

November/December 2018

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

SANTA CLARITA VALLEY

**HOME, CONDO SALES
FALTER ... PG.2**

**NUMBERS OF
R.E. 'TEAMS'
GROWING ... PG.3**

**OWNING POSSIBLE WITH
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WITH FEWER
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**SELLERS RULE,
BUT BUYERS' CHOICES,
LEVERAGE GROW ... PG.5**



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**Sponsor a Child
in
Need ... PG.10**

SANTA CLARITA VALLEY

HOME, CONDO SALES FALTER

HOME AND CONDOMINIUM SALES FELL DURING

SEPTEMBER EVEN AS THE INVENTORY OF PROPERTIES LISTED FOR SALE INCREASED TO ITS HIGHEST LEVEL SINCE AUGUST 2014, THE SANTA CLARITA VALLEY DIVISION OF THE SOUTHLAND REGIONAL ASSOCIATION OF REALTORS REPORTED MONDAY.

A total of 162 single-family homes changed owners in September, down 25.3 percent from the prior year. It was the lowest tally for the month on record. Realtors also assisted 64 condominium transactions with the total down 33.3 percent from September 2017. "What we reported last month remained true throughout September — the market is changing, it's in transition," said M. Dean Vincent, chairman of the Santa Clarita Valley Division.

"An increase in the number of active listings combined with prices that fewer and fewer buyers can afford, give the remaining buyers more bargaining tools," he said. "We're still a long way from a buyers' market, but anything that eases upward pressure on prices is welcome."

The Association reported 709 active home and condominium listings at the end of September, an increase of 31.8 percent from a year ago. It was the fourth consecutive monthly increase in the inventory, which comes on the heels of a virtually uninterrupted monthly decline in listings that started in February 2016 and continued through this May. At the September pace of sales, the inventory represented a 3.1-month supply, which is the highest since January 2015.

The median price — where half the prices were higher and half were lower — of single-family homes was \$599,900 during September. That was up 2.5 percent from a year ago yet 6.7 percent below the record high of \$643,000 set in April 2006. The condominium September median price was \$385,000, which was up 6.9 percent from a year ago.

That was 6.1 percent below the record high of \$410,000 set this April.



CONSUMER PRICE INDEXES

SEPTEMBER 2018

PERCENT CHANGE

	ONE MONTH ENDING October 2018	12 MONTHS ENDING October 2018
Los Angeles - Riverside - Orange County	0.5	4.1



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NUMBERS OF R.E. 'TEAMS' GROWING

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

Home buyers and sellers are benefiting as growing numbers of real estate professionals merge their experience into teams designed to maximize their combined strengths.

A recent national study found that teams are becoming more common in the real estate industry as an increasing number of Realtors consider themselves a member of a real estate team.

The 2018 Teams Survey conducted by the National Association of Realtors found that 26 percent of respondents were members of a real estate team while 73 percent were not.

The definition of a real estate team varies with some states describing it as two or more real estate salespeople or licensees who work together to provide real estate services or who hold themselves out to the public as a member of a team.

Real estate teams are an appealing option for consumers and professionals as they help

sales productivity by letting individual team members thrive and showcase their own strengths and skill sets while providing great service.

“Over the last few years, Realtors have continued to embrace changing technology and business tactics that are modernizing the industry,” said Bob Goldberg, NAR’s chief executive officer. “Real estate teams are an increasingly popular business model in response to consumer demand for a wide range of specialties from their Realtor as they expect constant support throughout the real estate transaction.”

The median year that real estate teams were established was in 2014 and Realtors typically joined their current real estate team in 2016, according to the report. Nearly 30 percent of Realtors had

two people on their real estate team, with a median number of four team members.

Among respondents who are not currently on a real estate team, 16 percent had previously been on a team, while 84 percent had never been a member of a real estate team. For Realtors who are not currently on a real estate team, nine percent have strongly considered the prospect and 30 percent have briefly considered joining or starting a real estate team.



The survey asked Realtors to choose from a list of activities to explain their primary functions on a team. The most common answer at 88 percent was agent; followed by broker, 50 percent; marketing, 47 percent; administrative, 47 percent; and transaction coordinator, 34 percent.

“This growing trend not only helps our members share workloads and responsibilities, but also allows Realtors to benefit from the experience of fellow professionals,” said NAR President Elizabeth Mendenhall. “The synergies of a well-functioning team are often an incentive to relinquish some of the independence of a

solo practitioner and offer many attractive features for both licensees and their customers.”

In recent years, 24 states have put statutes or formal regulations in place that address real estate teams. “These regulations may continue to be relatively minimal, limited largely to advertising rules,” Mendenhall said. “Yet, as teams continue to develop and as the practice continues to evolve, it is possible that more extensive regulations will also develop and evolve.”

INCOME NEEDED TO BUY KEEPS RISING BUT:

OWNING POSSIBLE WITH DOWNPAYMENT HELP

A local guide indicates income needed to buy a single-family home in the San Fernando Valley increased nearly 13 percent this August compared to a year ago, but downpayment assistance and guidance from a local agency may still make buying possible for moderate- and low-income buyers.

The Southland Regional Association of Realtors’ “Income-to-Loan Guide” for August showed a 12.6 percent increase in the income needed to qualify for an 80 percent loan on the purchase of a Valley median-priced home of \$708,000.

That would yield a monthly mortgage payment of \$2,893 at the national average interest rate of 4.57%. Add in monthly property taxes and monthly insurance payments to the total and housing payment rises to \$3,855 per month. Yet that is for the purchase of a home at the median price, which means half the sales were higher and half were lower.

