

January/February 2019

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

Southland Regional Association of REALTORS®

99TH

Annual Inaugural Ball

Join us in celebrating the Installation of

President Dan Tresieras

And the 2019 Directors and Officers

** Saturday January 26, 2019 **

*Sheraton Universal Hotel
Grand Ballroom
333 Universal Hollywood Drive
Universal City*

*Cocktails at 6:00pm
Dinner at 7:00pm
Black Tie Optional*

FORM ON... PG. 8

**HOME, CONDO NOVEMBER SALES
SLOW; INVENTORY JUMPS 40% ... PG. 2**

**AGENTS STILL NEEDED IN THE
INTERNET AGE ... PG. 3**

**MAJORITY BELIEVE NOW IS A GOOD
TIME TO BUY ... PG. 4**

**GOV. SHUTDOWN IMPACTS 11%
OF R.E. CLIENTS ... PG. 5**

Volume 99 • Issue 1

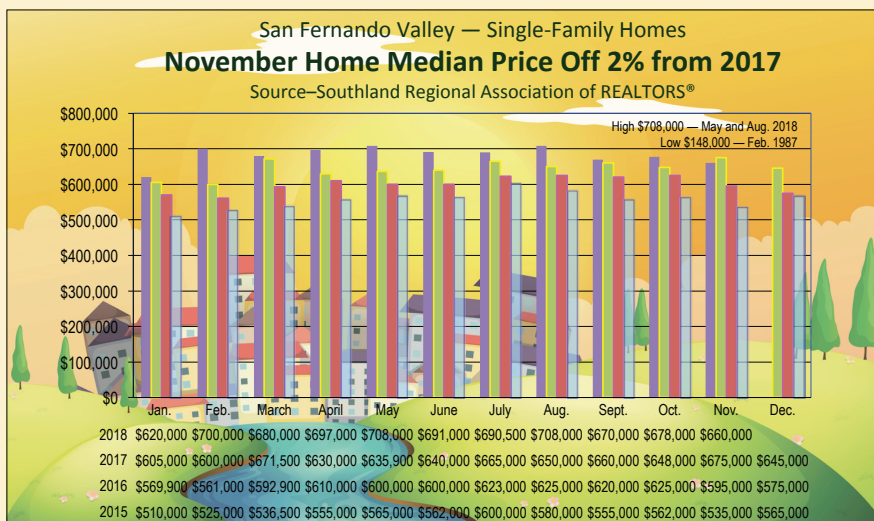
San Fernando Valley

Home, Condo November Sales Slow; Inventory Jumps 40%

A total of 414 single-family homes and 133 condominiums changed owners in the San Fernando Valley during November, down 13.8 percent and 26.1 percent, respectively, even as the number of active listings posted the largest one-month increase since 2014, the Southland Regional Association of Realtors reported Thursday.

The median price of homes sold came in at \$660,000, down 2.2 percent from a year ago, while the median price of condominiums that closed escrow last month was \$426,500, up 2.8 percent November 2017.

Both homes and condos recorded record-high median prices this year: the home record of \$708,000 came in May and again in August; the condo median of \$449,000 was set in July and August.



“There are fewer competitors out there, interest rates are lower, prices are negotiable, sellers more reasonable, and inventory is rising: Sounds like a great time for serious homebuyers to get busy,” said Gary Washburn, the 2018 Association president. “You’ll still bump into multiple offers, but not as many as just a short while ago. A purchase is possible!”

There were 1,509 active listings at the end of November. That was up 40.4 percent from a year ago, the largest percentage increase since 2014. At the current pace of sales, the active listings represented a 2.8-month supply. November was the fifth consecutive month above the 2.0-month benchmark.

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REALTOR® REPORT

The Official Publication of SRAR

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CONSUMER PRICE INDEXES

DECEMBER 2018

	PERCENT CHANGE	
	ONE MONTH ENDING December 2018	12 MONTHS ENDING December 2018
Los Angeles - Riverside - Orange County	-0.3	3.2



SELLERS

AGENTS STILL NEEDED IN THE INTERNET AGE

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Selling a home can be daunting, even overwhelming, especially for folks who go through the process only every few years or perhaps just once in a lifetime.

As the housing market shows signs of slowing, selling is even more difficult now than a year or just a few months ago.

That's one reason why it wasn't surprising that a survey of sellers, renters, and buyers—the "2018 State of the Consumer" survey by the California Association of Realtors—found that real estate professionals remain in high demand.

The survey found that 51 percent of sellers rely on agent assistance in the most crucial part of a transaction: negotiating price or terms of a sale. Half of sellers wanted help determining listing price, 40 percent needed advice about selling, a third wanted assistance in staging a home for sale, and 31 percent relied on experienced

professionals for help with contractual and legal issues.

An agent's reputation was the single-most important reason overall that sellers selected the pro they ended up using, but the reasons varied greatly by generation. Baby Boomers were most likely to select an agent whom they worked with on a previous transaction, GenXers were most likely to select an agent that they deemed trustworthy, and Millennials said that reputation

did not know their agent prior to the transaction, yet of those who did, they knew their agent for a median of seven years.

Agents most commonly kept in touch via phone calls, in person, emails, or texts. Yet even as electronic communication becomes ubiquitous, homesellers surveyed said they still prefer to have a livelier interaction with their agent.

Two-thirds of all sellers preferred their agent to communicate with them either via telephone or in person.

