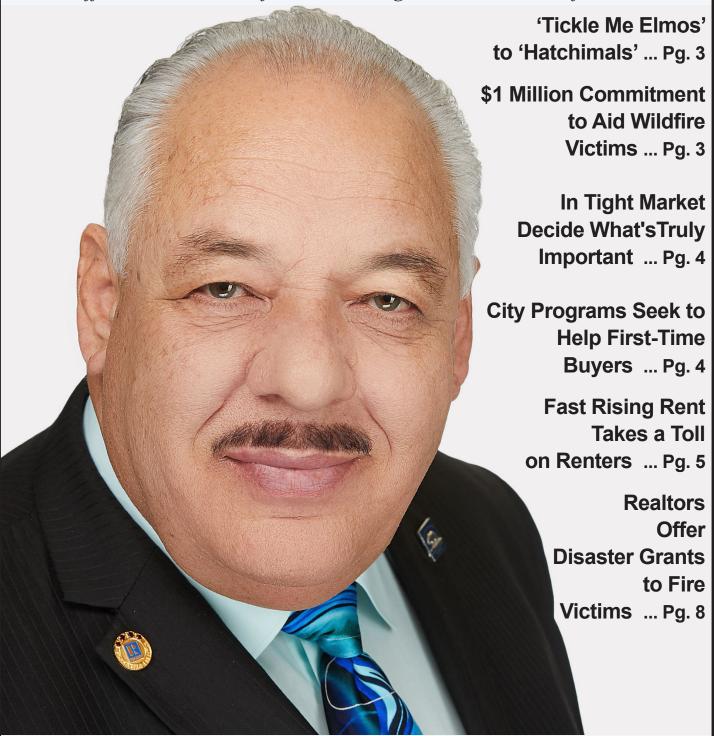
December 2018 /January 2019

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®



2019 SRAR PRESIDENT DAN TRESIERRAS

Story on... Pg. 6

Volume 98 • Issue 12



Your Mortgage, Your Terms

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'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.

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!





Realtors Noli Reyes, left, and Vilma Letosky, second from right, led SRAR's 2018 Kids Holiday Party. They are pictured with Roger Avilla, principal of Canoga Park Elementary School and leagning Figure 20 Miles MS quoil service and attendance counselor.





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



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7232 Balboa Blvd. • Van Nuys, CA 91406 Tel: (818) 786-2110 • Fax: (818) 786-4541 e-mail: info@srar.com **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.

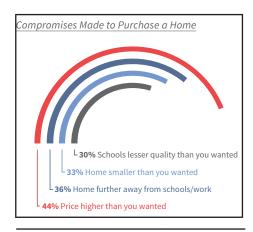
For example, the survey found that 44 percent of buyers bought a more expensive home than they wanted. A third of buyers compromised on size, paying for a home smaller than their initial expectations. And, 36 percent purchased farther from a desired school or their work than planned while 30 percent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

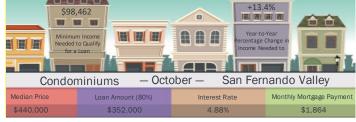
The LIPA program helps first-time, low-income homebuyers purchase homes in the City of Los Angeles by providing loans to cover the down payment, closing and acquisition cost. The MCC program offers a dollar-for- dollar reduction to the homebuyer's potential federal income tax liability, increases the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

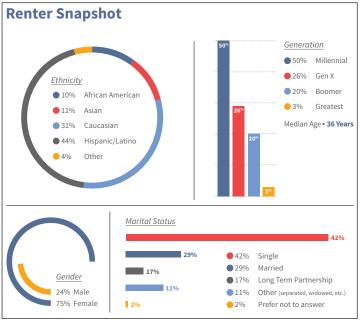
Statewide the median rent of \$1,300 gets a 2-bedroom apartment with a median square footage of just under 1,000 square feet. But that jumps to \$1,800 in the Bay Area and parts of Los Angeles aren't far behind.

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.





To sponsor or attend the 99th SRAR Annual Inaugural Ball contact via email KarenM@srar. com. Sponsors include:

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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."

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



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



Nancy Troxell Carnahan, SRAR 2019 President-Elect

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.





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

Brian Hatkoff, CCIM

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



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

Heather Boren

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

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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.

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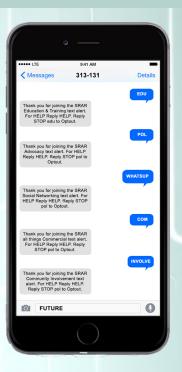
Get updates & reminders straight to your phone and stay in-the-know on all that is happening at Southland Regional Association of REALTORS®



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Text the keyword of your desired category to the number <u>313131</u>. 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

Alerts on new benefits and services offered at SRAR.