As part of its effort to help buyers, especially moderate- to low-income buyers, find affordable housing, the Association’s monthly reports will include tips on where to find downpayment assistance. This month’s focus is on:

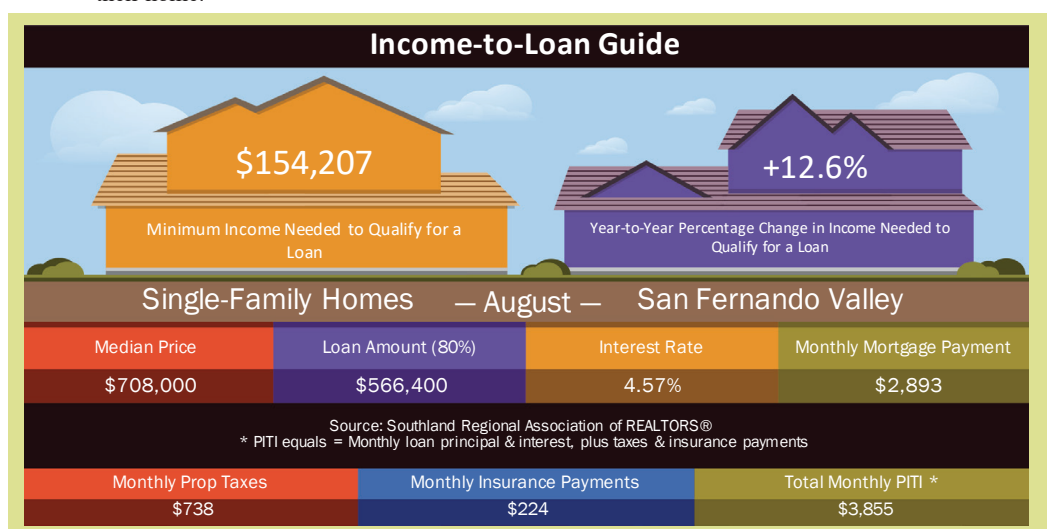
• **Neighborhood Housing Services of Los Angeles County** — NHS provides assistance from financial counseling, credit history improvement, low-downpayment and low-cost loans, to remodeling, community restoration, and helping financially strapped owners keep their home.

the HOPE Homebuyer Workshop, in Canoga Park, at 10 a.m., Monday, Nov. 3.

NHS’s goal is to help families of modest means become homeowners.

It can assist households whose income meets guidelines buy a home to live in as their primary residence and not rent out to anyone else.

Applicants must be willing to invest in education about the buying process and cannot have any outstanding mortgage obligations at the time of closing.



MARKET SHIFT WITH FEWER SALES LIKELY

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

High home prices and eroding affordability are expected to cut into housing demand and contribute to a weaker California housing market in 2019, while 2018 home sales are expected to register lower for the first time in four years, according to a housing and economic forecast released recently by the California Association of Realtors.

C.A.R.'s "2019 California Housing Market Forecast" predicts a modest decline in existing singlefamily home sales of 3.3 percent next year to reach 396,800 units, down from the projected 2018 sales figure of 410,460. The 2018 figure is 3.2 percent lower compared with the 424,100 pace of homes sold in 2017.

"While home prices are predicted to temper next year, interest rates will likely rise and compound housing affordability issues," said C.A.R. President Steve White.

"Would-be buyers who are concerned that home prices may have peaked may wait on the sidelines until they have more clarity on where the housing market is headed. This could hold back housing demand and hamper home sales in 2019."

C.A.R.'s forecast projects growth in the U.S. Gross Domestic Product of 2.4 percent in 2019, after a projected gain of 3.0 percent in 2018. With

California's nonfarm job growth at 1.4 percent, down from a projected 2.0 percent in 2018, the

state's unemployment rate will remain at 4.3 percent in 2019, unchanged from 2018's figure but down from 4.8 percent in 2017.

The average for 30-year, fixed mortgage interest rates is expected rise to 5.2 percent in 2019, up from 4.7 percent in 2018 and 4.0 percent in 2017, but will still remain low by historical standards.

The California median home price is forecast to increase 3.1 percent to \$593,450 in 2019, following a projected 7.0 percent increase in 2018 to \$575,800.

"The surge in home prices over the past few years due to the housing supply shortage has finally taken a toll on the market," said C.A.R. Senior Vice President and Chief Economist Leslie Appleton-Young. "Despite an improvement in supply conditions, there is a high level of uncertainty about the direction of the market that is affecting homebuying decisions. This is affecting psychological effect is creating a mismatch in price expectations between buyers and sellers and will limit price growth in the

housing market in 2019 will also be a primary concern for the California housing market in 2019 as interest rates are expected to rise further next year. The high housing cost is driving Californians to leave their current county or even the state. According to C.A.R.'s 2018 State of the Housing Market/Study of Housing: Insight, Forecast, Trends report, 28 percent of homebuyers moved out of the county in which they previously resided, up from 21 percent in 2017.

The out-migration trend was more pronounced in the Bay Area, where housing was the least affordable, with 35 percent of homebuyers moving out because of affordability constraints.

Southern California did not fare any better as 35 percent of homebuyers moved out of their county for the same reason, a significant jump from 21 percent in 2017. The substantial surge in homebuyers fleeing the state is reflected by the home sales decline in Southern California, which was

2019 California Housing Forecast

	2013	2014	2015	2016	2017	2018 p	2019 f
Home Resales (000s)	414.9	382.7	409.4	417.7	424.1	410.5	396.8
Percent Change from Prior Year	-5.90%	-7.80%	7.00%	2.00%	1.50%	-3.20%	-3.30%
Median Price (\$000s)	\$407.20	\$446.90	\$476.30	\$502.30	\$538.00	\$575.80	\$593.40
Percent Change	27.50%	9.80%	6.60%	5.40%	7.20%	7.00%	3.10%
Housing Affordability Index*	36%	30%	31%	31%	29%	28%	25%
30-year fixed rate	4.00%	4.20%	3.90%	3.60%	4.00%	4.70%	5.20%

p = projected

f = forecast * = Percent of households that can afford median-priced home

Source: California Association of REALTORS®

upcoming year."