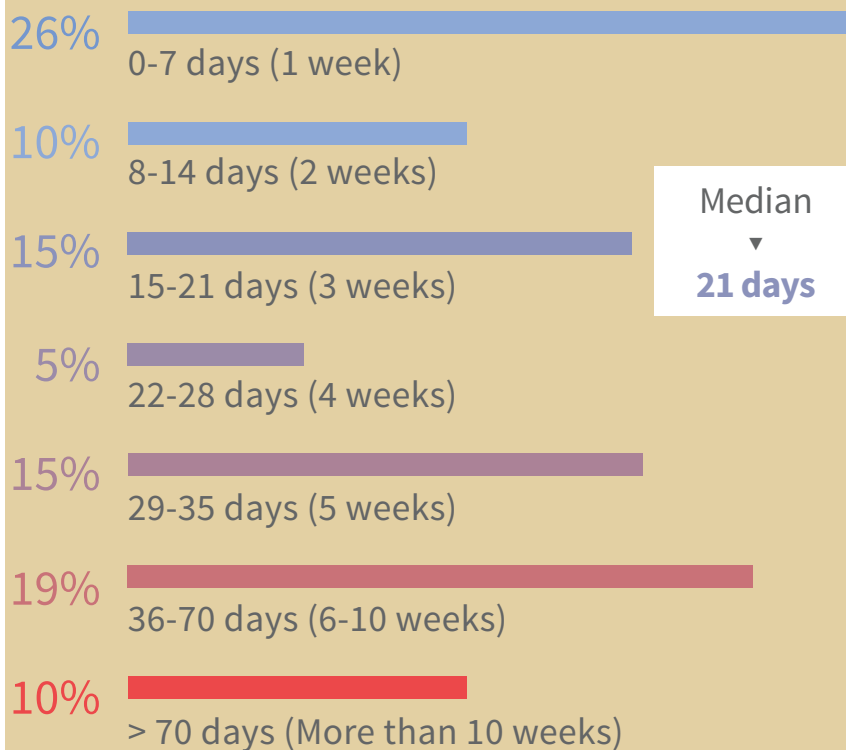
Interestingly, despite being more tech savvy than other generations, millennials said they preferred in-person

communication above all other methods. Responsiveness was important to sellers—and they had incredibly high expectations regarding their agent's response time.

Nearly half expected their agent to respond either instantly or within a half-hour. Millennials were most likely to want "instant access" to their agent, with 21 percent saying they expected an immediate response, compared to 16 percent of GenXers and just 5 percent of Boomers who felt

Sellers have high expectations on their agent's response time

Number of Days Listed on the Market Prior to the Opening of Successful Escrow



Parts of the Sale Where Agent Assistance Was Needed



was the most important reason.

One out of five sellers listed with a different agent than the one who ended up selling their home.

Sellers changed agents for a variety of reasons, including feeling that the previous agent did not communicate well, or didn't seem to know what they were doing, the listing expired without selling the home, or the previous agent was untrustworthy.

Still, it's noteworthy that two-thirds sellers

This is the third of three articles gauging the mindset of different generations of buyers, renters, and sellers. It is based on the "2018 State of California Consumer Survey."

the same way.

Boomers were more willing to wait and 12 percent said they expected a response within one business day. Their agents, in general, were able to meet or exceed their expectations. Go to www.car.org for the full survey results.



MAJORITY BELIEVE NOW IS A GOOD TIME TO BUY

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Sixty-three percent of respondents in a new national survey had a favorable view of the economy and 73 percent believe that now is still a good time to buy despite the continued upward direction of home prices and economic uncertainty.

That being said, consumer sentiment about homebuying weakened in the fourth quarter with only 34 percent strongly indicating it is now a good time to buy, down from 39 percent in the third quarter and 43 percent one year ago.

The percentage of those who believe that is not a good time to buy was unchanged in the fourth quarter, remaining at 37 percent, though up from 28 percent one year ago.

The National Association of Realtor's fourth quarter Housing Opportunities and Market Experience survey also found that a majority of those polled, 59 percent, believe that the economy is improving.

Optimism is the greatest among those who earn \$50,000 or more. Fifty-three percent of those in urban areas said the economy is improving, compared to 71 percent of respondents in rural areas. NAR's chief economist Lawrence Yun says rapid price increases have affected the marketplace.

"Consistently fast-rising home prices well in excess of income growth over recent years have left buyers frustrated while slowly enticing would-be sellers to consider listing."

From 2012 to 2018, median home

prices rose 44 percent, while average hourly wage earnings increased by just 16 percent. NAR's most recent survey asked about home prices over the last 12 months. Sixty-three percent of respondents feel that prices have increased in their communities over the last 12 months, down from the third when 70 percent of respondents believed that prices had increased.

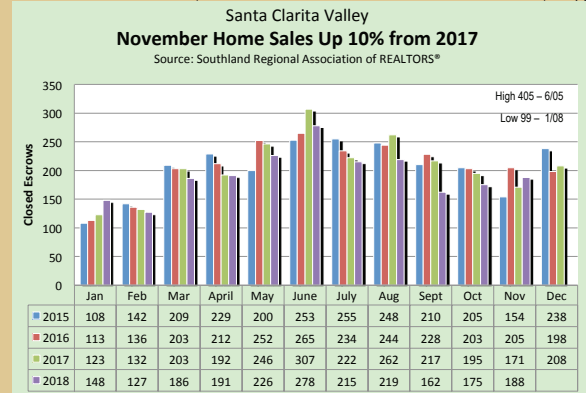
Thirty percent believe housing prices within their communities have remained the same. Americans living in the West, those with annual incomes of over \$100,000 and those 45 to 54 years of age are most likely to report that

Santa Clarita Home Sales Up 10%

Realtors assisted the close of escrow on 188 single-family homes during November in the Santa Clarita Valley, up 9.9 percent from a year ago, as the inventory of homes posted its sixth consecutive increase, the Southland Regional Association of Realtors reported recently.

An additional 67 condominiums also changed owners last month, but that number was off 18.3 percent from November 2017. 2018 local sales are likely to end with home closed escrows down 6.8 percent from a year ago while condominium transactions were 15 percent lower as of November.

"Local resale prices have softened, the inventory has grown, and interest rates have fallen enough in recent months to keep serious buyers in the hunt for a home," said M. Dean Vincent, chairman of the Association's Santa Clarita Valley Division. "There's some uncertainty regarding the

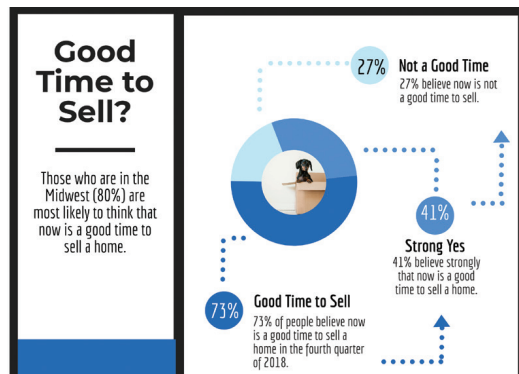


direction of the economy, yet Santa Clarita is such a desirable market that local buyers understand the need to act while the current window of opportunity is open."

prices have increased in their neighborhoods.