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)

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



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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 Auditorlum 7232 Balboa Blvd., Van Nuys

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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

1st Thursday of mo. **East North**

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



ACTIVE INVENTORY: NEW ISTINGS	MOM		יו וובטוטבוווואב פאבבט פואווטווסס	20			!)
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000,000 IO 688,888	30			96		18	47553	4.2
.000.000 TO 1.999.999	46		403	91		70	90279	5.7
10RE THAN 2,000,000	86		239	22		20	232405	6.5
TALS	41		3107	946		597	33356	1.2
LISTINGS		2018	TA	W				SALES
18,575		()	37.861.869	000				11.453

CS: Enciro, Lake Balboa, Reseda, Tarzana, Van Nuys WN: Chatsworth, Granda Hills, Mission Hills, North Hills, North Hills, North VERIFY ACTUAL CLOSED ESCROWS.

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

SAN FERNANDO VALLEY

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



		20	2013			20	2014			2015	15			2016	9			2017	7			2018	18	
	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	092	448.4	60.5	1,255	988	572.0	9.02	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	628.9	67.1	1,580	1,116	9.769	9.07	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	9.69	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	6.003	9.69	1,686	1,321	9.077	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	666	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	8.79	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	902	463.6	82.1	1,054	066	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				
	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	8,925.2	82				
AVG. SALE PRICE	97	\$479,270	,270		₩	\$525,464	464		₩	\$558,825	825			\$605,843	,843			\$636	\$636,060					

