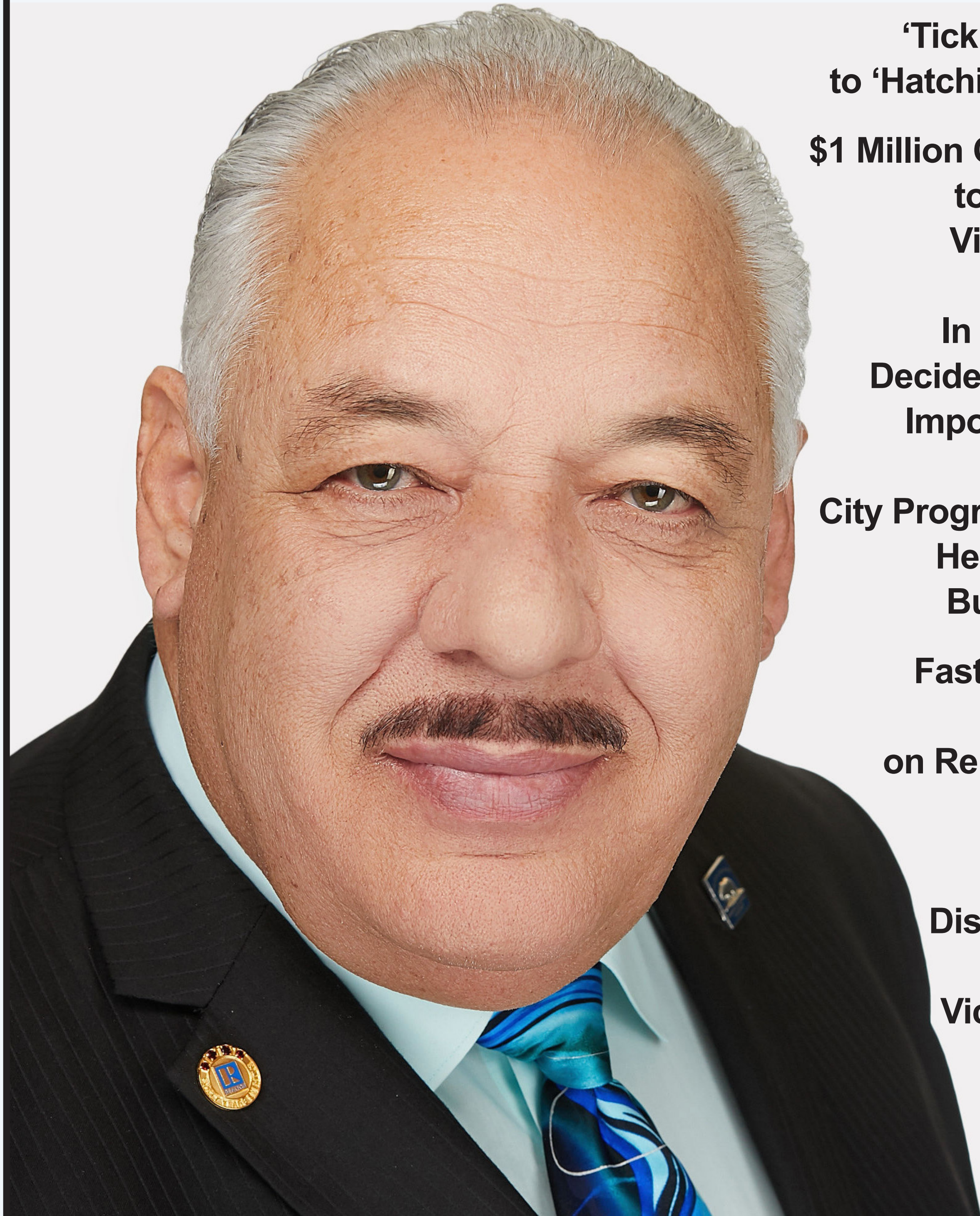
December 2018 /January 2019

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®



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2019 SRAR PRESIDENT DAN TRESIERRAS

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Volume 98 • Issue 12

'TICKLE ME ELMOS' TO 'HATCHIMALS'

The "North Pole" was in Van Nuys, but it didn't make any difference to the kids.

They just wanted a few minutes with the jolly man in a red suit and white beard along with an opportunity to give him their handwritten wish list.

Each walked away with gifts ranging from a Tickle Me Elmo and a "Hatchimal" to indoor drones, which their parents are sure to love. And each family received a $20 gift card to a Kroger store. The Kids Holiday Party is an annual tradition at the Southland Regional Association of Realtors.

Realtors Noli Reyes, left, and Vilma Letosky, second from right, led SRAR's 2018 Kids Holiday Party. They are pictured with Roger Avila, principal of Canoga Park Elementary School, and Jeannine Enriquez Pugliese, MS, pupil service and attendance counselor.

This year 80 students five to 12 years of age arrived from Canoga Park Elementary School. Normally, Santa shows up riding an L.A. County Fire Dept. fire truck, but heavy rains forced him to revert to traditional transportation—reindeer.

Even for the 10 teachers and adults present, the party was great fun, complete with pizza, cake, pops, and cookies along with pasta and salad for the grownups. A belated Joyous Hanukkah! Merry Christmas! A Jovial Kwanzaa! And, of course, a Very Happy New Year!

CONSUMER PRICE INDEXES		
NOVEMBER 2018		
	PERCENT CHANGE	
	ONE MONTH ENDING November 2018	12 MONTHS ENDING November 2018
Los Angeles - Riverside - Orange County	-0.3	3.6

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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Gary Washburn

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Dan Tresieiras

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Buyers:

IN TIGHT MARKET, DECIDE WHAT'S TRULY IMPORTANT

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

EVEN AS LOCAL HOMEBUYERS CURRENTLY HAVE A FEW MORE HOME CHOICES AND A BIT MORE NEGOTIATING LEVERAGE, ONE WORD REMAINS FRONT AND CENTER IN ALL TRANSACTIONS — COMPROMISE.

A competitive market requiring quick decisions means buyers need to enter the fray with crystal clear clarity about what is truly important to them and what can they live without.

