

September/October 2018

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

MULTICULTURAL MIXER



**FREE ADMISSION
THURSDAY
OCTOBER 4, 2018
5:00PM - 7:00PM**

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Your Mortgage, Your Terms

- Loans to \$15 million
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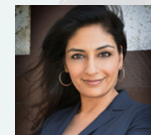
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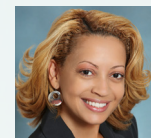
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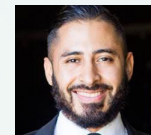
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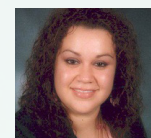
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IN SUMMER 2018, SRAR'S "PARTNERS IN CONSERVATION" FACILITATED A TOUR OF THE GREEN FEATURES OF THE DISCOVERY BUILT BY CALIFORNIA HOMEBUILDERS IN MISSION HILLS.

The community has 12 homes in three floor plans starting in the mid-\$500k with standard green \$-savings features including roof-mounted solar, tankless water heater, dual-glazed windows, water saving plumbing

fixtures, Energy Efficient Forced HVAC with smart-home controls, radiant heat reflective barrier roof, full insulation in exterior walls & roof, LED lighting, and full weather stripping on all exterior doors. This is part of California Home Builders (CHB) "Smart and Green" home building philosophy where sustainable green features are not considered 'upgrades' but are standard.

We had a delicious catered lunch, CHB's construction & sales staff explained the features in details with a very lively audience Q&A, and then did a tour of the green features in 1 ready floorplan. Julie Jacobson Chair of PIC says – "It's refreshing to meet a knowledgeable staff who knows their green features so well they can explain them in simplified understandable terms. The home is both stylish and functional with no sacrifice on comfort or design from the green features, plus built to save money on utilities in the long term!"

Please look for another informative local green home tours coming up in fall or winter with SRAR's Partners in Conservation!



REALTORS APPLAUD TARGETING OF ONLINE DISCRIMINATION

THE U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT RECENTLY FILED A HOUSING DISCRIMINATION COMPLAINT AGAINST A SOCIAL MEDIA SITE, ALLEGING THE SITE'S TARGETING TOOLS ALLOW ADVERTISERS TO INTENTIONALLY EXCLUDE SPECIFIC DEMOGRAPHICS FROM VIEWING OR RECEIVING CERTAIN HOUSINGRELATED ADS.

HUD claimed that Facebook violated the fair Housing Act by enabling advertisers to discriminate against prospective renters and buyers based on their race, color, religion, sex, familial status, national origin, or disability.

"As America recognizes the 50th anniversary of the Fair Housing Act, Realtors strongly support a housing market free from all types of discrimination" said Elizabeth Mendenhall, president of the 1.3-million member National Association of Realtors. "As various online tools and platforms continue to transform the real estate industry, our understanding of how this law is enforced and applied must continue to evolve."

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
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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VOTE!!! BOARD OF DIRECTORS ELECTION

Voting for the 2019/2020 SRAR Board of Directors will begin September 25, 2018 and remain open through NOON, Tuesday, October 9, 2018.

Members will elect six (6) directors for a two-year term.

The primary method of voting is electronic by accessing the SRAR.com website, clicking on the the election button and following the instructions. Voting is fast, simple, secure and confidential.

All REALTOR® members in good standing are eligible to vote. Members who do not have internet access may request a written ballot by contacting Donna Davis at DonnaD@srar.com or (818) 947-2253. All members may vote only once; therefore, members who request a written ballot will be blocked from voting online.

Take an active role in the future of your association by exercising your right to vote for the individuals who will lead the association for the next two years.



MICHAEL DEAN VINCENT SLATE CANDIDATE

Real Estate is what I do, all day, every day, just ask my wife! I was born to help, advocate and lead. With Real Estate as my passion, this is a natural position for me. With the Board of Directors leading, advocating and fighting for the good of the order, I have been involved most of my Real Estate career. I am currently or have

previously served as President and Chairman of SCV Council, C.A.R. Director, Chair of SCV MLS and SCV G/A, and other committees including SFV G/A and Communications. Real Estate is my passion. I look forward to continuing to advocate for clients' property rights and for our Realtor® members.



RANA HELENE LINKA SLATE CANDIDATE

I have been an ACTIVE member of SRAR since the beginning of my career 42 years ago. I have been a CAR Director since the 1990's. I have watched real estate change continually and the need for agents and Brokers to grow and change with the markets. I have been a Director, Instructor, Committee member, Chair, Vice Chair, Liaison, Volunteer always. My involvement

helps me understand what new Realtors need to be successful, stay out of trouble, help their clients and their neighborhoods! I am always contributing to my profession, both in money and in time I give to SRAR, CAR and to my company as a Compliance Officer. My career has been a wonderful, successful one and I love the ability to give back, not only to clients but to other agents. I will stay involved with SRAR because I want to give back the knowledge I have accumulated, and help make decisions that will enhance our Membership.



GINA UZUNYAN SLATE CANDIDATE

Real Estate is my life. I am very involved and passionate about my profession. I have had the honor to serve on behalf of our members at SRAR, CAR and NAR. One of my life's missions is to advocate for Real Estate, private property rights and our profession.



LILIANA ALFONSO SLATE CANDIDATE

I have served as a volunteer on various SRAR committees, and completed SRAR's Leadership Institute. I am currently a Director at CAR serving my second year as well as a member on committees such as Housing, Global Real Estate, and Public Policy, Legislative, Transaction and Regulatory. At the National level, I am a member of the Diversity Committee. I am very passionate about my work, and enjoy giving back

to the community, fellow Realtors®, and clients. I strongly believe in organized real estate and my commitment to the industry. I want to help promote SRAR and encourage people to get involved. Our industry is going through a lot of changes and together we can be stronger. Given my experience, commitment and active involvement in SRAR, CAR, NAR, I hope that you will strongly consider me to serve for a second term on the Board of Directors at SRAR.