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR NOVEMBER 2018

	FN				WC	CEV TOTAL	I EVT	TOTAL
ACTIVE INVENTORY	<u>EN</u>	ES	CS	WN	WS	SFV TOTA		TOTA
New Listings Total Active Listings	178	105 217	101 204	95 226		502 1 122	480 1 201	98
Average Days on Market	82	217 76	204 56	220 70			1,291 84	
Average List Price in Thousands	556.0	1 399 8	1 657 9	860.3	1 569 0	1,252.1	777 7	999
Median List Price in Thousands	540.0	1.099.0	1.290.0	738.6	969.0	800.0	389.0	610
BOMS	24	14	7	21	27	93	92	18
Average BOM Price in Thousands	507.7	1.117.8	1.220.6	656.1	1.322.9	923.4	463.2	694
BOM to Sale Ratio	32.4	19.7	10.3	19.4	29.0	22.5	30.7	25
Expirations	10	21	14	15	28	88	87	17
PENDING SALES								
New Escrows Opened	79	68	61	0.8	83	382	352	75
Total YTD Escrows Opened	774	853	807	1 321	1 201	502 5 046	4 106	0 1
New Open Escrows Average Days on Market		3 <i>1</i>	38	1,521 50		5,040 AA	, ,100 53	ر , , , , , , , , , , , , , , , , , , ,
New Open Escrows Average List Price	506.9	1 130 0	1 178 2	805 <i>4</i>	1 003 8	011 3	505 505 6	716
		1,100.0	1,170.2		1,000.0			
CLOSED SALES:	7.4	74	00	400	00	44.4	000	-
New Escrows Closed		/1	68	108	93	414	300	/
Total YTD Escrows Closed	/6/	843	/80	1,290	1,268	4,948	3,939	8,8
Volume of New Sales Dollars in Millions	38.132	/2.651	80.357	/6.561	92.490	360.191	150./44	510.9
Volume of total YTD Sales in Millions	397.769	952.771	840.729	951.175	1,233.083	4,396.127	2,135.317	0,531.4
Average Sale price in Thousands	515.3	1,023.2	۱٫۱۵۱./		994.5	870.0 660.0		/ 13
Median Sale Price in Thousands	310.0	000.0				352	309.0	
Coop Sales		02 07 2	/3	93 06 1	04 00 2	30Z	240 02 0	 °0
Percent of Coop Sales			ბა.გ		9U.3	85.0 40	ŏZ.U	
Average Days on Market				50	4ວ	4U	45	
Sales at List Price		20 26 6	∠ა ວາ o			41.8	149 40 7	ن ۱۸
Percent of Sales at List Price		30.0 20.7				36.5	49.7 22.2	4t
Sales to Listing Inventory Ratio	41.0	32.1 67.6		47.0	3U.Z 02 0	82.5	23.2 61 7	
Final Sale to New Listing Ratio	02.2		07.3	113.7	03.0	02.0	01.7	1 2
CLOSED SALES TYPE	_		_	_		_		
Foreclosure/RE0	0	2	1	2	2	7	1	
1 01 00100 dr 0/1 (LO:	n	0				<u>0</u>		
Seller Concessions							2	
Seller Concessions	0	1	0	1	1	3		
Seller Concessions	072	1 67	67	104	88	3 398 6	283	6
Seller Concessions	72 2	1 67 1	67 0	104 1	88 2	398 6	283 13	68
Seller Concessions			67 SALES S	104 TATISTI	88	398 6 R NOVEM	BER 201	68
Seller Concessions	0		SALES S	104 1 STATISTI WN		398 66 R NOVEM SFV TOTA	BER 201	6 18 TOTA
Seller Concessions	0		SALES S CS	1041		398	BER 201 L EXT	6 18 TOTA
Seller Concessions	0		SALES S CS 4198	TATISTI WN26		398	BER 201 L EXT	TOTA68
Seller Concessions	0		SALES S CS41	TATISTI WN265476		398	283	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands	0	### 1	SALES S CS	5TATISTI WN265476518.7		398	BER 201 L EXT	
Seller Concessions	0	### 1	SALES S CS			398	BER 201 L EXT	
Seller Concessions	0		SALES S CS			398	BER 201 L EXT	
Seller Concessions			SALES S CS419881534.9430.088			398 6 6 8 NOVEM SFV TOTA 168 75 544.9 469.9 29 514.3	BER 201 L EXT	
Seller Concessions			SALES S CS			398 6 6 8 NOVEM SFV TOTA 168 75 44.9 469.9 29 514.3 21.8		
Seller Concessions			SALES S CS			398 6 6 8 NOVEM SFV TOTA 168 75 44.9 469.9 29 514.3 21.8	BER 201 L EXT	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations			SALES S CS			398 6 6 8 NOVEM SFV TOTA 168 75 44.9 469.9 29 514.3 21.8		
Seller Concessions			SALES S CS			398 6 6 8 NOVEM SFV TOTA 168 75 544.9 469.9 29 514.3 21.8 32	BER 201 L EXT 116	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened			SALES S CS			398 6 6 8 NOVEM SFV TOTA 168 376 75 544.9 469.9 29 514.3 21.8 32 132		
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOMS Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market			SALES S CS			398 6 6 8 NOVEM SFV TOTA 168 75 44.9 469.9 29 514.3 21.8 32 1,696 40		
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market			SALES S CS			398 6 6 8 NOVEM SFV TOTA 168 75 44.9 469.9 29 514.3 21.8 32 1,696 40		
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price			SALES S CS			398 6 6 8 NOVEM SFV TOTA 168 75 44.9 469.9 29 514.3 21.8 32 1,696 40		
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOMS Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES:			SALES S CS			398 6 6 8 NOVEM SFV TOTA 168 376 75 544.9 29 514.3 32 132 1,696 40 479.9		
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed						398 6 6 8 NOVEM SFV TOTA 168 376 75 544.9 469.9 29 514.3 21.8 32 1,696 40 479.9 133		
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed						398 6 6 8 NOVEM SFV TOTA 168 376 75 544.9 469.9 29 514.3 21.8 32 1,696 40 479.9 133 1,702		
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions						398 6 6 8 6 8 16 8 16 8 16 8 16 8 16 8 16		
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions						398 6 6 8 NOVEM SFV TOTA 168 376 75 544.9 29 514.3 32 132 1,696 40 479.9 133 1,702 60.823 796.985	283	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOMS Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands						398 6 6 8 NOVEM SFV TOTA 168 376 75 544.9 29 514.3 32 132 1,696 40 479.9 133 1,702 60.823 796.985 457.3	283	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands						398	283	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of Total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales						398		
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Percent of Coop Sales						398		
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market						398		
Seller Concessions Short Sale Standard Other						398		
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of total YTD Sales in Millions Average Sale price in Thousands Median Sale Price in Thousands Average Days on Market Sales at List Price Percent of Sales at List Price						398		
Seller Concessions Short Sale Standard Other						398 6 6 8 NOVEM SFV TOTA 168 376 75 544.9 469.9 29 514.3 32 132 1,696 40 479.9 133 1,702 60.823 796.985 457.3 426.5 116 65 48.9 35.4	283	
Seller Concessions Short Sale Standard Other						398	283	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio						398		
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio						398		
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio CLOSED SALES TYPE						398 6 6 6 6 7 1 1 3 2 1 3 2 1 3 2 1 3 3 1 1 7 0 2 6 0 8 2 3 7 9 6 9 8 5 4 4 9 4 2 6 5 1 1 6 6 6 5 4 8 9 3 5 4 4 9 6 5 6 6 6 6 5 4 8 9 3 5 4 6 7 9 2 6 0 0 0 0 0	283	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio CLOSED SALES TYPE Foreclosure/REO.						398	283	
Seller Concessions Short Sale Standard Other SAN FERNANDO VALLEY ACTIVE INVENTORY New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations PENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price CLOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales Percent of Coop Sales Average Days on Market Sales at List Price Percent of Sales at List Price Sales to Listing Inventory Ratio Final Sale to New Listing Ratio CLOSED SALES TYPE Foreclosure/REO Seller Concessions						398	283	