Is it price? Location? Size of the home? Amenities? Schools?

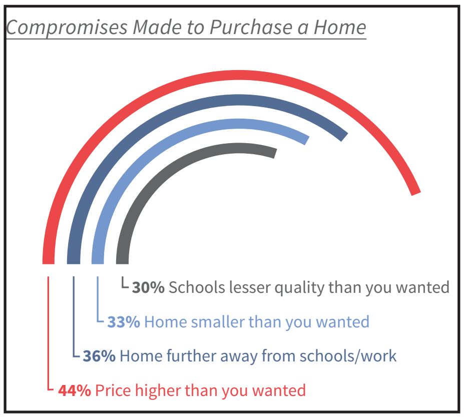
The real life experiences of people who purchased provided the foundation for the "2018 State of California Consumer Survey" conducted by the California Association of Realtors. It examined the attitudes and behaviors of real estate consumers.

For example, the survey found that 44 percent of buyers bought a more expensive home than they wanted. A third of buyers compromised on size, paying for a home smaller than their initial expectations. And, 36 percent purchased farther from a desired school or their work than planned while 30 percent compromised on the quality of those schools.

A wise buyer gains a competitive edge by thinking through these "What if?" choices in advance rather than being forced to decide in the heat of negotiations.

"Well-qualified homebuyers understand that buying a home can be challenging in a competitive housing market environment and they may not be able to buy the ideal home they want," said 2019 C.A.R. President Jared Martin. "Instead of finding a home that's a perfect fit, they are finding a home that's a good enough fit."

Buyers were not deterred by higher home prices and tight housing supply conditions, but some waited until their financial situations improved or to save for a down payment. Buyers typically saved for 5 years, and nearly a



This is the first of three articles— measuring the impact on buyers, renters, and sellers— based on the "2018 State of California Consumer Survey."

quarter of those who purchased a home priced $1 million or higher saved more than 10 years.

The source of the down payment for the majority of homebuyers was their personal savings. Boomers were more likely to use the proceeds from the sale of a previous home since many were repeat buyers. Millennials were significantly more likely than Gen Xers or boomers to use funds received from parents or family or a gift. California's costly home prices gave nearly one in three homebuyers cause to consider purchasing in another state, but buyers ultimately stayed because they liked where they currently lived or because of their job, family, or friends.

With the state's housing prices 161 percent above the national average, California's high housing cost is the biggest factor hurting young, middle-class, often minority families.

Buyers made a median of three offers on other homes before having an offer accepted, but nearly one-fourth made more than 10 offers.

Those who purchased a home for more than $1 million made five offers on other homes.

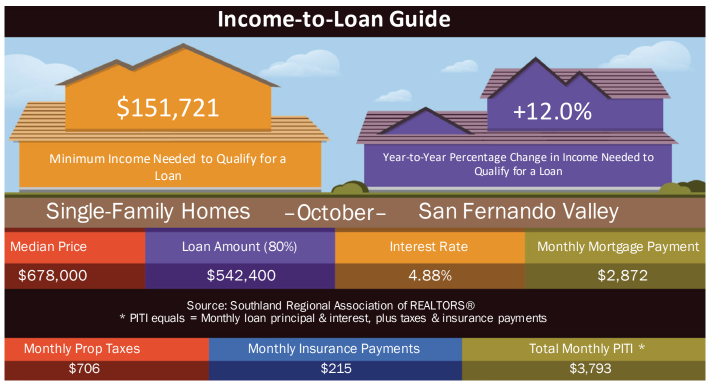
The typical first-time buyer purchased a three-bedroom, 1,500-squarefoot, single-family home. Nearly half purchased a home in the suburbs, and two-thirds purchased a one-story home.

Buying a home within their price range and with the desired number of bedrooms were the top requirements for first-time buyers. They selected their neighborhood primarily based on their budget, safety, and proximity to jobs/ school. First-time buyers were likely to purchase a home close to where they previously lived, with only 20 percent choosing to leave the county or state.

CITY PROGRAMS SEEK TO HELP FIRST-TIME BUYERS

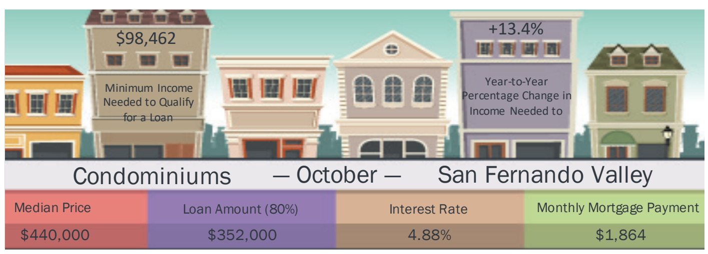
THE CITY OF LOS ANGELES HOUSING AND COMMUNITY INVESTMENT DEPARTMENT OFFERS TWO PROGRAMS, THE LOW-INCOME PURCHASE ASSISTANCE AND MORTGAGE CREDIT CERTIFICATE, THAT CAN HELP RENTERS ACHIEVE THEIR DREAM OF HOMEOWNERSHIP.

The LIPA program helps first-time, low-income homebuyers purchase homes in the City of Los Angeles by providing loans to cover the down payment, closing and acquisition cost. The MCC program offers a dollar-for- dollar reduction to the homebuyer's potential federal income tax liability, increases the household income available to qualify for a home mortgage.



First-time, low-income homebuyers also may be eligible for up to $90,000 in financial assistance. Or, first-time, moderate-income buyers may be eligible for up to $60,000 in financial assistance (although the moderateincome program is currently out of funding). Visit http://hcidla.lacity.org/ homebuyers to learn more about the features and eligibility requirements of the homeowner assistance programs.

The Southland Regional Association of Realtors' Income-to-Loan Guides, above and below, offer the most recent information on income needed to qualify for a median priced home or condominium in the San Fernando Valley as of October. Since "median" means half were higher and half were lower, plenty of homes were purchased with income lower than the minimums listed on each chart.