Out migration, which is a result of the state's housing affordability issue, will also be a primary concern for the California

down on a year-over-year basis for the first eight months of 2018. Out migration will not abate as long as home prices are out of reach and interest rates rise in the upcoming year.

Ownership Is Possible

HELPING RENTERS ACHIEVE THE DREAM

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

Even in a real estate market with sky-high prices and limited inventory, hanging around Jesse Ibarra long enough could turn a sceptic into a believer of his mantra: "Ownership is possible."

Ibarra, who is assistant vice president and director of business development for Neighborhood Housing Services of Los Angeles County, was an enthusiastic cheerleader for the housing opportunities NHS offers.

NHS, which is a nonprofit, is dedicated to strengthening communities through the development and maintenance of quality affordable housing, creation and preservation of affordable homeownership opportunities, support of local leaders, providing financial education, and increasing the financial independence of families and people in need.

Since 1984, NHS has developed and rehabilitated over 21,260 housing and commercial units, placed 4.4 million families on the road to homeownership, created 225 block clubs, employed over 232 neighborhood youth, and invested more than \$5.35 billion back into some of Los Angeles County's toughest neighborhoods.

NHS, working with the 10,300-member Southland Regional Association of Realtors, recently offered two classes at the Association's headquarters in Van Nuys.

One of the sessions met with more than 100 real estate professionals who wanted to learn about how they and their clients could take advantage of NHS services.

The second session drew 60 San Fernando Valley residents who were eager to learn more about how they, too, could achieve the American Dream of homeownership.

"If an employer wants to educate employees about housing possibilities," Ibarra said, "NHS can do those types of partnerships."

He urged Realtors to think of NHS as a "lender of first resort" for clients who live and work in local neighborhoods.

"We want to be competitive," he said. "We can offer 3 percent minimum downpayment and most

of our rates are lower than other lenders. Plus, we can access further downpayment assistance, layering different programs together.

"We want all your buyer," he said, "not just those with problems." NHS currently has 28 properties for sale and half of those are already in escrow, Ibarra noted.

Real estate agents can join a network where referrals are made and referrals fees are possible.

"We're looking for a network of brokers and agents in neighborhoods throughout Los Angeles County," he said.

"The Valley has been so hot ... I need people like yesterday. We have a lot of prospective buyers in the \$400,000 range."

While NHS services are open to anyone, the organization's primary mission is to assist medium- to low-income families.

"We can paint a house for free. Plant trees. Clean up," he said. "Maybe there's a sign that needs to go up. Or a corner that poses public safety issues."

Services includes buying properties, helping to sell properties, educating Realtor clients about the process and getting them prequalified for a loan.

"Whatever we can do," he said, "we will do it."

SELLERS RULE, BUT BUYERS' CHOICES, LEVERAGE GROW

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

Realtors assisted the purchase of 422 single-family homes and 126 condominiums during September in the San Fernando Valley, numbers that were down 22.1 percent and 35.4 percent, respectively, from a year ago.

Lower sales reflect a shift in the market, seasonal forces, the impact of higher interest rates, and the largest inventory of properties listed for sale since 2016, the Southland Regional Association of Realtors reported Monday.

The median price of homes and condominiums, while still rising, came in 1.5 percent and 2.4 percent, respectively, higher than a year ago.

The Association reported a median price — meaning half of the sales had higher prices and half were lower — of \$670,000 for homes and \$430,000 for condominiums.

Both figures were below their respective local record highs set this year of \$708,000 for homes and \$449,000 for condos.

“Depending on the price range, location, and condition of the property, the seller is still in the driver’s seat,” said Gary Washburn, the 2018 president of the Southland Regional Association of Realtors.

“But now it may take longer to sell,” he said, “because there are more homes listed for sale, interest rates are higher, and buyers either can’t afford the higher prices or those who can qualify for a loan may want a price break or other concessions.

“It truly is a market in transition,” Washburn said, noting that while resale prices continue to rise, the increases are “in the low single-digit range, with some sales coming in below the list price, and there are fewer properties receiving multiple offers.”

The Association reported a total of 1,608 home and condominium active listings at the end of September. That was up 16.9 percent from a year ago and was the second consecutive

monthly increase.

It also was the highest number of active listings for any month since September 2016, though still well below the historical average that would indicate a balanced market.

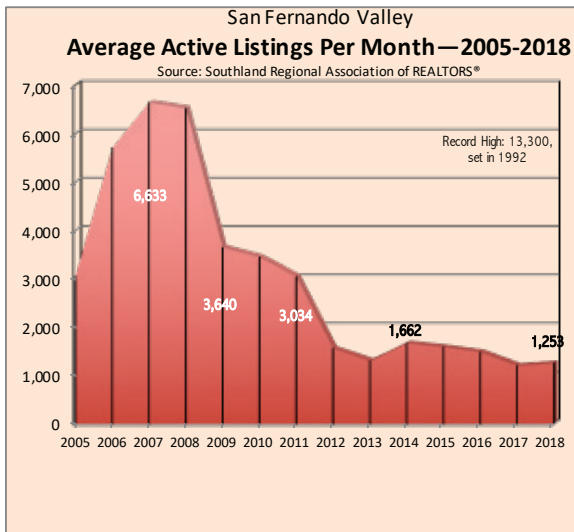
“Slowing down price appreciation and a rising inventory sound like good news,” said Tim Johnson, the Association’s chief executive officer. “While there is a measure of uncertainty hanging over the market’s long-term prospects, there are no major storm clouds on the horizon today and over the next three to six months there appear to be more opportunities than potential pitfalls for buyers and sellers alike.