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR NOVEMBER 2018

The listings	SANTA CLARITA											
Total Afficie Stripps 47 21 89 54 33 90 16 83 433 171 Averagin Digne mixted 114 110 97 74 919 77 81 69 73 15 69 38 87 Averagin Digne mixted 114 110 97 74 919 77 81 69 73 15 69 38 87 Averagin Digne mixted 114 110 97 74 919 77 81 69 73 15 69 38 87 Averagin Digne mixted 115 10 97 97 97 97 97 97 97 97 97 97 97 97 97		<u>AC</u>	ADUL	CC	<u>CA</u>		SAU	SR	VAL	SCVTOT	EXT	TOTA
Average Depto in Blosses 14 110 97 74 93 73 61 97 88 97 Average Ley Price in Blosses 15 627 862 7841 8475 8974 7131 8972 6120 7865 4985 Abdes to Inf Price in Proserves 600 0 800 0 818 979 979 0 675 1 7865 680 0 881 2989 Abdes to Inf Price in Proserves 600 0 800 0 818 979 0 979 0 675 1 7865 680 0 881 2989 Abdes to Inf Price in Proserves 600 0 800 0 818 979 0 979 0 675 1 7865 680 0 881 2989 Abdes to Inf Price in Proserves 600 0 870 0	New Listings	6	2	41	21	13	37	8	37	165		230
Average in Princar Thomseris												،U0
Medial is lafe frie in linearasts	Average List Price in Thousands	11 4					710.7 710.7			758 5	07 400 5	685
BOUSE 1 8 4 3 7 1 3 28 11	Madian Liet Price in Thousands			194.1 585 N	047.J 570 N	097.4 700 N		037.2 705.0	012.0 680 0		499.J	618
Nerge (PGM) From this Assemble 19:00 6799 5917 20 6793 373 7411 7730 7397 6972 3888 5010 5381 8880 9.91 50 174 275 5.72 5.72 5.72 5.72 5.72 5.72 5.72	RUMC	1	1	JOJ.U Q	J1 9.0 A	2	7	19J.U 1	2	 າຍ	11	.010
Body 1	Avarage ROM Price in Thousands	1 610 0		0 567 2	4 600 8	5 572 2		1 770 0	720 7	20 6/7 2	269 0	569
Expirations	ROM to Sale Ratio	0 1		307.Z 17./	003.0 23.5	12.5	20.6	770.0 20 0		047.2 1/1 Q	17.7	
Page	Evnirations	7	1	17. 4	20.0 ?	າ∠.ປ າ	20.0 0	20.0 1		27	15	
New Excess Opened	·	1	I	4	Z	Z	J	1	0		IJ	4
Total YTID Consus Opened 111	ENDING SALES											
New Open Estrowns Americal Plany on Market 75 165 47 49 44 47 45 43 49 68	New Escrows Opened	5	3	47	18	12	27	8	35	155	51	20
New Open Ecrouses Average List Piece 536 4 708 6 689 7 521 8 635 1 624 2 754 1 754 3 562 7 557 7 -	Total YTD Escrows Opened	111	34	487	222	153	469	117	523	2,116	734	2,85
Name Strates Chooks 1	New Open Escrows Average Days on Market	75	165	47	49	44	47	45	43	49	63	5
New Extenses Closed	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
New Extenses Closed	INSEN SALES:											
Telah VID Estroys Ciosed		11	2	16	17	24	21	5	40	100	62	25
Volume foldward Siles in Millions	Total VTD Ferrows Closed											ک ۲ و ر
Volume of that YTO Sales in Millimos											21 100	2,04 1.45.10
Average Sale price in Thousands	Volume of total VTD Sales in Millions	66 105	1.335	23.031 272 400	0.JJU 126 192	101 /10	20.JJJ 206 207	3.743 01 /62	260 701	1247 040	22/1712	
Medinis Dale Price in Thousands	Average Sale price in Thousands	525 A	660.5	21 3.409 562 N	120.105 502.1	101.419 620.0	230.201 602 0	31.402 7/0.0	300.701 676 Q	1347.043 606.0	.024./ 12 501 Q	107 Z.J. 590
Cop Salles	Modian Calo Drico in Thousands	520.4		JUZ.U 515 N	JUZ.I 400.0	030.9		143.U			00 I .0	500 5.40
Pictors In Cloud Sales 6.3 6	Coon Sales	7	າ	313.0 27	490.0 16	10	J4J.U 21	09J.U 1			509.9	ექს ექ
Average Days on Market	Parcent of Coop Salas	1	Z		10 0.4.1	19 70.0	01 01 2	4 on n	00.0	100 05.1		ا ک
Sales at Lis Prince	Average Dave on Market	05.0	100.0	00.4	94.1 ດາ		91.Z 00	00.0 76	09.0	0J.1		ວວ
Pircent of Sales at Lis Prince 364 500 630 706 375 353 700 327 447 581	Calca at List Drica	95	0/	00 20	0Z	97	90	10	02			۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰۰
Sales to Listing Purentory Ratio. 234 95 517 315 727 378 313 590 434 363 Final Sale to New Listing Patio. 1833 100.0 112.2 810 1846 91.9 625 1324 1139 954 1108ED SALES TYPE Foreclosery PETO . 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Dargant of Calca at List Price	4	I	29	1Z 70 C	9 27 E	IZ	I	10	04	30	۱۷۱۷ ۸۵
Find Sale to New Listing Ratio. 1833 100.0 112.2 81.0 184.6 91.9 62.5 132.4 113.9 95.4 110.5 SED SALES TYPE Foreclosure / RED.	Calca to Lighting Inventory Datio	30.4		03.U	/ U.D	31.3	30.3	ZU.U	32.7	44.7	30.1	
Foreigney / REO	Sales to Listing Inventory natio	23.4	9.5	31./	31.3	12.1	31.8	31.3		43.4		41
Froetister/ FRED	· ·	183.3	100.0	112.2	81.0	184.6	91.9	62.5	132.4	113.9	95.4	108
