

REALTOR[®] REPORT

The Official Publication of Southland Regional Association of Realtors[®]

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Learn How to Buy, Fix, and Keep a Home!

An array of programs are available to assist with a downpayment and help prospective owners buy, fix, and keep a home of their own.

Learn how to reduce debt and manage finances as part of a strategy designed to help renters transform into homeowners at a public workshop on Saturday, Oct. 27. The public is invited to the Home Matters Workshops presented by the Neighborhood Housing Services of Los Angeles County in cooperation with the Southland Regional Association of Realtors.

There's also a separate workshop only for Realtors offering a more detailed, in-depth dive into specific programs. Both events will be held at the Southland Regional Association of Realtors, located at 7232 Balboa Blvd., just north of Sherman Way, in Van Nuys, 91406.

Home Matters

FOR THE PUBLIC!

Saturday, Oct. 27, 2018

9:30 a.m. Registration & Breakfast

10:00 a.m - 12:00 p.m. Workshop

FOR REALTORS ONLY

Lunch & Learn

Monday, Oct. 22, 2018

11:30 a.m. Registration & Lunch

12:00 p.m - 1:00 p.m. Workshop

- ◆ Can your clients use up to \$60,000 in down payment assistance?
- ◆ Are you familiar with the various programs that are available to your clients?

All attendees MUST RSVP with Kathryn at KathrynC@srar.com or by calling 818-947-2250.

City of Santa Clarita

15 Candidates Compete for Three City Council Seats

Ten of the 15 candidates running for three seats on the Santa Clarita City Council participated recently in a candidate forum provided by the Santa Clarita Division of the 10,300-member Southland Regional Association of Realtors.

Incumbents Councilman Bill Miranda, Mayor Pro Tem Marsha McLean and Mayor Laurene Weste hope to retain their positions in the Nov. 6 election while a scrum of challengers offered differing perspectives on the condition and needs of the city.

The candidates participating in the forum



included challengers Diane Trautman, Logan Smith, TimBen Boydston, Brett Haddock, Jason Gibbs, Matthew Hargett, and Sankalp Varma.

While candidates praised the quality of life available in the city they expressed concern over what the future holds, especially as traffic congestion grows more pronounced and existing infrastructure and roads are strained further.

They supported the need for more affordable housing while most viewed rent control measures, such as the one recently approved by L.A. County, as likely to compound and not solve the current housing crisis.

Bob Khalsa, on the left in the top picture, moderated the forum, with introductions by M. Dean Vincent, the Division's 2018 chair, and Amanda Etcheverry, governmental affairs committee chair.

Nancy Starczyk, a past SRAR president, is second from left.



CONSUMER PRICE INDEXES

SEPTEMBER 2018

PERCENT CHANGE

	ONE MONTH ENDING August 2018	12 MONTHS ENDING August 2018
Los Angeles - Riverside - Orange County	0.5	3.9

Los Angeles -
Riverside -
Orange County

0.5 3.9



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SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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Commercial Day 2018

TWO TO THREE YEARS TO BE A SEASONED COMMERCIAL PRO

BY GARY WASHBURN, PRESIDENT, AND DAVID WALKER

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS® WHILE SOME FIND COMMERCIAL REAL ESTATE TO BE MORE DEMANDING AND ANALYTICAL, NEW ENTRANTS SEEKING A CAREER IN COMMERCIAL REAL ESTATE CAN EXPECT TO INVEST TWO TO THREE YEARS BEFORE THEY KNOW THE BUSINESS AND BECOME A SEASONED PROFESSIONAL.

“A good mentor and a good broker are what you need” when entering commercial real estate, said Todd Nathanson, one of the speakers at Commercial Day 2018, presented recently by the Southland Regional Association of Realtors. The event was attended by 125 professionals. “Eventually, you have to just jump in and ask questions.

“It’s all about paying your dues ... don’t expect it to be overnight,” he said. “It will take about two to three years before you really start to see the pay off.”

Nathanson, pictured second from the right, was one of four professionals on the opening panel that focused on what it takes for a residential real estate pro to transition to commercial real estate.

The other speakers included Art Pfefferman, pictured second from the left, Dean Cox, Nathanson, and Harma Hartouni. The panel was moderated by Larry Margo, pictured at the podium.

Hartouni noted that, unlike residential real estate professionals, commercial pros have a reputation of being “very analytical.” Both have to understand the needs of their respective clients, yet if a residential agent dislikes getting actively involved in a transaction and reading all disclosures and legal documents, then they “are not likely to do well in the world of commercial real estate,” which often has complex, multi-party deals that must be coordinated and tended.

“You should be able to read a financial statement,” Pfefferman said. “You have to know what questions to ask. When it comes to leasing commercial space, you really have to look at each tenant’s business plan.”

All of the speakers agreed that building

relationships and specializing, just as in residential real estate, are building blocks to success. Pick an area, then take the time to become an expert.

Know that commercial real estate has many specialties, from leasing and sales to small “mom and pop” buildings, to mega-retail and industrial and beyond.

“I’ve never met someone who is good in all areas of commercial real estate,” Hartouni said.

Nathanson noted an agent can “ramp up faster in residential than in commercial real estate,” though it’s all about prospecting and follow up. “If you go forward, go forward with everything, give it 100 percent.”



High Prices Trim Statewide Sales

California’s housing market dropped below the 400,000-level sales benchmark for the first time in more than two years as high home prices and eroding affordability combined to cut into housing demand, the California Association of Realtors reported Monday.

Closed escrow sales of existing, single-family detached homes in California totaled a seasonally adjusted annualized rate of 399,600 units in August, down 1.8 percent from July and 6.6 percent lower compared with home sales in August 2017.

“Home sales activity remained on a downward trend for the fourth straight month as uncertainty about the housing market continues to mount,” said C.A.R. President Steve White. “Buyers are being cautious and reluctant to make a commitment as they are concerned that home prices may have peaked.”

Some buyers are seeking more clarity in the market,

White said.

The statewide median home price edged up to \$596,410 in August, up 5.5 percent from a year ago.

“While home prices continued to rise modestly in August, the deceleration in price growth and the surge in housing supply suggest that a market shift is underway,” said C.A.R. Senior Vice President and Chief Economist Leslie Appleton-Young. “We are seeing active listings increasing and more price reductions in the market, and as such, the question remains, ‘How long will it take for the market to close the price expectation gap between buyers and sellers?’”

The Southern California region led the state’s sales decline, falling 8.0 percent from a year ago. San Diego experienced a double-digit decline of 10.4 percent, while Orange and Los Angeles counties posted smaller declines of 9.7 percent and 8.9 percent, respectively.

Home prices in Southern California rose even as sales faltered. Sales in the Bay Area declined 6.5 percent from August 2017.

INVENTORY POSTS FIRST DOUBLE-DIGIT GAIN IN 43 MONTHS

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

PROSPECTIVE BUYERS OF HOMES AND CONDOMINIUMS IN THE SAN FERNANDO VALLEY WILL HAVE A FEW MORE PROPERTIES TO CHOOSE FROM AS THE INVENTORY OF ACTIVE LISTINGS REPORTED AT THE END OF AUGUST POSTED ITS FIRST DOUBLE-DIGIT INCREASE SINCE JANUARY 2015, THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS REPORTED TODAY.

Any increase in listings is welcome news, though the gains were still well short of what is needed to satisfy demand.

