

May/June 2019

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

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SRAR REALTOR® EXPO

#2019SRARExpo

Tuesday, June 11, 2019 | 9:00am-2:30pm | FREE for SRAR Members
The Odyssey: 15600 Odyssey Dr. Granada Hills, CA, 91344

**SRAR
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REMEMBER AND HONOR

May 27, 2019

Association Closed

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Volume 99 • Issue 5

IN MEMORIAM

We are saddened to report the passing of long time REALTOR® member Lynn Blumberg on Sunday, May 5th , at home surrounded by her family. Lynn served the Association for many years on MLS, Grievance and Professional Standards. Services for Lynn were held on May 9th at Eden Memorial Park.



ADVERTISING



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

future : leadership opportunities and committee involvement

com : commercial events and classes

whatsnew: new member services and benefits

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CONSUMER PRICE INDEXES

APRIL 2019

PERCENT CHANGE

	ONE MONTH ENDING April 2019	12 MONTHS ENDING April 2019
Los Angeles - Riverside - Orange County	1.0	3.3



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SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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SFV SALES UP 50%

LOW INTEREST RATES KEEP MARKET EVEN

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

The lowest interest rates in more than a year boosted California's housing market with single-family homes sales during March in the San Fernando Valley up 50.0 percent from February, the Southland Regional Association of Realtors reported Friday.

"That kind of month-to-month jump in sales follows seasonal trends," said Dan Tresieras, president of the Association, "but the low interest rates gave buyers a strong reason to make a decision."

While up from February, the March sales totals for homes and condominiums of 399 single-family closed escrows and 127 condo sales were down 12.9 percent and 24.0 percent, respectively, compared to a year ago.

March's sales figure statewide was down 0.2 percent from 398,040 in February and off 6.3 percent from March 2018.

"The lowest interest rates in more than a year gave would-be buyers the confidence to enter the housing market and provided a much needed push to jumpstart the spring homebuying season," said Jared Martin, president the California Association of Realtors.

"Pending sales also showed healthy improvement in March, which suggests a brighter market outlook could be in place in the second quarter."

After hitting the lowest level in 12 months in February, the statewide median home price bounced back and reached the highest point since October 2018. The statewide median home price rose 5.9 percent to \$565,880 in March from this February and 0.2 percent higher than the March 2018 median price of \$564,820.

Prices swing dramatically depending on location with the median price here in the San Fernando Valley during March coming in at \$692,000. That was up 1.8 percent from a year ago. Local prices have hovered just below the record high set in May and August of \$708,000.

Similarly, the median price of local condominiums sold during March was \$440,000. That was up 1.6 percent from a year ago yet 2.9 percent below the record high of \$449,000 set in July and August.

"Prices have been softening since last year's race to record highs, with some sellers now having to lower their expectations in the face of slowly growing inventories," said Tim Johnson, SRAR's chief executive officer. "Prices are still rising, but they're now in the low single-digit range."

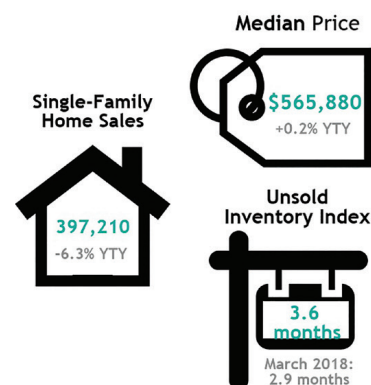
A total of 1,217 homes and condominiums were listed for sale throughout the San Fernando Valley at the end of March. That was up 16.0 percent from a year ago for the eighth consecutive increase after three-and-a-half years of monthly declines.

Any boost in supply is welcome news, yet for a market the size of the San Fernando Valley, the inventory is woefully below historical totals and well below what is needed to meet pent-up demand.