“Buyers have more properties to choose from and more negotiating leverage,” he said,

“while sellers can still receive a very favorable price for their home.”

At this September’s pace of sales the inventory represented a 2.9-month supply, which was the highest since January 2015. The inventory posted consecutive monthly drops for nearly three-and-a-half years beginning in February 2015, with the downward spell finally breaking this May.

1991	12,965	
1992	13,300	2.6%
2000	4,606	-65.4%
2002	3,172	-31.1%
2003	2,535	-20.1%
2004	3,153	24.4%
2005	3,046	-3.4%
2006	5,695	87.0%
2007	6,633	16.5%
2008	6,516	-1.8%
2009	3,640	-45.1%
2010	3,437	-5.6%
2011	3,034	-11.7%
2012	1,552	-48.8%
2013	1,298	-16.4%
2014	1,662	28.0%
2015	1,580	-4.9%
2016	1,477	-6.5%
2017	1,197	-19.0%
2018	1,253	4.7%



Affordability, Disruption, Rising Rates Top R.E. Issues

Housing affordability, disruptive technology and rising interest rates lead the top ten issues confronting real estate as 2018 winds down and a new year approaches.

Those were among the conclusions of the industry’s leading professionals, the Counselors of Real Estate. The CRE designation goes to prominent real estate practitioners who are recognized for their expertise, experience, and ethics in providing advice that influences real estate decisions.

Each year CRE members pool their research, analysis and information to develop a Top Ten Issues Affecting Real Estate list and the substantiation that validates it.

The list identifies the most pressing trends and challenges that will impact the housing and commercial real estate market now and in the years to come.

“Real estate touches every American, from every

part of the country and every walk of life,” said panelist Hugh Kelly at a recent meeting in Boston of the National Association of Realtors. “The concerns facing the real estate industry are our common concerns.”

CRE divided the list into two categories — issues the organization believes the industry needs to be thinking about in the coming year and issues that will be important over the next 10 years.

“When it comes to politics, CRE tries to illuminate rather than advocate,” Kelly said. “However, we think it is obvious that the dysfunctional state of our political discourse and our unwillingness to compromise on issues stand in the way of problem-solving — problems like the ones on this list.”

That’s especially true for longterm issues that emerge over the course of decades.

For example, it is widely accepted and documented that as infrastructure deteriorates, so do the local neighborhoods and communities.

Yet panelist Julie Melander

note that the inverse is true, too.

“In regions where infrastructure is invested in,” she said. “We see a growth in population, an increase in business investment, and a rise in property values.”

Top Ten Impacts on Real Estate 2018-2019

Current Issues

1. Interest Rates and the Economy
2. Politics and Political Uncertainty
3. Housing Affordability
4. Generational Change/Demographics
5. E-commerce and Logistics

Longer-term Issues

1. Infrastructure
2. Disruptive Technology
3. Natural Disasters, Climate Change
4. Immigration
5. Energy and Water

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9:00 am - 12:00 pm



Brian Hatkoff, CCIM
Hatkoff Investments

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- ♦ *Cap Rates, Internal Rate of Return*
- ♦ *Rent Control and Its Impact on Commercial Property*
- ♦ *Expense and Income Analysis, How to Calculate the Numbers*
- ♦ *Know the Different Property Types and Different Buyer Types*
- ♦ *Basic Commercial Lending and Loan Types*
- ♦ *Where to Find Comps*
- ♦ *Legal and Tax Consequences of Commercial Transactions*
- ♦ *Establish Yourself as An Expert!*

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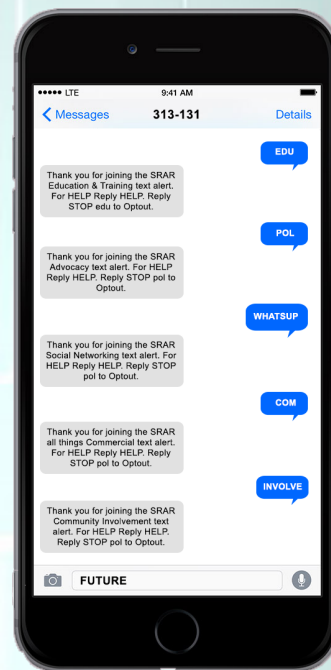
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FUTURE >>	Leadership Institute & Committee Application	(Sept.) Notice of Committee Applications, (Feb.) notice of Leadership Institute Class, etc.
WHATSUP >>	Social & Networking Events	YPN (Young Professional Network) Mixers, Golf Tournament, EXPO, Area Networking Meetings, etc. (2-4 times a month)
POL >>	Updates on Real Estate Related Issues, Political Events & Receptions	Call to Actions, Legislative Panels, Legislative Day, etc. (6-8 times a year)
WHATSNEW >>	New Member Benefits & Product Services	Alerts on new benefits and services offered at SRAR.



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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!

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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.