Foreitissing / FRO	LOSED SALES TYPE											
Short Sale	Foreclosure / REO	0	0	0	0	0	0	0	0	0	0	
Sandard	Seller Concessions	0	0	0	0	0	0	0	0	0	0	
Sandard	Short Sale	0	0	0	0	0	0	0	0	0	0	
SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR NOVEMBER 2018	Standard	11	2	45	17	23	34	5	49	186	61	24
New Listings												
New Listings	SANTA CLARITA	\ VALLE\	/ CONI	DOMIN	NUM S	ALES S	TATIST	ICS F	or no	VEMBER	2018	
New Listings												
Total Article Listings	CTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOT/
Average Days on Market												
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 Median List Price in Thousands 699.9 0.0 350.0 550.0 320. 432.0 429.9 450.0 399.0 434.0 BMMS 0.0 0.0 6.0 6.0 6.4 0.3 19.9 2 Average BOM Price in Thousands 0.0 0.0 0.0 296.3 0.0 357.9 397.0 0.0 559.0 378.4 448.8 BMM to Sale Ratio 0.0 0.0 0.0 40.0 0.0 6.7 80.0 0.0 111. 28.4 18.2 Expirations 0.0 0.0 0.0 0.0 0.0 1.1 0.0 2 3 1.1 Expirations 0.0 0.0 0.0 0.0 0.0 0.0 0.1 1.0 0.2 3 1.1 Expirations 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	New Listings	0	0	19	0	12	10	1	28	70	10	8
Median List Price in Thousands 699 9 0.0 350.0 325.0 432.0 .429.9 .450.0 .399.0 .434.0 BOMS 0 0 6 0 6 4 0 3 1.9 2 Average BOM Price in Thousands 0.0 0.0 .296.3 0.0 .357.9 .397.0 .0 .559.0 .378.4 .448.8 BOM To Sale Ratio 0.0 0.0 .0 0.0 0.0 .0 .1 .2 3 .1 Expiritions 0 0 0 0 0 0 .1 .2 .3 .1 Expiritions 0 0 0 0 0 .0 .0 .1 .2 .3 .1 .182 .2 .3 .63 .10 .1 .2 .2 .1 .3 .63 .10 .1 .0 .9 .2 .18 .2 .1 .3 .1 .2 .2 <td>New Listings</td> <td> 0 2</td> <td>0</td> <td>19 41</td> <td>0 4</td> <td>12 22</td> <td>10</td> <td>1 5</td> <td>28 72</td> <td>70 170</td> <td>10 27</td> <td>8</td>	New Listings	0 2	0	19 41	0 4	12 22	10	1 5	28 72	70 170	10 27	8
BOMS 0 0 6 0 6 4 0 3 19 2 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 BOM Io Sale Ratio 0 0 0 0 0 0 0 11.1 28.4 182 Expirations 0 0 0 0 0 0 0 1 0 22.3 1 ENDING SALES New Escrows Opened 1 0 19 2 18.8 2 13 63 10 Total YTD Escrows Opened 4 0 220 27 171 135 40 336 933 156 New Open Escrows Average Days on Market 113 0 58 76 44 35 51 41 49 50 New Depen Escrows Average Days on Market 113 0 38 76 44 <	New Listings	0 2 198	0 0 0	19 41 45	0 4 72	12 22 57	10 24 59	1 5 83	28 72 68	70 170 62	10 27 59	8
Average BOM Price in Thousands	New Listings	0 2 198 749.5	0 0 0		047272	12 22 57 402.4	10 24 59 442.4.	15 83 422.4	28 72 68 473.5	70 170 62 437.2	10 2759 542.0	19 6 6
BOM to Sale Ratio	New Listings		0000000		0 4					70 170 62 437.2 399.0	10 27 59 542.0	6 6 451
Expirations	New Listings	02198749.5699.9	0000				102459442.4432.0442.4			70 170 62 437.2 399.0	10 27 59 542.0 434.0	
New Escrows Opened	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands	0 2 198 749.5 									10 27 59 542.0 434.0 2	
New Escrows Opened	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio										10	
Total YTD Escrows Opened 4 .0 .220 .27 .171 .135 .40 .336 .933 .156 New Open Escrows Average Days on Market .113 .0 .58 .76 .44 .35 .51 .41 .49 .50 New Den Escrows Average List Price .549.0 .0 .328.4 .624.9 .318.6 .396.6 .496.5 .457.8 .379.2 .342.6 LOSED SALES: New Escrows Closed .0 .0 .15 .2 .9 .5 .9 .27 .67 .11 .15 .29 .39 .342 .912 .150 .150 .20 .9 .5 .9 .27 .67 .11 .150 .00	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations										10	
New Open Escrows Áverage Days on Market 113	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES	0 2 198 749.5 699.9 0 0.0 0.0 0.0				12	10 24 59 442.4 432.0 432.0 80.0 1		28 72 68 68 473.5 450.0 3 559.0 11.1 2		102759542.0434.02448.818.21	
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	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened	0 2 198 749.5 699.9 0 0.0 0.0 0.0 1	0	19	0. 4. 72. 521.7. 550.0. 0. 0. 0. 0. 0. 0. 0. 2.	12	10 24 59 442.4 432.0 4 397.0 80.0		28 72 68 68 473.5 450.0 11.1 2 2		102759542.0434.02448.818.21	
New Escrows Closed	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened	0 2 198 749.5 699.9 0 0.0 0.0 0.0 1 1 4 4	0	19	0. 4. 72. 521.7. 550.0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 2. 27	12	10 24 59 442.4 432.0 397.0 80.0 1	1	28 72 68 			
