

February/March 2019

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

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Volume 99 • Issue 2



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CONSUMER PRICE INDEXES

JANUARY 2019

PERCENT CHANGE

	ONE MONTH ENDING January 2019	12 MONTHS ENDING January 2019
Los Angeles - Riverside - Orange County	0.7	3.2



**SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.**

REALTOR® REPORT

The Official Publication of SRAR

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TRESIERRAS URGES PRESERVATION OF HOME TAX BENEFITS

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Calling for greater Realtor involvement in issues of the day and preservation of the tax benefits of homeownership, Daniel Tresierras was installed recently as the 2019 president of the 10,300-member Southland Regional Association of Realtors.

Realtor Nancy Troxell Carnahan also took the oath of office as the Association's 2019 president-elect.

"We need to guard and protect home ownership rights," Tresierras said, "to preserve the tax benefits of homeownership."

"We need to convince people that allowing existing owners to carry their current property tax basis to a new residence is not a self-serving goal of our industry," Tresierras said, "but that it will have a widespread benefit, freeing up sorely needed inventory during today's housing shortage crisis."

Tresierras, who began his career in real estate in 1978, is the first male Hispanic to lead the state's fifth largest real estate trade association. He thanked his longtime friend, Joe Alexander, who Tresierras has worked with for four decades and helped forge one of the most reputable real estate offices in the region.

"Joe and I have been through thick and thin, ups and downs," he said. "No matter what, we could always count on each other. No matter how difficult the situation, we always were able to live by a simple creed—The best is yet to come."

Tresierras said he still believes in that message of hope, "even as I see the industry I've loved get battered by hurricane-force winds of change. Yet, Realtors also are a force."

He noted that the real estate industry remains an advocate for property and homeownership rights from the Los Angeles

City Council, to Sacramento and the halls of Congress.

"Our numbers give us clout," he said, "making us a force to be reckoned with."

Yet even with numbers in the industry's favor, "we need more of you to show up."

"As we move forward, even more of us will need to get involved," he said, praising the "dedicated 5 percent" who always turn out to help and noting that "what they accomplish has a ripple effect that benefits all Realtors, all communities, and all homeowners and prospective homebuyers."

"These challenging times will require you to follow up and to follow through like never before," he said, "to be a lifelong student, and to always act with integrity."

Tresierras, whose parents founded the still-operating Tresierras Markets, said he's proud of SRAR.

"It is an organization with integrity," he said, "and a 99-year legacy."

On hand to witness Tresierras' swearing into office was his large family, including three children and 12 grandchildren, along with a bevy of lifelong friends.

Congressman Tony Cardenas, whose eldest brother went to San Fernando High School with Tresierras, said he had promised to be there for the ceremony,

regardless what was happening in the nation's capitol, which just prior to the ceremony was in the midst of the partial government shutdown.

"I would have been here even if the shutdown vote was going on," Cardenas said. "I would have made excuses to the speaker of the House of Representatives just to be here."

Three past local and state leaders were present to administer the oath of office to Tresierras before a crowd of more than 250 attendees at SRAR's 99th Annual Inaugural Ball. Steve White, Chuck Lamb, and Pat "Ziggy" Zicarelli were presidents of SRAR and also lead the 190,000-member California Association of Realtors.

Special guests and elected officials

in attendance included: Congressman Cardenas; representatives of Congressmen Brad Sherman and Scott Abrams; California Assemblymembers Luz Rivas, Jesse Gabriel and Christy Smith; Los Angeles County Tax Assessor Jeffrey Prang; representatives of L.A. County Supervisors Kathryn Barger and Jarrod DeGonia; Los Angeles City Councilmembers Greig Smith and Monica Rodriguez; and L.A. City Controller Ron Galperin.

The 2019 SRAR Board of Directors, pictured below, bottom photo, includes: Neal Adler, Gina "Eugenia" 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 Sydel, Dan Tresierras, Nancy Troxell Carnahan, Gina Uzunyan, Dean Vincent, Judy Ann Von Arb, Gary Washburn, and Cindy Wu.

Special thanks go to the sponsors of SRAR's 99th Annual Inaugural Ball, including:

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Fred Sabine, SRAR's 2018 Realtor of the Year.



Three past presidents of the California Association of Realtors and SRAR were present to install Tresierras, third from left. Steve White, Chuck Lamb, and Pat "Ziggy" Zicarelli.



Judy and Gary Washburn receive thank you gifts from Tim Johnson, SRAR CEO, for Washburn's service. Dan Tresierras, Congressman Tony Cardenas, and Washburn.



Masters of Ceremonies Jim Ezell and Jeff Kahn, left to right, kept the evening moving; Russ Thonmuka, the 2018 Association Service award recipient; and Sabrina Meyer and Gary Warschow, the 2017 and 2018 Affiliate Award winners.



BUYERS GAIN CLOUT AS SALES SLOW AND INVENTORY GROWS

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

BY DAN TRESIERRAS, PRESIDENT, AND DAVID WALKER

Record high resale prices combined with rising interest rates to reduce the pool of prospective buyers in 2018, triggering a drop in home and condominium sales, but also yielding the first increase in three years of San Fernando Valley active listings, the Southland Regional Association of Realtors reported Thursday.

Members of the Association represented buyers and sellers in 7,154 property transactions during 2018 — 5,323 single-family homes and 1,831 condominiums.

That was down 11.0 percent from 2017 when 5,908 properties closed escrow throughout the San Fernando Valley.

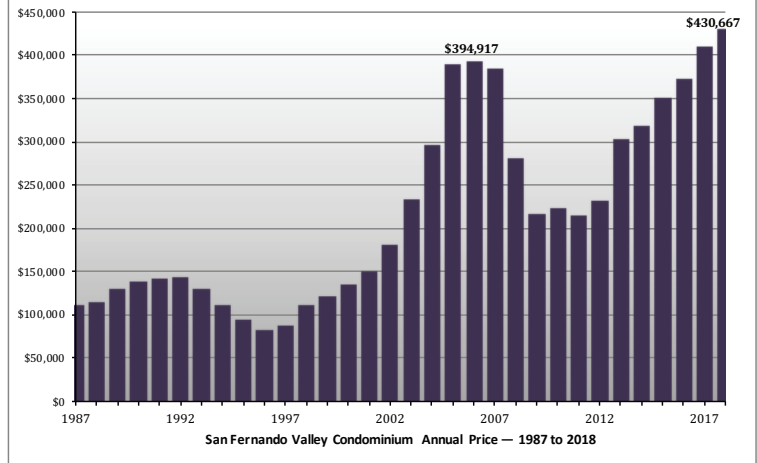
and other home-purchase related activities that typically accompany a sale.