Realtors reported a total of 1,519 active home and condo listings. That was up 10.7 percent over a year ago.

The last time a double-digit increase in listings was reported was January 2015.

More importantly, three of the four months since April have posted increases while the prior 39 months showed consecutive drops in the number of homes and condos available to local buyers.

Listings had been on an consistent downward trajectory since February 2015 with every month through April 2018 reporting another plunge.

The record low 819 listings tally was reported in December. The record high 14,976 listings came in July 1992.

The lack of homes and condos available for sale have fueled flurries of multiple offers on properly priced homes with the winning buyer often paying all cash and offering a price well above the initial listing price.

But as prices rose to record highs, interest rates on home loans inched higher, and the pool of buyers who could afford to buy got smaller. Now the remaining buyers are started to balk at soaring prices. That's partly why the inventory is up slightly to a 2.1-month supply at the current pace of sales — well short of the 5- to 6-month supply that once represented a balanced market.

AFFORDABILITY SLOWING HOME SALES NATIONWIDE

ONGOING SUPPLY AND DEMAND IMBALANCES AND WEAKENING AFFORDABILITY CONDITIONS, PARTICULARLY IN MARKETS IN THE WEST, ARE EXPECTED TO KEEP A LID ON HOME SALES GROWTH THROUGH THE REST OF THE YEAR, ACCORDING TO FREDDIE MAC'S AUGUST FORECAST.

The U.S. economy in the second quarter grew at its fastest pace in nearly four years, but housing activity played a limited role in the expansion. New home construction,

existing-home sales and sales of new homes all declined last quarter, as homebuilder challenges, limited inventory and steady price gains created headwinds for the housing market. Freddie Mac expects market conditions to remain mostly the same, with a modest rise in housing starts and slightly easing inventory constraints. Total home sales, new and existing, for the year are now forecasted to increase 0.2 percent

Home price growth—which has softened somewhat in recent months—is still anticipated to rise 6.0 percent.

The economy and labor market are very healthy right now, and mortgage rates, after surging earlier this year, have stabilized. These factors should continue to create solid buyer demand, and ultimately an uptick in sales, in most parts of the country in the months ahead.



Realtors Join Coalition Urging Reforms for Freddie, Fannie

In what may be a defining moment for housing, Realtors joined a coalition of 30 housing and lending industry groups in urging Congress and the Administration to make permanent reforms that stabilized the housing industry, benefited consumers, and made home financing available to a wide range of Americans.

In an open letter, the coalition said actions taken today should strive to preserve access to housing and ensure ongoing affordability.

Elizabeth Mendenhall, president of the National Association of Realtors, stressed the need for sustainable, long-term reform that will enable Freddie Mac and Fannie Mae to be removed from the conservatorship they were forced into as the economy and the housing market melted down during the Great Recession of last decade.

“Realtors support a methodical, measured approach to reform that will put Fannie Mae and Freddie Mac on the

path to sustainability,” she said. “First and foremost, we urge policymakers in Washington to prioritize Government Sponsored Enterprise reforms that will protect taxpayers, provide liquidity to the broad national market, and promote stability in the housing market, particularly during times of economic distress.”

Reforms put in place during conservatorship have fueled the housing market recovery and better positioned the two GSEs to continue to play a vital role in facilitating mortgage liquidity. Such reforms include pricing parity across lenders, the transfer of risk off of taxpayer shoulders, a new infrastructure for the single-family secondary market, and

support for strong and sustained liquidity in the multifamily rental market. But none of these reforms are etched in stone, and thus the stability of the housing market is more illusory than appearances may initially indicate. The GSEs’ long-term ability to support the housing market,

without exposing taxpayers to excessive risk, depends on the outcome of efforts to permanently reform the structural problems that contributed to the crisis. Only with the certainty that comes from these reforms and the end of conservatorship will the private market be able to establish a more permanent and reliable presence in housing finance.



HOME PRICES RISE THREE TIMES FASTER THAN RENTS

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

A NEW ANALYSIS FOUND THAT MONTHLY COSTS OF BUYING A HOME HAVE RISEN BY 14 PERCENT OVER THE PAST YEAR, WHICH IS MORE THAN THREE TIMES THE 4 PERCENT INCREASE IN MONTHLY RENTAL COSTS.

Additionally, the analysis by realtor.com found that the number of places where it is cheaper to buy has significantly declined in the past year.

“Even setting aside big upfront expenses like a downpayment, rising month-by-month costs are likely keeping many people from purchasing,” said Danielle Hale, chief economist at realtor.com. “Today only 41 percent of people live in a county where the median income family can afford to buy a home at the median list price, and affordability declined significantly over the past year.”

Since home ownership has historically been an important source of household wealth creation, it could be problematic if this trend continues for too long.

Still, even in places where renting is currently more affordable, rising home prices provide wealth building opportunity for home buyers.

Nationally, the cost to buy rose by 14 percent from July 2017 to July 2018, while the cost to rent increased by 4 percent.

In July, buying a home was cheaper than renting in 35 percent of counties, compared to 44 percent of counties last year.

The top five counties where purchasing a home was more affordable than renting were: Clayton County, Ga.; Baltimore City, Md.; Wayne County, Mich.; Cumberland County, N.C.; and Madison County, Ill., with the share of income to buy being 4 percent to 14 percent lower than the share of income to rent. Renting remains much less expensive than buying in Manhattan, N.Y.; Brooklyn, N.Y.; Monterey County, Calif.; San Mateo County; and Santa Barbara County. cost to buy a home was \$1,647, compared to the average cost to rent a home at \$1,267.

Over the last year, 289 counties have transitioned from being more affordable to buy, to being more affordable to rent.

The transition included 20 larger counties with more than 100,000 residents, of which eight counties were in the South and seven counties in the Midwest.

Northern California and New York each hold three of the top 20 counties with the largest increase in the rent-versus-buy gap over the past year (comparing the share of income necessary to do each).

The gap for counties in California was the largest in large part due to the recent substantial run-up in home prices.

In San Mateo, Santa Clara, and San Francisco counties, the costs to purchase a home now take up an additional 8 percent of income over renting when compared to last year.

In San Mateo, for instance, it costs \$8,405 per month to buy compared to \$3,471 to rent.

For more information about this analysis, please visit: <https://www.realtor.com/research/july-2018-rent-vs-buy-report-home-prices-rise-three-times-faster-than-rents>

HOME PRICE CUTS INCREASE, BUT STILL NOT BUYER'S MARKET

THE LOS ANGELES METROPOLITAN AREA DURING AUGUST SAW A 5 PERCENT INCREASE IN THE NUMBER OF HOMES THAT REPORTED A DECREASE IN THEIR LIST PRICE.

The frequency of price reductions grew nationwide to include 39 of the 45 largest markets compared to a year ago, according to realtor.com.

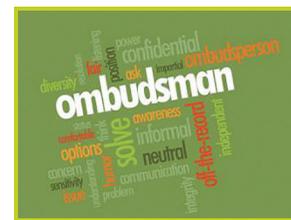
Other Metro areas showing the largest increases in price cuts—reductions ranging from 5 to 8 percent—included Seattle; San Jose, San Diego; Riverside, and Indianapolis, Ind.

The median list price dropped \$4,000, the second largest monthly drop since August 2015. Part of the softening is due to the first year-over-year increase in inventory in four years. Inventory here in the San Fernando and Santa Clarita valleys has shown modest gains, though still well short of what is needed to satisfy demand.