RESIDENTIAL PROPERTIES LISTED

1,628

OCTOBER 2018 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,156

RESIDENTIAL PROP. ESCROW CLOSED

1,068

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	123	190	178	216	885	743	1,628
TOTAL ACTIVE LISTINGS	228	319	313	424	1,601	1,645	3,246
AVERAGE DAYS ON MARKET	77	64	59	73	67	76	71
AVERAGE LIST PRICE IN THOUSANDS	528.2	1,162.6	830.6	1,368.5	1,082.6	716.5	897.1
MEDIAN LIST PRICE IN THOUSANDS	515.0	849.9	700.0	850.0	720.0	404.9	579.0
BOMS	23	19	25	41	132	137	269
AVERAGE BOM PRICE IN THOUSANDS	441.3	1,176.0	667.5	1,106.4	835.2	545.4	687.6
BOM TO SALE RATIO	22.1	18.4	17.2	29.9	17.2	25.2	25.2
EXPIRATIONS	13	26	19	41	109	119	228

PENDING SALES:

NEW ESCROWS OPENED	107	115	106	143	632	524	1,156
TOTAL YTD ESCROWS OPENED	972	1,156	1,052	1,567	6,285	4,816	11,101
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	43	38	36	45	39	47	43
NEW OPEN ESCROWS AVERAGE LIST PRICE	486.4	848.0	682.7	996.5	806.1	496.2	665.6

CLOSED SALES:

NEW ESCROWS CLOSED	104	103	99	137	588	480	1,068
TOTAL YTD ESCROWS CLOSED	953	1,130	1,022	1,509	6,099	4,593	10,692
VOLUME OF NEW SALE DOLLARS IN MILLIONS	52,037	105,733	107,727	103,614	478,453	272,810	751,263
VOLUME OF TOTAL YTD SALES IN MILLIONS	456,277	1,072,710	899,625	1,014,118	4,768,308	2,466,039	7,234,346
AVERAGE SALE PRICE IN THOUSANDS	500.4	1,026.5	1,088.1	798.1	813.7	568.4	703.4
MEDIAN SALE PRICE IN THOUSANDS	505.0	782.0	665.0	665.0	630.0	399.0	555.0
COOP SALES	86	86	76	119	486	418	904
PERCENT OF COOP SALES	82.7	83.5	76.8	86.9	82.7	87.1	84.6
AVERAGE DAYS ON MARKET	37	30	42	40	37	46	41
SALES AT LIST PRICE	60	48	45	58	276	234	510
PERCENT OF SALES AT LIST PRICE	57.7	46.6	45.5	42.3	46.9	48.8	47.8
SALES TO LISTING INVENTORY RATIO	45.6	32.3	31.2	36.7	36.7	29.2	32.9
FINAL SALE TO NEW LISTING RATIO	84.6	54.2	55.6	63.4	66.4	64.6	65.6

CLOSED SALES TYPE

FORECLOSURE/REO	2	0	0	1	4	6	10
SELLER CONCESSIONS	0	0	0	0	0	0	0
SHORT SALE	0	0	0	1	1	1	2
STANDARD	99	102	98	140	573	456	1,029
OTHER	3	1	1	3	10	17	27

SELLING PRICE RANGE:

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %	
LESS THAN 100,000	52	18	7	108533	24.0
100,000 TO 109,999	22	2	1	14990	12.5
110,000 TO 119,999	0	10	0	N/A	0.0
120,000 TO 139,999	26	23	4	19475	12.8
140,000 TO 159,999	23	20	3	9500	5.4
160,000 TO 179,999	49	8	6	10247	5.5
180,000 TO 199,999	69	30	5	1043	0.0
200,000 TO 249,999	44	153	26	8159	3.3
250,000 TO 299,999	44	228	37	3667	20.4
300,000 TO 349,999	50	225	45	45805	3.3
350,000 TO 399,999	44	224	38	11609	2.4
400,000 TO 449,999	47	190	64	15465	2.8
450,000 TO 499,999	29	204	62	10032	1.7
500,000 TO 549,999	41	172	85	6792	9.4
550,000 TO 599,999	35	228	79	19511	3.1
600,000 TO 699,999	40	307	137	21486	2.9
700,000 TO 799,999	32	232	81	17424	2.0
800,000 TO 899,999	28	152	31	18375	1.9
900,000 TO 999,999	41	115	41	48049	4.5
1,000,000 TO 1,999,999	45	464	82	78659	4.9
MORE THAN 2,000,000	58	241	32	266271	5.8
TOTALS	41	3246	662	35004	0.8

LISTINGS

17,303

2018 RMLS TOTAL - \$ VOLUME

\$7,234,346,000

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.



	2013					2014					2015					2016					2017					2018				
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	
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	889.4	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	1,628	1,068	751.2	65.6						
NOV	1,064	985	486.7	92.6	1,102	905	463.6	82.1	1,054	990	526.5	93.9	1,119	1,028	624.0	92.2	1,066	1,095	723.5	102.7										
DEC	818	1,091	536	133.4	867	1,105	581.4	127.5	801	1,111	615	138.7	759	1,152	692.3	151.8	685	1,088	651.8	158.8										
TOTAL	16,407	13,177	6,315.3	80.71	16,902	11,726	6,161.6	69.3	17,713	13,200	7,376.5	74.5	1,7361	13,005	7,787.9	74.9	17,276	14,032	8,925.2	82										
AVG. SALE PRICE			\$479,270				\$525,464					\$558,825				\$605,843				\$636,060										