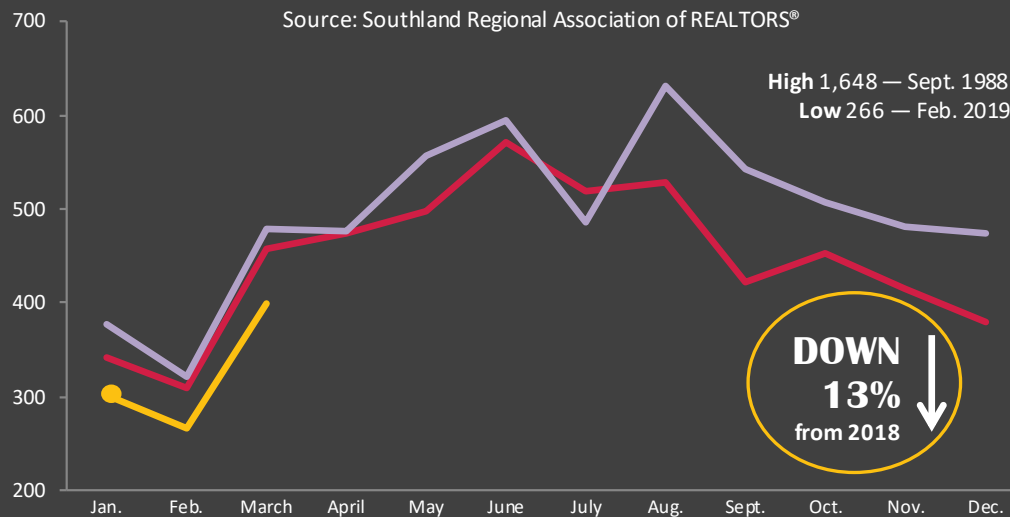
California March Sales Report

The **lowest interest rates** in more than a year boosted California's housing market and kept **home sales level** in March.



San Fernando Valley — March Single-Family Home Sales

Source: Southland Regional Association of REALTORS®



	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
2019	301	266	399									
2018	341	309	458	473	497	571	518	528	422	452	414	380
2017	377	321	478	476	556	594	486	631	542	506	480	475

SWIFTLY SETTLE REAL ESTATE DISPUTES

Parties to real estate transactions can settle disputes quickly and informally by using a free, unique, Ombudsman service provided by the Southland Regional Association of Realtors.

The ombudsman's role is one of communication and conciliation, not adjudication. Instead, the Ombudsman can help identify and resolve misunderstandings and disagreements before matters turn into a formal complaint.

For more information, contact Oscar Sol, SRAR's Professional Standards administrator, at 818-947-2226 or via email at Oscars@srar.com.

OUTWEST MARKETING DONATES TO HOPE OF THE VALLEY



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SOUTHLAND REGIONAL ASSOCIATION OF REALTORS OUTWEST MARKETING EDUCATION AREA MEETING CONTRIBUTED TO THE HOPE OF THE VALLEY RESCUE MISSION. HOPE OF THE VALLEY FEEDS, SHELTERS AND CARES FOR THE SAN FERNANDO VALLEY'S COMMUNITY'S POOR, HUNGRY AND HOMELESS MEN, WOMEN AND CHILDREN. PRESENTING TO HOPE'S DIRECTOR OF COMMUNITY RELATIONS JOHATHAN LEEPER IS OUTWEST MARKETING'S CHAIRMAN RON HENDERSON AND CHARITY CO-CHAIR SANDY ROSENHOLZ.

Buyer Grant Awarded



Grant recipient Elivia Diaz, center, recently was awarded a \$2,000 grant to be used to defray six months of homeowner dues in the purchase of a home in Reseda. Diaz is shown with Realtor Angela Parekh and her husband, Ashwin.

Apply now to receive one of a limited number of grants that pays six months or up to \$2,000 of homeowner association dues for qualified first-time buyers. The 2019 Homebuyers Grant Program is offered by the Southland Regional Association of Realtors in partnership with the California Association of Realtors' Housing Affordability Fund. Go on-line to www.srar.com for program details and an application form.

Thank You ... Golfers, Sponsors!

More than 100 golfers participated in the 2019 Charity Golf Tournament presented by the Southland Regional Association of Realtors.

The event raised thousands of dollars for the Association's Charitable Foundation — a 501(c)3 non-profit organization. As a result, multiple charitable causes will be supported.

It was a fun day of networking and golf.

Thank you to all the sponsors, volunteers and staff who made the tournament a success!



BUYERS VALUE ECO-FRIENDLY HOMES, OFFICES

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

Consumer demand in real estate continues to trend ecofriendly and promoting energy efficiency in listings can be very valuable, a new study found.

Seven in 10 residential and commercial agents surveyed in the National Association of Realtors' 2019 Sustainability Report said that promoting energy efficiency in listings is either somewhat or very valuable.

According to the report, 59 percent of respondents found that residential consumers were very or somewhat interested in sustainability.