ROBERT LA'TARANCE JOHNSON SLATE CANDIDATE

Volunteering time and collaborating with fellow Realtor members as Region 18 Team Captain for C.A.R.'s initiative on tax portability 2018, being active on various committees and subcommittees at SRAR, & participating in various Board of Director meetings has given me the opportunity to experience first hand how the democratic process works at the local, state,

and national levels. I want to use the experience I have gained to further the accomplishments of our organization, and help increase our membership at the board. Many Realtors are starting in real estate as a second career, and I know first hand the challenges we face and how important it is that we are given as much support as possible by our local Association. From education to technology, advocating effectively for affordable homeownership and protecting homeowner private property rights, SRAR provides us with the tools to help us serve our clients better.



JEFFERY ROBERT PHILLIPS SLATE CANDIDATE

Why Board of Directors? The simple answer is I want to give back to my trade. I have spent the last 13 years in the Real Estate space with 11 of them being a REALTOR®. I have had the opportunity to serve as a President in a neighboring association; the last 9 years with CAR on committees such as Strat Planning and Legislative and here at SRAR on BOD, chaired MLS, Vice Chaired Technology and served on GA. With each

appointment, I learn more about this business so I can help other agents learn how to grow theirs. I don't view my volunteer positions as 'service' as much as a benefit, giving me the opportunity to become a better REALTOR®, Broker and mentor. As a member of the Southland Regional AOR Board of Directors, I will work hard to protect and benefit our REALTOR® membership and its foundation.



RICH PISANI SLATE CANDIDATE

I joined SRAR in November of 2010. In 2013 I began serving on the MLS COMMITTEE, VICE CHAIR in 2016 and CHAIR in 2017. I began serving on the GRIEVANCE COMMITTEE in 2013 as a voting member and as its VICE CHAIR today. I currently serve as CHAIR on the ADVERTISING SUB-COMMITTEE and have been for the past 4 years. I have successfully completed the LEADERSHIP INSTITUTE in 2013. I am dedicated to

my community, served several years on the Greater Valley Glen Council, and as Treasurer. I am a passionate animal lover and work closely with GreySave, a Greyhound Adoption group finding forever homes for retired Greyhounds. I donate a portion of my proceeds from every closing to GreySave. I look forward to further serving our Association on its BOARD OF DIRECTORS making thoughtful and important changes for the benefit of a terrific future for our members.

VOTE!!! BOARD OF DIRECTORS ELECTION



VILMAE LETOSKY SLATE CANDIDATE


To Grow as a Real Estate Professional and to empower other professionals in our industry. To give back to our Community and to advocate on behalf of my fellow Realtors and Homeowners on a local and national level.




MICHAEL J. REGILIO SLATE CANDIDATE

I am involved in the MLS Committee since we had MLS Books. I am SRAR's Liaison with the Operations Steering Committee. The MLS is the item that the Members have the most interaction with on a Daily basis. My expertise and insight with the MLS now, and the future, will benefit the BOD and the Members. I work directly with zipForms Management on product issues and enhancements, working one-on-one and am involved in Group Advisory Meetings. I continue to train agents and companies, and SRAR staff on how to effectively use the MLS and keep up to date with the new tools and features, including at MLS Meetings. As Director of Software and System. I am involved in many aspects of the business and assisting agents in our Santa Clarita office. I will bring knowledge, future thinking, and passion for the future of our industry to the BOD.


Vote ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓



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TOPICS

Proxio
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CONGRESS PASSES FLOOD INSURANCE, PUNTING REFORMS

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

CONGRESS ON TUESDAY EXTENDED THE FEDERAL FLOOD INSURANCE PROGRAM HOURS BEFORE IT WAS SET TO EXPIRE, BUT NOTABLY DID NOT TACKLE LONGTERM REFORMS.

Instead, on a 86-to-12 vote, the Senate preserved access to flood insurance for U.S. homeowners through Nov. 30—the seventh stopgap Congress has passed since the previous longterm authorization lapsed last year.

Lawmakers have been unable to reach agreement on a permanent resolution for the program that covers more than 5 million households and collects premiums in excess of \$3 billion yearly.

Realtors have been urging extension of the program for months. Almost 125,000 Realtors, or roughly 15 percent of the membership of NAR, sent letters to their senators or representatives in support of the extension.

“We applaud lawmakers for taking this needed action to prevent disruptions to closings in thousands of communities across the country,” said Elizabeth Mendenhall, president of the National Association of Realtors.

“Although the National Flood Insurance Program will be extended through Nov. 30, the NFIP is in desperate need of reforms that will make it solvent and sustainable in the long term,” she said. “The National Association of Realtors will continue fighting for these reforms as the next NFIP

reauthorization discussions loom later this year.”

Lawmakers have been stuck on a list of proposed changes to the program in the wake of devastating hurricanes—Harvey, Irma and Maria—that highlighted the fiscal weakness of the program. Claims in 2017 exceeded \$8.7 billion with additional claims from last year’s storms yet to be filed.

The National Flood Insurance Program has more than \$20 billion in public debt on its books.

Of the over 5 million homeowners in 22,000 communities around the country that rely on the NFIP to provide flood insurance, almost 247,000 policies are in California with just over 21,000 of that number in Los Angeles County.

Reforms such as improving floodrisk pricing, ending repeated payouts on flood-prone properties, and enticing private insurers into a market they have abandoned for decades have gained little traction. Instead, fault lines have developed within the Republican majorities in the House and Senate, dividing staunch fiscal conservatives

who want to end the federal role in the flood insurance market from coastal-state lawmakers whose constituents rely on the federal subsidy to keep their premiums reasonable.