New Escrows Closed	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market	0 2 198 749.5 699.9 0 0.0 0.0 0.0 1 4 113	0	19	0. 4. 72. 521.7. 550.0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	12	10 24 59 442.4 432.0 49.0 80.0 1	1	28 72 68 473.5 450.0 3 559.0 11.1 2			
New Escrows Closed	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market	0 2 198 749.5 699.9 0 0.0 0.0 0.0 1 4 113	0	19	0. 4. 72. 521.7. 550.0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	12	10 24 59 442.4 432.0 49.0 80.0 1	1	28 72 68 473.5 450.0 3 559.0 11.1 2			
Total YTD Escrows Closed 3 0 209 25 165 129 39 342 912 150 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 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 4 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 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 Coop Sales 0 0 1.5 2 9 5 8 21 .60 11 Percent of Coop Sales 0.0 0 150.0 100.0 100.0 100.0 88.9 77.8 89.6 100.0 Avera	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price	0 2 198 749.5 699.9 0 0.0 0.0 0.0 1 4 113	0	19	0. 4. 72. 521.7. 550.0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	12	10 24 59 442.4 432.0 49.0 80.0 1	1	28 72 68 473.5 450.0 3 559.0 11.1 2			
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 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 4 A verage Sale price in Thousands 0.0 0.0 334.4 584.5 297.2 418.9 433.2 422.3 391.9 .565.5 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 Coop Sales 0 0 15 2 9 5 8 21 60 11 Percent of Coop Sales 0.0 0.0 100.0 100.0 100.0 88.9 77.8 89.6 100.0 Average Days on Market 0.0 0 82 61 80 68 115 77 83 63 Sales at List Price <	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES:	0 2 198 749.5 699.9 0 0.0 0.0 1 4 4 113 549.0	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	19	0. 4. 72. 521.7. 550.0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	12	10 24 59 442.4 432.0 4 397.0 80.0 1 1 8 135 35 396.6		28 72 68 473.5 450.0 3 559.0 11.1 2 13 336 41 457.8		10	
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 4 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 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 Coop Sales 0 0 15 2 9 5 8 21 60 11 Percent of Coop Sales 0.0 0.0 100.0 100.0 100.0 88.9 77.8 89.6 100.0 Average Days on Market 0 0 82 61 80 68 115 77 83 63 Sales at List Price 0 0 6 1 5 4 2 10 28 5 Sales to Listing Inventory Ratio 0.0 0 0	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed	0 2 198	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	19	0. 4. 72. 521.7. 550.0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	12	10 24 59 442.4 432.0 4 397.0 80.0 1 1 8 8 35 35 396.6		28 72 68 473.5 450.0 3 559.0 11.1 2 13 336 41 457.8			
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 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 Coop Sales 0 0 15 2 9 5 8 21 60 11 Percent of Coop Sales 0.0 0.0 100.0 100.0 100.0 188.9 77.8 89.6 100.0 Average Days on Market 0 0 82 61 80 68 115 77 83 63 Sales at List Price 0 0 6 1 5 4 2 10 28 5 Percent of Sales at List Price 0 0 40.0 50.0 55.6 80.0 22.2 37.0 41.8 45.5 Sales to Listing Inventory Ratio 0 0 0 0 40.0 75.0 50.0 900.0 96.4 95.7 110.0 LOSED SALES TYPE	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed Total YTD Escrows Closed	0 2 198	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	19	0. 4. 72. 521.7. 550.0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	12	10 24 59 442.4 432.0 80.0 1 1 8 8 397.0 80.0 1 397.0 80.0 5 396.6	1	28 72 68 473.5 450.0 3 559.0 11.1 2 13 336 41 457.8			
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 Coop Sales 0 0 15 2 9 5 8 21 60 11 Percent of Coop Sales 0.0 0.0 100.0 100.0 100.0 88.9 77.8 89.6 100.0 Average Days on Market 0 0 82 61 80 68 115 77 83 63 Sales at List Price 0 0 6 1 5 4 2 10 28 5 Percent of Sales at List Price 0 0 40.0 50.0 55.6 80.0 22.2 37.0 41.8 45.5 Sales to Listing Inventory Ratio 0 0 0 36.6 50.0 40.9 20.8 180.0 37.5 39.4 40.7 Final Sale to New Listing Ratio 0 0 0 75.0 50.0	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions.	0 2 198 749.5 699.9 0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	19	0. 4. 72. 521.7. 550.0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	12	10 24 59 442.4 397.0 80.0 1 1 8 8 35 35 396.6	1	28 72 68 473.5 450.0 3 559.0 11.1 2 13 336 41 457.8 27 342 11.402		10	
