107	4	1	1	10000	5.0
200,000 TO 249,999	72	29	8	7	11975	5.1
250,000 TO 299,999	53	49	20	6	1167	0.2
300,000 TO 349,999	29	55	30	9	754	0.0
350,000 TO 399,999	23	554	36	14	3321	0.8
400,000 TO 449,999	20	46	34	19	6033	1.3
450,000 TO 499,999	20	89	38	17	11273	2.1
500,000 TO 549,999	26	70	49	27	6643	11.7
550,000 TO 599,999	33	108	41	20	8784	1.3
600,000 TO 699,999	20	120	58	22	1602	0.4
700,000 TO 799,999	43	88	29	20	29616	3.6
800,000 TO 899,999	26	38	19	11	9493	0.8
900,000 TO 999,999	18	24	8	4	5210	0.5
1,000,000 TO 1,999,999	67	90	9	8	82014	6.0
MORE THAN 2,000,000	40	11	3	2	85533	3.5
TOTALS	29	891	387	190	8164	0.4

2018 RMLS TOTAL - \$ VOLUME

\$1,362,809,000

SALES

2,431

LISTINGS

3,407

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SANTA CLARITA VALLEY

2018

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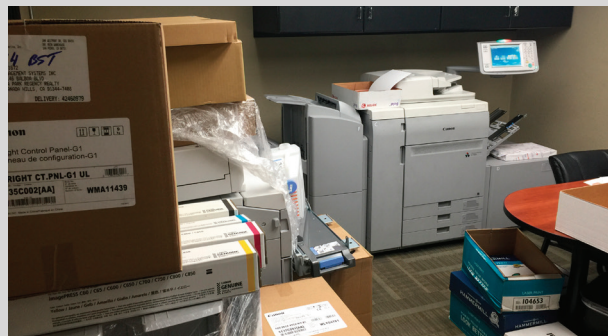
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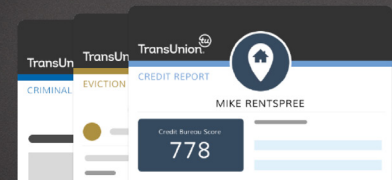
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