The total was up 14.3 percent from 2017 when home and condo sales generated \$4.9 billion in closed escrows.

“Prices are too high, interest rates, while still favorable, have risen, and there still are not enough properties listed for sale, but, believe it or not,” said Dan Tresieras, president of the 10,300-member Southland Regional Association of Realtors, “that means there are more opportunities out there for eager buyers.

2018 Condominium Annual Price Up 5% to Record \$431,000

Source: Southland Regional Association of REALTORS®

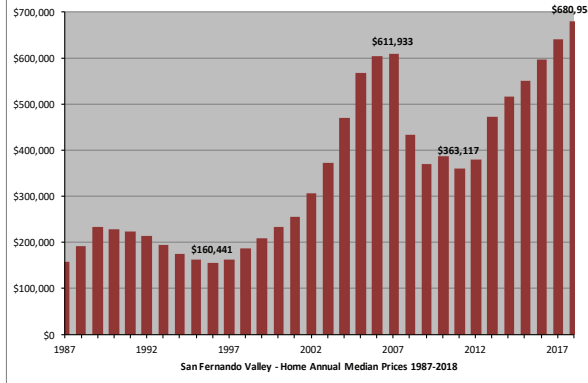


averaged a record low 1,207 per month. And, that compares to an average 6,633 per month in 2007 and the record-high monthly average of 13,300 listings in 1992.

Year	Annual Median	Percent Change
1987	\$161,582	
1988	\$195,708	21.1%
1989	\$236,958	21.1%
1990	\$231,358	-2.4%
1991	\$227,825	-1.5%
1992	\$217,958	-4.3%
1993	\$198,117	-9.1%
1994	\$178,417	-9.9%
1995	\$166,958	-6.4%
1996	\$160,441	-3.9%
1997	\$165,833	3.4%
1998	\$190,117	14.6%
1999	\$212,292	11.7%
2000	\$237,792	12.0%
2001	\$258,583	8.7%
2002	\$309,175	19.6%
2003	\$375,000	21.3%
2004	\$473,750	26.3%
2005	\$569,208	20.1%
2006	\$605,917	6.4%
2007	\$611,933	1.0%
2008	\$435,958	-28.6%
2009	\$372,483	-14.6%
2010	\$390,000	4.7%
2011	\$363,117	-6.9%
2012	\$383,700	5.7%
2013	\$476,208	24.1%
2014	\$518,833	9.0%
2015	\$554,208	6.8%
2016	\$599,733	8.2%
2017	\$643,783	7.3%
2018	\$680,958	5.8%

Single-Family Annual Price Sets Record High at \$681,000

Source: Southland Regional Association of REALTORS®



Realtor-managed transactions last year generated nearly \$5.6 billion for the local economy, not including the millions more in landscaping, appliance sales, remodeling,

now, realize they may have an advantage because less competition means fewer multiple offers, which may prompt eager sellers to negotiate while keeping high-price expectations in check.”

“Some people say they’re waiting, hoping prices will fall,” Tresieras said.

“Others, who really want a home

“With few storm clouds on the horizon, 2019 will see activity similar to 2018 with limited sales, and little or limited price appreciation,” said Tim Johnson, the Association’s chief executive officer.

“We’ve hit a point where there may be downward pressure on prices,” he said, “as the market shifts to the middle in an effort to regain buyers who have been priced out.”

The annual median price of singlefamily homes that changed owners last year was \$680,958, up 5.8 percent over 2017 for the seventh consecutive annual increase and a record high.

Similarly, the condominiums sold in 2018 also set a record at \$430,667, up 4.9 percent and also the seventh consecutive increase.

Realtors assisted the close of escrow on 5,363 homes, down 9.4 percent from 2017 for the lowest annual sales total since SRAR began keeping this statistic in 1985.

Annual condominium sales fell 19.1 percent from 2017 to 1,849 units.

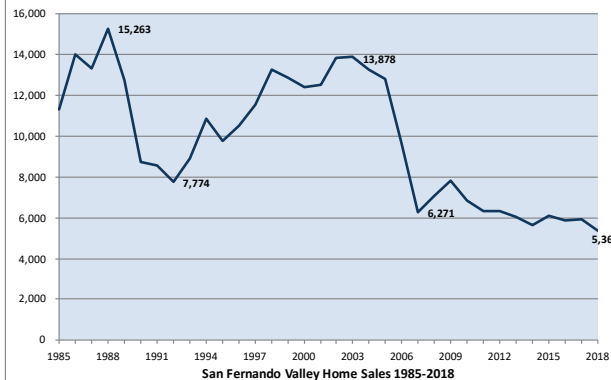
“Since 2014,” Johnson said, “condo sales have been on again/off again, with one year up and the next year down.”

After three years of a steadily dwindling inventory, the number of homes and condominiums listed for sale each month of 2018 averaged 1,296 active listings. That was up 7.4 percent from 2017 when listings

Year	Total	% Change
1985	11,322	
1986	13,985	23.5%
1987	13,334	-4.7%
1988	15,263	14.5%
1989	12,753	-16.4%
1990	8,726	-31.6%
1991	8,585	-1.6%
1992	7,774	-9.4%
1993	8,899	14.5%
1994	10,860	22.0%
1995	9,775	-10.0%
1996	10,519	7.6%
1997	11,545	9.8%
1998	13,242	14.7%
1999	12,858	-2.9%
2000	12,421	-3.4%
2001	12,501	0.6%
2002	13,863	10.9%
2003	13,878	0.1%
2004	13,283	-4.3%
2005	12,786	-3.7%
2006	9,632	-24.7%
2007	6,271	-34.9%
2008	7,094	13.1%
2009	7,793	9.9%
2010	6,815	-12.5%
2011	6,335	-7.0%
2012	6,333	0.0%
2013	6,064	-4.2%
2014	5,643	-6.9%
2015	6,108	8.2%
2016	5,863	-4.0%
2017	5,922	1.0%
2018	5,363	-9.40%

2018 Annual Single-Family Home Sales Fall 9%

Source: Southland Regional Association of REALTORS®



REALTORS URGE LONG-TERM FUNDING AGREEMENT

Eleven percent of Realtors in a national survey reported delayed transactions and another 11 percent said their clients opted out of the market until uncertainty clears because of the recently concluded partial shutdown of the federal government.

In its wake, real estate leaders at all levels—local, state and nationally—urged lawmakers to avoid further shutdowns and fashion a long-term agreement to fund the government.