Additionally, 67 percent of homeowners, 56 percent of renters and 50 percent of those living with someone else also felt home prices in their communities increased. Forty percent of those earning less than \$50,000 reported that home prices had stayed the same. The national median home price as of October was \$255,400, compared to \$382,900 in the West.

Yun said some of the fourth quarter findings imply that the softening home buying sentiment is less a result of potential buyers holding off purchases in anticipation of lower home prices, but more related to concerns over qualifying for a higher mortgage and the lack of access to affordable home listings



Members of the Santa Clarita Council of the Southland Regional Association of Realtors are pictured above following the recent swearing into office ceremony. Amanda Ethcevery, sixth from the right, will lead the Council in 2019. Pictured, left to right: M. Dean Vincent, 2018 council chair, Nancy Starczyk, Phyllis Grekin, Rhona Jukes, Imelda Leano, Louisa Henry, 2019 Council Chair-Elect, Eleanor Dullas, Jim Bevis, Richard Hall, 2019 Council Chair Etchevery, Bob Khalsa, Bob Kellar, Nicole Stinson, Sarah Darabi, and Nicole Vartanian.

GOV. SHUTDOWN IMPACTS 11% OF R.E. CLIENTS

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®
BY DAN TRESIERRAS, PRESIDENT, AND DAVID WALKER

Three-quarters of Realtors responding to a new national survey said the partial government shutdown—which will leave its mark, regardless when it is resolved—has had no impact on their real estate contracts or closings, while 11 percent indicated that limited government impacted current clients and another 11 percent believed it hurt potential clients.

The survey, which was conducted by the National Association of Realtors, wanted to know details from those who reported an impact of how the failure of the President and Congress to come to an agreement on a resolution to fund the government impacted federal housing, mortgage applications, real estate programs, and home purchase transactions.

The most common impact, at 25 percent, was the buyer decided not to buy due to general economic uncertainty, even though they were not federal government employees.

Nine percent of these Realtors had clients who decided not to buy because their clients are federal government employees.

Six percent had a seller who could not sell because their move was impacted by their employment.

Three percent had a buyer who was unable to buy due to lender rejection because they were furloughed from work as either a government employee or a contractor.

Three percent had a buyer client who was a federal government contractor and decided not to buy because of lost income or being furloughed.

Among those impacted by the shutdown, 17 percent had a delay because of a USDA loan, 13 percent had a delay due to IRS income verification delays, nine percent had a delay due to a VA loan, and another nine percent did not cite a reason for the delay.

Other members had lost bids on homes

due to the shutdown. Those members reported buyers had lost bids due to the following reasons:

- Six percent said the buyer was using a FHA loan;
- Four percent involved a buyer with a USDA loan;
- And, 3 percent said their buyer was using a VA loan. Impacted

Realtors also had contracts that were terminated due to the shutdown.

Two percent had contracts terminated for each of the following reasons:

- The buyer was using a VA loan;
- The buyer was using a USDA loan
- And, other reasons not noted.

One percent of contracts terminated because the buyer was using a VA loan.

For updates on the impact of the shutdown on the EPA, FHA, Fannie Mae, Freddie Mac, the IRS, and the National Flood Insurance Program, which through NAR due to efforts remains in force, go to www.nar.realtor.

New Year Brings Lower Interest Rates

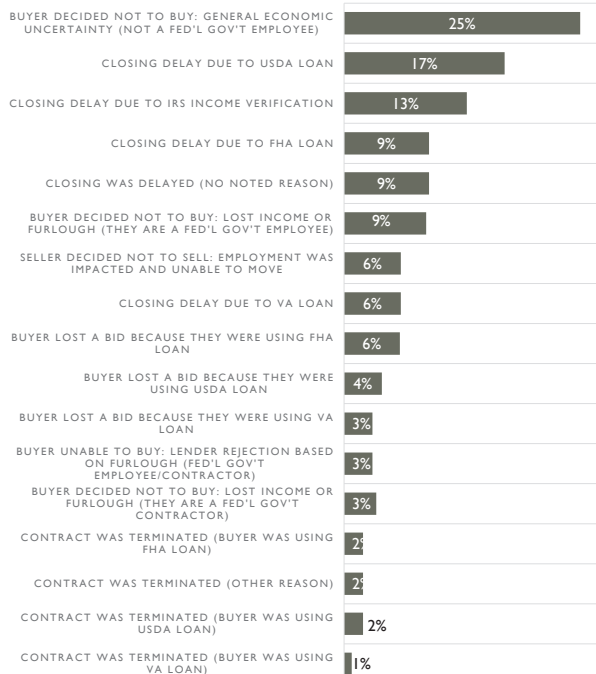
Mortgage rates declined to start the new year with the 30-year fixed-rate mortgage dipping to 4.51 percent, Freddie Mac reported.

“Low mortgage rates combined with decelerating home price growth should get prospective homebuyers excited to buy,” said Sam Khater, Freddie Mac’s chief economist. “However, it will be interesting to see how the recent turmoil in the stock market will affect homebuying activity in the coming months.”

A year ago at this time, the 30-year fixed-rate mortgage averaged 3.95 percent. 15-year fixed-rate mortgage last week averaged 3.99 percent with an average 0.4 point, down from prior week when it averaged 4.01 percent. A year ago at this time, the 15-year loan averaged 3.38 percent.

How Shutdown Has Impacted Transactions

HOW THE SHUTDOWN HAS IMPACTED TRANSACTIONS



NAR 2019 – Federal Government Shutdown Survey

Realtor Fire Grants Close

Due to an overwhelming response, applications will no longer be accepted to a state-wide program intended to aid the victims of the devastating Camp, Woolsey, and Hill fires.

Offered by the California Association of Realtors, the program was open to home owners and renters affected by the fires.

The decision to stop accepting new application went into immediate effect.

“The Realtor community is proud to have been able to support those most in need to help them begin to rebuild their lives,” said Dan Tresieras, president of the Southland Regional Association

of Realtors.

The Association’s territory touches on regions impacted by the Woolsey fire.

“While C.A.R. is no longer accepting new applications,” Tresieras said, “it will continue to process the applications it had received as of Jan. 4 and distribute grants to the nearly 700 current applicants”

Through a \$1 million gift from the Realtor Relief Foundation, C.A.R. offered disaster relief grants up to \$2,000 per household to provide financial 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.