“Passing this reauthorization right before the deadline does not entitle us to pat ourselves on the back,” said Sen. Roger Wicker (R-Miss.). “Instead, it should motivate members to work across the aisle to provide meaningful reforms.”

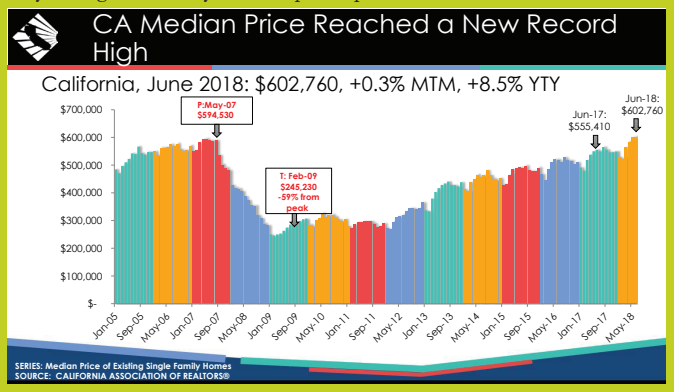
Home Price Hits Another High

California’s median home price edged higher to another peak in June for the second consecutive month, the California Association of Realtors reported recently.

June’s statewide median home price was \$602,760, up 0.3 percent from May and 8.5 percent from June 2017, hitting another peak.

California condominiums/townhomes recorded a 7.0 percent price increase and a 7.1 percent sales decline from June 2017. Existing, single-family home sales were up 0.4 percent from May and down 7.3 percent from June 2017.

“California’s housing market underperformed again, despite an increase in active listings for the third straight month,” said C.A.R. President Steve White. “The lackluster spring homebuying season could be a sign of waning buyer interest as endlessly rising home prices and buyer fatigue adversely affected pent-up demand.”



Cost of Ownership Keeps Rising

Owning a home or condominium is one of the surest ways to accrue wealth, yet with resale prices and interest rates relentlessly rising, first-time homebuyers face a growing challenge as incomes struggle to keep pace, a guide developed by the Southland Regional Association of Realtors indicated.

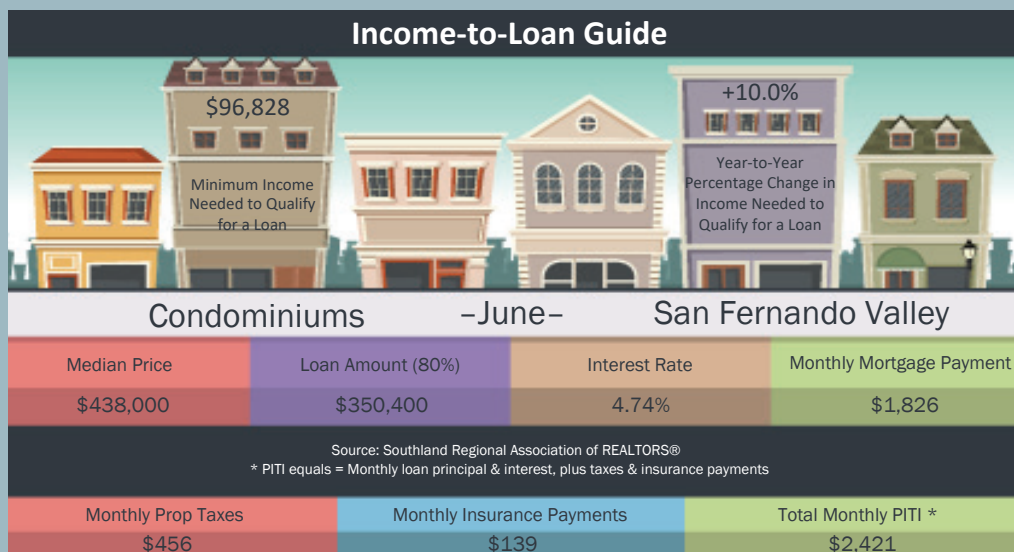
For example, the Association’s most recent “Income-to-Loan Guide” shows that buyers needed a minimum income of \$96,828 to qualify for an 80 percent loan on the purchase of a condominium with the median price of \$438,000. Keep in mind that “median” means half the homes

sold in June went for less and half sold for more.

That income requirement was 10.0 percent higher than just a year ago. The national average interest rate of 4.74 percent yielded a monthly mortgage payment of \$1,826 on a loan of \$350,400, assuming a 20 percent down payment. The national average interest rate reported in June was up from 4.14 percent a year ago. Yet owning a home also means carrying

insurance at an average cost of \$139 per month along with property taxes of \$456 monthly, bringing the monthly PITI—principal, interest, plus taxes and insurance—payment to \$2,421.

That would mean housing costs accounted for about 30 percent of the buyer’s monthly gross income of about \$8,069, a percentage many economists believe represents a fair load for a prospective buyer earning \$96,828 per year.



REASONS TO WORK WITH A REALTOR

BY GARY WASHBURN, PRESIDENT, AND DAVID WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®
REALTORS AND REAL ESTATE LICENSEES ARE NOT CREATED EQUAL. WHILE ALL REALTORS HOLD A REAL ESTATE LICENSE APPROVED BY THE STATE, NOT ALL LICENSEES ARE REALTORS, AND THAT DIFFERENCE YIELDS A SUBSTANTIVE AND IMPORTANT BENEFIT FOR HOME BUYERS AND SELLERS WHO EMPLOY A TRUSTED REALTOR.