RENTERS:

FAST RISING RENT TAKES A TOLL ON RENTERS

BY GARY WASHBURN, PRESIDENT, AND DAVID WALKER

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Nine out of ten Millennials want to own a home while GenX members are not far behind at 87 percent. Yet many renters, while suffocating under the burden of fast rising rents, may be missing an opportunity to buy due to financial illiteracy.

For example, only 40 percent of renters are familiar with the credit and loan criteria needed to purchase a home, thinking that credit and FICO scores are all that matter.

More noteworthy, an incredible 14 percent of renters believe that a 50 percent or more downpayment is required. And, nearly 40 percent of California renters think a 20 percent downpayment is needed, blissfully unaware of 10 percent, 5 percent, 3 percent, or even zero percent downpayment options.

"This misconception results in many renters delaying buying their home or possibly even giving up their American Dream," as noted in the 2018 State of the Consumer Real Estate Analysis: Consumer Trends report presented by the California Association of Realtors."Sixty-one percent of all renters would look for a house if they knew they could qualify with a lower downpayment and that number jumps to 69 percent for those who plan to own someday."

That education gap opens the door for Realtors to have conversations with renters about the benefits of ownership and the advantages it brings, including locking in interest rates, tax advantages, and the ability to accumulate wealth as prices appreciate.

"Realtors have the opportunity to be agents of change and educate renters on what it really takes to become a homebuyer, especially in regard to low downpayment options that can get people into homes," the report stated.

Additionally, most renters do not know how much they qualify for regarding a home loan and most are not aware of first-time buyer programs in their region, including federal, state and city assistance programs, Federal Housing Administration and Veterans Administration loans.

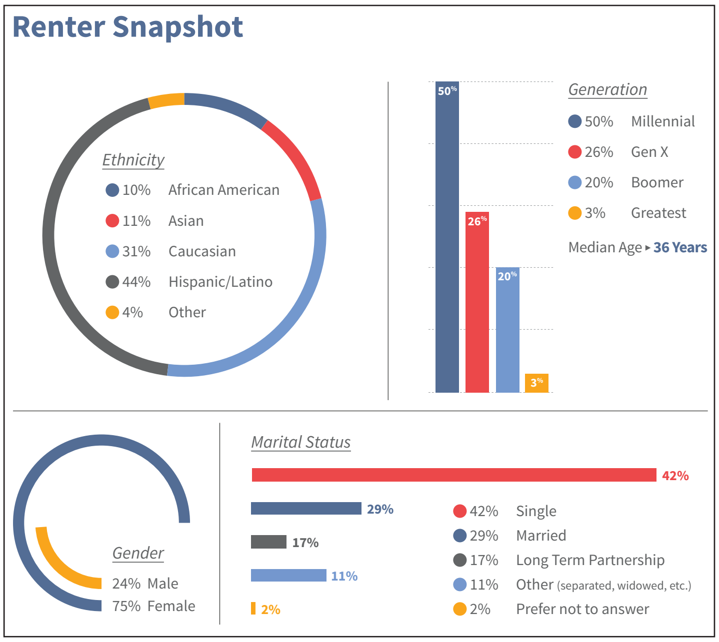
Armed with knowledge, more renters might decide they can leap the affordability hurdle, which is ranked as the top reason they rent instead of buy.

Statewide the median rent of $1,300 gets a 2-bedroom apartment with a median square footage of just under 1,000 square feet. But that jumps to $1,800 in the Bay Area and parts of Los Angeles aren't far behind.

The typical renter is 36, unmarried and earns a median household income of $40,000, which makes it easy to understand why some are spending a median of 45 percent of their income on housing with the burden especially heavy for younger generations.

Many are doubling up, taking on roommates, just to keep a roof overhead and food on the table, which adds fuel to the statewide need for new construction.

Education will get some renters into a home of their own, but for others it comes down to few quality options and the law of supply and demand.



DAN TRESIERRAS ELECTED 2019 SRAR PRESIDENT

In an industry awash in rapidfire technological change and undergoing dramatic transformation, Realtor Dan Tresierras offers the perfect reason why pro agents will always be in high demand.

“Are you looking for an app or an agent?” he said he asks each client.“Discount brokers say they can do everything we do, but I beg to differ. All they offer is a discount.”

And because of that discount, they have no incentive to truly help clients and wind up potentially leaving money on the table. That’s one key message Tresierras intends to deliver to consumers as he assumes leadership in January 2019 of the Southland Regional Association of Realtors.

His time at the helm of SRAR will focus on “The Three A’s” — advocacy, advisers, and ambassadors.

“My objective is to stay ahead of the technological curve that has been bombarding our industry,” he said. “Realtors need to be more valuable, indispensable.”

Dan Tresierras, left, SRAR 2018 President-Elect, with Gary Washburn, 2018 President

Nancy Troxell Carnahan, SRAR 2019 President-Elect

Tresierras, who entered real estate in 1978 and has been with the same real estate company from the beginning, will be the first male Hispanic to lead the 10,300-member Association, which serves the San Fernando and Santa Clarita valleys. Ana Maria Colón was the first female Hispanic elected in 2009 to the Association’s top office. Tresierras is a Navy veteran, an ordained minister, and a committed family man who with his wife, Alice, recently celebrated their 50th anniversary.

Nancy Troxell Carnahan will be the 2019 presidentelect. She chaired the Association’s Santa Clarita Valley Division in 2001, is a current member of the board of directors, and has lead or been a committee member of SRAR committees ranging from governmental affairs to technology and communications.

The full Board of directors for 2019 also includes: Neil Adler, Eugenia “Gina” Aguilar, Liliana Alfonso, Amanda Etcheverry, Jim Ezell, Robert Johnson, Jeff Kahn, Howard M. Katchen, Bob Khalsa, Rana Linka, Joseph A. “Bud” Mauro, Melanie McShane, Patti Petralia, Michael Regilio, Hosep Stepanian, Diane Sydell, Gina Uzunyan, M. Dean Vincent, Judy Ann Von Arb, Gary Washburn, and Cindy Wu.

SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

2019 Commercial Real Estate Education Series


Brian Hatkoff, CCIM

ABC's of Commercial Real Estate
Wednesday, January 23, 2019
9:00 am - 10:30 am

An Introduction to the practical applications of Commercial Real Estate and how it differs from Residential Real Estate


Heather Boren

Introduction to Leasing
Wednesday, January 30, 2019
9:00 am - 10:30 am

An introduction to leasing of Commercial properties which touches upon the different types of properties including Retail, Office and Industrial

Take one or both of these free classes. Offered as part of the 2019 Commercial CI Series

For More Information on The 2019 CI Series Visit:

commercial.srar.com

All Classes Taught by Professional Practitioners and held at the association office located at: 7232 Balboa Blvd, Van Nuys, CA

COMMERCIAL Real Estate REALTOR® NATIONAL ASSOCIATION of REALTORS® | Accredited Association

☐ ABC's Of Commercial Real Estate ☐ Introduction to Leasing

Pre-Registration Encouraged
Complete & Fax to the Education Department 818-786-4541 or email to vincec@srar.com
Call Education Department for More Information 818-947-2268

First Name________________________ Last Name________________________

Telephone # ________________________ Email Address ________________________

REALTORS OFFER DISASTER GRANTS TO FIRE VICTIMS

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

HOUSING ASSISTANCE GRANTS ARE AVAILABLE TO HOMEOWNERS AND RENTERS IMPACTED BY THE WOOLSEY, CAMP, AND HILL FIRES THAT TOGETHER KILLED DOZENS OF RESIDENTS AND DESTROYED THOUSANDS OF HOMES.

Thanks to a generous $1 million donation by the Realtors Relief Foundation, the California Association of Realtors is able to award disaster relief grants up to $2,000 per household.

A grant can be used to provide assistance with mortgage relief or temporary housing, such as payments on the mortgage of a primary residence that was burned in a fire, lease or rent payments on replacement housing, or payments to a temporary shelter.

"With so many homes and businesses lost and a housing crisis that existed long before the fires, Realtors recognize the importance of reaching out and helping their communities to recover and rebuild," said Gary Washburn, president of the Southland Regional Association of Realtors.

"As residents begin the long process of starting over," he said, "the Realtor community is glad to be able to provide some immediate support in their time of need."

The grant details include:

• Relief assistance is limited to a maximum of $2,000 per applicant household. Deadline for application submission is June 30, 2019, contingent on the availability of funds.

• Assistance is for housing relief only; other expenses including mortgages on property other than primary residence, vehicle purchase, rental, repair and or mileage are ineligible for reimbursement under this program.

• Documentation requirements: proof of residency, proof of lease or ownership, proof of damage or loss.

• One application per household.

• Grants are available only for applicant's primary residence.

• Recipients of other financial assistance, such as FEMA, or charitable groups, are eligible.

For an application and answers to frequently asked questions, please email, firegrant@srar.com.

Or, visit SRAR's Fire Resource page at www.srar.com/calfires.

The page includes links to disaster assistance resources in Los Angeles and Ventura Counties.

Plus, the page will direct homeowners to the Los Angeles County Assessor's office, which is proactively taking steps to reassess properties impacted by the Woolsey fire using aerial photographs and data from first responders. The County Assessor strongly recommends that owners whose property incurred structural damage or destruction in excess of $10,000 to complete a "Misfortune and Calamity Claim" as soon as possible. It must be returned to the Assessor no later than 12 months after the damage occurred.

CONFORMING LOAN LIMIT RAISED

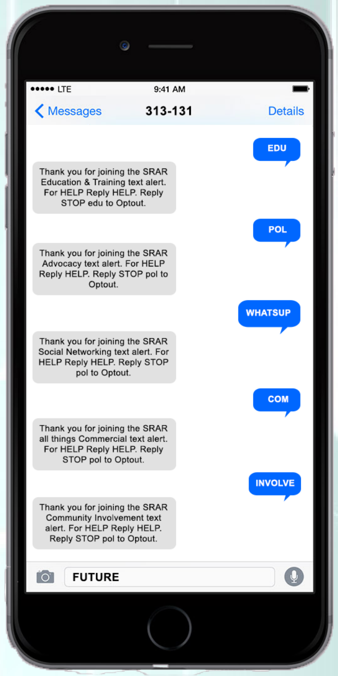
THE FEDERAL HOUSING FINANCE AGENCY ANNOUNCED WEDNESDAY IT WOULD INCREASE IN 2019 THE CONFORMING LOAN LIMITS FOR MORTGAGES ACQUIRED BY FANNIE MAE AND FREDDIE MAC TO $484,350 ON ONE UNIT PROPERTIES AND A CAP OF $726,525 IN HIGH-COST AREAS. THE PREVIOUS LOAN LIMITS WERE $453,100 AND $679,650, RESPECTIVELY.

Realtors commended "the FHFA for recognizing California's robust home price increases over the last few years. Raising maximum conforming loan limits will give tens of thousands of California homebuyers a chance at homeownership" said Jared Martin, the 2019 president of the California Association of Realtors. "Increasing the existing Fannie Mae and Freddie Mac conforming loan limits will greatly benefit higher-priced areas of the state and provide stability and certainty to the housing market."

The conforming loan limit determines the maximum size of a mortgage that government-sponsored enterprises Fannie Mae and Freddie Mac can buy or "guarantee." Non-conforming or "jumbo loans" typically have tighter underwriting standards and sometimes carry higher mortgage interest rates than conforming loans, increasing monthly payments and hampering the ability of families in California to purchase homes by making them less affordable.

SIGN UP TO RECEIVE UPDATES ON YOUR MOBILE PHONE

Get updates & reminders straight to your phone and stay in-the-know on all that is happening at Southland Regional Association of REALTORS®



How to Opt In:

Text the keyword of your desired category to the number 313131. If you would like to opt into multiple categories, please send in separate text messages with each keyword.

KEYWORD:	CATEGORY DESCRIPTION:	WHAT YOU'LL RECEIVE
EDU >>	Educational Classes, Training, Risk Management	Lunch & Learn, Risk Management, RPR Classes, etc. *(2-4 times a month)*
COM >>	Commercial Day & Commercial Classes	Twice a month notice of Class Schedule, Commercial Networking Meetings & Commercial Day.
INVOLVE >>	Community Involvement & Charity Drives	Toy Drive, Backpack Drive, Blood Drive, Charity Golf Tournament, etc. *(6-8 times a year)*
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.