OWNING A HOME IS A KEY PART OF THE 'AMERICAN DREAM'

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

BY DAN TRESIERRAS, PRESIDENT, AND DAVID WALKER

The “American Dream” may be frayed around the edges, and carved out in the center—especially here in the Golden State where high home prices and low inventory limit opportunity—but homeowners and renters truly believe that owning a home is the essence of that Dream.

Three out of four nonowners believe homeownership is part of the story. Nine out of ten current homeowners agreed.

In many instances, if the respondents to a fresh national consumer survey don’t own, it’s not for lack of desire.

It typically boils down to a simple fact—they cannot currently afford a mortgage.

Those are findings culled by the National Association of Realtors’ Aspiring Home Buyers Profile, which attempted to capture the housing expectations and sentiments of non-homeowners—both renters and those living with a family member.

Over the last quarter of 2018, 43 percent of non-owners said they did not own a home because they were not in a position to purchase.

That was down from the third quarter of 2018, when 49 percent of non-homeowners answered the same.

Also in the 4th quarter, 33 percent of non-homeowners said they do not own because current life circumstances are not suitable for ownership, while 16 percent said they need the flexibility of renting.

In addition, the survey looked at the main reason why non-homeowners would buy a home in the future.

Throughout 2018, 28 to 31 percent of renters said an improvement in their financial situation would be the top reason that would encourage them to buy a home in the future.

Makes sense. Why rent if owning is

within reach financially?

Throughout 2018, another 26 to 30 percent of non-owners said a change in lifestyle—such as getting married, starting a family or retiring— would be the primary reason they would make a future home purchase.

“The lack of affordable and moderately priced homes has forced nonhomeowners to delay achieving that part of the American Dream,” said Lawrence Yun, N.A.R.’s chief economist. “However, as the survey confirms, significant lifestyle changes like marriage or starting a family often spur non-owners to pursue home-ownership.”

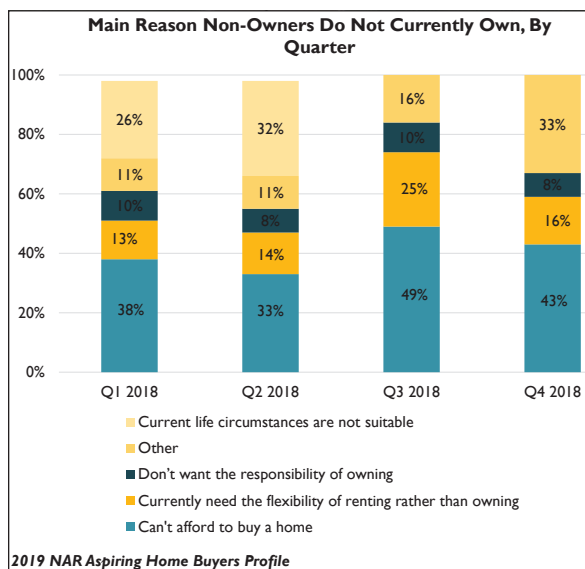
In other words, kids happen. Yet even when life and circumstances are screaming for a home purchase, the lack of affordable housing causes too many potential buyers to hold off. That is the fate of far too many Southern Californians.

For this year’s survey, homeowners and non-owners were also asked about adult family or friends moving into their homes, the span of time this person lived within the household, and if they thought about moving to a new home because of the change.

According to the survey, 11 percent of homeowners had an adult child move into their residence, while 5 percent of non-owners had an adult move into their home.

Of those who had someone move into their home, 44 percent said that the individual intended to live with them for over one year or to stay permanently. Eighty-eight percent of those surveyed who had someone move into their home reported that their living situation remained acceptable and therefore did not warrant consideration of moving into a different home. Twelve percent said they did consider moving or ultimately did move due to their home situation changing. And 2019?

“While home sales were slightly down in 2018, there is still a sizable pent-up housing demand,” Yun said. “Economic growth, interest rates, and the supply of moderately priced-homes will dictate how well the real estate industry will do this year.”



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Dinner at 7:00pm
Black Tie Optional*

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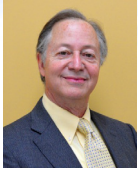
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Brian Hatkoff, CCIM

ABC's of Commercial Real Estate

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9:00 am - 10:30 am

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Heather Boren

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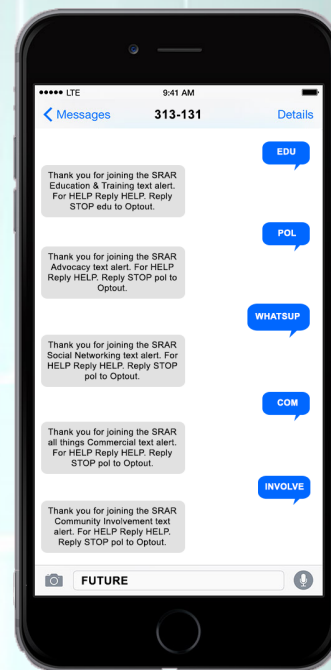
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SOUTHLAND REGIONAL
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703

DECEMBER 2018 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

767

RESIDENTIAL PROP. ESCROW CLOSED

959

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	57	47	62	101	337	366	703
TOTAL ACTIVE LISTINGS	199	200	220	320	1,166	1,358	2,524
AVERAGE DAYS ON MARKET	97	92	86	94	90	91	
AVERAGE LIST PRICE IN THOUSANDS	532.7	1,188.2	796.0	1,370.3	1,062.1	730.2	883.5
MEDIAN LIST PRICE IN THOUSANDS	510.0	849.0	679.5	798.0	685.0	390.0	549.0
BOMS	18	25	20	27	110	74	184
AVERAGE BOM PRICE IN THOUSANDS	498.9	912.4	789.1	735.2	779.5	489.5	662.9
BOM TO SALE RATIO	21.4	26.0	16.5	23.5	21.6	19.2	21.9
EXPIRATIONS	22	36	31	50	182	220	402

PENDING SALES:

NEW ESCROWS OPENED	62	83	95	108	419	348	767
TOTAL YTD ESCROWS OPENED	1,107	1,322	1,732	1,747	7,112	5,515	12,627
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	48	61	59	44	52	62	57
NEW OPEN ESCROWS AVERAGE LIST PRICE	472.2	891.9	766.3	856.0	804.2	514.8	672.9