"The state of the environment is important to Realtors and their business practices, and the report shows that sustainability impacts consumers' homebuying decisions as well," said NAR President John Smaby. "Realtors remain on the cutting edge of sustainability and continue to lead the conversation about energy efficiency in real estate."

A large majority of respondents — 83 percent — said that solar panels were available in their markets, and 36 percent

said that solar panels increased the perceived property value.

Respondents in the West were the most likely to report solar panels increased a home's value.

The transportation and commuting features that Realtors stated are very or somewhat important to their clients include: easy access to highways, 82 percent; short commute times and distance to work, 81 percent; and walkability, 51 percent — the same as 2018.

When asked what they consider as the top market issues and considerations regarding sustainability, agents and brokers named understanding lending options for energy upgrades or solar panels, 38 percent; the lack of information and materials provided to real estate professionals, 32 percent; and improving the energy efficiency of existing housing stock, 31 percent.

... Sustainability impacts consumers' homebuying decisions

REALTORS SUPPORT TARGETED TAX CREDIT

Realtors statewide on Monday announced their support of legislation intended to help first-time, low- and moderate-income homebuyers in disadvantaged communities.

The California Association of Realtors said AB 1590, authored by Assemblywoman Blanca Rubio, D-Baldwin Park, would create a targeted tax credit to help working families achieve their goal of homeownership, which is especially timely given the tight housing market.

"Rubio's bill specifically targets regions of the state that will benefit most from increasing the homeownership rate," said C.A.R. President Jared Martin. "It is an important part of California's overall fight to beat the housing affordability crisis."

AB 1590 allocates \$50 million to provide a tax credit to first-time homebuyers who meet specific criteria including:

- Must have never owned a home previously;
- Earn 120 percent or less of area median income; and
- Purchase a home in a state-designated disadvantaged community.

Current law identifies disadvantaged communities as areas with, among other things, concentrations of low-income individuals and families facing high housing costs. Qualified first-time home buyers who purchase a home between January 1, 2020, and January 1, 2023, will receive a tax credit of up to \$5,000. The tax credit will help these first-time homebuyers cover unanticipated costs associated with homeownership.

"It creates a pathway to homeownership for people who are currently priced out of the market," Martin said. "It gives working families an opportunity to build wealth and can lift entire communities across the state."

SRAR Highlights Freshman Policymakers

The Southland Regional Association of Realtors hosted a Legislative Meet and Greet Luncheon recently to highlight freshmen policymakers and hear from elected officials representing the San Fernando and Santa Clarita Valleys.



SRAR President Dan Tresieras, left, with State Senator Henry Stern and Diane Sydel.

The luncheon gave SRAR members a chance to develop and strengthen relationships with local legislators and discuss key issues related to housing and the real estate industry.

In attendance were Congresswoman Katie Hill, D-25th District; Congressman Brad Sherman, D-30th District; State Senator Scott Thomas Wilk, R-21st Senate District; State Senator Henry Stern, D-27th Senate District; Assemblywoman Christy Smith, D-38th Assembly District; and Assemblyman Adrin Nazarian, D-46th Assembly District.



Assemblyman Adrian Nazarian with Gina Uzunyan, right, and Nancy Starczyk.



U.S. Congresswoman Katie Hill, center, with SRAR past presidents Gina Uzunyan, left, and Nancy Starczyk.

VIDEOS HELP AVOID COMMON R.E. MISTAKES

Mistakes happen! Yet why not avoid conflict by learning where others went wrong? Brief 1- to 2-minute videos on multiple common real estate pitfalls are available at www.srar.com. Videos are available in English, Spanish and Chinese.



SPRING BUYERS EYE HOMES IN NEED OF WORK

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

Nearly 60 percent of all spring home shoppers are considering a home that needs renovating, as rising home prices and limited entry-level inventory continue to be a hurdle.

Just over half of homebuyers considering a home that needs some TLC are willing to spend more than \$20,000 on the renovation, while the vast majority – 95 percent of them – are optimistic they will get a positive return on their renovation investment, according to realtor.com's spring homebuyer survey

"The combination of rising home prices and limited entry-level homes for sale is prompting many home shoppers to consider homes that need renovating," said Danielle Hale, realtor.com's chief economist. "Replete with inspiration at their

fingertips – like Pinterest, Instagram, and various home renovation TV shows – some home shoppers are comfortable tackling home renovation needs with their budget."