Coop Sales 0 0.15. 2.9 5 8 21 60 11 Percent of Coop Sales 0.0 0.0 100.0 100.0 100.0 88.9 77.8 89.6 100.0 Average Days on Market 0 0 82. 61 80 68. 115. 77. 83 63 Sales at List Price 0 0.0 6. 1 5. 4. 2. 10 28. 5. 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 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 Final Sale to New Listing Ratio 0.0 0.0 75.0 50.0 900.0 96.4 95.7 110.0 LOSED SALES TYPE Foreclosure / REO 0 0 0 0 0 0 0	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions. Volume of Total YTD Sales in Millions.	0 2 198 749.5 699.9 0 0.0 0.0 0.0 11.391	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	19	0. 4. 72. 521.7. 550.0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	12	10 24 59 442.4 432.0 80.0 1 1 8 8 397.0 80.0 1 1 35 35 396.6	1	28 72 68 473.5 450.0 3 559.0 11.1 2 13 336 41 457.8 27 342 11.402 155.765		10	
Percent of Coop Sales 0.0 0.0 100.0 100.0 100.0 88.9 77.8 89.6 100.0 Average Days on Market 0 0 82 61 80 68 115 77 83 63 Sales at List Price 0 0 6 1 5 4 2 10 28 5 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 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 Final Sale to New Listing Ratio 0.0 0.0 75.0 50.0 900.0 96.4 95.7 110.0 LOSED SALES TYPE Foreclosure / REO 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions. Volume of Total YTD Sales in Millions. Average Sale price in Thousands	0 2 2 198 749.5 699.9 0 0 0.0 0.0 1.391 0.0 0	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	19	0	12	10 24 59 442.4 432.0 4 397.0 80.0 1 1 35 35 396.6	1	28		10	
Average Days on Market 0 0 82 61 80 68 115 77 83 63 Sales at List Price 0 0 6 1 5 4 2 10 28 5 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 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 Final Sale to New Listing Ratio 0.0 0.0 75.0 50.0 900.0 96.4 95.7 110.0 LOSED SALES TYPE Foreclosure / REO 0 0 1 0 <td>New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands</td> <td>0 2 2 198 749.5 699.9 0.0 0.0 1 1.3 549.0 0 0.0 1.391 0.0</td> <td>0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0</td> <td>19 41 45 367.5 350.0 6 296.3 40.0 290 58 328.4 15 209 50.7 72.984 334.4 325.0</td> <td>0</td> <td>12</td> <td>10 24 59 442.4 432.0 4 397.0 80.0 1 1 8 8 35 35 396.6 5 129 2.095 418.9 400.0</td> <td>1</td> <td>28</td> <td>70</td> <td>10</td> <td></td>	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions Average Sale price in Thousands Median Sale Price in Thousands	0 2 2 198 749.5 699.9 0.0 0.0 1 1.3 549.0 0 0.0 1.391 0.0	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	19 41 45 367.5 350.0 6 296.3 40.0 290 58 328.4 15 209 50.7 72.984 334.4 325.0	0	12	10 24 59 442.4 432.0 4 397.0 80.0 1 1 8 8 35 35 396.6 5 129 2.095 418.9 400.0	1	28	70	10	
Sales at List Price 0 0 6 1 5 4 2 10 28 5 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 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 Final Sale to New Listing Ratio 0.0 0.0 75.0 50.0 900.0 96.4 95.7 110.0 LOSED SALES TYPE Foreclosure / REO 0 0 1 0 0 0 0 1 0 Seller Concessions 0	New Listings Total Active Listings Average Days on Market Average List Price in Thousands Median List Price in Thousands Median List Price in Thousands BOMS Average BOM Price in Thousands BOM to Sale Ratio Expirations ENDING SALES New Escrows Opened Total YTD Escrows Opened New Open Escrows Average Days on Market New Open Escrows Average List Price LOSED SALES: New Escrows Closed Total YTD Escrows Closed Total YTD Escrows Closed Volume of New Sales Dollars in Millions. Volume of Total YTD Sales in Millions Median Sale Price in Thousands Median Sale Price in Thousands Coop Sales	0 2 2 198 749.5 699.9 0 0.0 0.0 11 391 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0	19	0	12	10 24 59 442.4 432.0 4 397.0 80.0 1 1 8 35 35 396.6 5 129 2.095 53.835 418.9 400.0	1	28 72 68 68 473.5 450.0 3 3 559.0 11.1 2 2 3 427 342 11.402 155.765 422.3 430.0 21	70	10	
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COMPARABLE SALES ANALYSIS 2013-2018 (COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO) TOTAL MONTH BY MONTH