CLOSED SALES:

NEW ESCROWS CLOSED	84	96	121	115	510	449	959
TOTAL YTD ESCROWS CLOSED	1,126	1,334	1,742	1,745	7,154	5,447	12,601
VOLUME OF NEW SALE DOLLARS IN MILLIONS	39,757	86,628	84,287	105,140	395,570	221,005	616,575
VOLUME OF TOTAL YTD SALES IN MILLIONS	540,012	1,250,913	1,187,582	1,536,006	5,585,385	2,885,105	8,470,490
AVERAGE SALE PRICE IN THOUSANDS	473.3	902.4	696.6	914.3	775.6	492.2	642.9
MEDIAN SALE PRICE IN THOUSANDS	485.0	710.0	633.0	720.0	591.0	375.0	525.0
COOP SALES	67	83	101	94	423	378	801
PERCENT OF COOP SALES	79.8	86.5	83.0	81.7	82.9	84.2	83.5
AVERAGE DAYS ON MARKET	36	34	37	51	42	52	47
SALES AT LIST PRICE	59	39	48	35	219	217	436
PERCENT OF SALES AT LIST PRICE	70.2	40.6	39.7	30.4	42.9	48.3	45.5
SALES TO LISTING INVENTORY RATIO	42.2	48.0	55.0	35.9	43.7	36.0	36.0
FINAL SALE TO NEW LISTING RATIO	147.4	204.3	134.3	113.9	151.3	122.7	136.4

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	2	2	4	3	7
SELLER CONCESSIONS	0	0	0	0	0	0	0
SHORT SALE	1	0	1	0	2	6	8
STANDARD	81	95	114	110	490	429	919
OTHER	2	1	4	3	14	11	25

SELLING PRICE RANGE:

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %		
LESS THAN 100,000	79	15	5	13680	17.5	
100,000 TO 109,999	0	0	0	N/A	0.0	
110,000 TO 119,999	83	8	2	12950	10.5	
120,000 TO 139,999	30	14	1	50	0.2	
140,000 TO 159,999	52	17	8	2714	0.6	
160,000 TO 179,999	38	16	3	11500	6.3	
180,000 TO 199,999	14	22	5	22420	10.3	
200,000 TO 249,999	50	126	36	8632	3.6	
250,000 TO 299,999	51	208	85	8485	2.6	
300,000 TO 349,999	42	200	77	11770	3.2	
350,000 TO 399,999	62	193	51	5982	0.7	
400,000 TO 449,999	40	143	83	8802	1.8	
450,000 TO 499,999	44	174	59	35	4503	13.4
500,000 TO 549,999	41	139	78	24380	4.1	
550,000 TO 599,999	42	165	92	23989	3.6	
600,000 TO 699,999	36	243	95	20425	2.8	
700,000 TO 799,999	42	166	67	18740	2.1	
800,000 TO 899,999	42	113	38	46699	4.7	
900,000 TO 999,999	74	69	30	27326	21.9	
1,000,000 TO 1,999,999	56	317	73	76196	4.6	
MORE THAN 2,000,000	63	176	23	203159	7.0	
TOTALS	47	2524	959	28356	1.5	

LISTINGS

19,278

2018 RMLS TOTAL - \$ VOLUME

\$8,470,490,000

SALES

12,412

Only use these tags ['div', 'table', 'tr', 'td', 'p', 'div>



	2013					2014					2015					2016					2017					2018		
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST				
JAN	1,288	881	396.3	68.4	1,338	786	393.2	58.7	1,445	743	387.5	51.4	1,257	760	448.4	60.5	1,255	886	572.0	70.6	1,393	821	539.4	58.9				
FEB	1,218	821	353.8	67.4	1,388	732	375.5	52.7	1,397	786	397.8	56.3	1,402	730	433.9	52.1	1,256	804	505.4	64.0	1,370	740	498.2	54.0				
MAR	1,377	1,337	470.8	77.8	1,565	903	473.0	57.7	1,634	1,080	603.7	66.1	1,552	1,050	640.1	67.7	1,732	1,167	739.9	67.4	1,577	1,095	793.1	69.4				
APR	1,549	1,114	559.3	71.9	1,548	1,124	589.4	72.6	1,733	1,168	657.4	67.4	1,656	1,111	658.9	67.1	1,580	1,116	697.6	70.6	1,251	878	655.5	57.9				
MAY	1,506	1,265	630.6	84.0	1,608	1,083	582.2	67.4	1,593	1,153	680.7	72.4	1,633	1,169	680.5	71.6	1,794	1,317	862.1	73.4	1,801	1,244	841.7	69.1				
JUNE	1,551	1,133	573.4	73.0	1,711	1,086	574.2	63.5	1,820	1,266	733.9	69.6	1,742	1,299	785.0	74.6	1,734	1,481	955.8	85.4	1,776	1,262	848.0	71.1				
JUL	1,610	1,176	584.9	73.0	1,673	1,165	600.3	69.6	1,686	1,321	770.6	78.4	1,644	1,163	745.4	70.7	1,726	1,177	784.5	68.2	1,651	1,170	779.7	70.9				
AUG	1,581	1,196	623.6	75.6	1,146	999	536.8	66.3	1,695	1,228	692	72.4	1,687	1,201	740.9	71.2	1,687	1,414	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		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	703	959	616.5	136.4				
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	17,885	12,412	8,454	69.86				
AVG. SALE PRICE		\$479,270				\$525,464				\$558,825				\$605,843				\$636,060				\$681,115						