According to the survey, roughly three out of five home shoppers under 55 years old are considering a home this spring that

Nearly 60 percent ... are considering a home that needs renovations

needs renovating. Middleaged shoppers, 35-54 years old, were the most likely to consider a home that needs renovating, at 65 percent. Middleaged shoppers are more likely to be current homeowners and their experience with maintaining and improving their existing home may give them the confidence to tackle renovations, especially when motivated by trying to find a home that

fits their needs within their budget.

Half of spring home shoppers considering homes in need of renovation – 51 percent – are willing to spend more than \$20,000 on their home renovation. Twenty-eight percent are willing to spend up to \$10,000, and 22 percent are willing to spend between \$10,001 and \$20,000. According to realtor.com data, a major kitchen remodel will cost around \$66,000, while a minor remodel will cost around \$22,000. Similarly, an upscale bathroom remodel will cost around \$64,000, while a mid-range bathroom remodel runs about \$20,000.

While home renovations can be costly, home shoppers are optimistic they will get a positive return on their investment. A kitchen upgrade was the No.1 home renovation chosen by nearly 30 percent of respondents considering homes that need to be renovated.

realtor.com

ALL PERTINENT SRAR MEDIA OUTLETS IN MAY, 2019

2020 BOARD OF DIRECTOR APPLICATION NOW AVAILABLE

The Board Nominating Committee will be comprised of the following members:

Chair: Gary Washburn; Vice Chair: Nancy Starczyk. Members: Liliana Alfonso, Jim Ezell, Wendy Furth, Bob Khalsa, Rana Linka, Alice Mc Cain and Patti Petralia.

The purpose of this committee is to present the members with a slate of candidates duly qualified to serve on the Board of Directors for terms as set forth in the Bylaws.

Any member who wishes to be considered for a two year term as a SRAR Board of Director by the Board Nominating Committee must submit an **Application** and return it to the SRAR Board Nominating Committee, Donna Davis, 7232 Balboa Blvd., Van Nuys, CA 91406. A fillable Application is available on-line at srar.com. Please contact Donna at the Association office if you need further assistance @ DonnaD@srar.com or (818) 947-2253. APPLICATIONS MUST BE RETURNED BY **JUNE 3, 2019 @ 12:00 p.m.** Applications will **NOT** be accepted LATE.

Outlined below is Bylaws, Article X, Section 3 criteria for qualifying as a Director:

(g) No person is eligible for Director who has not met the following requirements prior to the date of nominations:

The individual must have been 1) a Realtor® member of the Association for five (5) years and have served three (3) years as a Realtor® on an Association standing committee; or 2) have been a Realtor® member for three (3) years and have served as a chair or vice chair of an Association standing committee, or 3) has attended a leadership program as approved by the Board of Directors and have served three (3) years as a Realtor® on an Association standing committee.

(h) The individual nominated must agree that after election he or she will take any further educational course or other training prescribed by the Board of Directors for attendance by all Directors. Acceptance of the office of Director will constitute the agreement by the individual. If any director fails to satisfy these requirements after election, he or she shall not be eligible for further election to the Board of Directors until the requirements are met, and is subject to removal by a 2/3 vote of the Board of Directors.

(i) In the event of a merger, an individual's committee service with his or her former Association shall count toward the eligibility requirements.

4TH MONTH OF FALLING RATES HELPS BUYERS

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

A guide that gauges how much income is needed to buy a home or condominium in the San Fernando Valley showed the benefits of the fourth consecutive month of falling interest rates.

The income needed to buy a median priced local condominium this March, for example, rose less than 1 percent from a year ago to \$95,331. The Southland Regional Association of Realtors' Income-to-Loan Guide calculated that the monthly PITI — principal, interest, taxes and insurance — payment on an 80% loan of the median priced condominium of \$440,000 came to \$2,383.