“Sellers are starting to become more flexible, especially in pricey markets,” said Danielle Hale, chief economist for realtor.com. “Fierce competition and low inventory continue to push up prices. While buyers are gaining leverage in some markets, we are still far from a true ‘buyer’s market.’”

SETTLE REAL ESTATE DISPUTES QUICKLY

PARTIES TO REAL ESTATE TRANSACTIONS CAN SETTLE DISPUTES QUICKLY AND INFORMALLY BY USING A UNIQUE, FREE OMBUDSMAN SERVICE PROVIDED BY THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS.

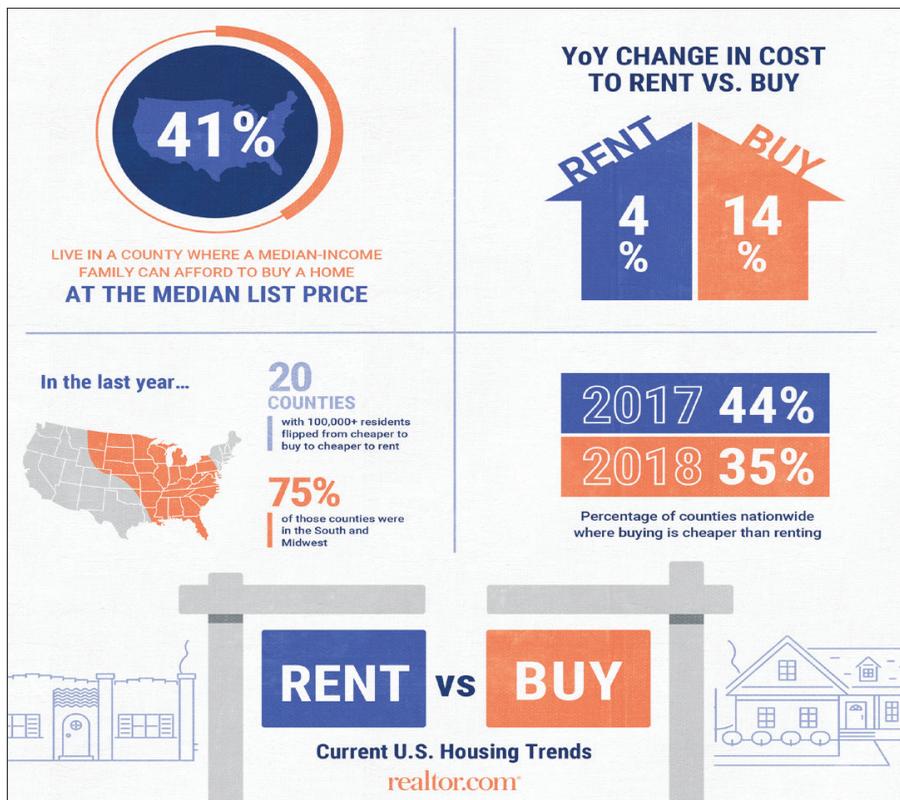


Anyone in a real estate dispute with a member of the Association who has not yet or does not want to file an official complaint can take advantage of the program.

An ombudsman will help resolve disputes in a timelier and less formal fashion, which benefits all parties.

For more information, contact Oscar Sol, SRAR’s Professional Standards administrator, at 818-947-2226 or write via email at OscarS@srar.com.

With the Ombudsman Program, individuals seeking assistance can expect to be contacted by their assigned ombudsman within two business days. The Ombudsman Program uses trained volunteers who work with parties from the start to the finish of a dispute. An ombudsman will contact the other party on the complainant’s behalf in an attempt to resolve the issue.



L.A. IN TOP 20 FASTEST MOVING LUXURY MARKETS

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

LUXURY HOME SALES CONTINUED TO BREAK RECORDS AS PRICES HIT DOUBLE-DIGIT GAINS IN 20 MAJOR COUNTIES AROUND THE NATION WHILE LOS ANGELES WAS AMONG THE TOP 20 FASTEST SELLING LUXURY HOME MARKETS.

Plus, the number of sales at or above the \$1 million mark rose 6 percent over last year, according to the recent realtor.com Luxury Home Index.

The index analyzes the entry-level luxury price tier, defined as the top 5 percent of all residential sales, in 90 U.S. counties.

Los Angeles luxury homes spent 68 days on the market before finding a buyer, a drop of 6.9 percent compared to a year ago.

The pace of sales for luxury homes has remained strong. The combined median age of

inventory in the 90 luxury markets surveyed was 121 days, down nine days or 6.9 percent year-over-year. Additionally, two thirds of luxury markets are seeing inventory move faster than this time last year. In 50 of the 90 counties analyzed, the luxury tier currently has an entry point of at

least \$1 million, while 70 markets continue to see yearly price growth.

“The conditions in the luxury segment are quite different from the market overall—it’s really a tale of two markets,” said Danielle Hale, chief economist for realtor.com. “Although U.S.

median listing prices show signs of slowing growth, luxury prices are moving in the opposite direction in many places. For the second consecutive month, we’ve seen more markets with doubledigit, entry-level luxury price growth than in the past four years.”

Sarasota, Fla., has remained the nation’s fastest-growing luxury market, with sales prices up 21 percent since last June.

Northern California luxury markets continue performing well, with seven counties in the top 20 fastest growing markets, all of which saw double-digit growth in June.

Top 20 Fastest growing luxury markets

Market (By County)	Luxury Sales Price (Top 5%)	% Change Year-over-Year
Sarasota, Fla.	\$1,000,000	21.0%
Queens, N.Y.	\$1,287,000	15.5%
Santa Clara, Calif.	\$2,844,000	14.5%
Boulder, Colo.	\$1,352,000	13.6%
Collier, Fla.	\$1,706,000	13.4%
Sonoma, Calif.	\$1,467,000	13.3%
King, Wash.	\$1,537,000	13.0%
Santa Cruz, Calif.	\$1,631,000	13.0%
Snohomish, Wash.	\$818,000	12.8%
San Mateo, Calif.	\$3,505,000	12.2%
Davidson, Tenn.	\$796,000	12.0%
Williamson, Tenn.	\$1,052,000	11.0%
San Francisco, Calif.	\$3,313,000	10.3%
Clackamas, Ore.	\$898,000	10.2%
Clark, Nev.	\$596,000	10.0%
Sacramento, Calif.	\$685,000	10.0%
Maui, Hawaii	\$2,401,000	9.6%
Charleston, S.C.	\$1,150,000	9.5%
Douglas, Colo.	\$926,000	9.5%
San Luis Obispo, Calif.	\$1,223,000	9.5%

3RD QUARTER SURVEY FINDS

HOMEOWNERS READY TO SELL

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

A NEW POLL SHOWS A RECORD HIGH
77 PERCENT OF AMERICANS BELIEVE

NOW IS A GOOD TIME TO SELL A HOUSE WHILE THE NUMBER OF PEOPLE WHO THINK NOW IS THE TIME TO BUY CONTINUES TO DECLINE. THAT’S CALLED A MARKET SHIFT.

The survey also found that a majority of consumers believe prices have and will continue to rise, while the quality of schools is a critical factor in deciding whether or not to buy a home.