One of the biggest differences is foundational—to hold the title of Realtor, a professional agrees to abide by and be held accountable to a strict code of ethics developed by the National Association of Realtors, along with their sister state and local Associations. That code fosters additional benefits, including:

- **Ethical treatment**—The code of ethics is based on professionalism and protection of the public. A Realtor's client can expect honest and ethical treatment in all transaction-related matters. A professional's

first obligation is to the client.

- **An expert guide**—Buying a home typically involves dozens of forms, reports, disclosures, and a raft of technical documents. A knowledgeable expert will help clients develop the best terms to avoid delays or costly errors or oversights. Like any profession, there's jargon involved; it's vital to work with a professional who can speak and translate the language.

- **Objective information and opinions**—Realtors offer detailed local information, from utilities and zoning to schools and local demographics. A local expert also can offer objective information about each property. Realtors use that detailed data to help consumers determine if a particular property fits their needs. Or, they point out unfamiliar neighborhoods of equal or better value.

- **Expanded search power**—Sometimes properties are available but not actively advertised. A Realtor can help buyers find opportunities not listed on home search sites while also avoiding out-of-date listings that

might be showing up as available online but are no longer on the market.

- **Negotiation knowledge**—Many factors go into the sale or purchase of a home. A Realtor considers every angle from their client's perspective. That includes crafting a purchase agreement to allow enough time for their client to complete inspections and thoroughly investigate the property.

- **Up-to-date experience**—Most people buy only a few homes in their lifetime, often with years or even decades between each purchase. Over time, laws and regulations change. An experienced Realtor can handle dozens of sales in a single year and hundreds of transactions over the course of their career.

- **A rock during emotional moments**—A home is so much more than four walls and a roof. And, for most people, property represents the biggest purchase they'll ever make. Having a concerned, yet objective, third party helps a buyer or seller maintain a sharp focus on the truly important issues.

SALES SLOW STATEWIDE FOR THIRD MONTH

CALIFORNIA'S HOUSING MARKET BACKPEADED IN JULY ON AN ANNUAL BASIS FOR THE THIRD CONSECUTIVE MONTH AS HIGHER INTEREST RATES AND RISING HOME PRICES ERODED HOUSING AFFORDABILITY AND DAMPENED DEMAND.

July's sales figure was down 3.4 percent compared with home sales in July 2017 of 421,460, the California Association of Realtors reported.

"In the midst of the peak home-buying season, high home prices and rising interest rates combined to crimp housing

affordability, which in turn is subduing home sales," said C.A.R. President Steve White, who is a past president of the Southland Regional Association of Realtors and a local Realtor.

Some of the reluctance by buyers appears to be driven by fears that the market may be peaking.

"Additionally, the lack of a federal tax incentive for homeownership could be at play given that much of the weakness is in the lower-priced, first-time buyer segment of the market," he said.

The statewide median home price decreased to \$591,460 in July, down 1.9 percent from \$602,760 in June and up 7.6

percent from a revised \$549,470 in July 2017.

"While home sales continued to decline in recent months, the softening of the market is more indicative of a market shift rather than a major market correction," said C.A.R. Senior Vice President and Chief Economist Leslie Appleton-Young. "Despite the slowdown, there were some silver linings in the market in July. For example, homes priced between \$500,000 and \$1 million posted modest gains of about 5 percent in July thanks to growing inventory. Additionally, every price segment above \$1 million continued to enjoy double-digit sales gains."

Santa Clarita Valley

Home and Condo Sales Softened During July as Resale Prices Climbed Higher

Realtors helped close escrow during July on 215 single-family home sales and 90 condominiums throughout the Santa Clarita Valley, the Southland Regional Association of Realtors reported recently.

The home total was down 3.2 percent from a year ago and off 22.7 percent from this June, which at 278 home sales was the highest monthly total of any month so far this year. Both drops were influenced by seasonal factors, affordability concerns, and a lack inventory of homes listed for sale.

The 90 condominium closed escrows were down 31.8 percent compared to July 2017 and off 12.6 percent from this June. July 2017's 132 condo sales total was the highest for any month since September 2005.

The median price of homes that closed escrow during July was \$600,000, up 2.6 percent from a year ago, yet off 1.6 percent from this June's \$610,000 median.

All records in Santa Clarita that were set in the boom of last decade have fallen—except the home median price. The record high home price of

\$643,000 was reported in April 2006.

"Price points are getting so high regionwide that affordability may be key when it comes to slow sales, perhaps even more so than a lack of inventory," said M. Dean Vincent, chairman of the Santa Clarita Valley Division of the Southland Regional Association of Realtors. "As prices move higher, some homeowners may decide that now is an opportune time to sell."

"I'm hearing more and more from retirees or people thinking of moving out of state to find lower cost housing elsewhere that they want to decide soon," Vincent said. "Current economic trends—rising interest rates along with a short inventory—may prompt a decision."

Condominiums that changed owners in Santa Clarita during July had a median price of \$379,000. That was up 5.9 percent from a year ago, yet 7.6 percent below the record high \$410,000 condo median established this April.

"Prices are up, because inventory is low and housing production is minuscule compared to what is needed to establish and maintain a healthy and affordable housing market," said Tim Johnson, the Association's chief executive officer. "No doubt, tenants struggle to pay premium rents, yet any movement toward rent control will only make the situation worse."

There were 672 active listings at the end of July. That was up 29.2 percent from a year ago, representing a 2.2-month supply at the current pace of sales. The improvement is welcome, yet still unlikely to meet demand.



M. Dean Vincent, Chairman,
Santa Clarita Valley Division

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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. INVEST. PROP. 3rd Tues of mo.

Chairperson: Brian Hatkoff, CCIM
Phone: (818) 701-7789
Web: www.commercialdataexchange.com
Time: 8:30 A.M.
Location: SRAR Auditorium
7232 Balboa Blvd., Van Nuys
Now Includes Business Opportunities

SEA Southeast Area 1st & 3rd Wed of mo.