“The housing industry was already facing market challenges before any government closure,” said Dan Tresieras, 2019 SRAR president. “A home purchase is a major expenditure that simultaneously involves a high level of excitement and anxiety. The shutdown added another layer of unnecessary complication to the process. It caused tangible harm to potential buyers, the

real estate market, and economic growth.”

Most directly, the shutdown resulted in a complete halt to processing of federally backed Rural Housing Service loans, which in many rural areas is one of the few affordable mortgage options available to home buyers. More broadly, the shutdown had an impact on consumer confidence and the economy.

The National Association of Realtors pointed to estimates that a 0.5 percentage point drop in U.S. economic growth this year will be directly attributable to the shutdown



DAN TRESIERRAS, 2019 SRAR PRESIDENT

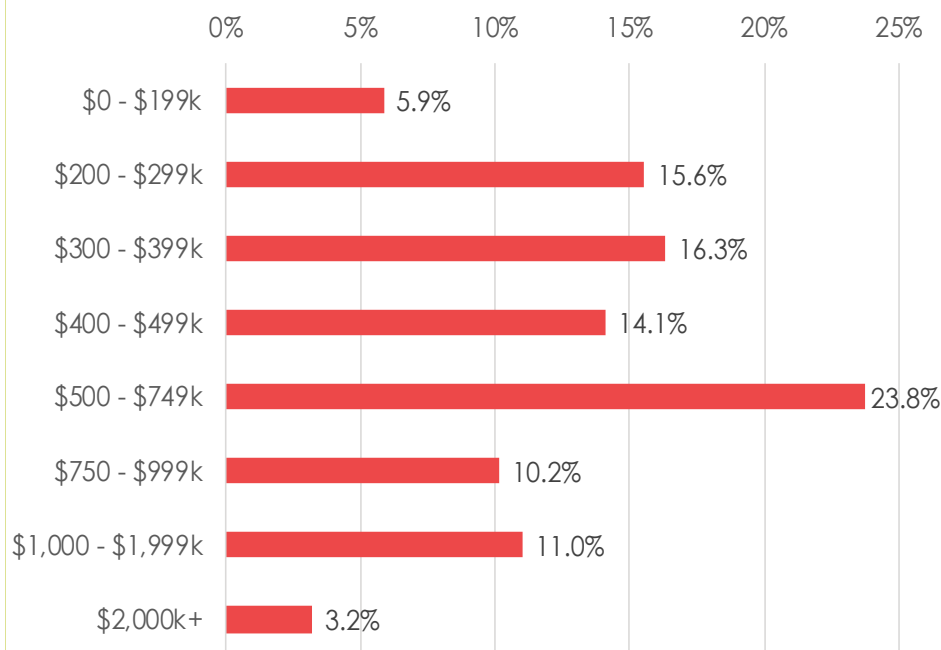
HOME SALES STATEWIDE DECLINE FOR FIRST TIME IN FOUR YEARS

California home sales declined for the eighth straight month in December, and a stagnating market for much of the year pushed sales lower in 2018 for the first time in four years, the California Association of Realtors reported recently.

Closed escrow sales of existing, single-family detached homes in California totaled a seasonally adjusted annualized rate of 372,260 units in December. That figure was down 2.4 percent from the revised 381,400 level in November and off 11.6 percent from home sales in December 2017 of 420,960. December marked the fifth consecutive month that sales were below 400,000 and the lowest level of sales sold since January 2015.

“This trend is expected to continue, as buyers remain cautious about the murky housing market outlook due primarily to the volatility in the financial markets and uncertainty in the economic and political arenas,” said C.A.R. President Jared Martin.

Share by Price Segment



“Additionally, housing markets in and around the wildfire areas have been exhibiting unusual patterns that could remain unsettled for the next few months. The impact, however, is confined mostly within the region and should not have a noticeable effect in the housing market at the state level.”

The statewide median home price declined to \$557,600 in December.



2018 Santa Clarita Valley

BUYERS BENEFIT AS PRICES HIKE SLOW AND LISTINGS RISE

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Realtors throughout Santa Clarita helped close escrows during 2018 on 2,247 singlefamily homes and 988 condominiums, both lower totals from the prior year as rising prices limited the pool of qualified buyers even as those buyers who stayed in the market gained added negotiating leverage, the Southland Regional Association of Realtors reported recently.

The home total was down 9.3 percent from 2017 while the condominium tally was off 15.0 percent. It was the second consecutive year local home sales declined and the first year since 2011 that condominium sales did not exceed the 1,000-sale benchmark.

The 3,235 home and condominium transactions reported in 2018 generated \$1.8 billion for the local economy of Santa Clarita, not including related economic benefits of remodeling, landscaping, home furnishings and purchase of new appliances that typically accompany home sales. The combined sales total was down 1.1 percent while the dollar volume was off 5.9 percent from 2017.

"2019 will see more of the same, but buyers now have way more negotiating

power," said Amanda Etcheverry, the 2019 chair of the Santa Clarita Valley Division of the Southland Regional Association of Realtors. "While still early in the process with the housing shortage still providing sellers an edge, the market is giving buyers some advantages, especially as houses sit longer on the market, inventory grows slightly, and more active listings report price reductions."

Etcheverry and Tim Johnson, the Association's chief executive officer, agreed that prices have risen so high so fast that to many prospective buyers were left behind.

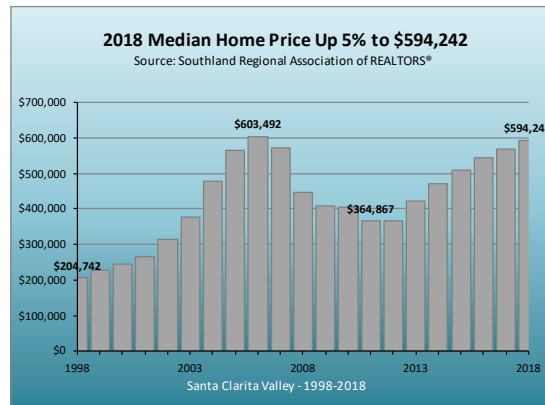
"We've hit a point where there may be downward pressure on prices," Johnson said, "as the market shifts to the middle in an effort to regain buyers who have been priced out."

Prices may overall continue to rise in 2019, but at a much slower pace, while sales will stay similar to 2018 results, he said. The annual median price of single-family homes was \$594,242, up 4.6 percent from a year ago.