Half of all Americans strongly believe now is a good time to sell—compared to 46 percent last quarter—while 27 percent moderately believe this is the right time. Respondents in the Western states are the most likely to think now is a good time, 85 percent, as are those who currently own a home, 82 percent. Only 22 percent believe that now is not a good time to sell, down from 29 percent in the second quarter.

Optimism that now is a good time to buy has declined slightly from last quarter. Sixty-three percent of respondents either strongly or moderately believe that now is a good time buy compared to 68 percent last quarter. Among renters, positive feelings about purchasing continue to fall, dropping from 49 percent in the second quarter to 45 percent this quarter. Optimism is highest among older U.S. households, 65 or over, and those with a household income of more than \$100,000 a year, 70 and 68 percent,

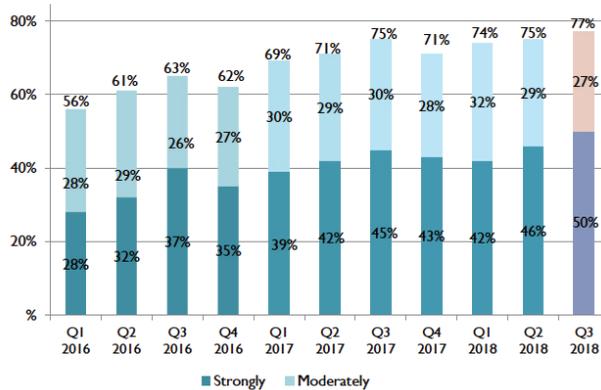
respectively.

Several consecutive years of strong home price growth are enticing homeowners to consider selling.

“Though the vast majority of consumers believe home prices will continue to increase or hold steady, they understand the days of easy, fast price gains could be coming to an end,” said Lawrence Yun, chief economist of the National Association of Realtors, which conducted the third quarter Housing Opportunities and Market Experience survey. “Therefore, more are indicating that it is a good time to sell, which is a healthy shift in the market.”

Respondents were also asked about their view of home prices in their neighborhoods. Seventy

Now is a Good Time to Sell – Strongly or Moderately



percent believe that home prices have gone up in their area in the last 12 months and will continue to increase in their communities in the next six months.

REVERSE MORTGAGES GET NEW RULES

The Federal Housing Administration recently announced that it will require lenders originating new Home Equity Conversion Mortgages, commonly referred to as reverse mortgages, to provide a second property appraisal under certain circumstances.

FHA is instructing lenders to provide a second independent property appraisal in cases where FHA determines there may be inflated property valuations.

FHA’s new requirement takes effect for case numbers assigned on or after Oct. 1 through Sept. 30, 2019. FHA will periodically review this guidance and, based on the results, may renew these requirements beyond fiscal year 2019. FHA will perform a risk assessment of appraisals submitted for use in new HECM originations.

Based on the outcome of that assessment, FHA may require a second appraisal be obtained

prior to approving the reverse mortgage for an insurance endorsement. Under the new policy, lenders must not approve or close a HECM before FHA has performed the collateral risk assessment and, if required, a second appraisal is obtained. Where a second appraisal is required by FHA, lenders must use the lower value of the two appraisals.

The appraisal validation policy announced today will further reduce risks to FHA’s Mutual Mortgage Insurance Fund and protect the health of the HECM program. The financial soundness of FHA’s reverse mortgage program is contingent on an accurate determination of a property’s value and condition. The property value is used to determine the amount of equity that is available to the borrower and it is also used by FHA to determine the amount of insurance benefits paid to a mortgagee.

FRED SABINE NAMED REALTOR OF THE YEAR

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

NORTHRIDGE REALTOR FRED SABINE WAS SELECTED RECENTLY AS THE 2018 REALTOR OF THE YEAR BY THE 10,300-MEMBER SOUTHLAND REGIONAL ASSOCIATION OF REALTORS.

Also honored were Gary Warschaw, the 2018 Affiliate Award recipient, and Russ Thomulka, who received the 2018 Association Service Award.

Warschaw and Thomulka said they were honored to be selected for an award by the membership of an Association they value and admire.

“I enjoy everything I do with the Association,” Thomulka said. “I enjoy all the people in this Association.”

They received their awards from past recipients of the honors, Sabrina Meyer,

the 2017 Affiliate Award winner, and Rana Linka, the 2016 Association Service Award recipient.

Sabine, a 31-year veteran of local real estate, has served in multiple capacities for the Association, including a stint in 2011 as its president, and as a current member of its board of directors. He also served as a state director for the California Association of Realtors.

“Thank you for this great honor,” Sabine said after receiving the award from Sharon Barron, the 2017 Realtor of the Year.

“It is a great pleasure working with all of you,” Sabine said.

Gary Washburn, the Association’s 2018 president, thanked the members of the Board of Directors for their tireless service. Directors included: Neal Adler, Gina Aguilar, Jim Ezell, Liliana Alfonso, Jeff Kahn, Howard Katchen, Bob Khalsa, Bud Mauro, Melanie McShane, Patti Petralia, Jeff Phillips, Em Roberts, Fred Sabine, Nancy Starczyk, Hosep Stepanian, Diane Sydell, Dan Treserras, who is the 2018

presidentelect, Dean Vincent, Judy Ann Von Arb, and Cindy Wu.

The leadership of the Santa Clarita Division’s Council also was recognized, including: Jim Bevis, Sarah Darabi, Amanda Etcheverry, Phyllis Grekin, Erika Kauzlarich- Bird, Bob Kellar, Bob Khalsa, Imelda Leano, Nancy Starczyk, and Nicole Stinson.

Also honored were the chairs of the Association’s 14 committees, pictured, below right, included: Heather Boren, commercial investment; Doris Casas, communications; Ken Dorfman, education; Jacqueline Molina, equal opportunity; Wendy Furth, ethics and arbitration; Vilma Letosky, events/community relations; Sharon Barron, finance/foundation; Nancy Starczyk, governmental affairs; Gaye Rainey, MLS rules and compliance; John Seletos, professional standards; Steve Spile, risk management; Amanda Etcheverry, Santa Clarita Valley governmental affairs; and Imelda Leano, Santa Clarita Valley affiliates.



Russ Thomulka was selected to receive SRAR’s 2018 Association Service Award. Rana Linka, the 2016 recipient, made the presentation.



Gary Warschaw received the 2018 Affiliate Award from Sabrina Meyer, the 2017 recipient



Northridge Realtor Fred Sabine, center, was selected as the 2018 Realtor of the Year by the 10,300-member Southland Regional Association of Realtors. He received the honor from the 2017 recipient, Sharon Barron, second from left. Pictured with Sabine are his wife and real estate partners in “The Sabine Family Team,” Linda, second from right, and daughter, Tammy Kosmala. Pat “Ziggy” Zicarelli, left, a past president of SRAR and the California Association of Realtors, was the event’s master of ceremonies.





SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

SPONSOR A CHILD IN NEED



\$25

Make a Child's Holiday Dream Come True

Each year, with support of the SRAR Charitable Foundation, SRAR selects children from a local school in a low income area of the San Fernando Valley to give them a memorable and happy Holiday experience.

In December, up to 80 children will come to the SRAR Office in Van Nuys where they will be treated to a delicious lunch, a visit from Santa Claus, and presented with gifts that they can share with their family.

You can help spread the Holiday cheer by sponsoring one of these children. Take a moment to sponsor a child today!