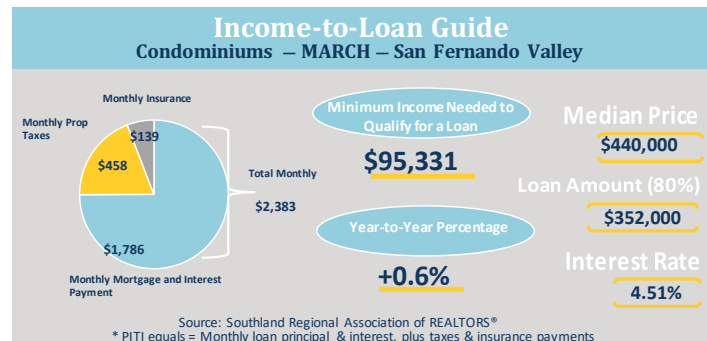
Similarly, the median priced Valley home at \$692,000, if an 80% loan of \$553,000 was taken out, would generate a PITI of \$3,748, with \$2,808 going to the mortgage, \$721 the monthly property tax share and \$208 the monthly insurance premium.

Both calculations were based on the March national average effective mortgage rate of 4.51 percent. March was the fourth consecutive month that saw the national indicator decline.

The national rate peaked in December at 4.99 percent and has clicked lower each month since — a direction that ran contrary to forecasts of rising rates expected as 2018 drew to a close.

As a result, February saw the singlefamily home guide register its first decline of 4.65 percent in the income needed to buy a San Fernando Valley home.

Lower rates, rising inventory, and slower price appreciation arrived just in time for the Spring homebuying season. Happy house hunting!



Homebuyer Grant Awarded

Grant recipient Mo Zarefardi, center, recently was awarded a \$1,800 grant to be used to defray six months of homeowner dues in the purchase of a home in Canoga Park. He is shown with Realtor Steve Shirzadi, on the left, and lender Arin Gregorona, on the right.

Also pictured are, left to right, Gary Washburn, SRAR

past president; Nancy Troxell-Carnahan, 2019 president-elect; Dan Tresieras, 2019 president; Sharon Barron, past president; and Tim Johnson, SRAR's chief executive officer.

All grant funds in the 2019 Homebuyers Grant Program have been awarded and no additional applications can be accepted this year. The maximum \$2,000 grants were offered by the Southland Regional Association of Realtors in partnership with the California Association of Realtors' Housing Affordability Fund.

MYHOME ASSISTANCE PROGRAM

The California Housing Finance Agency's MyHome Assistance program provides a deferred-payment junior loan — up to 3.5% of the purchase price, or appraised value, whichever is less — to be used for the downpayment and/or closing costs.

The applicant must be a first-time homebuyer and the MyHome Assistance program must be combined with a CalHFA first mortgage loan.

The buyer must occupy the property as a primary residence; non-occupant co-borrowers are not allowed. CalHFA borrowers also must complete homebuyer education counseling and obtain a certificate of completion through an eligible homebuyer counseling organization.

The sales price of the home cannot exceed CalHFA's limits established for the county in which the property is located.

The property must be a single-family, one-unit residence, including approved condominiums. Guest houses, granny units, and in-law quarters may be eligible. Manufactured housing is permitted. Income limits apply.

Since CalHFA is not a direct lender, mortgage products are offered through private loan officers who have been approved and trained by CalHFA. These loan officers can help applicants learn more about CalHFA's programs and guide them through the homebuying process. Visit <https://www.calhfa.ca.gov/homebuyer/borrower.htm> to find and contact a local loan officer.



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<p>1st & 3rd Wed. of Every Month South East Area</p> <p>Corkys Restaurant & The Cork Lounge 5043 Van Nuys Blvd. Sherman Oaks, CA 91403</p> <p>11:45am - 1:30pm</p> <p>Contact: Filip Crispino at 818-635-6743</p>		<p>1st Thursday of Every Month East North Meeting</p> <p>Lulu's Restaurant 16900 Roscoe Blvd, Van Nuys, CA 91406</p> <p>8:30am - 10:00am</p> <p>Contact: Rudy H. Leon at 818-642-7839</p>	<p style="text-align: center;">PITCHES, EDUCATION, NETWORKING, GUEST SPEAKERS AND MORE!!</p>
	<p>Every Friday Real Estate Network</p> <p>El Cariso Golf Course Restaurant 13100 Eldridge Ave, Sylmar, CA, 91342</p> <p>8:30am - 10:00am</p> <p>Contact: Bud Mauro & Filip Crispino at 818-635-6743</p>	<p>2nd & 4th Friday of Every Month Santa Clarita Valley Network</p> <p>Santa Clarita Sports Complex 20880 Centre Pointe Pkwy, Santa Clarita, CA, 91350</p> <p>8:45am - 10:30am</p> <p>Contact: Louisa Henry at 661-607-1684</p>	<p>Every Friday Outwest Marketing</p> <p>Weiler's Deli 22323 Sherman Way, Canoga Park, CA, 91303</p> <p>8:00am - 9:30am</p> <p>Contact: Ron Henderson at 818-999-3981 www.OutwestMarketing.com</p>