Unlike most Southern California communities, Santa Clarita is unique in that it has not posted a new record high home price but has kept the \$603,492 record posted in 2006. The record high condominium annual median price of

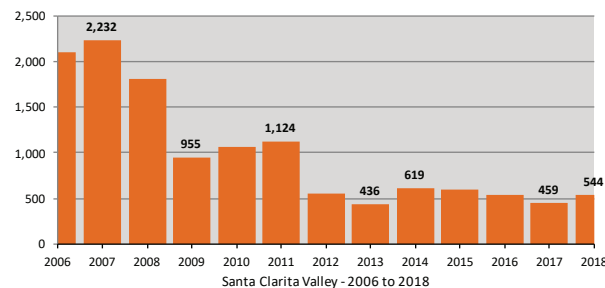
\$389,575 was up 8.5 percent over a year ago. It broke the prior record of \$380,583 set in 2006.

The average monthly active listing count for 2018 was 544 listings. That was up 18.5 percent over the 459 listing reported



Annual Average Monthly Listings

Source: Southland Regional Association of REALTORS®



in 2017, but well short of the 2,232 listings seen in 2007.

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SOUTHLAND REGIONAL
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28% CAN AFFORD MEDIAN HOME; 37% A CONDO

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

Lower seasonal home prices enabled more Californians statewide to buy a home or condo in the fourth quarter of 2018, but higher interest rates nonetheless pushed affordability lower compared to 2017.

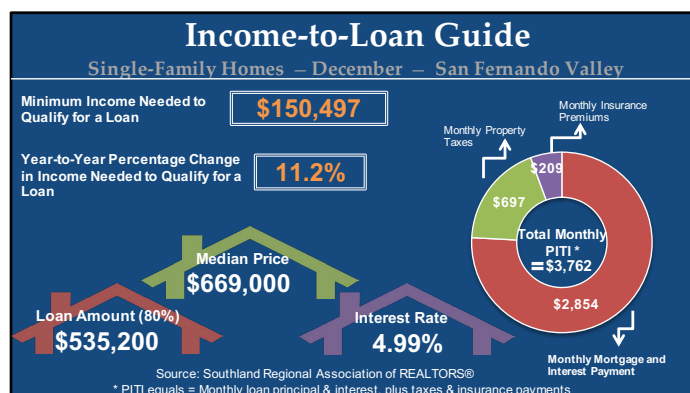
The percentage of home buyers who could afford to purchase a median-priced, existing single family home in California in fourth-quarter 2018 was down to 28 percent compared to 29 percent in the fourth quarter a year ago, according to the Traditional Housing Affordability Index compiled by the California Association of Realtors.

The index has been below 30 percent for six of the past eight quarters. California's housing affordability index hit a peak of 56 percent in the first quarter of 2012.

The index measures the percentage of all households that can afford to purchase a median-priced, single-family home in California.

It is considered the most fundamental measure of housing well-being for home buyers in the state.

A minimum annual income of \$122,340 was needed to qualify for the purchase of a \$564,270 statewide median-priced, existing single-family home in the fourth quarter of 2018. The monthly payment, including taxes and insurance on a 30-year, fixed rate loan, would be \$3,060, assuming a 20 percent down payment and an effective composite interest rate of 4.95 percent. The effective composite interest rate was 4.77 percent in third-quarter 2018 and 4.17 percent in fourth-quarter 2017. **Here in the San Fernando Valley**, the Southland Regional Association of Realtors Income-to-Loan Guide found that an income of \$150,497 was needed to buy a median priced home of \$669,000 in December, with a 20 percent downpayment and an interest rate of 4.99 percent. That income requirement was up 11.2 percent over a year ago, even as some local sellers have started offering price reductions in the face of slowing sales and rising inventory.



The Southland Regional Association of Realtors' "Income-to-Loan Guide" for December reported an 11.2 percent increase from December 2017 in the income needed to qualify for a loan on a median priced home in the San Fernando Valley. Median price means half the homes sold were more expensive and half cost less than the \$669,000 median reported.

Source: Southland Regional Association of Realtors®

Region	2012 Q2	2018 Q4	% CHG
CA SFH	\$1,410	\$3,060	117.0%
CA Condo/Townhomes	\$1,110	\$2,490	124.3%
Los Angeles Metropolitan Area	\$1,340	\$2,760	106.0%
Inland Empire	\$880	\$1,950	121.6%
S.F. Bay Area	\$2,260	\$4,930	118.1%
US	\$800	\$1,400	75.0%

From the second quarter of 2012 to the fourth quarter of 2018 the statewide monthly PITI — loan principal and interest, plus taxes and insurance — increased 117.0 percent from \$1,410 to \$3,060 on the statewide median priced single-family home. Condominiums and townhomes saw a 124.3 percent increase. During the same time frame, the PITI in the Los Angeles Metropolitan Area increased 106.0 percent while the San Francisco Bay Area saw a 118.1 percent increase.

Source: California Association of Realtors®

Compared with California, 54 percent of the nation's households could afford to purchase a \$257,600 median-priced home, which required a minimum annual income of \$55,850 to make monthly payments of \$1,400.

81% OF FIRST TIMERS BUY WITH LESS THAN 20% DOWN

Don't be stopped by the false impression that only buyers with a huge downpayment get a home of their own.

In fact, Realtor national studies show that 81 percent of first-time homebuyers buy with less than 20 percent down.

That percentage is undoubtedly lower in high-cost California, but first-time homebuyer grants and programs are available to help complete the process. Here are a two programs that can help buyers get into a home without a huge down payment.

•HUD's Good Neighbor Next Door

Door—Though not strictly limited to first-time homebuyers, the Good Neighbor Next Door program from the Department of Housing and Urban Development can help save big on a home.

To be eligible, buyers must purchase property in an area marked for revitalization. However, this program is only open to certain professions, including: law enforcement officers; firefighters; emergency medical technicians; and teachers. The buyer must commit to living in the property for at least 36 months to receive up to 50 percent off the list price of the home.

•Veterans Administration

loans—A veteran or active duty service member may qualify for a VA loan that does not need a down payment at all. Plus, applicants can usually get a competitive mortgage rate. VA loans are backed by the government and offered through participating lenders. If a service member meets the service requirements, they can qualify for a loan. The VA also offers Adapted Housing Grants. These will help applicants purchase a home adapted for a service-related disability.

Additionally, the grant also applies if a home is upgraded to make it accessible.