Chairperson: Fliip Crispino
Phone: (818) 635-6743
Location: Hyperion Public 2969 Ventura Blvd, Los Angeles, CA 91604 Limited Parking in the lot next to Hyperion Public.
Additional parking is available across the street in the Coldwell Banker lot, 12930 Ventura Blvd.
11:45am: Networking/Lunch
12:00pm—1:30pm: Meeting
Education, Networking, MLS Pitches, Guest Speakers

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
Attention all Veterans and their spouses.
The Caring connection is coming to speak about Veteran's Aid & Attendance Pensions.
On October 4th 8:30 AM at Lulu's at Roscoe and Balboa at the East-North Realtor meeting.
Topics include: Elder care Options Medi-cal Benefits Medicare Benefits Assisted Living "Waiver"

REAL ESTATE NETWORK meeting

Every Friday - Except Holidays
Chairman: 818-681-3343
Joseph A. "Bud" Mauro, REALTOR®
Location: El Cariso Golf Course restaurant
13100 Eldridge Ave, Sylmar, CA 91342
Directions: Exit the 210 Fwy at Hubbard St, North to Eldridge Ave, East to the Golf Course
Thomas Guide: TG - 482 D 3

SCV CARAVAN

2nd & 4th Fridays

SCV Networking Meeting
Co-Chairperson: Louisa Henry
661-607-1684 or louisahenry8@gmail.com
Affiliate Chair: Imelda Leano- imelda.leano@movement.com
Location: Santa Clarita Sports Complex
20880 Centre Pointe Pkwy, Santa Clarita 91350
Dates: 2nd and 4th Fridays of the month * Some exceptions-see online schedule at www.srar.com
Time: 9:00 am Networking 9:30 am Meeting
Cities: Group 1- 2nd Friday- Canyon Country, Newhall, Saugus
Group 2 - 4th Friday- Castaic, Stevenson Ranch, Valencia

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MULTICULTURAL MIXER



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

SRAR Auditorium: 7232 Balboa Blvd. Van Nuys, CA, 91406



**Featuring foods from
around the world, dancing,
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**Limit 2 drink tickets per attendees
(Must be 21 or older)*

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

Presents

Active Shooter Workplace Violence Awareness Briefing

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



Schedule of Events

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

Southland Regional Association of REALTORS®

7232 Balboa Blvd
Van Nuys CA 91406

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

Cost:

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

2 workshops available

Monday

September 17, 2018

or

Friday

October 5, 2018

**LUNCH WILL BE
SERVED!**

YOU MUST RSVP FOR
THIS EVENT!

Contact Kathryn Cooney at
818-947-2250 or email her at

KathrynC@srar.com



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

RESIDENTIAL PROPERTIES LISTED

1,871

RESIDENTIAL PROP. ESCROW OPENED

1,181

RESIDENTIAL PROP. ESCROW CLOSED

1,284

AUGUST 2018 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	172	176	169	235	1,005	866	1,871
TOTAL ACTIVE LISTINGS	239	289	256	292	1,519	1,569	3,088
AVERAGE DAYS ON MARKET	68	68	58	50	62	70	66
AVERAGE LIST PRICE IN THOUSANDS	533.8	1,140.7	1,333.4	855.6	1,118.2	730.5	921.2
MEDIAN LIST PRICE IN THOUSANDS	520.0	859.0	799.0	724.9	729.9	425.0	599.0
BOMS	29	29	30	41	166	105	271
AVERAGE BOM PRICE IN THOUSANDS	447.1	762.8	940.6	730.8	809.9	488.5	685.4
BOM TO SALE RATIO	28.7	21.6	22.6	23.2	18.5	21.1	21.1
EXPIRATIONS	9	17	18	17	98	94	192

PENDING SALES:

NEW ESCROWS OPENED	115	104	125	179	678	503	1,181
TOTAL YTD ESCROWS OPENED	795	941	876	1,276	5,176	3,940	9,116
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	36	29	41	33	34	42	37
NEW OPEN ESCROWS AVERAGE LIST PRICE	502.0	1,081.5	910.5	718.7	822.5	557.7	709.7

CLOSED SALES:

NEW ESCROWS CLOSED	101	134	133	174	716	568	1,284
TOTAL YTD ESCROWS CLOSED	764	926	841	1,191	4,976	3,726	8,702
VOLUME OF NEW SALE DOLLARS IN MILLIONS	49,735	129,473	111,848	122,687	573,514	323,800	897,313
VOLUME OF TOTAL YTD SALES IN MILLIONS	361,994	878,444	727,398	810,582	3,883,755	1,996,602	5,880,357
AVERAGE SALE PRICE IN THOUSANDS	492.4	966.2	841.0	705.1	918.2	570.1	698.8
MEDIAN SALE PRICE IN THOUSANDS	495.0	808.4	599.0	630.0	720.0	405.0	565.0
COOP SALES	79	113	116	144	592	475	1,067
PERCENT OF COOP SALES	78.2	84.3	87.2	82.8	80.5	83.6	83.1
AVERAGE DAYS ON MARKET	31	29	40	31	32	40	35
SALES AT LIST PRICE	64	79	74	100	402	326	728
PERCENT OF SALES AT LIST PRICE	63.4	59.0	55.6	57.5	56.1	57.4	56.7
SALES TO LISTING INVENTORY RATIO	42.3	46.4	52.0	47.1	36.2	41.6	41.6
FINAL SALE TO NEW LISTING RATIO	58.7	76.1	78.7	74.0	68.8	71.2	68.6

CLOSED SALES TYPE

FORECLOSURE/REO	1	1	4	1	7	6	13
SELLER CONCESSIONS	0	0	0	0	0	0	0
SHORT SALE	0	0	2	2	5	4	9
STANDARD	97	130	126	171	697	538	1,235
OTHER	3	3	1	0	7	20	27

LISTINGS

14,083

2018 RMLS TOTAL - \$ VOLUME

\$5,880,357,000

SALES

8,494

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.