Southland Regional Association of REALTORS®
7232 Balboa Blvd, Lake Balboa, CA, 91406



CERTIFIED INTERNATIONAL PROPERTY SPECIALIST (CIPS) DESIGNATION 5 DAY COURSE



\$450.00
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(Includes all 5 Days)

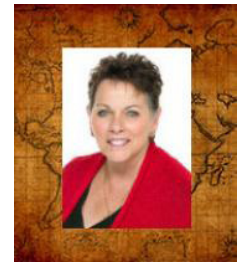
Instructor:

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- Investment performance • Tax issues • And more!

YOU MUST ATTEND ALL COURSES TO OBTAIN DESIGNATION

- Monday, October 28, 2019: Global Real Estate: Local Markets
- Tuesday, October 29, 2019: Global Real Estate: Transaction Tools
- Wednesday, October 30, 2019: Asia/Pacific & International Real Estate
- Thursday, October 31, 2019: Europe & International Real Estate
- Friday, November 1, 2019: The Americas & International Real Estate.

TO LEARN MORE ABOUT THE CIPS DESIGNATION, PLEASE VISIT :

<https://www.nar.realtor/education/designations-and-certifications/cips-designation>

Seating is limited and advanced registration is required!! Fill out the registration form below and fax it to (818) 786-4541 or scan it and email it to **TheresaG@srar.com**.

To pay by check see instructions on form. Call **Theresa at (818) 947-2298** with any questions.

Register no later than Friday, September 27, 2019.

First Name: _____ Last Name: _____

Phone Number: (____) _____ Email Address: _____

Address: _____ City: _____ State: _____ Zip Code: _____

Credit Card Number: _____ Exp Date: _____ CVV: _____

Signature: _____

To pay with check, make it payable to
SRAR and mail to the address above
Attention: Theresa Gonzales

No refunds after Friday, October 11, 2019

SRAR reserves the right to cancel/reschedule any course. (2019 CIPS)

SPONSORSHIP OPPORTUNITY \$250



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Credit Card Number: _____ Exp Date: _____ CVV: _____

Signature: _____

*Please fax form to Theresa at 818-786-4541 or email to TheresaG@srar.com
Questions? call Theresa at 818-947-2298*



SRAR REALTOR® EXPO



#2019SRARexpo

Tuesday, June 11, 2019 | 9:00am-2:30pm | FREE for SRAR Members
The Odyssey: 15600 Odyssey Dr. Granada Hills, CA, 91344



- Free Lunch for the First 300 Attendees
- Over 40 Vendor Booths
- Social Media Tips with YPN
- Raffle Prizes

Session Schedule:

9:00am - 2:30pm: Expo Hall Open
9:00am - 2:00pm: YPN Lounge
9:45am - 10:30am: Rentspre
10:45am - 11:30am: Robert Hall & Associates
12:00pm: Lunch (Athena & Olympus Rooms)
12:45pm-2:00pm: Neil Kalin - C.A.R Assistant Legal Counsel
Legal Updates
2:00pm-2:30pm: Affiliate & SRAR Raffles



For More Information, Contact Theresa at TheresaG@srar.com or call 818-947-2298



SIGN UP TO RECEIVE UPDATES ON YOUR MOBILE PHONE

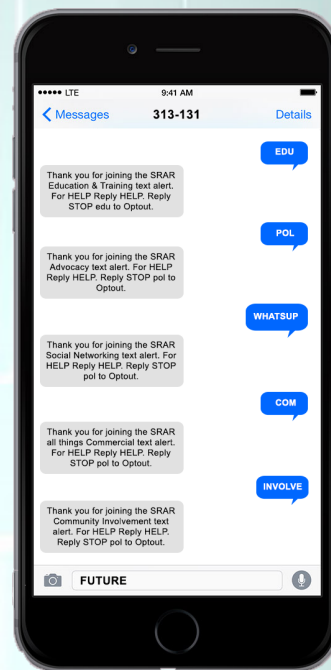
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KEYWORD:

CATEGORY DESCRIPTION:

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



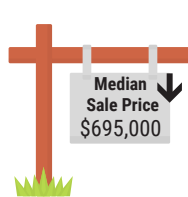
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ASSOCIATION OF REALTORS®, INC.