Note: Some cell phone services may require you to call your provider and grant permission to receive messages from 313131.

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

It is easy to sign up & you can unsubscribe at any time, just send a text message with only the word "STOP" when you reply to any message from us. ***Message & Data Rates May Apply!***

AREA MEETING ANNOUNCEMENTS

OUTWEST Fridays

Chairperson: Ron Henderson
Phone: (818) 999-3981
Education & Vice-Chairman: Ian Mayer
Phone: (818) 298-3405
Vice Chairman: Elise Shuben
Phone: (818) 590-2989
Location: Weiler's Deli
22323 Sherman Way
Canoga Park, CA 91303
Meet & Greet 8:00 A.M. - 8:15 A.M.
Time: 8:15 A.M. - 9:30 A.M.
Education, Networking, MLS Pitches, Guest Speakers
http://www.outwestmarketing.com/
www.facebook.com/OutwestMarketingMeeting/

COMM. INVST. PROP. 3rd Tues of mo.

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

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

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

East North 1st Thursday of mo.

Chairperson: Rudy H. Leon
Phone: 818-642-7839

Co-Chair: Daniel Villegas
Phone: 818-585-8397

Location: Lulu's Restaurant
16900 Roscoe Blvd.
Van Nuys, CA 91406 in the back room

Time: 8:30 A.M – 10:00 A.M.
Affiliate Networking, MLS Pitches, Guest Speakers

Attention all Veterans and their spouses.
The Caring connection is coming to speak about Veteran's Aid & Attendance Pensions.

On October 4th 8:30 AM at Lulu's at Roscoe and Balboa at the East-North Realtor meeting.
Topics include: Elder care Options Medi-cal Benefits Medicare Benefits Assisted Living "Waiver"

REAL ESTATE NETWORK meeting

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

SCV CARAVAN 2nd & 4th Fridays

SCV Networking Meeting
Co-Chairperson: Louisa Henry
661-607-1684 or louisahenry8@gmail.com
Affiliate Chair: Imelda Leano- imelda.leano@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

RESIDENTIAL PROPERTIES LISTED **1,272**

NOVEMBER 2018 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED **942**

RESIDENTIAL PROP. ESCROW CLOSED **946**

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY:								
NEW LISTINGS	116	147	142	121	144	670	602	1,272
TOTAL ACTIVE LISTINGS	226	303	302	280	398	1,509	1,598	3,107
AVERAGE DAYS ON MARKET	77	75	64	71	78	73	81	77
AVERAGE LIST PRICE IN THOUSANDS	531.8	1,183.1	1,293.5	794.4	1,336.0	1,075.9	734.9	900.5
MEDIAN LIST PRICE IN THOUSANDS	511.9	850.0	749.0	684.9	825.0	699.0	399.0	570.0
BOMS	27	20	15	27	33	122	117	239
AVERAGE BOM PRICE IN THOUSANDS	492.7	938.9	934.2	587.7	1,176.6	826.1	449.7	641.9
BOM TO SALE RATIO	29.7	18.3	16.9	20.5	26.2	22.3	29.3	25.3
EXPIRATIONS	14	28	25	20	33	120	112	232
PENDING SALES:								
NEW ESCROWS OPENED	94	98	92	121	109	514	428	942
TOTAL YTD ESCROWS OPENED	1,051	1,248	1,142	1,646	1,655	6,742	5,192	11,934
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	42	35	43	46	47	43	53	47
NEW OPEN ESCROWS AVERAGE LIST PRICE	480.4	951.0	947.1	734.1	891.3	800.5	494.3	661.4
CLOSED SALES:								
NEW ESCROWS CLOSED	91	109	89	132	126	547	399	946
TOTAL YTD ESCROWS CLOSED	1,043	1,239	1,113	1,622	1,633	6,650	5,004	11,654
VOLUME OF NEW SALE DOLLARS IN MILLIONS	45.100	91.229	90.154	86.942	107.589	421.014	195.112	616.126
VOLUME OF TOTAL YTD SALES IN MILLIONS	500.816	1,164.994	991.114	1,104.020	1,432.168	5,193.112	2,668.757	7,861.869
AVERAGE SALE PRICE IN THOUSANDS	495.6	837.0	1,013.0	658.6	853.9	769.7	489.0	651.3
MEDIAN SALE PRICE IN THOUSANDS	508.9	675.0	675.0	630.0	660.0	620.0	365.0	531.0
COOP SALES	73	93	74	113	115	468	330	798
PERCENT OF COOP SALES	80.2	85.3	83.1	85.6	91.3	85.6	82.7	84.4
AVERAGE DAYS ON MARKET	45	34	37	35	43	39	44	41
SALES AT LIST PRICE	49	45	29	69	46	238	202	440
PERCENT OF SALES AT LIST PRICE	53.8	41.3	32.6	52.3	36.5	43.5	50.6	46.5
SALES TO LISTING INVENTORY RATIO	40.3	36.0	29.5	47.1	31.7	36.2	25.0	30.4
FINAL SALE TO NEW LISTING RATIO	78.4	74.1	62.7	109.1	87.5	81.6	66.3	74.4
CLOSED SALES TYPE								
FORECLOSURE/REO	0	2	1	2	2	7	2	9
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	1	0	1	1	3	4	7
STANDARD	89	105	87	128	121	530	379	909
OTHER	2	1	1	1	2	7	14	21