[illegible]

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR AUGUST 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	133	127	118	194	200	772	696	1,468
Total Active Listings	177	216	180	235	356	1,164	1,279	2,443
Average Days on Market	72	67	50	50	66	61	73	67
Average List Price in Thousands	579.0	1,336.3	1,641.9	930.1	1,696.2	1,296.5	768.5	1,020.1
Median List Price in Thousands	539.9	1,050.0	1,249.0	760.0	1,049.0	850.0	419.5	640.0
BOMS	19	22	25	31	32	129	91	220
Average BOM Price in Thousands	494.7	840.8	1,012.2	812.0	1,218.7	909.9	486.9	734.9
BOM to Sale Ratio	25.0	24.2	29.1	22.5	23.4	24.4	19.5	22.1
Expirations	7	15	13	14	32	81	77	158
PENDING SALES								
New Escrows Opened	91	76	88	151	120	526	406	932
Total YTD Escrows Opened	591	643	611	1,021	1,009	3,875	3,108	6,983
New Open Escrows Average Days on Market	34	30	42	32	34	34	43	38
New Open Escrows Average List Price	535.9	1,274.2	1,060.3	768.4	1,070.2	918.9	565.3	764.9
CLOSED SALES:								
New Escrows Closed	76	91	86	138	137	528	466	994
Total YTD Escrows Closed	552	623	573	936	982	3,666	2,932	6,598
Volume of New Sales Dollars in Millions	40.342	104.845	91.980	105.417	139.549	482.132	273.460	755.592
Volume of total YTD Sales in Millions	283.982	714.283	608.784	693.429	969.165	3,269.643	1,595.968	4,865.611
Average Sale price in Thousands	530.8	1,152.1	1,069.5	763.9	1,018.6	913.1	586.8	760.2
Median Sale Price in Thousands	510.0	959.0	715.0	681.0	780.0	708.0	405.0	610.0
Coop Sales	59	78	72	113	112	434	391	825
Percent of Coop Sales	77.6	85.7	83.7	81.9	81.8	82.2	83.9	83.0
Average Days on Market	33	33	43	31	32	34	41	37
Sales at List Price	45	54	48	76	64	287	260	547
Percent of Sales at List Price	59.2	59.3	55.8	55.1	46.7	54.4	55.8	55.0
Sales to Listing Inventory Ratio	42.9	42.1	47.8	58.7	38.5	45.4	36.4	40.7
Final Sale to New Listing Ratio	57.1	71.7	72.9	71.1	68.5	68.4	67.0	67.7
CLOSED SALES TYPE								
Foreclosure/REO	1	0	4	1	0	6	6	12
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	2	2	0	4	4	8
Standard	72	89	79	135	137	512	436	948
Other	3	2	1	0	0	6	20	26

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	39	49	51	41	53	233	170	403
Total Active Listings	62	73	76	57	87	355	290	645
Average Days on Market	58	71	76	54	61	65	59	62
Average List Price in Thousands	405.0	562.1	602.8	548.5	530.5	533.5	562.6	546.6
Median List Price in Thousands	367.0	549.0	499.0	470.0	475.0	475.0	449.9	469.0
BOMS	10	7	5	10	5	37	14	51
Average BOM Price in Thousands	356.7	517.6	582.2	478.9	436.2	461.4	499.2	471.8
BOM to Sale Ratio	40.0	16.3	10.6	27.8	13.5	19.7	13.7	17.6
Expirations	2	2	5	3	5	17	17	34
PENDING SALES								
New Escrows Opened	24	28	37	28	35	152	97	249
Total YTD Escrows Opened	204	298	265	255	279	1,301	832	2,133
New Open Escrows Average Days on Market	43	28	38	36	30	35	35	35
New Open Escrows Average List Price	373.5	558.2	554.4	450.6	474.1	488.9	525.8	503.3
CLOSED SALES:								
New Escrows Closed	25	43	47	36	37	188	102	290
Total YTD Escrows Closed	212	303	268	255	272	1,310	794	2,104
Volume of New Sales Dollars in Millions	9.394	24.628	19.868	17.271	20.221	91.382	50.340	141.721
Volume of total YTD Sales in Millions	78.012	164.161	118.614	117.153	136.172	614.112	400.634	1,014.745
Average Sale price in Thousands	375.7	572.7	422.7	479.7	546.5	486.1	493.5	488.7
Median Sale Price in Thousands	350.0	568.5	421.0	439.0	449.0	449.0	400.0	429.5
Coop Sales	20	35	44	31	28	158	84	242
Percent of Coop Sales	80.0	81.4	93.6	86.1	75.7	84.0	82.4	83.4
Average Days on Market	26	20	35	29	19	26	37	30
Sales at List Price	19	25	26	24	21	115	66	181
Percent of Sales at List Price	76.0	58.1	55.3	66.7	56.8	61.2	64.7	62.4
Sales to Listing Inventory Ratio	40.3	58.9	61.8	63.2	42.5	53.0	35.2	45.0
Final Sale to New Listing Ratio	64.1	87.8	92.2	87.8	69.8	80.7	60.0	72.0
CLOSED SALES TYPE								
Foreclosure/REO	0	1	0	0	0	1	0	1
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	1	1	0	1
Standard	25	41	47	36	36	185	102	287
Other	0	1	0	0	0	1	0	1