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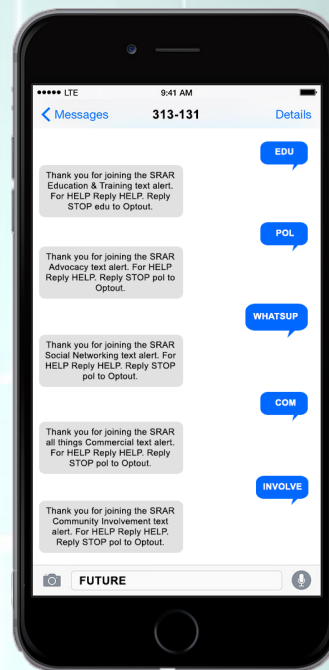
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Southland Regional Association of REALTORS®*



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POL >>	Updates on Real Estate Related Issues, Political Events & Receptions	Call to Actions, Legislative Panels, Legislative Day, etc. (6-8 times a year)
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SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

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RESIDENTIAL PROPERTIES LISTED

1,502

RESIDENTIAL PROP. ESCROW OPENED

888

RESIDENTIAL PROP. ESCROW CLOSED

750

JANUARY 2019 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
96	153	159	161	184	753	749	1,502
193	242	234	265	370	1,304	1,472	2,776
98	75	65	76	81	78	82	80
529.2	1,140.0	1,233.6	806.1	1,281.0	1,038.5	657.9	836.7
505.9	845.9	730.0	700.0	800.0	699.0	394.9	550.0
20	23	12	26	39	120	103	223
523.5	822.4	690.3	809.0	1,087.7	842.7	502.2	685.4
33.3	33.3	16.9	27.1	30.2	29.7	29.7	29.7
17	19	22	19	27	104	125	229

PENDING SALES:

69	82	100	97	102	450	438	888
69	82	100	97	102	450	438	888
56	56	54	48	57	54	61	58
488.2	956.2	854.9	640.4	758.4	749.0	492.1	622.3

CLOSED SALES:

62	69	71	96	97	395	355	750
62	69	71	96	97	395	355	750
29,173	61,355	66,214	71,867	82,489	311,098	163,951	475,049
29,173	61,355	66,214	71,867	82,489	311,098	163,951	475,049
470.5	889.2	932.6	748.6	850.4	787.6	461.8	633.4
470.0	750.0	599.0	679.0	640.0	615.0	360.0	525.0
52	62	61	74	77	326	288	614
83.9	89.9	85.9	77.1	79.4	82.5	81.1	81.9
49	43	49	53	43	47	56	52
34	22	24	32	40	152	163	315
54.8	31.9	33.8	33.3	41.2	38.5	45.9	42.0
32.1	28.5	30.3	36.2	26.2	27.0	24.1	27.0
64.6	45.1	44.7	59.6	52.7	52.5	47.4	49.9

CLOSED SALES TYPE

0	0	1	1	1	3	0	3
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
56	68	66	90	95	375	340	715
6	1	4	2	1	14	9	23

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
75	17	2	1	19500	19.6
74	2	2	1	3250	2.1
110,000 TO 109,999	6	5	5	16780	11.6
110,000 TO 119,999	20	3	3	11800	8.4
120,000 TO 139,999	17	7	5	13386	6.5
140,000 TO 159,999	11	2	0	N/A	0.0
160,000 TO 179,999	19	8	7	31143	13.3
180,000 TO 199,999	58	38	15	8652	2.7
200,000 TO 249,999	50	55	31	6871	2.0
250,000 TO 299,999	58	227	39	7297	1.8
300,000 TO 349,999	51	203	44	16754	4.0
350,000 TO 399,999	51	151	29	30134	6.0
400,000 TO 449,999	56	175	53	19226	3.4
450,000 TO 499,999	57	163	70	28555	4.5
500,000 TO 549,999	45	183	53	20699	3.3
550,000 TO 599,999	40	260	86	23474	3.2
600,000 TO 699,999	51	183	60	32976	4.0
700,000 TO 799,999	40	127	35	45116	4.7
800,000 TO 899,999	52	97	24	17142	36.2
900,000 TO 999,999	52	380	63	107922	6.3
1,000,000 TO 1,999,999	58	171	15	197247	5.2
MORE THAN 2,000,000	52	2776	507	33624	2.8
TOTALS		750			

2018 RMLS TOTAL - \$ VOLUME

\$475,049,000

LISTINGS

1,502

SALES

750

EN: Arleta, Kagel Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar, ES: Cahuenga Pass, Lake Hollywood, North Hollywood, Sherman Oaks, Studio City, Toluca Lake, Valley Glen, Valley Village, Van Nuys

CS: Encino, Lake Balboa, Reseda, Tarzana, Van Nuys WN: Chatsworth, Granada Hills, Mission Hills, North Hills, Northridge WS: Bell Canyon, Calabasas, Canoga Park, Hidden Hills, Monte Nido, West Hills, Winnetka, Woodland Hills

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

SAN FERNANDO VALLEY
COMPARABLE SALES ANALYSIS 2014-2019
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)
TOTAL MONTH BY MONTH

	2014					2015					2016					2017					2018					2019				
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	LIST	SALES	\$ VOL MIL.	% SALES TO LIST				
JAN	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	1,502	750	475.0	1,502	750	475.0	42.0			
FEB	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	1,565	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	1,548	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	1,608	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	1,711	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	1,673	1165	600.3	69.6	1,686	1,321	770.6	78.4	1,644	1,163	745.4	70.7	1,726	1,177	784.5	68.2	1,651	1,170	779.7	70.9										
AUG	1,146	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	1,432	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	1,524	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	1,102	905	463.6	82.1	1,054	990	526.5	93.9	1,119	1,028	624.0	92.2	1,066	1,095	723.5	102.7	1,272	946	616.1	74.4										
DEC	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	16,902	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			\$525,464				\$558,825				\$605,843				\$636,060				\$681,115											