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

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Statistics

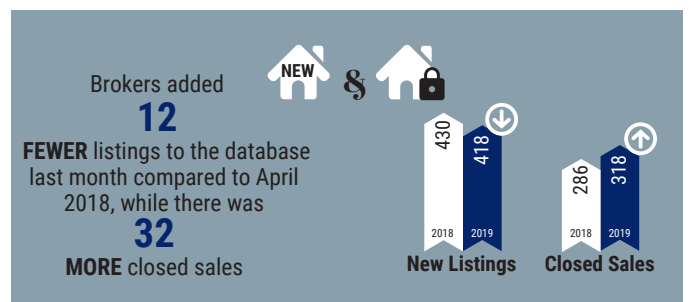
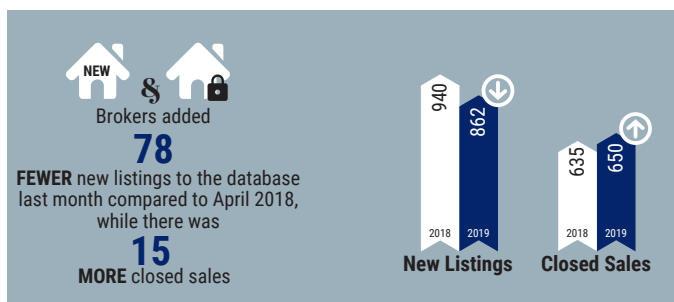
Market Snapshot (April 2019):



The median sale price for single family homes **decreased by .3%** from this time last year



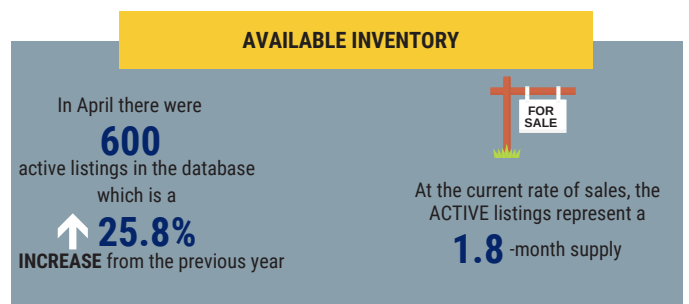
The median sale price for single family homes **increased by 3.4%** from this time last year



The total dollar value of year to date sales **decreased \$173,402,000** from April 2018



The total dollar value of year to date sales **decreased \$38,986,000** from April 2018



City Sign Ordinances

SAN FERNANDO AND SANTA CLARITA VALLEY

Listed below for your reference, are the specific municipal regulations, along with the regulations for L.A. and Ventura Counties that apply in unincorporated areas or those cities without specific municipal codes. SRAR highly advises REALTORS® to check the current laws, and follow these best practices as they will help preserve our rights as REALTORS® to use temporary signs:

1. Only post temporary signs (directional or open house) when you have an open house.
2. Always observe time and placement restrictions for signage.
3. Always obtain a property owner's permission before placing a temporary sign on someone's property whether their property is residential or commercial.
4. Never place temporary signs in the medians or rights of way - meaning along the streets or sidewalk and observe Americans with Disabilities Act regulations.
5. Decrease visual clutter by "piggy backing" off of other directional signs, placing your directional signs only when your directions divert from other directions.

The following are the regulations from each municipality in areas where our members frequently work:

Agoura Hills:

For Sale - 1 sign per unit, shall not exceed 6 square ft. in area and 6 ft. in height

Open House/Directional - Maximum of 4 signs, size may not exceed 3 square ft. in area or 4 ft. in height

Other - No flags, balloons or banners

Beverly Hills:

For Sale - 1 - 150 square in. sign including riders

Open House/Directional - Not allowed

Other - Must obtain annual sign permit sticker from city

Burbank:

For Sale - Sign shall not exceed 7 square feet including riders. Maximum of 2 riders

Open House/Directional - Maximum of 4 signs, size may not exceed 24" x 24" in area or 3ft. in height

Other - See municipal code for details

Calabasas:

For Sale - 1 - 6 square ft. sign

Open House/Directional - Maximum of 2 signs, size may not exceed 3 square ft. in area.