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

SELLING PRICE RANGE:	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED $	$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	158	19	2	2	15450	15.7
100,000 TO 109,999	0	2	0	0	N/A	0.0
110,000 TO 119,999	100	10	1	1	80000	42.1
120,000 TO 139,999	12	20	5	2	5000	2.6
140,000 TO 159,999	34	17	1	1	40000	21.1
160,000 TO 179,999	36	13	9	6	9153	4.2
180,000 TO 199,999	59	31	9	5	10993	5.1
200,000 TO 249,999	54	150	42	25	10646	4.2
250,000 TO 299,999	39	233	73	42	9445	2.5
300,000 TO 349,999	39	234	79	49	10944	3.1
350,000 TO 399,999	37	211	68	34	4594	0.9
400,000 TO 449,999	36	172	49	32	12028	2.6
450,000 TO 499,999	39	201	73	41	15907	2.7
500,000 TO 549,999	39	173	88	54	82600	3.6
550,000 TO 599,999	33	210	49	32	21500	3.0
600,000 TO 699,999	36	307	138	85	12034	4.2
700,000 TO 799,999	42	211	64	42	21439	2.6
800,000 TO 899,999	44	151	57	36	16305	12.9
900,000 TO 999, 999	30	100	26	18	47553	4.2
1,000,000 TO 1,999,999	46	403	91	70	90279	5.7
MORE THAN 2,000,000	86	239	22	20	232405	6.5
TOTALS	41	3107	946	597	33356	1.2

LISTINGS 18,575 | **2018 RMLS TOTAL - $ VOLUME $7,861,869,000** | **SALES 11,453**

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.**

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	1165	600.3	69.6	1,686	1,321	770.6	78.4	1,644	1,163	745.4	70.7	1,726	1,177	784.5	68.2	1,651	1,170	779.7	70.9
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	1,272	946	616.1	74.4
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 NOVEMBER 2018

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	90	105	101	95	111	502	486	988
Total Active Listings	178	217	204	226	308	1,133	1,291	2,424
Average Days on Market	82	76	56	70	78	73	84	79
Average List Price in Thousands	556.0	1,399.8	1,657.9	860.3	1,569.0	1,252.1	777.7	999.4
Median List Price in Thousands	540.0	1,099.0	1,290.0	738.6	969.0	800.0	389.0	610.0
BOMS	24	14	7	21	27	93	92	185
Average BOM Price in Thousands	507.7	1,117.8	1,220.6	656.1	1,322.9	923.4	463.2	694.5
BOM to Sale Ratio	32.4	19.7	10.3	19.4	29.0	22.5	30.7	25.9
Expirations	10	21	14	15	28	88	87	175
PENDING SALES								
New Escrows Opened	72	68	61	98	83	382	352	734
Total YTD Escrows Opened	774	853	807	1,321	1,291	5,046	4,106	9,152
New Open Escrows Average Days on Market	47	34	38	50	46	44	53	48
New Open Escrows Average List Price	506.9	1,139.9	1,178.2	805.4	1,003.8	911.3	505.6	716.8
CLOSED SALES:								
New Escrows Closed	74	71	68	108	93	414	300	714
Total YTD Escrows Closed	767	843	780	1,290	1,268	4,948	3,939	8,887
Volume of New Sales Dollars in Millions	38.132	72.651	80.357	76.561	92.490	360.191	150.744	510.935
Volume of total YTD Sales in Millions	397.769	952.771	840.729	951.175	1,253.683	4,396.127	2,135.317	6,531.444
Average Sale price in Thousands	515.3	1,023.2	1,181.7	708.9	994.5	870.0	502.5	715.6
Median Sale Price in Thousands	510.0	850.0	750.0	660.0	763.0	660.0	369.0	595.0
Coop Sales	56	62	57	93	84	352	246	598
Percent of Coop Sales	75.7	87.3	83.8	86.1	90.3	85.0	82.0	83.8
Average Days on Market	45	38	34	36	45	40	43	41
Sales at List Price	37	26	23	54	33	173	149	322
Percent of Sales at List Price	50.0	36.6	33.8	50.0	35.5	41.8	49.7	45.1
Sales to Listing Inventory Ratio	41.6	32.7	33.3	47.8	30.2	36.5	23.2	29.5
Final Sale to New Listing Ratio	82.2	67.6	67.3	113.7	83.8	82.5	61.7	72.3
CLOSED SALES TYPE								
Foreclosure/REO	0	2	1	2	2	7	1	8
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	1	0	1	1	3	3	6
Standard	72	67	67	104	88	398	283	681
Other	2	1	0	1	2	6	13	19

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR NOVEMBER 2018

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	26	42	41	26	33	168	116	284
Total Active Listings	48	86	98	54	90	376	307	683
Average Days on Market	59	72	81	76	80	75	69	72
Average List Price in Thousands	442.0	636.4	534.9	518.7	538.8	544.9	554.9	549.4
Median List Price in Thousands	425.0	599.9	430.0	449.0	469.0	469.9	425.0	455.0
BOMS	3	6	8	6	6	29	25	54
Average BOM Price in Thousands	372.3	521.3	683.7	348.2	518.3	514.3	400.1	461.4
BOM to Sale Ratio	17.6	15.8	38.1	25.0	18.2	21.8	25.3	23.3
Expirations	4	7	11	5	5	32	25	57
PENDING SALES								
New Escrows Opened	22	30	31	23	26	132	76	208
Total YTD Escrows Opened	277	395	335	325	364	1,696	1,086	2,782
New Open Escrows Average Days on Market	25	36	52	33	50	40	51	44
New Open Escrows Average List Price	394.0	522.8	492.4	430.1	532.0	479.9	442.1	466.1
CLOSED SALES:								
New Escrows Closed	17	38	21	24	33	133	99	232
Total YTD Escrows Closed	276	396	333	332	365	1,702	1,065	2,767
Volume of New Sales Dollars in Millions	6.968	18.579	9.798	10.380	15.099	60.823	44.368	105.191
Volume of total YTD Sales in Millions	103.047	212.223	150.385	152.845	178.485	796.985	533.440	1,330.425
Average Sale price in Thousands	409.9	488.9	466.6	432.5	457.5	457.3	448.2	453.4
Median Sale Price in Thousands	422.0	465.0	352.0	405.0	440.0	426.5	355.0	409.0
Coop Sales	17	31	17	20	31	116	84	200
Percent of Coop Sales	100.0	81.6	81.0	83.3	93.9	87.2	84.8	86.2
Average Days on Market	44	25	48	32	38	36	49	41
Sales at List Price	12	19	6	15	13	65	53	118
Percent of Sales at List Price	70.6	50.0	28.6	62.5	39.4	48.9	53.5	50.9
Sales to Listing Inventory Ratio	35.4	44.2	21.4	44.4	36.7	35.4	32.2	34.0
Final Sale to New Listing Ratio	65.4	90.5	51.2	92.3	100.0	79.2	85.3	81.7
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	17	38	20	24	33	132	96	228
Other	0	0	1	0	0	1	1	2