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY 2019

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	74	107	111	128	145	565	580	1,145
Total Active Listings	152	167	166	214	280	979	1,176	2,155
Average Days on Market	102	72	55	81	80	78	85	82
Average List Price in Thousands	545.8	1,387.1	1,529.6	863.8	1,535.4	1,208.7	694.4	928.1
Median List Price in Thousands	515.0	1,099.0	1,000.0	759.9	975.0	815.0	385.0	599.9
BOMS	18	16	8	20	31	93	81	174
Average BOM Price in Thousands	533.9	972.5	757.4	930.7	1,244.1	950.6	502.7	742.1
BOM to Sale Ratio	39.1	30.2	17.0	24.7	41.9	30.9	28.0	29.5
Expirations	15	16	20	16	20	87	107	194
PENDING SALES								
New Escrows Opened	50	61	61	76	83	331	354	685
Total YTD Escrows Opened	50	61	61	76	83	331	354	685
New Open Escrows Average Days on Market	59	63	50	42	55	53	63	58
New Open Escrows Average List Price	530.6	1,111.9	1,085.7	690.5	823.2	850.1	498.1	668.2
CLOSED SALES:								
New Escrows Closed	46	53	47	81	74	301	289	590
Total YTD Escrows Closed	46	53	47	81	74	301	289	590
Volume of New Sales Dollars in Millions	23.291	51.850	55.163	64.692	71.239	266.235	132.338	398.574
Volume of total YTD Sales in Millions	23.291	51.850	55.163	64.692	71.239	266.235	132.338	398.574
Average Sale price in Thousands	506.3	978.3	1,173.7	798.7	962.7	884.5	457.9	675.5
Median Sale Price in Thousands	490.0	839.0	764.0	730.0	688.0	675.0	350.0	551.4
Coop Sales	38	49	41	64	59	251	233	484
Percent of Coop Sales	82.6	92.5	87.2	79.0	79.7	83.4	80.6	82.0
Average Days on Market	50	44	48	54	39	47	57	52
Sales at List Price	23	15	16	25	31	110	145	255
Percent of Sales at List Price	50.0	28.3	34.0	30.9	41.9	36.5	50.2	43.2
Sales to Listing Inventory Ratio	30.3	31.7	28.3	37.9	26.4	30.7	24.6	27.4
Final Sale to New Listing Ratio	62.2	49.5	42.3	63.3	51.0	53.3	49.8	51.5
CLOSED SALES TYPE								
Foreclosure/REO	0	0	1	1	1	3	0	3
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	2	0	2	5	7
Standard	41	52	44	76	72	285	275	560
Other	5	1	2	2	1	11	9	20

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY 2019

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	22	46	48	33	39	188	169	357
Total Active Listings	41	75	68	51	90	325	296	621
Average Days on Market	84	82	90	54	84	80	70	75
Average List Price in Thousands	467.8	589.7	511.0	563.7	489.5	526.0	512.9	519.8
Median List Price in Thousands	439.9	590.0	399.0	458.8	445.0	459.9	420.0	449.9
BOMS	2	7	4	6	8	27	22	49
Average BOM Price in Thousands	430.0	479.4	556.2	403.3	481.8	470.9	500.1	484.0
BOM to Sale Ratio	12.5	43.8	16.7	40.0	34.8	28.7	33.3	30.6
Expirations	2	3	2	3	7	17	18	35
PENDING SALES								
New Escrows Opened	19	21	39	21	19	119	84	203
Total YTD Escrows Opened	19	21	39	21	19	119	84	203
New Open Escrows Average Days on Market	49	37	61	69	63	57	54	56
New Open Escrows Average List Price	376.7	504.0	493.9	459.1	475.0	467.8	467.0	467.5
CLOSED SALES:								
New Escrows Closed	16	16	24	15	23	94	66	160
Total YTD Escrows Closed	16	16	24	15	23	94	66	160
Volume of New Sales Dollars in Millions	5.882	9.505	11.052	7.175	11.250	44.863	31.612	76.475
Volume of total YTD Sales in Millions	5.882	9.505	11.052	7.175	11.250	44.863	31.612	76.475
Average Sale price in Thousands	367.6	594.1	460.5	478.3	489.1	477.3	479.0	478.0
Median Sale Price in Thousands	365.0	595.0	430.0	435.0	460.0	435.0	416.0	425.0
Coop Sales	14	13	20	10	18	75	55	130
Percent of Coop Sales	87.5	81.3	83.3	66.7	78.3	79.8	83.3	81.3
Average Days on Market	43	40	52	49	54	48	54	51
Sales at List Price	11	7	8	7	9	42	18	60
Percent of Sales at List Price	68.8	43.8	33.3	46.7	39.1	44.7	27.3	37.5
Sales to Listing Inventory Ratio	39.0	21.3	35.3	29.4	25.6	28.9	22.3	25.8
Final Sale to New Listing Ratio	72.7	34.8	50.0	45.5	59.0	50.0	39.1	44.8
CLOSED SALES TYPE								
Foreclosure/REO	0	0	0	0	0	0	0	0
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	1	0	1	1	2
Standard	15	16	22	14	23	90	65	155
Other	1	0	2	0	0	3	0	3

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY 2019

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	20	4	46	21	21	38	5	58	213	57	270
Total Active Listings	48	18	80	37	35	84	13	98	413	152	565
Average Days on Market	98	140	87	84	68	91	91	67	85	85	85
Average List Price in Thousands	622.6	877.8	845.3	654.5	749.6	717.7	923.0	831.2	768.8	502.6	697.2
Median List Price in Thousands	595.0	800.0	600.0	625.0	650.0	682.0	925.0	664.9	655.0	369.9	619.9
BOMS	3	0	5	4	1	7	1	6	27	16	43
Average BOM Price in Thousands	548.0	0.0	507.8	547.2	585.0	615.9	1,179.9	684.5	613.1	359.6	518.8
BOM to Sale Ratio	37.5	0.0	20.8	23.5	20.0	43.8	33.3	22.2	26.2	41.0	30.3
Expirations	4	1	5	2	1	3	1	8	25	9	34

PENDING SALES

New Escrows Opened	8	4	31	14	13	36	4	33	143	45	188
Total YTD Escrows Opened	8	4	31	14	13	36	4	33	143	45	188
New Open Escrows Average Days on Market	96	117	58	73	71	64	48	41	62	82	66
New Open Escrows Average List Price	626.7	782.3	618.6	533.4	672.7	634.8	780.7	626.6	630.7	430.7	582.8

CLOSED SALES:

New Escrows Closed	8	3	24	17	5	16	3	27	103	39	142
Total YTD Escrows Closed	8	3	24	17	5	16	3	27	103	39	142
Volume of New Sales Dollars in Millions	4.686	1.747	13.647	8.756	3.621	10.370	2.376	19.519	64.362	17.595	81.956
Volume of total YTD Sales in Millions	4.686	1.747	13.647	8.756	3.621	10.370	2.376	19.519	64.362	17.595	81.956
Average Sale price in Thousands	585.8	582.3	568.6	515.1	652.2	648.1	792.0	722.9	624.9	451.2	577.2
Median Sale Price in Thousands	527.0	512.0	550.0	545.0	685.0	600.0	829.0	630.0	587.0	348.0	550.0
Coop Sales	6	3	22	15	5	13	2	21	87	36	123
Percent of Coop Sales	75.0	100.0	91.7	88.2	100.0	81.3	66.7	77.8	84.5	92.3	86.6
Average Days on Market	146	153	110	119	109	119	181	94	115	104	112
Sales at List Price	5	1	14	5	3	4	1	5	38	20	58
Percent of Sales at List Price	62.5	33.3	58.3	29.4	60.0	25.0	33.3	18.5	36.9	51.3	40.8
Sales to Listing Inventory Ratio	16.7	16.7	30.0	45.9	14.3	19.0	23.1	27.6	24.9	25.7	25.1
Final Sale to New Listing Ratio	40.0	75.0	52.2	81.0	23.8	42.1	60.0	46.6	48.4	68.4	52.6