Your sponsorship is tax deductible. SRAR Charitable Foundation 501c3 #95-4323748

Name: _____ # of Children to Sponsor at \$25 each: _____

Phone #: _____ Email: _____

Do you prefer to sponsor anonymously? YES NO

Do you prefer to sponsor a child in someone's name? YES NO

If yes, please provide the name: _____

To sponsor by credit card, complete the information below. Checks may be made to "SRAR Foundation" and sent to Kathryn Cooney at 7232 Balboa Blvd. Van Nuys, CA, 91406

CC #: _____ Expiration Date: _____

Name as it Appears on Card: _____ Total Amount to be Charged: _____

Signature to Authorized Charge: _____

*Completed forms with credit card information may be faxed to 818-786-4541.
If sponsoring by check, please send form along with check by mail or send through email to KathrynC@srar.com.*



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.



Neighborhood Housing Services
of Los Angeles County

Invites You To Attend...

HOME Matters®

**FREE
EVENT**



Saturday, Oct. 27, 2018

9:30 a.m. Registration & Breakfast

10:00 a.m - 12:00 p.m. Workshop

Informational Workshops:

- ◆ Homebuyer Programs
- ◆ Home Rehab
- ◆ Foreclosure Prevention
- ◆ Financial Fitness

Both events:

Southland Regional
Association of Realtors
7232 Balboa Blvd
Van Nuys, CA 91406

**FOR
REALTORS
ONLY**

Lunch & Learn

Monday, Oct. 22, 2018

11:30 a.m. Registration & Lunch

12:00 p.m - 1:00 p.m. Workshop

- ◆ Can your clients use up to \$60,000 in down payment assistance?
- ◆ Are you familiar with the various programs that are available to your clients?

You must RSVP with
Kathryn at
KathrynC@srar.com
or call 818-947-2250





YOUNG PROFESSIONALS NETWORK
Southland Regional Association of Realtors®



SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

WAKE UP YPN!!



BREAKFAST WILL BE SERVED

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

RSVP at YPNWakeup@srar.com. Questions? Contact Kathryn Cooney at 818-947-2250

9:00am - 10:00am

Tuesday August 14th

Tuesday September 11th

Tuesday October 9th

Tuesday November 13th

Join us for discussions on various topics such as listings, buyer representation, lead generation, etc.

Great for new agents!!

Toll Brothers
AMERICA'S LUXURY HOME BUILDER®

Ann Yueh

Phone Number: 626-374-4319

Email: AYueh@TollBrothers.com

RESIDENTIAL PROPERTIES LISTED
1,592

SEPTEMBER 2018 SFV RESIDENTIAL MLS SUMMARY
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP ESCROW OPENED
1,035

RESIDENTIAL PROP ESCROW CLOSED
945

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY:								
NEW LISTINGS	128	183	155	184	207	857	735	1,592
TOTAL ACTIVE LISTINGS	246	325	283	302	452	1,608	1,688	3,296
AVERAGE DAYS ON MARKET	70	69	57	56	70	65	70	68
AVERAGE LIST PRICE IN THOUSANDS	587.8	1,121.2	1,316.8	829.7	1,424.0	1,096.8	729.0	908.4
MEDIAN LIST PRICE IN THOUSANDS	520.0	825.8	799.8	702.5	855.0	720.0	415.0	589.0
BOMS	29	30	21	35	32	147	121	268
AVERAGE BOM PRICE IN THOUSANDS	495.7	1,112.0	1,060.5	781.4	964.2	872.1	450.7	681.9
BOM TO SALE RATIO	33.7	30.3	23.9	22.7	26.4	26.8	30.5	28.4
EXPIRATIONS	10	21	21	20	32	104	113	217
PENDING SALES:								
NEW ESCROWS OPENED	97	103	84	147	148	579	456	1,035
TOTAL YTD ESCROWS OPENED	876	1,044	952	1,407	1,414	5,693	4,342	10,035
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	43	30	42	40	41	39	50	44
NEW OPEN ESCROWS AVERAGE LIST PRICE	475.4	958.9	988.9	709.7	817.5	782.9	541.2	676.4
CLOSED SALES:								
NEW ESCROWS CLOSED	86	99	88	154	121	548	397	945
TOTAL YTD ESCROWS CLOSED	848	1,027	926	1,345	1,372	5,518	4,117	9,635
VOLUME OF NEW SALE DOLLARS IN MILLIONS	42,934	86,529	70,506	102,747	112,848	415,564	201,750	617,314
VOLUME OF TOTAL YTD SALES IN MILLIONS	403,870	966,987	795,629	913,180	1,216,236	4,295,901	2,194,401	6,490,302
AVERAGE SALE PRICE IN THOUSANDS	499.2	874.0	801.2	667.2	932.6	758.3	508.2	653.2
MEDIAN SALE PRICE IN THOUSANDS	515.0	681.0	605.0	635.0	711.0	619.0	389.9	549.9
COOP SALES	63	78	65	131	100	437	327	764
PERCENT OF COOP SALES	73.3	78.8	73.9	85.1	82.6	79.7	82.4	80.8
AVERAGE DAYS ON MARKET	35	31	36	27	32	32	47	38
SALES AT LIST PRICE	60	53	45	101	55	314	196	510
PERCENT OF SALES AT LIST PRICE	69.8	53.5	51.1	65.6	45.5	57.3	49.4	54.0
SALES TO LISTING INVENTORY RATIO	35.0	30.5	31.1	30.5	26.8	34.1	23.5	28.7
FINAL SALE TO NEW LISTING RATIO	67.2	54.1	56.8	83.7	58.5	63.9	54.0	59.4
CLOSED SALES TYPE								
FORECLOSURE/REO	0	0	0	2	1	3	6	9
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	2	1	0	0	0	3	6	9
STANDARD	80	96	87	150	119	532	379	911
OTHER	4	2	1	2	1	10	6	16

	AVG. SELL TIME	SELLING TIME - PRICE CHANGE	PRICE REDUCTION	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	99	23	3	23	3	19,733	18.3	18.3
100,000 TO 109,999	0	3	0	3	0	N/A	0.0	0.0
110,000 TO 119,999	0	10	0	10	0	N/A	0.0	0.0
120,000 TO 139,999	53	21	2	21	2	30,000	18.2	18.2
140,000 TO 159,999	21	16	3	16	3	10,500	6.6	6.6
160,000 TO 179,999	82	13	7	13	7	8,443	4.0	4.0
180,000 TO 199,999	15	25	8	25	8	3,200	1.5	1.5
200,000 TO 249,999	63	154	38	154	38	10,222	28.2	28.2
250,000 TO 299,999	54	219	63	219	63	6,684	13.3	13.3
300,000 TO 349,999	50	230	47	230	47	16,733	3.3	3.3
350,000 TO 399,999	38	212	67	212	67	6,897	1.4	1.4
400,000 TO 449,999	28	187	59	187	59	9,356	1.8	1.8
450,000 TO 499,999	36	214	68	214	68	3,296	10.9	10.9
500,000 TO 549,999	42	180	86	180	86	5,852	0.8	0.8
550,000 TO 599,999	28	224	84	224	84	3,336	6.9	6.9
600,000 TO 699,999	25	333	128	333	128	11,451	1.4	1.4
700,000 TO 799,999	28	229	76	229	76	2,302	0.8	0.8
800,000 TO 899,999	34	166	50	166	50	27,050	2.8	2.8
900,000 TO 999,999	25	114	31	114	31	2,832	1.6	1.6
1,000,000 TO 1,999,999	49	476	85	476	85	26,836	5.7	5.7
MORE THAN 2,000,000	54	247	14	247	14	25,481	6.3	6.3
TOTALS	38	3,296	945	3,296	945	40,462	1.7	1.7