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR OCTOBER 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	90	123	124	144	168	649	586	1,235
Total Active Listings	177	229	216	251	334	1,207	1,335	2,542
Average Days on Market	82	65	54	59	73	66	78	73
Average List Price in Thousands	554.5	1,387.6	1,599.4	909.9	1,582.1	1,257.8	760.2	996.5
Median List Price in Thousands	540.0	1,100.0	1,195.0	775.0	988.0	839.0	399.0	626.5
BOMS	15	12	13	18	41	99	115	214
Average BOM Price in Thousands	494.0	1,535.8	807.4	766.6	1,106.4	964.6	556.9	745.5
BOM to Sale Ratio	20.3	15.2	17.1	15.0	39.8	21.9	29.6	25.5
Expirations	6	18	14	10	33	81	105	186
PENDING SALES								
New Escrows Opened	78	74	83	120	122	477	405	882
Total YTD Escrows Opened	716	791	748	1,238	1,224	4,717	3,792	8,509
New Open Escrows Average Days on Market	44	44	30	37	46	40	48	44
New Open Escrows Average List Price	525.6	1,037.1	1,099.4	730.8	1,173.9	922.2	515.3	735.4
CLOSED SALES:								
New Escrows Closed	74	79	76	120	103	452	388	840
Total YTD Escrows Closed	693	772	710	1,179	1,176	4,530	3,630	8,160
Volume of New Sales Dollars in Millions	40.335	93.426	96.854	90.694	93.047	414.357	219.318	633.676
Volume of total YTD Sales in Millions	359.748	879.065	759.037	872.329	1,161.843	4,032.023	1,978.770	6,010.792
Average Sale price in Thousands	545.1	1,182.6	1,274.4	755.8	903.4	916.7	565.3	754.4
Median Sale Price in Thousands	525.0	913.0	865.0	677.0	745.0	678.0	365.0	595.0
Coop Sales	62	64	56	95	89	366	337	703
Percent of Coop Sales	83.8	81.0	73.7	79.2	86.4	81.0	86.9	83.7
Average Days on Market	39	28	43	35	41	37	47	42
Sales at List Price	40	34	31	54	42	201	191	392
Percent of Sales at List Price	54.1	43.0	40.8	45.0	40.8	44.5	49.2	46.7
Sales to Listing Inventory Ratio	41.8	34.5	35.2	47.8	30.8	37.4	29.1	33.0
Final Sale to New Listing Ratio	82.2	64.2	61.3	83.3	61.3	69.6	66.2	68.0
CLOSED SALES TYPE								
Foreclosure/REO	2	0	0	1	1	4	5	9
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	1	0	1	1	2
Standard	69	79	75	115	100	438	366	804
Other	3	0	1	3	2	9	16	25

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	33	67	54	34	48	236	157	393
Total Active Listings	51	90	101	62	90	394	310	704
Average Days on Market	57	63	78	58	72	67	66	67
Average List Price in Thousands	437.1	590.1	557.5	509.8	575.5	546.0	528.7	538.4
Median List Price in Thousands	399.0	554.9	447.0	449.0	489.0	465.0	420.0	450.0
BOMS	8	7	11	7	0	33	22	55
Average BOM Price in Thousands	342.3	559.2	473.7	412.6	0.0	447.0	484.8	462.1
BOM to Sale Ratio	26.7	29.2	47.8	28.0	0.0	24.3	23.9	24.1
Expirations	7	8	5	0	8	28	14	42
PENDING SALES								
New Escrows Opened	29	41	23	23	39	155	119	274
Total YTD Escrows Opened	256	365	304	300	343	1,568	1,024	2,592
New Open Escrows Average Days on Market	41	27	34	31	43	35	46	40
New Open Escrows Average List Price	381.1	506.7	459.4	431.7	441.7	448.7	431.0	441.0
CLOSED SALES:								
New Escrows Closed	30	24	23	25	34	136	92	228
Total YTD Escrows Closed	260	358	312	306	333	1,569	963	2,532
Volume of New Sales Dollars in Millions	11.702	12.307	10.872	12.920	16.295	64.096	53.492	117.588
Volume of total YTD Sales in Millions	96.529	193.645	140.588	141.790	163.734	736.285	487.269	1,223.554
Average Sale price in Thousands	390.1	512.8	472.7	516.8	479.3	471.3	581.4	515.7
Median Sale Price in Thousands	356.0	499.0	445.0	455.0	455.0	440.0	475.0	450.0
Coop Sales	24	22	20	24	30	120	81	201
Percent of Coop Sales	80.0	91.7	87.0	96.0	88.2	88.2	88.0	88.2
Average Days on Market	34	38	38	38	38	37	44	40
Sales at List Price	20	14	14	11	16	75	43	118
Percent of Sales at List Price	66.7	58.3	60.9	44.0	47.1	55.1	46.7	51.8
Sales to Listing Inventory Ratio	58.8	26.7	22.8	40.3	37.8	34.5	29.7	32.4
Final Sale to New Listing Ratio	90.9	35.8	42.6	73.5	70.8	57.6	58.6	58.0
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	0	0
Standard	30	23	23	25	34	135	90	225
Other	0	1	0	0	0	1	1	2

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR OCTOBER 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	13	7	44	26	17	43	10	45	205	79	284
Total Active Listings	53	25	103	58	40	101	18	92	490	178	668
Average Days on Market	101	112	87	65	77	71	53	56	76	80	77
Average List Price in Thousands	604.9	877.7	810.2	659.2	848.2	728.1	826.5	813.2	760.9	559.2	707.2
Median List Price in Thousands	569.9	820.0	589.9	608.9	699.9	649.0	770.0	679.9	649.9	374.9	620.0
BOMS	3	0	16	7	5	7	1	8	47	18	65
Average BOM Price in Thousands	589.9	0.0	489.4	485.6	588.5	674.7	744.9	686.7	572.4	867.6	654.2
BOM to Sale Ratio	25.0	0.0	30.2	41.2	41.7	20.0	11.1	22.2	26.9	34.0	28.5
Expirations	8	2	7	1	2	3	2	9	34	18	52