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR AUGUST 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	24	6	69	28	20	74	10	63	294	94	388
Total Active Listings	63	24	119	51	39	111	21	110	538	192	730
Average Days on Market	96	91	75	64	60	41	62	60	66	75	68
Average List Price in Thousands	639.3	803.1	700.3	619.9	841.6	707.3	867.2	780.2	724.7	561.9	681.9
Median List Price in Thousands	600.0	779.9	559.9	574.0	695.0	635.0	850.0	688.8	639.0	389.9	599.0
BOMS	1	2	15	5	2	7	0	11	43	17	60
Average BOM Price in Thousands	649.5	749.5	576.9	484.1	869.5	732.7	0.0	633.9	629.4	493.6	590.9
BOM to Sale Ratio	14.3	66.7	39.5	18.5	14.3	15.2	0.0	16.9	19.6	18.3	19.2
Expirations	3	3	4	1	3	5	1	5	25	4	29

PENDING SALES

New Escrows Opened	10	4	56	22	9	51	4	46	202	79	281
Total YTD Escrows Opened	85	29	360	176	112	376	93	402	1,633	577	2,210
New Open Escrows Average Days on Market	82	53	35	27	68	42	40	36	40	34	39
New Open Escrows Average List Price	590.3	697.7	576.7	612.9	730.8	701.6	842.0	671.5	648.9	460.9	596.1

CLOSED SALES:

New Escrows Closed	7	3	38	27	14	46	19	65	219	93	312
Total YTD Escrows Closed	82	29	339	169	116	356	94	401	1,586	559	2,145
Volume of New Sales Dollars in Millions	3.867	2.756	20.583	14.179	10.789	29.063	16.560	46.469	144.265	39.158	183.423
Volume of total YTD Sales in Millions	49.537	20.115	196.565	97.603	76.495	219.432	78.910	281.376	1,020.033	241.207	1,261.240
Average Sale price in Thousands	552.4	918.6	541.7	525.1	770.6	631.8	871.6	714.9	658.7	421.1	587.9
Median Sale Price in Thousands	560.0	875.0	535.5	529.9	700.0	605.0	805.0	679.0	605.0	365.0	570.0
Coop Sales	4	2	36	24	11	38	16	54	185	82	267
Percent of Coop Sales	57.1	66.7	94.7	88.9	78.6	82.6	84.2	83.1	84.5	88.2	85.6
Average Days on Market	147	177	80	74	141	64	77	85	85	96	88
Sales at List Price	4	1	23	14	8	29	8	31	118	50	168
Percent of Sales at List Price	57.1	33.3	60.5	51.9	57.1	63.0	42.1	47.7	53.9	53.8	53.8
Sales to Listing Inventory Ratio	11.1	12.5	31.9	52.9	35.9	41.4	90.5	59.1	40.7	48.4	42.7
Final Sale to New Listing Ratio	29.2	50.0	55.1	96.4	70.0	62.2	190.0	103.2	74.5	98.9	80.4

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	1	0	0	1	0	1
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	0	0	0	0	1	1
Standard	7	3	38	26	14	45	19	64	216	91	307
Other	0	0	0	1	0	0	0	1	2	1	3

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	1	0	25	6	17	19	4	45	117	19	136
Total Active Listings	3	0	32	5	19	23	7	72	161	18	179
Average Days on Market	79	0	47	18	31	42	72	42	43	80	47
Average List Price in Thousands	693.0	0.0	325.0	501.8	345.6	416.6	458.1	533.1	451.7	506.6	457.2
Median List Price in Thousands	714.9	0.0	320.0	500.0	335.0	443.0	439.9	499.0	439.9	412.0	439.9
BOMS	1	1	4	0	4	4	2	5	21	1	22
Average BOM Price in Thousands	335.0	750.0	326.6	0.0	336.1	379.7	432.0	461.9	401.3	160.0	390.4
BOM to Sale Ratio	0.0	0.0	13.3	0.0	19.0	18.2	66.7	13.5	18.1	5.9	16.5
Expirations	1	0	2	1	0	2	0	3	9	2	11

PENDING SALES

New Escrows Opened	0	0	24	4	16	15	3	31	93	21	114
Total YTD Escrows Opened	3	0	174	21	132	110	31	274	745	127	872
New Open Escrows Average Days on Market	0	0	25	67	22	41	29	31	31	33	32
New Open Escrows Average List Price	0.0	0.0	339.4	421.2	334.4	435.4	439.7	448.6	397.2	586.2	432.0

CLOSED SALES:

New Escrows Closed	0	0	30	3	21	22	3	37	116	17	133
Total YTD Escrows Closed	3	0	167	18	127	102	28	267	712	111	823
Volume of New Sales Dollars in Millions	0.000	0.000	11.054	1.380	7.165	8.919	1.320	17.419	47.257	7.323	54.580
Volume of Total YTD Sales in Millions	1.391	0.000	59.164	8.023	42.705	42.950	13.350	122.719	290.301	48.759	339.060
Average Sale price in Thousands	0.0	0.0	368.5	460.0	341.2	405.4	440.0	470.8	407.4	430.8	410.4
Median Sale Price in Thousands	0.0	0.0	346.0	351.0	325.0	415.0	435.0	457.0	399.0	433.0	400.0
Coop Sales	0	0	24	2	21	18	3	31	99	16	115
Percent of Coop Sales	0.0	0.0	80.0	66.7	100.0	81.8	100.0	83.8	85.3	94.1	86.5
Average Days on Market	0	0	64	87	65	68	49	67	66	63	66
Sales at List Price	0	0	14	3	13	17	2	22	71	10	81
Percent of Sales at List Price	0.0	0.0	46.7	100.0	61.9	77.3	66.7	59.5	61.2	58.8	60.9
Sales to Listing Inventory Ratio	0.0	0.0	93.8	60.0	110.5	95.7	42.9	51.4	72.0	94.4	74.3
Final Sale to New Listing Ratio	0.0	0.0	120.0	50.0	123.5	115.8	75.0	82.2	99.1	89.5	97.8