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	1	0	1	2	0	2
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	1	0	0	1	0	0	2	0	2
Standard	8	3	21	17	5	14	3	26	97	39	136
Other	0	0	2	0	0	0	0	0	2	0	2

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY 2019

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	1	0	23	0	11	12	6	27	80	18	98
Total Active Listings	1	0	34	2	15	23	8	54	137	30	167
Average Days on Market	20	0	60	118	49	55	68	78	66	62	65
Average List Price in Thousands	695.0	0.0	341.8	394.5	417.7	443.2	456.6	454.1	421.5	556.5	445.7
Median List Price in Thousands	695.0	0.0	320.0	209.0	365.0	418.9	445.0	435.0	395.0	470.0	400.0
BOMS	0	0	1	0	1	3	0	6	11	3	14
Average BOM Price in Thousands	0.0	0.0	280.0	0.0	294.4	428.6	0.0	423.0	399.8	391.7	398.1
BOM to Sale Ratio	0.0	0.0	5.3	0.0	10.0	60.0	0.0	42.9	21.6	50.0	24.6
Expirations	0	0	2	0	0	2	0	5	9	0	9

PENDING SALES

New Escrows Opened	0	0	21	1	10	11	2	21	66	10	76
Total YTD Escrows Opened	0	0	21	1	10	11	2	21	66	10	76
New Open Escrows Average Days on Market	0	0	46	130	34	61	50	60	52	51	52
New Open Escrows Average List Price	0.0	0.0	344.2	699.0	340.1	394.0	373.4	472.7	399.0	481.5	409.9

CLOSED SALES:

New Escrows Closed	1	0	19	0	10	5	2	14	51	6	57
Total YTD Escrows Closed	1	0	19	0	10	5	2	14	51	6	57
Volume of New Sales Dollars in Millions	0.771	0.000	6.849	0.000	3.353	1.926	0.730	6.376	20.005	2.538	22.543
Volume of Total YTD Sales in Millions	0.771	0.000	6.849	0.000	3.353	1.926	0.730	6.376	20.005	2.538	22.543
Average Sale price in Thousands	771.0	0.0	360.5	0.0	335.3	385.2	365.0	455.4	392.3	423.1	395.5
Median Sale Price in Thousands	771.0	0.0	339.9	0.0	350.0	395.0	360.0	440.0	360.0	324.0	360.0
Coop Sales	1	0	19	0	10	4	2	13	49	6	55
Percent of Coop Sales	100.0	0.0	100.0	0.0	100.0	80.0	100.0	92.9	96.1	100.0	96.5
Average Days on Market	311	0	80	0	100	67	108	103	95	86	94
Sales at List Price	0	0	12	0	3	2	0	4	21	2	23
Percent of Sales at List Price	0.0	0.0	63.2	0.0	30.0	40.0	0.0	28.6	41.2	33.3	40.4
Sales to Listing Inventory Ratio	100.0	0.0	55.9	0.0	66.7	21.7	25.0	25.9	37.2	20.0	34.1
Final Sale to New Listing Ratio	100.0	0.0	82.6	0.0	90.9	41.7	33.3	51.9	63.8	33.3	58.2

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	0	0	1	1	0	1
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	0	0	0	0	0	0
Standard	1	0	19	0	8	5	2	13	48	6	54
Other	0	0	0	0	2	0	0	0	2	0	2

RESIDENTIAL PROPERTIES LISTED

368

JANUARY 2019 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

264

RESIDENTIAL PROP. ESCROW CLOSED

199

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	21	4	69	21	32	50	11	85	293	75	368
TOTAL ACTIVE LISTINGS	49	18	114	39	50	107	21	152	550	182	732
AVERAGE DAYS ON MARKET	97	140	79	85	62	83	82	71	80	81	80
AVERAGE LIST PRICE IN THOUSANDS	624.1	877.8	695.1	641.2	650.0	658.7	745.3	697.2	682.3	511.5	639.8
MEDIAN LIST PRICE IN THOUSANDS	599.9	800.0	525.0	620.0	589.0	600.0	760.0	600.0	600.0	392.0	569.0
BOMS	3	0	6	4	2	10	1	12	38	19	57
AVERAGE BOM PRICE IN THOUSANDS	548.0	0.0	469.8	547.2	439.7	559.7	1,179.9	553.7	551.4	364.7	489.2
BOM TO SALE RATIO	33.3	0.0	14.0	23.5	13.3	47.6	20.0	29.3	24.7	42.2	28.6
EXPIRATIONS	4	1	7	2	1	5	1	13	34	9	43

PENDING SALES:

NEW ESCROWS OPENED	8	4	52	15	23	47	6	54	209	55	264
TOTAL YTD ESCROWS OPENED	8	4	52	15	23	47	6	54	209	55	264
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	96	117	53	77	55	63	48	54	59	76	62
NEW OPEN ESCROWS AVERAGE LIST PRICE	626.7	782.3	507.8	544.5	528.1	578.4	644.9	566.8	557.5	440.0	533.0

CLOSED SALES:

NEW ESCROWS CLOSED	9	3	43	17	15	21	5	41	154	45	199
TOTAL YTD ESCROWS CLOSED	9	3	43	17	15	21	5	41	154	45	199
VOLUME OF NEW SALE DOLLARS IN MILLIONS	5.457	1.747	20.496	8.756	6.614	12.296	3.106	25.895	84.367	20.133	104.500
VOLUME OF TOTAL YTD SALES IN MILLIONS	5.457	1.747	20.496	8.756	6.614	12.296	3.106	25.895	84.367	20.133	104.500
AVERAGE SALE PRICE IN THOUSANDS	606.3	582.3	476.6	515.1	440.9	585.5	621.2	631.6	547.8	447.4	525.1
MEDIAN SALE PRICE IN THOUSANDS	630.0	512.0	435.0	545.0	360.0	595.0	685.0	595.0	527.0	348.0	512.0
COOP SALES	7	3	41	15	15	17	4	34	136	42	178
PERCENT OF COOP SALES	77.8	100.0	95.3	88.2	100.0	81.0	80.0	82.9	88.3	93.3	89.4
AVERAGE DAYS ON MARKET	164	153	97	119	103	106	152	97	108	102	107
SALES AT LIST PRICE	5	1	26	5	6	6	1	9	59	22	81
PERCENT OF SALES AT LIST PRICE	55.6	33.3	60.5	29.4	40.0	28.6	20.0	22.0	38.3	48.9	40.7
SALES TO LISTING INVENTORY RATIO	18.4	16.7	37.7	43.6	30.7	19.6	23.8	27.0	28.0	27.2	27.2
FINAL SALE TO NEW LISTING RATIO	42.9	75.0	62.3	81.0	46.9	42.0	45.5	48.2	52.6	60.0	54.1