PENDING SALES

New Escrows Opened	12	3	46	22	19	33	8	53	196	65	261
Total YTD Escrows Opened	106	33	442	206	142	446	109	490	1,974	689	2,663
New Open Escrows Average Days on Market	81	79	58	41	40	51	48	47	52	48	51
New Open Escrows Average List Price	540.4	721.6	527.8	515.4	677.9	631.4	892.0	665.0	614.1	475.8	579.7

CLOSED SALES:

New Escrows Closed	12	1	53	17	12	35	9	36	175	53	228
Total YTD Escrows Closed	102	33	427	201	133	441	105	480	1,922	675	2,597
Volume of New Sales Dollars in Millions	6.065	0.709	30.859	11.086	6.451	22.746	7.127	23.360	108.403	21.805	130.208
Volume of total YTD Sales in Millions	60.406	22.779	247.003	117.647	86.277	275.739	87.717	334.221	1,231.788	293.944	1,525.732
Average Sale price in Thousands	505.4	708.5	582.3	652.1	537.5	649.9	791.9	648.9	619.4	411.4	571.1
Median Sale Price in Thousands	450.0	708.5	535.0	589.0	540.0	629.0	841.0	630.0	595.0	320.0	560.0
Coop Sales	11	0	49	16	11	31	7	31	156	49	205
Percent of Coop Sales	91.7	0.0	92.5	94.1	91.7	88.6	77.8	86.1	89.1	92.5	89.9
Average Days on Market	138	67	91	83	69	82	59	90	88	89	88
Sales at List Price	2	0	27	8	4	13	5	16	75	33	108
Percent of Sales at List Price	16.7	0.0	50.9	47.1	33.3	37.1	55.6	44.4	42.9	62.3	47.4
Sales to Listing Inventory Ratio	22.6	4.0	51.5	29.3	30.0	34.7	50.0	39.1	35.7	29.8	34.1
Final Sale to New Listing Ratio	92.3	14.3	120.5	65.4	70.6	81.4	90.0	80.0	85.4	67.1	80.3

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	12	1	53	17	12	33	9	36	173	53	226
Other	0	0	0	0	0	2	0	0	2	0	2

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	31	3	19	17	5	34	109	14	123
Total Active Listings	3	0	42	7	23	27	6	57	165	26	191
Average Days on Market	140	0	39	56	48	48	58	61	53	45	52
Average List Price in Thousands	682.6	0.0	360.0	529.6	344.0	429.2	462.8	495.5	432.7	456.7	436.0
Median List Price in Thousands	699.9	0.0	329.9	564.5	332.9	400.0	438.0	469.0	400.0	399.9	400.0
BOMS	0	0	5	3	3	1	1	3	16	5	21
Average BOM Price in Thousands	0.0	0.0	332.6	259.3	373.3	455.0	415.0	492.7	369.3	531.8	408.0
BOM to Sale Ratio	0.0	0.0	50.0	100.0	20.0	6.7	100.0	10.3	21.9	45.5	25.0
Expirations	0	0	3	0	0	1	0	4	8	2	10

PENDING SALES

New Escrows Opened	0	0	20	3	13	9	7	28	80	10	90
Total YTD Escrows Opened	3	0	203	25	157	127	38	326	879	148	1,027
New Open Escrows Average Days on Market	0	0	35	36	41	41	86	37	42	23	40
New Open Escrows Average List Price	0.0	0.0	323.0	453.3	332.9	418.7	437.4	434.8	389.4	591.5	411.9

CLOSED SALES:

New Escrows Closed	0	0	10	3	15	15	1	29	73	11	84
Total YTD Escrows Closed	3	0	194	23	156	124	30	316	846	139	985
Volume of New Sales Dollars in Millions	0.000	0.000	3.051	0.744	5.075	6.036	0.461	12.548	28.184	6.201	34.385
Volume of Total YTD Sales in Millions	1.391	0.000	67.968	9.823	52.500	51.740	14.241	144.693	342.356	62.853	405.208
Average Sale price in Thousands	0.0	0.0	305.1	248.0	338.4	420.4	461.0	432.7	386.1	563.7	409.4
Median Sale Price in Thousands	0.0	0.0	295.0	209.0	348.0	425.0	461.0	429.9	399.9	452.0	399.9
Coop Sales	0	0	10	2	15	13	1	22	63	10	73
Percent of Coop Sales	0.0	0.0	100.0	66.7	100.0	86.7	100.0	75.9	86.3	90.9	86.9
Average Days on Market	0	0	89	139	63	78	50	79	79	148	88
Sales at List Price	0	0	5	0	7	9	0	17	38	4	42
Percent of Sales at List Price	0.0	0.0	50.0	0.0	46.7	60.0	0.0	58.6	52.1	36.4	50.0
Sales to Listing Inventory Ratio	0.0	0.0	23.8	42.9	65.2	55.6	16.7	50.9	44.2	42.3	44.0
Final Sale to New Listing Ratio	0.0	0.0	32.3	100.0	78.9	88.2	20.0	85.3	67.0	78.6	68.3

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	1	1	0	1
Standard	0	0	10	3	15	14	1	28	71	11	82
Other	0	0	0	0	0	1	0	0	1	0	1

RESIDENTIAL PROPERTIES LISTED

407

OCTOBER 2018 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

351

RESIDENTIAL PROP. ESCROW CLOSED

312

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
TOTAL LISTINGS	13	7	75	29	36	60	79	79	314	93	407
TOTAL ACTIVE LISTINGS	56	25	145	65	63	128	24	149	655	204	859
AVERAGE DAYS ON MARKET	103	112	73	64	66	66	54	58	70	76	71
AVERAGE LIST PRICE IN THOUSANDS	609.0	877.7	679.8	645.2	664.2	665.1	735.6	691.7	678.2	546.1	646.9
MEDIAN LIST PRICE IN THOUSANDS	569.9	820.0	535.0	608.9	599.0	599.0	744.9	599.0	609.9	378.9	565.0
BOMS	3	0	21	10	8	8	2	11	63	23	86
AVERAGE BOM PRICE IN THOUSANDS	589.9	0.0	452.1	417.8	507.8	647.2	580.0	633.8	520.8	794.6	594.1
BOM TO SALE RATIO	25.0	0.0	33.3	50.0	29.6	16.0	20.0	16.9	25.4	35.9	27.6
EXPIRATIONS	8	2	10	1	2	4	2	13	42	20	62