LISTINGS 15,675 **2018 RMLS TOTAL - \$ VOLUME \$6,490,302,000** **SALES 9,439**

EN: Arleta, Kegel Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar, ES: Calhuenaga Pass, Lake Hollywood, North Hollywood, Sherman Oaks, Studio City, Toluca Lake, Valley Glen, Valley Village, Van Nuys
 CS: Encino, Lake Balboa, Reseda, Tarzana, Van Nuys WN: Chatsworth, Granada Hills, Mission Hills, North Hills, Northridge WS: Bell Canyon, Calabasas, Canoga Park, Hidden Hills, Monte Nido, West Hills, Winnetka, Woodland Hills
 *THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

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

	2013				2014				2015				2016				2017				2018			
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST
JAN	1,288	881	396.3	68.4	1,338	786	393.2	58.7	1,445	743	387.5	51.4	1,257	760	448.4	60.5	1,255	886	572.0	70.6	1,393	821	539.4	58.9
FEB	1,218	821	353.8	67.4	1,388	732	375.5	52.7	1,397	786	397.8	56.3	1,402	730	433.9	52.1	1,256	804	505.4	64.0	1,370	740	498.2	54.0
MAR	1,377	1,337	470.8	77.8	1,565	903	473.0	57.7	1,634	1,080	603.7	66.1	1,552	1,050	640.1	67.7	1,732	1,167	739.9	67.4	1,577	1,095	793.1	69.4
APR	1,549	1,114	559.3	71.9	1,548	1,124	589.4	72.6	1,733	1,168	657.4	67.4	1,656	1,111	658.9	67.1	1,580	1,116	697.6	70.6	1,251	878	655.5	57.9
MAY	1,506	1,265	630.6	84.0	1,608	1,083	582.2	67.4	1,593	1,153	680.7	72.4	1,633	1,169	680.5	71.6	1,794	1,317	862.1	73.4	1,801	1,244	841.7	69.1
JUNE	1,551	1,133	573.4	73.0	1,711	1,086	574.2	63.5	1,820	1,266	733.9	69.6	1,742	1,299	785.0	74.6	1,734	1,481	955.8	85.4	1,776	1,262	848.0	71.1
JUL	1,610	1,176	584.9	73.0	1,673	1,165	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
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	899.4	83.8	1,871	1,284	897.3	56.7
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	1,592	945	617.3	54.0
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	17,361	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 SEPTEMBER 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	95	126	121	151	163	656	602	1,258
Total Active Listings	192	238	203	248	355	1,236	1,379	2,615
Average Days on Market	74	71	45	57	70	64	72	68
Average List Price in Thousands	567.9	1,322.7	1,615.1	901.1	1,666.7	1,267.7	772.9	1,006.8
Median List Price in Thousands	539.0	1,050.0	1,250.0	759.9	999.8	848.9	410.0	635.0
BOMS	19	21	16	28	20	104	85	189
Average BOM Price in Thousands	535.1	1,333.1	1,147.1	852.3	1,289.8	1,020.9	471.6	773.9
BOM to Sale Ratio	28.4	30.4	24.6	21.9	21.5	24.6	26.9	25.6
Expirations	8	14	19	15	31	87	96	183
PENDING SALES								
New Escrows Opened	64	76	62	119	118	439	356	795
Total YTD Escrows Opened	645	719	669	1,126	1,108	4,267	3,427	7,694
New Open Escrows Average Days on Market	40	27	40	39	42	38	48	43
New Open Escrows Average List Price	519.6	1,118.4	1,167.7	751.0	907.0	881.6	549.4	732.8
CLOSED SALES:								
New Escrows Closed	67	69	65	128	93	422	316	738
Total YTD Escrows Closed	618	693	636	1,063	1,073	4,083	3,244	7,327
Volume of New Sales Dollars in Millions	35.635	70.202	58.869	91.036	101.13	356.8711	164.688	521.560
Volume of total YTD Sales in Millions	319.043	785.649	665.533	783.810	1,068.796	3,622.832	1,759.836	5,382.668
Average Sale price in Thousands	531.9	1,017.4	905.7	711.2	1,087.4	845.7	521.2	706.7
Median Sale Price in Thousands	530.0	850.0	670.0	662.5	780.0	670.0	380.0	590.0
Coop Sales	46	55	45	107	80	333	259	592
Percent of Coop Sales	68.7	79.7	69.2	83.6	86.0	78.9	82.0	80.2
Average Days on Market	31	33	38	29	32	32	49	39
Sales at List Price	48	37	31	78	43	237	148	385
Percent of Sales at List Price	71.6	53.6	47.7	60.9	46.2	56.2	46.8	52.2
Sales to Listing Inventory Ratio	34.9	29.0	32.0	51.6	26.2	34.1	22.9	28.2
Final Sale to New Listing Ratio	70.5	54.8	53.7	84.8	57.1	64.3	52.5	58.7
CLOSED SALES TYPE								
Foreclosure/REO	0	0	0	2	1	3	5	8
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	1	0	0	0	3	5	8
Standard	62	67	64	124	91	408	302	710
Other	3	1	1	2	1	8	4	12

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	33	57	34	33	44	201	133	334
Total Active Listings	54	87	80	54	97	372	309	681
Average Days on Market	55	65	88	54	70	68	61	65
Average List Price in Thousands	430.7	569.9	559.7	501.7	535.9	528.7	533.0	530.7
Median List Price in Thousands	389.0	538.0	450.0	460.0	469.0	469.0	429.9	459.9
BOMS	10	9	5	7	12	43	36	79
Average BOM Price in Thousands	420.9	596.1	783.4	497.7	421.4	512.3	401.2	461.7
BOM to Sale Ratio	52.6	30.0	21.7	26.9	42.9	34.1	44.4	38.2
Expirations	2	7	2	5	1	17	17	34
PENDING SALES								
New Escrows Opened	33	27	22	28	30	140	100	240
Total YTD Escrows Opened	231	325	283	281	306	1,426	915	2,341
New Open Escrows Average Days on Market	49	36	46	45	35	42	59	49
New Open Escrows Average List Price	389.8	509.8	485.3	534.5	465.7	473.1	512.0	489.3
CLOSED SALES:								
New Escrows Closed	19	30	23	26	28	126	81	207
Total YTD Escrows Closed	230	334	290	282	299	1,435	873	2,308
Volume of New Sales Dollars in Millions	7.300	16.327	11.637	11.711	11.718	58.693	37.062	95.755
Volume of total YTD Sales in Millions	84.827	181.338	130.096	129.370	147.440	673.070	434.565	1,107.634
Average Sale price in Thousands	384.2	544.2	506.0	450.4	418.5	465.8	457.6	462.6
Median Sale Price in Thousands	357.0	505.0	495.0	428.0	337.5	430.0	425.0	430.0
Coop Sales	17	23	20	24	20	104	68	172
Percent of Coop Sales	89.5	76.7	87.0	92.3	71.4	82.5	84.0	83.1
Average Days on Market	46	26	31	17	33	30	39	33
Sales at List Price	12	16	14	23	12	77	48	125
Percent of Sales at List Price	63.2	53.3	60.9	88.5	42.9	61.1	59.3	60.4
Sales to Listing Inventory Ratio	35.2	34.5	28.8	48.1	28.9	33.9	26.2	30.4
Final Sale to New Listing Ratio	57.6	52.6	67.6	78.8	63.6	62.7	60.9	62.0
CLOSED SALES TYPE								
Foreclosure/REO	0	0	0	0	0	0	1	1
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	0	1	1
Standard	18	29	23	26	28	124	77	201
Other	1	1	0	0	0	2	2	4