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	0	0	0	1	0	2	3	0	3
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	1	0	0	1	0	0	2	0	2
STANDARD	9	3	40	17	13	19	5	39	145	45	190
OTHER	0	0	2	0	2	0	0	0	4	0	4

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
SELLING PRICE RANGE:					
LESS THAN 100,000	0	0	0	0	N/A
100,000 TO 109,999	0	1	0	0	N/A
110,000 TO 119,999	0	0	0	0	N/A
120,000 TO 129,999	0	5	0	0	N/A
130,000 TO 139,999	0	3	0	0	N/A
140,000 TO 149,999	0	5	3	1	6000
150,000 TO 159,999	20	6	0	0	N/A
160,000 TO 169,999	0	19	7	4	15600
170,000 TO 179,999	69	51	8	6	17483
180,000 TO 189,999	51	57	27	19	11359
190,000 TO 199,999	53	52	21	18	13857
200,000 TO 209,999	64	42	15	11	15046
210,000 TO 219,999	48	55	13	9	20988
220,000 TO 229,999	64	59	22	19	35358
230,000 TO 239,999	62	73	23	17	24252
240,000 TO 249,999	74	117	28	25	29124
250,000 TO 259,999	66	69	14	12	34254
260,000 TO 269,999	71	37	6	5	54770
270,000 TO 279,999	95	25	6	5	54083
280,000 TO 289,999	39	60	6	3	1140
290,000 TO 299,999	0	11	0	0	N/A
300,000 TO 309,999	62	732	199	154	23577
TOTALS					

LISTINGS

368

2018 RMLS TOTAL - \$ VOLUME

\$104,500,000

SALES

199

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

SANTA CLARITA VALLEY
COMPARABLE SALES ANALYSIS 2014-2019
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)
TOTAL MONTH BY MONTH

	2014				2015				2016				2017				2018				2019			
	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	391	238	96.2	60.9	406	200	84.3	49.3	391	209	95.6	53.5	375	253	120.5	67.5	416	263	140.6	63.2	368	199	104.5	54.1
FEB	417	214	88.2	51.3	407	219	95.6	53.8	451	244	114.3	54.1	349	259	121.3	74.2	404	250	126.8	61.9				
MAR	491	261	103.2	53.2	487	327	155	67.1	527	342	160.6	64.9	520	412	198.1	79.2	481	375	201.5	78.0				
APR	484	369	155.5	76.2	561	376	213.2	67.0	515	405	189.7	78.6	571	339	164.3	59.4	451	261	147.7	62.9				
MAY	500	367	157.6	73.4	495	381	167.9	77	506	425	210.3	84.0	568	445	380.1	78.3	554	431	237.7	77.8				
JUNE	493	344	153.2	69.8	542	443	203.4	81.7	552	479	235.6	86.8	544	537	290.1	98.7	595	464	254.0	78.0				
JUL	500	373	157.1	74.6	546	442	205.3	81	499	402	198.1	80.6	497	429	223.8	86.3	542	387	214.2	71.4				
AUG	441	362	159.9	82.1	446	439	205.7	98.4	498	409	203.2	82.1	493	433	231.1	87.8	524	445	238.0	56.0				
SEPT	454	341	145.9	75.1	415	368	167.2	88.7	480	406	201.2	84.6	462	401	211.4	86.8	431	308	168.6	53.6				
OCT	366	356	149.6	97.3	372	358	161.1	96.2	384	367	180.9	95.6	361	374	195.5	103.6	407	312	164.5	76.7				
NOV	256	308	136.8	120.3	300	286	127.7	95.3	279	353	173.4	126.5	327	326	171.3	99.7	310	328	177.6	105.8				
DEC	227	365	161.9	160.8	220	403	175.2	183.2	232	345	169.9	148.7	210	373	196.4	177.6	204	261	142.4	127.9				
TOTAL	5020	3098	1642.5	77.6	5197	4,742	1,961.5	81.6	5,314	4,041	2132.8	76.0	5,277	4,581	2,503.9	86.8	5,319	4,085	2,213.6	76.1				
AVG. SALE PRICE			\$421,369				\$462,399				\$527,790				\$546,583				\$541,884					

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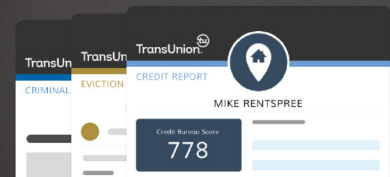
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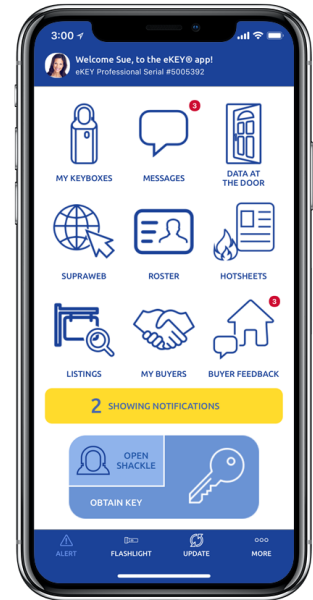
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AREA MEETING ANNOUNCEMENTS

OUTWEST

Fridays

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

COMM. INVEST. PROP 3rd Tues of mo.

Chairperson: Brian Hatkoff, CCIM
Phone: (818) 701-7789
Web: www.commercialdataexchange.com
Time: 8:30 A.M.
Location: SRAR Auditorium
7232 Balboa Blvd., Van Nuys
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SEA Southeast Area 1st & 3rd Wed of mo.

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

East North 1st Thursday of mo.

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

REAL ESTATE NETWORK meeting

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

SCV CARAVAN

2nd & 4th Fridays

SCV Networking Meeting
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: 8:45 am Networking 9:15 am Meeting
Cities: Group 1- 2nd Friday- Canyon Country, Newhall, Saugus
Group 2 - 4th Friday- Castaic, Stevenson Ranch, Valencia