PENDING SALES:

NEW ESCROWS OPENED	12	3	66	25	32	42	15	81	276	75	351
TOTAL YTD ESCROWS OPENED	109	33	645	231	299	573	147	816	2,853	837	3,690
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	81	79	51	40	41	49	65	43	49	44	48
NEW OPEN ESCROWS AVERAGE LIST PRICE	540.4	721.6	465.8	507.9	537.8	585.8	679.8	585.4	549.0	491.2	536.6

CLOSED SALES:

NEW ESCROWS CLOSED	12	1	63	20	27	50	10	65	248	64	312
TOTAL YTD ESCROWS CLOSED	105	33	621	224	289	565	135	796	2,768	814	3,582
VOLUME OF NEW SALE DOLLARS IN MILLIONS	6.065	0.709	33.910	11.830	11.526	29.052	7.588	35.908	136.587	28.006	164.593
VOLUME OF TOTAL YTD SALES IN MILLIONS	61.797	22.779	314.970	127.469	138.777	327.480	101.958	478.914	1574.144	356.796	1930.940
AVERAGE SALE PRICE IN THOUSANDS	505.4	708.5	538.3	591.5	426.9	581.0	758.8	552.4	550.8	437.6	527.5
MEDIAN SALE PRICE IN THOUSANDS	450.0	708.5	525.0	495.0	415.0	542.0	800.0	551.0	532.5	330.0	500.0
COOP SALES	11	0	59	18	26	44	8	53	219	59	278
PERCENT OF COOP SALES	91.7	0.0	93.7	90.0	96.3	88.0	80.0	81.5	88.3	92.2	89.1
AVERAGE DAYS ON MARKET	138	67	91	91	66	81	59	85	85	99	88
SALES AT LIST PRICE	2	0	32	8	11	22	5	33	113	37	150
PERCENT OF SALES AT LIST PRICE	16.7	0.0	50.8	40.0	40.7	44.0	50.0	50.8	45.6	57.8	48.1
SALES TO LISTING INVENTORY RATIO	21.4	4.0	43.4	30.8	42.9	39.1	41.7	43.6	37.9	31.4	36.3
FINAL SALE TO NEW LISTING RATIO	92.3	14.3	84.0	69.0	75.0	83.3	66.7	82.3	79.0	68.8	76.7

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	0	0	0	0	0	0	0	0	0
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	1	1	0	1
STANDARD	12	1	63	20	27	47	10	64	244	64	308
OTHER	0	0	0	0	0	3	0	0	3	0	3

SELLING PRICE RANGE:

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	1	0	1	1	5000	6.7
100,000 TO 109,999	0	0	0	0	N/A	0.0
110,000 TO 119,999	0	0	0	0	N/A	0.0
120,000 TO 139,999	0	3	0	0	N/A	0.0
140,000 TO 159,999	43	5	4	2	6000	3.9
160,000 TO 179,999	20	2	2	2	27500	13.7
180,000 TO 199,999	15	4	3	3	14633	7.2
200,000 TO 249,999	48	22	14	9	1885	0.6
250,000 TO 299,999	45	40	19	7	2056	0.6
300,000 TO 349,999	42	77	26	16	8696	2.5
350,000 TO 399,999	66	62	18	12	25823	5.8
400,000 TO 449,999	31	53	31	16	14550	2.9
450,000 TO 499,999	36	55	35	23	16081	3.0
500,000 TO 549,999	32	82	31	23	12141	2.2
550,000 TO 599,999	39	79	26	19	20953	3.4
600,000 TO 699,999	37	139	48	36	17311	2.5
700,000 TO 799,999	19	75	24	16	14304	1.8
800,000 TO 899,999	39	44	14	9	20885	2.3
900,000 TO 999,999	17	32	4	4	25450	2.6
1,000,000 TO 1,999,999	60	70	12	7	86341	6.4
MORE THAN 2,000,000	0	15	0	0	N/A	0.0
TOTALS	38	859	312	205	17338	2.9

2018 RMLS TOTAL - \$ VOLUME

\$1,930,940,000

LISTINGS

4,769

SALES

3,496

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

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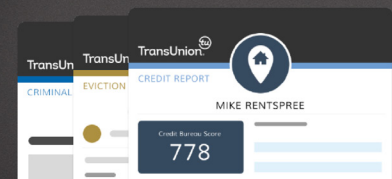
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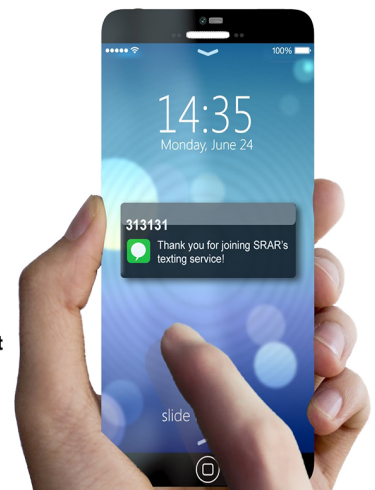
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AREA MEETING ANNOUNCEMENTS

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. INVEST. PROR 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: 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