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR NOVEMBER 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	6	2	41	21	13	37	8	37	165	65	230
Total Active Listings	47	21	89	54	33	90	16	83	433	171	604
Average Days on Market	114	110	97	74	89	73	61	62	83	87	84
Average List Price in Thousands	622.7	862.4	794.1	647.5	897.4	718.7	857.2	812.0	758.5	499.5	685.2
Median List Price in Thousands	600.0	800.0	585.0	579.0	799.0	675.0	795.0	680.0	650.0	359.9	618.7
BOMS	1	1	8	4	3	7	1	3	28	11	39
Average BOM Price in Thousands	619.0	629.9	567.2	609.8	573.3	741.1	770.0	739.7	647.2	368.9	568.7
BOM to Sale Ratio	9.1	50.0	17.4	23.5	12.5	20.6	20.0	6.1	14.9	17.7	15.6
Expirations	7	1	4	2	2	9	1	6	32	15	47
PENDING SALES											
New Escrows Opened	5	3	47	18	12	27	8	35	155	51	206
Total YTD Escrows Opened	111	34	487	222	153	469	117	523	2,116	734	2,850
New Open Escrows Average Days on Market	75	165	47	49	44	47	45	43	49	63	53
New Open Escrows Average List Price	535.4	709.6	639.7	521.8	635.1	624.2	754.1	754.3	652.7	557.7	629.2
CLOSED SALES:											
New Escrows Closed	11	2	46	17	24	34	5	49	188	62	250
Total YTD Escrows Closed	113	35	474	218	157	475	110	530	2,112	736	2,848
Volume of New Sales Dollars in Millions	5.779	1.339	25.851	8.536	15.143	20.533	3.745	33.165	114.090	31.109	145.199
Volume of total YTD Sales in Millions	66.185	24.118	273.409	126.183	101.419	296.287	91.462	368.781	1347.843	324.712	1672.556
Average Sale price in Thousands	525.4	669.5	562.0	502.1	630.9	603.9	749.0	676.8	606.9	501.8	580.8
Median Sale Price in Thousands	549.0	639.0	515.0	490.0	550.0	545.0	695.0	640.0	560.0	369.9	540.6
Coop Sales	7	2	37	16	19	31	4	44	160	54	214
Percent of Coop Sales	63.6	100.0	80.4	94.1	79.2	91.2	80.0	89.8	85.1	87.1	85.6
Average Days on Market	95	67	88	82	97	98	76	82	89	84	88
Sales at List Price	4	1	29	12	9	12	1	16	84	36	120
Percent of Sales at List Price	36.4	50.0	63.0	70.6	37.5	35.3	20.0	32.7	44.7	58.1	48.0
Sales to Listing Inventory Ratio	23.4	9.5	51.7	31.5	72.7	37.8	31.3	59.0	43.4	36.3	41.4
Final Sale to New Listing Ratio	183.3	100.0	112.2	81.0	184.6	91.9	62.5	132.4	113.9	95.4	108.7
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	0	0	0	0
Standard	11	2	45	17	23	34	5	49	186	61	247
Other	0	0	1	0	1	0	0	0	2	1	3

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR NOVEMBER 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	19	0	12	10	1	28	70	10	80
Total Active Listings	2	0	41	4	22	24	5	72	170	27	197
Average Days on Market	198	0	45	72	57	59	83	68	62	59	61
Average List Price in Thousands	749.5	0.0	367.5	521.7	402.4	442.4	422.4	473.5	437.2	542.0	451.6
Median List Price in Thousands	699.9	0.0	350.0	550.0	325.0	432.0	429.9	450.0	399.0	434.0	400.0
BOMS	0	0	6	0	6	4	0	3	19	2	21
Average BOM Price in Thousands	0.0	0.0	296.3	0.0	357.9	397.0	0.0	559.0	378.4	448.8	385.1
BOM to Sale Ratio	0.0	0.0	40.0	0.0	66.7	80.0	0.0	11.1	28.4	18.2	26.9
Expirations	0	0	0	0	0	1	0	2	3	1	4
PENDING SALES											
New Escrows Opened	1	0	19	2	18	8	2	13	63	10	73
Total YTD Escrows Opened	4	0	220	27	171	135	40	336	933	156	1,089
New Open Escrows Average Days on Market	113	0	58	76	44	35	51	41	49	50	49
New Open Escrows Average List Price	549.0	0.0	328.4	624.9	318.6	396.6	496.5	457.8	379.2	342.6	374.2
CLOSED SALES:											
New Escrows Closed	0	0	15	2	9	5	9	27	67	11	78
Total YTD Escrows Closed	3	0	209	25	165	129	39	342	912	150	1,062
Volume of New Sales Dollars in Millions	0.000	0.000	5.017	1.169	2.675	2.095	3.899	11.402	26.256	6.220	32.476
Volume of Total YTD Sales in Millions	1.391	0.000	72.984	10.992	55.180	53.835	18.140	155.765	368.287	69.073	437.360
Average Sale price in Thousands	0.0	0.0	334.4	584.5	297.2	418.9	433.2	422.3	391.9	565.5	416.4
Median Sale Price in Thousands	0.0	0.0	325.0	404.0	302.5	400.0	445.0	430.0	390.0	482.0	400.0
Coop Sales	0	0	15	2	9	5	8	21	60	11	71
Percent of Coop Sales	0.0	0.0	100.0	100.0	100.0	100.0	88.9	77.8	89.6	100.0	91.0
Average Days on Market	0	0	82	61	80	68	115	77	83	63	80
Sales at List Price	0	0	6	1	5	4	2	10	28	5	33
Percent of Sales at List Price	0.0	0.0	40.0	50.0	55.6	80.0	22.2	37.0	41.8	45.5	42.3
Sales to Listing Inventory Ratio	0.0	0.0	36.6	50.0	40.9	20.8	180.0	37.5	39.4	40.7	39.6
Final Sale to New Listing Ratio	0.0	0.0	78.9	0.0	75.0	50.0	900.0	96.4	95.7	110.0	97.5
CLOSED SALES TYPE											
Foreclosure / REO	0	0	1	0	0	0	0	0	1	0	1
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	0	0	0	0	0	0
Standard	0	0	14	2	8	5	9	27	65	10	75
Other	0	0	0	0	1	0	0	0	1	1	2