T.	SOUTHLAND REGIONAL	ASSOCIATION OF REALTORS', INC.

	% SALES TO LIST	63.2	61.9	78.0	62.9	77.8	78.0	71.4	56.0	53.6	76.7	105.8			
2018	\$ VOL MIL.	140.6	126.8	201.5	147.7	237.7	254.0	214.2	238.0	168.6	164.5	177.6			
20	SALES	263	250	375	261	431	464	387	445	308	312	328			
	LIST	416	404	481	451	554	265	542	524	431	407	310			
	% SALES TO LIST	67.5	74.2	79.2	59.4	78.3	98.7	86.3	87.8	8.98	103.6	7.66	177.6	8.98	
17	\$ VOL MIL.	120.5	121.3	198.1	164.3	380.1	290.1	223.8	231.1	211.4	195.5	171.3	196.4	2,503.9	\$546,583
2017	SALES	253	259	412	339	445	537	429	433	401	374	326	373	4,581	\$546
	LIST	375	349	520	571	895	544	497	493	462	361	327	210	5,277	
	% SALES TO LIST	53.5	54.1	64.9	78.6	84.0	8.98	80.6	82.1	84.6	92.6	126.5	148.7	76.0	
16	\$ VOL MIL.	92.6	114.3	160.6	189.7	210.3	235.6	198.1	203.2	201.2	180.9	173.4	169.9	2132.8	\$527,790
2016	SALES	209	244	342	405	425	479	402	409	406	367	353	345	4,041	\$527
	ISI	391	451	27.2	515	909	252	499	498	480	384	579	232	5,314	
	% SALES TO LIST	49.3	53.8	67.1	67.0	77	81.7	81	98.4	88.7	96.2	95.3	183.2	81.6	
15	\$ VOL MIL.	84.3	92.6	155	213.2	167.9	203.4	205.3	205.7	167.2	161.1	127.7	175.2	1,961.5	399
2015	SALES	200	219	327	376	381	443	442	439	368	358	286	403	4,242	\$462,399
	ISI	406	407	487	195	495	542	546	446	415	372	300	220	2,197	S
	% SALES TO LIST	6.09	51.3	53.2	76.2	73.4	8.69	74.6	82.1	75.1	97.3	120.3	160.8	77.6	
14	\$ VOL MIL.	96.2	88.2	103.2	155.5	157.6	153.2	157.1	159.9	145.9	149.6	136.8	161.9	1642.5	369
2014	SALES	238	214	261	369	367	344	373	362	341	356	308	365	3898	\$421,369
	TSIT	391	417	491	484	200	493	200	441	454	366	256	227	5020	O
	% SALES TO TIST	6.69	6'89	1.06	87.3	86.7	73.5	82.6	83.7	9.08	<i>L</i> .18	<i>L</i> '66	109.2	84.5	
13	\$ VOL MIL.	84.2	89.7	132	139.1	140.1	142.7	163.7	147.4	129.1	131.9	131.9	165.2	2651	,850
2013	SALES	248	255	345	364	373	346	404	375	332	335	323	407	4107	\$388,850
	LIST	355	370	383	417	430	471	489	448	412	410	324	214	4723	
'		JAN	FEB	MAR	APR	MAY	JUNE	JUL	AUG	SEPT	OCT	NON	DEC	TOTAL	AVG. SALE PRICE

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