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR SEPTEMBER 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	13	3	53	32	27	43	13	59	243	85	328
Total Active Listings	61	25	116	62	46	102	20	114	546	195	741
Average Days on Market	102	112	83	56	60	61	65	52	70	76	72
Average List Price in Thousands	622.9	833.5	747.5	637.7	841.0	725.1	861.9	770.0	737.6	547.2	687.5
Median List Price in Thousands	595.0	825.0	565.0	565.0	695.0	630.0	819.0	665.0	639.0	379.0	585.0
BOMS	1	1	10	8	6	9	3	6	44	9	53
Average BOM Price in Thousands	309.0	515.0	538.2	650.2	979.0	853.0	838.0	1,039.7	766.2	584.0	735.2
BOM to Sale Ratio	12.5	33.3	27.8	50.0	120.0	18.4	150.0	14.0	27.2	13.8	23.3
Expirations	3	0	4	4	4	4	0	7	26	17	43
PENDING SALES											
New Escrows Opened	10	2	45	15	15	43	8	39	177	50	227
Total YTD Escrows Opened	95	30	401	186	125	417	101	440	1,795	629	2,424
New Open Escrows Average Days on Market	75	98	36	58	23	37	15	41	40	42	40
New Open Escrows Average List Price	513.3	617.5	578.1	687.2	654.1	653.3	782.1	681.8	640.9	504.8	610.9
CLOSED SALES:											
New Escrows Closed	8	3	36	16	5	49	2	43	162	65	227
Total YTD Escrows Closed	90	32	375	184	121	406	96	444	1,748	622	2,370
Volume of New Sales Dollars in Millions	4.805	1.955	20.179	9.307	3.331	32.489	1.680	29.485	103.231	31.937	135.167
Volume of total YTD Sales in Millions	54.341	22.070	216.743	106.561	79.826	252.993	80.590	310.861	1,123.986	272.138	1,396.124
Average Sale price in Thousands	600.6	651.7	560.5	581.7	666.2	663.0	840.1	685.7	637.2	491.3	595.5
Median Sale Price in Thousands	549.0	605.0	536.5	530.0	609.0	585.0	830.0	635.0	599.9	405.0	560.0
Coop Sales	8	3	31	15	5	42	2	38	144	62	206
Percent of Coop Sales	100.0	100.0	86.1	93.8	100.0	85.7	100.0	88.4	88.9	95.4	90.7
Average Days on Market	105	114	84	80	86	76	75	85	83	89	85
Sales at List Price	3	0	23	11	3	31	1	19	91	33	124
Percent of Sales at List Price	37.5	0.0	63.9	68.8	60.0	63.3	50.0	44.2	56.2	50.8	54.6
Sales to Listing Inventory Ratio	13.1	12.0	31.0	25.8	10.9	48.0	10.0	37.7	29.7	33.3	30.6
Final Sale to New Listing Ratio	61.5	100.0	67.9	50.0	18.5	114.0	15.4	72.9	66.7	76.5	69.2
CLOSED SALES TYPE											
Foreclosure / REO	0	0	1	0	0	0	0	0	1	1	2
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	1	0	0	1	0	1
Standard	8	3	34	16	5	47	2	43	158	64	222
Other	0	0	1	0	0	1	0	0	2	0	2

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	20	3	13	16	3	27	82	21	103
Total Active Listings	3	0	38	7	19	24	7	65	163	26	189
Average Days on Market	109	0	46	65	46	43	53	52	50	57	51
Average List Price in Thousands	687.6	0.0	342.6	462.5	356.0	448.9	446.0	523.1	447.7	522.3	458.0
Median List Price in Thousands	714.9	0.0	325.0	490.0	338.5	460.0	429.9	499.0	429.0	435.0	429.9
BOMS	0	0	1	0	2	2	2	5	12	1	13
Average BOM Price in Thousands	0.0	0.0	279.9	0.0	355.0	416.9	549.0	373.0	398.9	175.0	381.7
BOM to Sale Ratio	0.0	0.0	5.9	0.0	14.3	22.2	200.0	23.8	18.8	5.9	16.0
Expirations	0	0	1	0	0	2	1	4	8	1	9
PENDING SALES											
New Escrows Opened	0	0	11	2	12	12	2	27	66	11	77
Total YTD Escrows Opened	3	0	185	23	142	119	32	298	802	138	940
New Open Escrows Average Days on Market	0	0	55	3	18	34	162	50	44	28	42
New Open Escrows Average List Price	0.0	0.0	323.2	213.7	315.1	402.9	437.5	452.5	389.2	411.3	392.4
CLOSED SALES:											
New Escrows Closed	0	0	17	2	14	9	1	21	64	17	81
Total YTD Escrows Closed	3	0	184	20	141	109	29	287	773	128	901
Volume of New Sales Dollars in Millions	0.000	0.000	5.754	1.056	4.720	3.697	0.430	9.921	25.577	7.893	33.470
Volume of Total YTD Sales in Millions	1.391	0.000	64.917	9.079	47.425	45.434	13.780	132.145	314.171	56.652	370.823
Average Sale price in Thousands	0.0	0.0	338.5	528.0	337.1	410.7	430.0	472.4	399.6	464.3	413.2
Median Sale Price in Thousands	0.0	0.0	326.0	356.0	345.0	395.0	430.0	455.0	385.0	413.0	390.0
Coop Sales	0	0	16	2	14	8	1	19	60	15	75
Percent of Coop Sales	0.0	0.0	94.1	100.0	100.0	88.9	100.0	90.5	93.8	88.2	92.6
Average Days on Market	0	0	70	64	63	75	64	72	69	72	70
Sales at List Price	0	0	12	0	9	2	0	11	34	7	41
Percent of Sales at List Price	0.0	0.0	70.6	0.0	64.3	22.2	0.0	52.4	53.1	41.2	50.6
Sales to Listing Inventory Ratio	0.0	0.0	44.7	28.6	73.7	37.5	14.3	32.3	39.3	65.4	42.9
Final Sale to New Listing Ratio	0.0	0.0	85.0	66.7	107.7	56.3	33.3	77.8	78.0	81.0	78.6
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	17	2	14	9	1	21	64	17	81
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED
431

SEPTEMBER 2018 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED
304

RESIDENTIAL PROP. ESCROW CLOSED
308

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	13	3	73	35	40	59	16	86	325	106	431
TOTAL ACTIVE LISTINGS	64	25	154	69	65	126	27	179	709	221	930
AVERAGE DAYS ON MARKET	102	112	74	57	56	58	62	52	66	74	68
AVERAGE LIST PRICE IN THOUSANDS	625.9	833.5	647.6	620.0	699.2	672.5	754.1	680.3	671.0	544.3	640.9
MEDIAN LIST PRICE IN THOUSANDS	595.0	825.0	529.9	565.0	575.9	595.0	760.0	593.0	575.0	390.5	559.0
BOMS	1	1	11	8	8	11	5	11	56	10	66
AVERAGE BOM PRICE IN THOUSANDS	309.0	515.0	514.8	650.2	823.0	773.7	722.4	736.6	687.5	543.1	665.6
BOM TO SALE RATIO	12.5	33.3	20.8	44.4	42.1	19.0	166.7	17.2	24.8	12.2	21.4
EXPIRATIONS	3	0	5	4	4	6	1	11	34	18	52