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	30	3	21	21	3	37	115	17	132
Other	0	0	0	0	0	1	0	0	1	0	1

RESIDENTIAL PROPERTIES LISTED

524

RESIDENTIAL PROP. ESCROW OPENED

395

RESIDENTIAL PROP. ESCROW CLOSED

445

AUGUST 2018 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	25	6	94	34	37	93	14	108	411	113	524
TOTAL ACTIVE LISTINGS	66	24	151	56	58	134	28	182	699	210	909
AVERAGE DAYS ON MARKET	95	91	69	60	51	41	65	53	60	76	64
AVERAGE LIST PRICE IN THOUSANDS	641.8	803.1	620.8	609.4	679.1	657.4	764.9	682.4	661.8	557.1	637.6
MEDIAN LIST PRICE IN THOUSANDS	600.0	779.9	529.9	565.0	579.9	599.0	699.9	600.0	589.0	395.0	567.5
BOMS	2	3	19	5	6	11	2	16	64	18	82
AVERAGE BOM PRICE IN THOUSANDS	492.3	749.6	524.2	484.1	513.9	604.3	432.0	580.2	554.6	475.0	537.1
BOM TO SALE RATIO	28.6	100.0	27.9	16.7	17.1	16.2	9.1	15.7	19.1	16.4	18.4
EXPIRATIONS	4	3	6	2	3	7	1	8	34	6	40

PENDING SALES:

NEW ESCROWS OPENED	10	4	80	26	25	66	7	77	295	100	395
TOTAL YTD ESCROWS OPENED	88	29	534	197	244	486	124	676	2,378	704	3,082
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	82	53	32	33	39	42	35	34	38	34	37
NEW OPEN ESCROWS AVERAGE LIST PRICE	590.3	697.7	505.5	583.4	477.1	641.1	669.6	581.7	569.6	487.2	548.7

CLOSED SALES:

NEW ESCROWS CLOSED	7	3	68	30	35	68	22	102	335	110	445
TOTAL YTD ESCROWS CLOSED	85	29	506	187	243	458	122	668	2,298	670	2,968
VOLUME OF NEW SALE DOLLARS IN MILLIONS	3.867	2.756	31.638	15.559	17.954	37.982	17.880	63.888	191.522	46.481	238.003
VOLUME OF TOTAL YTD SALES IN MILLIONS	50.928	20.115	255.728	105.626	119.200	262.382	92.260	404.095	1,310.334	289.965	1,600.299
AVERAGE SALE PRICE IN THOUSANDS	552.4	918.6	465.3	518.6	513.0	558.6	812.7	626.3	571.7	422.6	534.8
MEDIAN SALE PRICE IN THOUSANDS	560.0	875.0	470.0	525.0	400.0	566.0	760.0	590.0	550.0	368.0	515.0
COOP SALES	4	2	60	26	32	56	19	85	284	98	382
PERCENT OF COOP SALES	57.1	66.7	88.2	86.7	91.4	82.4	86.4	83.3	84.8	89.1	85.8
AVERAGE DAYS ON MARKET	147	177	73	76	96	65	73	79	78	90	81
SALES AT LIST PRICE	4	1	37	17	21	46	10	53	189	60	249
PERCENT OF SALES AT LIST PRICE	57.1	33.3	54.4	56.7	60.0	67.6	45.5	52.0	56.4	54.5	56.0
SALES TO LISTING INVENTORY RATIO	10.6	12.5	45.0	53.6	60.3	50.7	78.6	56.0	47.9	52.4	49.0
FINAL SALE TO NEW LISTING RATIO	28.0	50.0	72.3	88.2	94.6	73.1	157.1	94.4	81.5	97.3	84.9

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	0	0	0	1	0	0	1	0	1
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0	0	1	1
STANDARD	7	3	68	29	35	66	22	101	331	108	439
OTHER	0	0	0	1	0	1	0	1	3	1	4

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	0	0	0	0	N/A
100,000 TO 109,999	0	0	0	0	N/A
110,000 TO 119,999	0	0	0	0	N/A
120,000 TO 139,999	21	0	1	1	10000
140,000 TO 159,999	66	4	4	3	11933
160,000 TO 179,999	25	2	6	3	324780
180,000 TO 199,999	0	6	0	0	N/A
200,000 TO 249,999	27	32	23	11	3812
250,000 TO 299,999	37	42	25	12	6098
300,000 TO 349,999	29	58	35	13	6921
350,000 TO 399,999	35	57	41	26	732
400,000 TO 449,999	29	40	51	22	9689
450,000 TO 499,999	46	82	32	17	2813
500,000 TO 549,999	27	87	48	19	4823
550,000 TO 599,999	36	105	53	28	7737
600,000 TO 699,999	31	141	57	32	5951
700,000 TO 799,999	28	89	34	24	15546
800,000 TO 899,999	40	14	18	14	29487
900,000 TO 999,999	40	28	11	9	42681
1,000,000 TO 1,999,999	110	74	17	12	13682
MORE THAN 2,000,000	0	11	0	0	N/A
TOTALS	36	909	445	246	16860

LISTINGS

3,931

2018 RMLS TOTAL - \$ VOLUME

\$1,600,299,000

SALES

2,876

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

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SANTA CLARITA VALLEY

2018

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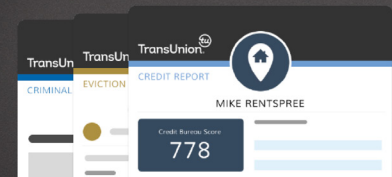
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