RESIDENTIAL PROPERTIES LISTED **310**

RESIDENTIAL PROP. ESCROW OPENED **279**

RESIDENTIAL PROP. ESCROW CLOSED **328**

NOVEMBER 2018 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
ACTIVE INVENTORY:											
NEW LISTINGS	6	2	60	21	25	47	9	65	235	75	310
TOTAL ACTIVE LISTINGS	49	21	130	58	55	114	21	155	603	198	801
AVERAGE DAYS ON MARKET	117	110	80	73	76	70	67	65	77	83	78
AVERAGE LIST PRICE IN THOUSANDS	627.9	862.4	659.6	638.8	699.4	660.5	753.6	654.8	667.9	505.3	627.7
MEDIAN LIST PRICE IN THOUSANDS	600.0	800.0	529.8	579.0	589.9	625.0	770.0	570.0	589.0	369.0	550.0
BOMS	1	1	14	4	9	11	1	6	47	13	60
AVERAGE BOM PRICE IN THOUSANDS	619.0	629.9	451.1	609.8	429.7	616.0	770.0	649.3	538.6	381.2	504.5
BOM TO SALE RATIO	9.1	50.0	23.0	21.1	27.3	28.2	7.1	7.9	18.4	17.8	18.3
EXPIRATIONS	7	1	4	2	2	10	1	8	35	16	51
PENDING SALES:											
NEW ESCROWS OPENED	6	3	66	20	30	35	10	48	218	61	279
TOTAL YTD ESCROWS OPENED	115	34	707	249	324	604	157	859	3,049	890	3,939
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	81	165	50	52	44	44	46	43	49	61	52
NEW OPEN ESCROWS AVERAGE LIST PRICE	537.7	709.6	550.1	532.1	445.2	572.2	702.6	674.0	573.7	522.4	562.5
CLOSED SALES:											
NEW ESCROWS CLOSED	11	2	61	19	33	39	14	76	255	73	328
TOTAL YTD ESCROWS CLOSED	116	35	683	243	322	604	149	872	3,024	886	3,910
VOLUME OF NEW SALE DOLLARS IN MILLIONS	5.779	1.339	30.868	9.705	17.817	22.627	7.644	44.567	140.346	37.329	177.675
VOLUME OF TOTAL YTD SALES IN MILLIONS	67.576	24.118	346.393	137.174	156.599	350.122	109.602	524.546	1716.130	393.785	2109.916
AVERAGE SALE PRICE IN THOUSANDS	525.4	669.5	506.0	510.8	539.9	580.2	546.0	586.4	550.4	511.4	541.7
MEDIAN SALE PRICE IN THOUSANDS	549.0	639.0	494.0	490.0	505.0	538.0	450.0	550.0	520.0	389.0	510.0
COOP SALES	7	2	52	18	28	36	12	65	220	65	285
PERCENT OF COOP SALES	63.6	100.0	85.2	94.7	84.8	92.3	85.7	85.5	86.3	89.0	86.9
AVERAGE DAYS ON MARKET	95	67	87	80	92	94	101	81	87	80	86
SALES AT LIST PRICE	4	1	35	13	14	16	3	26	112	41	153
PERCENT OF SALES AT LIST PRICE	36.4	50.0	57.4	68.4	42.4	41.0	21.4	34.2	43.9	56.2	46.6
SALES TO LISTING INVENTORY RATIO	22.4	9.5	46.9	32.8	60.0	34.2	66.7	49.0	42.3	36.9	40.9
FINAL SALE TO NEW LISTING RATIO	183.3	100.0	101.7	90.5	132.0	83.0	155.6	116.9	108.5	97.3	105.8
CLOSED SALES TYPE											
FORECLOSURE/REO	0	0	1	0	0	0	0	0	1	0	1
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0	0	0	0
STANDARD	11	2	59	19	31	39	14	76	251	71	322
OTHER	0	0	1	0	2	0	0	0	3	2	5

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

SELLING PRICE RANGE:	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED $	$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	3	0	1	1	14900	29.9
100,000 TO 109,999	0	0	0	0	N/A	0.0
110,000 TO 119,999	0	1	0	0	N/A	0.0
120,000 TO 139,999	0	4	0	0	N/A	0.0
140,000 TO 159,999	62	4	2	1	8045	4.6
160,000 TO 179,999	59	5	1	1	39000	19.6
180,000 TO 199,999	13	6	1	0	N/A	0.0
200,000 TO 249,999	78	16	9	4	22150	N/A
250,000 TO 299,999	35	52	13	7	2953	0.5
300,000 TO 349,999	40	62	30	21	15758	4.3
350,000 TO 399,999	37	67	26	18	10729	2.7
400,000 TO 449,999	47	52	33	25	12551	2.7
450,000 TO 499,999	44	55	35	24	15950	3.2
500,000 TO 549,999	45	72	49	34	15042	2.7
550,000 TO 599,999	33	73	30	17	33844	3.7
600,000 TO 699,999	46	117	48	33	19151	2.7
700,000 TO 799,999	37	68	26	20	23933	2.9
800,000 TO 899,999	61	40	7	7	29608	3.4
900,000 TO 999, 999	16	32	2	1	10075	1.1
1,000,000 TO 1,999,999	37	64	14	10	4236	61.7
MORE THAN 2,000,000	0	11	1	1	81000	3.4
TOTALS	43	801	328	225	16073	2.7

LISTINGS **5,079**

2018 RMLS TOTAL - $ VOLUME **$2,109,916,000**

SALES **3,824**

*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	407	312	164.5	76.7
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	310	328	177.6	105.8
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	5,197	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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