PENDING SALES:

NEW ESCROWS OPENED	10	2	56	17	27	55	10	66	243	61	304
TOTAL YTD ESCROWS OPENED	98	30	586	209	267	536	133	738	2,597	767	3,364
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	75	98	40	51	44	36	44	44	41	40	41
NEW OPEN ESCROWS AVERAGE LIST PRICE	513.3	617.5	528.0	631.5	503.4	598.7	713.1	588.0	572.6	487.9	555.6

CLOSED SALES:

NEW ESCROWS CLOSED	8	3	53	18	19	58	3	64	226	82	308
TOTAL YTD ESCROWS CLOSED	93	32	559	204	262	515	125	731	2,521	750	3,271
VOLUME OF NEW SALES DOLLARS IN MILLIONS	4.805	1,955	25,932	10,363	8,051	36,186	2,110	39,406	128,808	39,830	168,638
VOLUME OF TOTAL YTD SALES IN MILLIONS	55,732	22,070	281,660	115,639	127,251	298,428	94,370	443,006	1,438,157	328,790	1,766,947
AVERAGE SALE PRICE IN THOUSANDS	600.6	651.7	489.3	575.7	423.7	623.9	703.4	615.7	569.9	485.7	547.5
MEDIAN SALE PRICE IN THOUSANDS	549.0	605.0	469.0	530.0	369.9	550.0	830.0	583.9	536.5	405.0	520.0
COOP SALES	8	3	47	17	19	50	3	57	204	77	281
PERCENT OF COOP SALES	100.0	100.0	88.7	94.4	100.0	86.2	100.0	89.1	90.3	93.9	91.2
AVERAGE DAYS ON MARKET	105	114	79	78	69	76	71	81	79	85	81
SALES AT LIST PRICE	3	0	35	11	12	38	1	30	125	40	165
PERCENT OF SALES AT LIST PRICE	37.5	0.0	66.0	61.1	63.2	56.9	33.3	46.9	55.3	48.8	53.6
SALES TO LISTING INVENTORY RATIO	12.5	12.0	34.4	26.1	29.2	46.0	11.1	35.8	31.9	37.1	33.1
FINAL SALE TO NEW LISTING RATIO	61.5	100.0	72.6	51.4	47.5	98.3	18.8	74.4	69.5	77.4	71.5

CLOSED SALES TYPE

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
FORECLOSURE/REO	0	0	0	0	0.0
SELLER CONCESSIONS	0	0	0	0	0.0
SHORT SALE	0	0	0	0	0.0
STANDARD	8	3	51	64	303
OTHER	0	0	1	0	2

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
SELLING PRICE RANGE:					
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	0	0	0	0	N/A
140,000 TO 159,999	85	1	1	1	15900
160,000 TO 179,999	11	3	1	1	1500
180,000 TO 199,999	0	6	0	0	N/A
200,000 TO 249,999	39	28	17	8	7673
250,000 TO 299,999	30	39	14	10	7149
300,000 TO 349,999	27	69	21	10	7247
350,000 TO 399,999	33	59	29	17	7667
400,000 TO 449,999	41	58	19	12	9024
450,000 TO 499,999	36	74	34	18	9698
500,000 TO 549,999	36	110	40	20	10020
550,000 TO 599,999	41	100	27	20	17722
600,000 TO 699,999	36	133	46	30	N/A
700,000 TO 799,999	34	83	34	24	18623
800,000 TO 899,999	36	45	12	8	60719
900,000 TO 999,999	45	26	5	4	42000
1,000,000 TO 1,999,999	43	76	9	8	67336
MORE THAN 2,000,000	127	15	1	1	900000
TOTALS	36	930	308	192	251994

LISTINGS
4,362

2018 RMLS TOTAL - \$ VOLUME
\$1,766,947,000

SALES
3,184

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

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

	2013				2014				2015				2016				2017				2018			
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST
JAN	355	248	84.2	69.9	391	238	96.2	60.9	406	200	84.3	49.3	391	209	95.6	53.5	375	253	120.5	67.5	416	263	140.6	63.2
FEB	370	255	89.7	68.9	417	214	88.2	51.3	407	219	95.6	53.8	451	244	114.3	54.1	349	259	121.3	74.2	404	250	126.8	61.9
MAR	383	345	132	90.1	491	261	103.2	53.2	487	327	155	67.1	527	342	160.6	64.9	520	412	198.1	79.2	481	375	201.5	78.0
APR	417	364	139.1	87.3	484	369	155.5	76.2	561	376	213.2	67.0	515	405	189.7	78.6	571	339	164.3	59.4	451	261	147.7	62.9
MAY	430	373	140.1	86.7	500	367	157.6	73.4	495	381	167.9	77	506	425	210.3	84.0	568	445	380.1	78.3	554	431	237.7	77.8
JUNE	471	346	142.7	73.5	493	344	153.2	69.8	542	443	203.4	81.7	552	479	235.6	86.8	544	537	290.1	98.7	595	464	254.0	78.0
JUL	489	404	163.7	82.6	500	373	157.1	74.6	546	442	205.3	81	499	402	198.1	80.6	497	429	223.8	86.3	542	387	214.2	71.4
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	524	445	238.0	56.0
SEPT	412	332	129.1	80.6	454	341	145.9	75.1	415	368	167.2	88.7	480	406	201.2	84.6	462	401	211.4	86.8	431	308	168.6	53.6
OCT	410	335	131.9	81.7	366	356	149.6	97.3	372	358	161.1	96.2	384	367	180.9	95.6	361	374	195.5	103.6				
NOV	324	323	131.9	99.7	256	308	136.8	120.3	300	286	127.7	95.3	279	353	173.4	126.5	327	326	171.3	99.7				
DEC	214	407	165.2	109.2	227	365	161.9	160.8	220	403	175.2	183.2	232	345	169.9	148.7	210	373	196.4	177.6				
TOTAL	4723	4107	1597	84.5	5020	3898	1642.5	77.6	5197	4,242	1,961.5	81.6	5,314	4,041	2132.8	76.0	5,277	4,581	2,503.9	86.8				
AVG. SALE PRICE		\$388,850				\$421,369				\$462,399				\$527,790				\$546,583						

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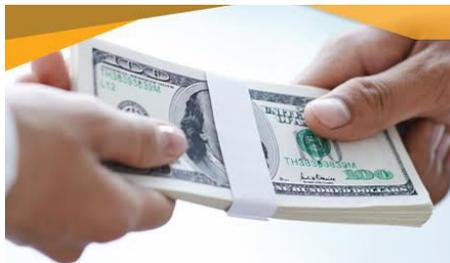
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AREA MEETING ANNOUNCEMENTS

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 Auditorium
7232 Balboa Blvd., Van Nuys
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SEA Southeast Area 1st & 3rd Wed of mo.

Chairperson: Flip 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@usbank.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