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR DECEMBER 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	43	32	53	49	81	258	302	560
Total Active Listings	154	146	157	178	239	874	1,111	1,985
Average Days on Market	102	90	69	89	95	89	93	92
Average List Price in Thousands	556.7	1,407.0	1,554.1	858.5	1,658.9	1,240.8	777.4	981.5
Median List Price in Thousands	529.0	1,149.0	999.0	738.6	950.0	789.0	380.0	589.9
BOMS	12	17	15	18	18	80	57	137
Average BOM Price in Thousands	494.2	1,091.3	985.9	831.5	810.6	860.4	503.2	711.7
BOM to Sale Ratio	20.0	24.6	23.8	18.9	19.4	21.1	15.7	18.4
Expirations	18	32	29	24	43	146	177	323
PENDING SALES								
New Escrows Opened	48	52	44	79	87	310	278	588
Total YTD Escrows Opened	819	899	845	1,393	1,366	5,322	4,362	9,684
New Open Escrows Average Days on Market	50	66	50	63	40	53	60	56
New Open Escrows Average List Price	505.6	1,073.8	1,296.9	834.3	927.8	915.5	508.1	722.9
CLOSED SALES:								
New Escrows Closed	60	69	63	95	93	380	364	744
Total YTD Escrows Closed	826	911	843	1,384	1,359	5,323	4,298	9,621
Volume of New Sales Dollars in Millions	30.681	72.173	66.187	72.508	93.602	335.151	183.841	518.992
Volume of total YTD Sales in Millions	427.890	1,024.234	906.915	1,022.958	1,346.285	4,728.283	2,314.855	7,043.138
Average Sale price in Thousands	511.4	1,046.0	1,050.6	763.2	1,006.5	882.0	505.1	697.6
Median Sale Price in Thousands	500.0	790.0	670.0	665.0	769.0	669.0	370.0	559.9
Coop Sales	49	56	50	81	75	311	308	619
Percent of Coop Sales	81.7	81.2	79.4	85.3	80.6	81.8	84.6	83.2
Average Days on Market	39	33	32	47	50	41	54	48
Sales at List Price	37	31	26	34	30	158	179	337
Percent of Sales at List Price	61.7	44.9	41.3	35.8	32.3	41.6	49.2	45.3
Sales to Listing Inventory Ratio	39.0	47.3	40.1	53.4	38.9	43.5	32.8	37.5
Final Sale to New Listing Ratio	139.5	215.6	118.9	193.9	114.8	147.3	120.5	132.9
CLOSED SALES TYPE								
Foreclosure/REO	0	0	0	2	2	4	2	6
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	1	0	0	0	0	1	4	5
Standard	57	68	61	90	89	365	348	713
Other	2	1	2	3	2	10	10	20

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR DECEMBER 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	14	15	17	13	20	79	64	143
Total Active Listings	45	54	70	42	81	292	247	539
Average Days on Market	81	98	98	72	92	90	82	86
Average List Price in Thousands	450.3	596.4	530.7	530.8	518.7	527.2	518.0	522.9
Median List Price in Thousands	449.9	569.0	419.0	439.5	450.0	450.0	419.0	445.0
BOMS	6	8	5	2	9	30	17	47
Average BOM Price in Thousands	508.3	532.2	706.2	407.5	584.6	563.8	443.8	520.4
BOM to Sale Ratio	25.0	29.6	16.1	7.7	40.9	23.1	20.0	21.9
Expirations	4	4	14	7	7	36	43	79
PENDING SALES								
New Escrows Opened	14	31	27	16	21	109	70	179
Total YTD Escrows Opened	288	423	359	339	381	1,790	1,153	2,943
New Open Escrows Average Days on Market	39	51	51	38	62	50	69	57
New Open Escrows Average List Price	357.8	586.7	421.0	430.6	558.4	487.9	541.5	508.9
CLOSED SALES:								
New Escrows Closed	24	27	31	26	22	130	85	215
Total YTD Escrows Closed	300	423	364	358	386	1,831	1,149	2,980
Volume of New Sales Dollars in Millions	9.076	14.455	13.572	11.779	11.538	60.420	37.164	97.583
Volume of total YTD Sales in Millions	112.122	226.678	163.957	164.624	189.722	857.103	570.250	1,427.352
Average Sale price in Thousands	378.1	535.4	437.8	453.0	524.5	464.8	437.2	453.9
Median Sale Price in Thousands	340.0	549.0	415.0	425.0	450.0	425.0	375.0	415.0
Coop Sales	18	27	28	20	19	112	70	182
Percent of Coop Sales	75.0	100.0	90.3	76.9	86.4	86.2	82.4	84.7
Average Days on Market	26	37	47	46	56	42	45	43
Sales at List Price	22	8	12	14	5	61	38	99
Percent of Sales at List Price	91.7	29.6	38.7	53.8	22.7	46.9	44.7	46.0
Sales to Listing Inventory Ratio	53.3	50.0	44.3	61.9	27.2	44.5	34.4	39.9
Final Sale to New Listing Ratio	171.4	180.0	182.4	200.0	110.0	164.6	132.8	150.3
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	1	0	1	2	3
Standard	24	27	29	24	21	125	81	206
Other	0	0	2	1	1	4	1	5

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR DECEMBER 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	7	0	23	7	7	21	2	32	99	48	147
Total Active Listings	40	18	72	38	30	88	13	85	384	153	537
Average Days on Market	120	148	97	96	95	85	79	75	93	86	91
Average List Price in Thousands	656.9	840.8	867.9	641.9	846.2	716.9	905.7	827.6	778.4	500.6	699.2
Median List Price in Thousands	629.0	800.0	585.0	623.9	685.0	680.0	850.0	675.0	669.9	359.0	625.0
BOMS	2	3	6	2	3	8	1	5	30	16	46
Average BOM Price in Thousands	472.0	625.0	780.6	609.5	633.5	754.4	829.0	614.5	685.3	495.2	619.2
BOM to Sale Ratio	66.7	300.0	16.7	10.5	33.3	29.6	12.5	17.2	22.7	34.8	25.8
Expirations	6	1	10	5	5	10	1	13	51	23	74

PENDING SALES

New Escrows Opened	9	3	27	20	5	17	4	24	109	41	150
Total YTD Escrows Opened	118	36	509	239	157	484	119	543	2,205	760	2,965
New Open Escrows Average Days on Market	69	100	60	65	79	77	84	40	63	52	60
New Open Escrows Average List Price	561.4	620.0	603.3	584.3	727.8	665.7	742.2	854.7	672.7	467.2	616.5

CLOSED SALES:

New Escrows Closed	3	1	36	19	9	27	8	29	132	46	178
Total YTD Escrows Closed	116	36	510	237	166	500	118	559	2,242	780	3,022
Volume of New Sales Dollars in Millions	1.594	0.915	21.976	10.187	7.230	15.456	6.160	24.153	87.672	23.515	111.187
Volume of total YTD Sales in Millions	67.779	25.033	295.385	136.369	108.649	310.868	97.623	392.934	1,434.640	347.628	1,782.268
Average Sale price in Thousands	531.3	915.0	610.5	536.2	803.3	572.4	770.1	832.9	664.2	511.2	624.6
Median Sale Price in Thousands	485.0	915.0	555.0	475.0	650.0	583.5	735.0	695.0	600.0	349.5	560.0
Coop Sales	3	1	29	16	7	25	6	26	113	39	152
Percent of Coop Sales	100.0	100.0	80.6	84.2	77.8	92.6	75.0	89.7	85.6	84.8	85.4
Average Days on Market	119	203	97	91	78	90	95	103	96	107	99
Sales at List Price	0	0	14	9	2	5	1	10	41	28	69
Percent of Sales at List Price	0.0	0.0	38.9	47.4	22.2	18.5	12.5	34.5	31.1	60.9	38.8
Sales to Listing Inventory Ratio	7.5	5.6	50.0	50.0	30.0	30.7	61.5	34.1	34.4	30.1	33.1
Final Sale to New Listing Ratio	42.9	0.0	156.5	271.4	128.6	128.6	400.0	90.6	133.3	95.8	121.1

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	3	1	36	19	9	27	8	29	132	45	177
Other	0	0	0	0	0	0	0	0	0	1	1

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR DECEMBER 2018

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	14	0	7	12	1	11	45	12	57
Total Active Listings	0	0	37	3	15	24	5	55	139	24	163
Average Days on Market	0	0	64	101	50	61	71	85	71	65	70
Average List Price in Thousands	0.0	0.0	355.2	512.3	421.4	451.9	448.4	481.2	435.6	587.2	457.9
Median List Price in Thousands	0.0	0.0	329.9	629.0	325.0	435.0	445.0	450.0	399.0	470.0	409.0
BOMS	0	0	5	0	3	1	1	3	13	0	13
Average BOM Price in Thousands	0.0	0.0	358.7	0.0	369.8	364.0	555.0	491.3	407.4	0.0	407.4
BOM to Sale Ratio	0.0	0.0	29.4	0.0	16.7	7.7	100.0	16.7	18.3	0.0	15.7
Expirations	0	0	2	2	1	2	1	8	16	2	18

PENDING SALES

New Escrows Opened	1	0	19	1	11	7	1	16	56	10	66
Total YTD Escrows Opened	5	0	233	28	181	143	40	354	984	166	1,150
New Open Escrows Average Days on Market	273	0	39	107	55	38	102	57	54	37	51
New Open Escrows Average List Price	779.0	0.0	353.9	550.0	336.8	415.0	370.0	408.1	385.0	464.6	397.1

CLOSED SALES:

New Escrows Closed	1	0	17	3	18	13	1	18	71	12	83
Total YTD Escrows Closed	4	0	226	28	183	142	40	360	983	162	1,145
Volume of New Sales Dollars in Millions	0.540	0.000	5.361	1.425	5.637	5.470	0.425	8.085	26.943	4.325	31.267
Volume of Total YTD Sales in Millions	1.931	0.000	78.345	12.417	60.817	59.305	18.565	163.850	395.229	73.398	468.627
Average Sale price in Thousands	540.0	0.0	315.3	475.0	313.2	420.8	425.0	449.2	379.5	360.4	376.7
Median Sale Price in Thousands	540.0	0.0	315.0	475.0	318.0	418.0	425.0	450.0	363.0	305.0	360.0
Coop Sales	1	0	16	3	16	9	0	17	62	9	71
Percent of Coop Sales	100.0	0.0	94.1	100.0	88.9	69.2	0.0	94.4	87.3	75.0	85.5
Average Days on Market	141	0	83	111	85	82	105	128	97	105	98
Sales at List Price	0	0	8	1	8	6	0	10	33	5	38
Percent of Sales at List Price	0.0	0.0	47.1	33.3	44.4	46.2	0.0	55.6	46.5	41.7	45.8
Sales to Listing Inventory Ratio	0.0	0.0	45.9	100.0	120.0	54.2	20.0	32.7	51.1	50.0	50.9
Final Sale to New Listing Ratio	0.0	0.0	121.4	0.0	257.1	108.3	100.0	163.6	157.8	100.0	145.6

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	0	0	0	0	0	0
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	0	0	0	0	0	0
Standard	1	0	17	3	18	13	1	18	71	12	83
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED

204

RESIDENTIAL PROP. ESCROW OPENED

216

RESIDENTIAL PROP. ESCROW CLOSED

261

DECEMBER 2018 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
TOTAL LISTINGS	7	0	37	7	14	33	3	43	144	60	204
TOTAL ACTIVE LISTINGS	40	18	109	41	45	112	18	140	523	177	700
AVERAGE DAYS ON MARKET	120	148	86	97	80	80	76	79	87	83	86
AVERAGE LIST PRICE IN THOUSANDS	656.9	840.8	693.9	632.4	704.6	660.1	778.6	691.5	687.3	512.3	643.0
MEDIAN LIST PRICE IN THOUSANDS	629.0	800.0	525.0	625.0	612.9	625.0	775.0	604.8	604.8	375.0	565.0
BOMS	2	3	11	2	6	9	2	8	43	16	59
AVERAGE BOM PRICE IN THOUSANDS	472.0	625.0	588.8	609.5	501.6	711.0	692.0	568.3	601.3	495.2	572.5
BOM TO SALE RATIO	50.0	300.0	20.8	9.1	22.2	22.5	22.2	17.0	21.2	27.6	22.6
EXPIRATIONS	6	1	12	7	6	12	2	21	67	25	92

PENDING SALES:

NEW ESCROWS OPENED	10	3	46	21	16	24	5	40	165	51	216
TOTAL YTD ESCROWS OPENED	123	36	742	267	338	627	159	897	3,189	926	4,115
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	89	100	51	67	63	65	88	47	60	49	57
NEW OPEN ESCROWS AVERAGE LIST PRICE	583.2	620.0	500.3	582.6	459.0	592.5	667.8	676.0	575.1	466.7	549.5

CLOSED SALES:

NEW ESCROWS CLOSED	4	1	53	22	27	40	9	47	203	58	261
TOTAL YTD ESCROWS CLOSED	120	36	736	265	349	642	158	919	3,225	942	4,167
VOLUME OF NEW SALE DOLLARS IN MILLIONS	2,134	0,915	27,337	11,612	12,867	20,926	6,585	32,238	114,614	27,840	142,455
VOLUME OF TOTAL YTD SALES IN MILLIONS	69,710	25,033	373,730	148,786	169,467	370,173	116,187	556,784	1,829,870	421,025	2,250,895
AVERAGE SALE PRICE IN THOUSANDS	533.5	915.0	515.8	527.8	476.6	523.1	731.7	685.9	564.5	480.0	545.8
MEDIAN SALE PRICE IN THOUSANDS	485.0	915.0	515.0	475.0	345.0	515.0	735.0	630.0	525.0	345.0	490.0
COOP SALES	4	1	45	19	23	34	6	43	175	48	223
PERCENT OF COOP SALES	100.0	100.0	84.9	86.4	85.2	85.0	66.7	91.5	86.2	82.8	85.4
AVERAGE DAYS ON MARKET	124	203	93	93	83	87	96	112	96	106	99
SALES AT LIST PRICE	0	0	22	10	10	11	1	20	74	33	107
PERCENT OF SALES AT LIST PRICE	0.0	0.0	41.5	45.5	37.0	27.5	11.1	42.6	36.5	56.9	41.0
SALES TO LISTING INVENTORY RATIO	10.0	5.6	48.6	53.7	60.0	35.7	50.0	33.6	38.7	37.8	37.3
FINAL SALE TO NEW LISTING RATIO	57.1	0.0	143.2	314.3	192.9	121.2	300.0	109.3	141.0	96.7	127.9

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	4	1	53	22	27	40	9	47	203	57	260
OTHER	0	0	0	0	0	0	0	0	0	1	1

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
SELLING PRICE RANGE:						
LESS THAN 100,000	67	0	2	2	270750	48.5
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	51	4	3	3	13167	8.9
140,000 TO 159,999	34	2	1	1	5000	3.2
160,000 TO 179,999	1	3	1	0	N/A	0.0
180,000 TO 199,999	0	4	0	0	N/A	0.0
200,000 TO 249,999	64	13	14	11	9971	4.1
250,000 TO 299,999	44	47	18	11	13665	3.9
300,000 TO 349,999	56	63	26	19	18000	4.5
350,000 TO 399,999	39	47	20	13	12838	3.1
400,000 TO 449,999	41	37	26	17	11955	2.6
450,000 TO 499,999	56	53	23	18	20437	4.0
500,000 TO 549,999	56	57	28	22	14457	2.6
550,000 TO 599,999	10	61	18	15	13361	46.9
600,000 TO 699,999	52	118	35	24	201623	5.4
700,000 TO 799,999	34	64	18	15	22342	2.8
800,000 TO 899,999	45	35	10	7	35330	3.7
900,000 TO 999,999	93	24	3	3	89963	8.9
1,000,000 TO 1,999,999	51	54	13	51	156446	8.5
MORE THAN 2,000,000	336	13	2	1	N/A	32.1
TOTALS	51	700	261	192	55126	0.8

2018 RMLS TOTAL - \$ VOLUME

\$2,250,895,000

SALES 4,085

LISTINGS 5,283

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SANTA CLARITA VALLEY

2018

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Perfect Closing Gift Re Key
Clients Home For Peace Of Mind
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NEALS KEY 818-363-8010

Exp. #3 (3-19)

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Termite Inspection Retrofitting Inspection

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- Fast report (fax or e-mail)
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- All works fully guaranteed
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Retrofitting Inspection

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Richie Herrera-"I got my real estate license at the end of 2015 and joined Park Regency as a new agent in the beginning of 2016. In my first 2 years with Park Regency I've done over \$9.5 million in production and the biggest influence that I've seen since joining Park Regency are the classes, personal coaching from real estate leader Scott Green, and the in-house marketing department the company provides. These have all played an influential part in my new found success within Park Regency and the real estate industry."



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818-363-6116 \ 10146 BALBOA BLVD., GRANADA HILLS, CA 91344
BRE #01231306



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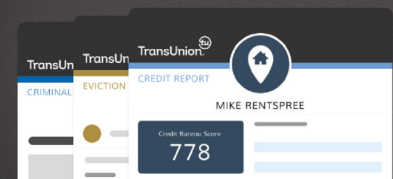
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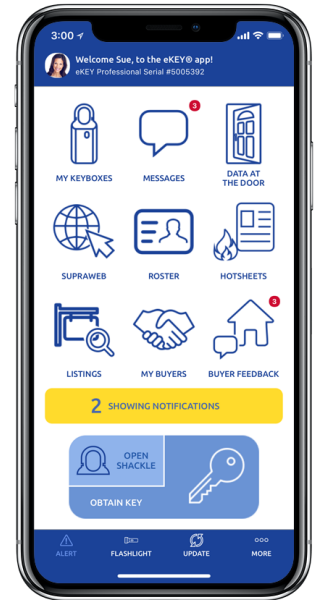
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involve : community involvement and charity drives

pol : updates on real estate issues, political events and receptions with local officials

future : leadership opportunities and committee involvement

com : commercial events and classes

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AREA MEETING ANNOUNCEMENTS

OUTWEST

Fridays

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

COMM. INVEST. PROP 3rd Tues of mo.

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



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

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

East North 1st Thursday of mo.

Chairperson: Rudy H. Leon
Phone: 818-642-7839
Co-Chair: Daniel Villegas
Phone: 818-585-8397
Location: Lulu's Restaurant
16900 Roscoe Blvd.
Van Nuys, CA 91406 in the back room
Time: 8:30 A.M. – 10:00 A.M.
Affiliate Networking, MLS Pitches, Guest Speakers
Attention all Veterans and their spouses.
The Caring connection is coming to speak about Veteran's Aid & Attendance Pensions.
On October 4th 8:30 AM at Lulu's at Roscoe and Balboa at the East-North Realtor meeting.
Topics include: Elder care Options Medi-cal Benefits Medicare Benefits Assisted Living "Waiver"

REAL ESTATE NETWORK meeting

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

SCV CARAVAN

2nd & 4th Fridays

SCV Networking Meeting
Chairperson: Nicole Stinson
661-816-4234 or nicole@nicolestinson.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