Other - Signs can not be located on a public right-of-way

Hidden Hills:

For Sale - Not allowed

Open House/Directional - Not allowed

Other - Call for details

Los Angeles City:

For Sale - 1 or more unlighted signs. Total area of signs not to exceed 12 square ft.

Open House/Directional - Not specified

Other - See municipal code for details

Malibu:

For Sale - 1 sign per unit, shall not exceed 6 square ft. in area and 6 ft. in height

Open House/Directional - Signs can not exceed 3 square ft. in area or 4 ft. above ground level

Other - No more than 2 pole flags not exceeding 2 square ft. or 5 ft. in height shall be used

San Fernando:

For Sale - Sign shall not exceed 6 square ft. in area and 6 ft. in height. Rider no larger than 6" X 24"

Open House/Directional - Permitted between 9am and sunset

Other - See municipal code for details

Santa Clarita:

For Sale - Maximum height of 6ft

Open House/Directional - Not permitted on sidewalks, parkways or medians.

Other - Price information prohibited

Simi Valley:

For Sale - Sign shall not exceed 12 square ft. and 6 ft. in height

Open House/Directional - Not permitted on sidewalks or medians

Other - See municipal code for details

West Hollywood:

For Sale - 1 - 432 square inch sign per frontage & 2 - 76 square inch riders

Open House/Directional - 1 per corner, 4 per intersection 18" X 24" Tue., Sat. & Sun. 11am to 7pm

Other - 4 flags per open house. See municipal code for details

Westlake Village:

For Sale - 1 sign per unit, shall not exceed 6 square ft. in area and 5 ft. in height

Open House/Directional - 1 open house sign on property. No directional signs permitted in community

Other - See municipal code for details

Los Angeles County: (unincorporated areas, and municipalities without regulations)

For Sale - 1 or more unlighted signs. Total area of signs not to exceed 12 square ft.

Open House/Directional - No ordinance

Other - See municipal code for details

Ventura County: (unincorporated areas, and municipalities without regulations)

For Sale - 1 free standing sign that does not exceed 12 square ft. or 8 ft. in height

Open House/Directional - 1- 3 square foot sign per frontage not to exceed 4 ft. in height

Other - See municipal code for details

RESIDENTIAL PROPERTIES LISTED
1,653

APRIL 2019 SFV RESIDENTIAL MLS SUMMARY
MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED
1,316

RESIDENTIAL PROP. ESCROW CLOSED
1,192

ACTIVE INVENTORY:

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	96	172	146	204	244	862	1,653
TOTAL ACTIVE LISTINGS	150	236	240	250	385	1,261	2,724
AVERAGE DAYS ON MARKET	90	67	66	53	62	65	71
AVERAGE LIST PRICE IN THOUSANDS	543.9	1,096.3	1,372.2	825.6	1,340.2	1,103.9	895.4
MEDIAN LIST PRICE IN THOUSANDS	515.0	845.0	829.0	725.0	899.0	758.0	590.0
BOMS	26	27	22	26	29	130	268
AVERAGE BOM PRICE IN THOUSANDS	454.3	989.3	810.2	688.1	1,019.6	798.5	661.9
BOM TO SALE RATIO	28.6	22.0	20.4	15.3	20.0	22.5	22.5
EXPIRATIONS	13	16	14	18	19	80	187

PENDING SALES:

NEW ESCROWS OPENED	104	125	128	163	152	672	1,316
TOTAL YTD ESCROWS OPENED	362	425	399	542	553	2,281	4,352
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	36	28	41	31	47	37	41
NEW OPEN ESCROWS AVERAGE LIST PRICE	467.8	873.5	914.7	689.0	1,129.9	831.8	677.2

CLOSED SALES:

NEW ESCROWS CLOSED	91	123	108	170	158	650	1,192
TOTAL YTD ESCROWS CLOSED	290	364	339	461	474	1,928	3,591
VOLUME OF NEW SALE DOLLARS IN MILLIONS	49,283	110,546	96,425	114,571	142,256	513,081	793,759
VOLUME OF TOTAL YTD SALES IN MILLIONS	145,928	343,390	308,338	316,011	396,744	1,510,412	2,323,838
AVERAGE SALE PRICE IN THOUSANDS	541.6	898.8	892.8	673.9	900.4	789.4	665.9
MEDIAN SALE PRICE IN THOUSANDS	496.0	745.0	614.0	640.0	750.0	630.0	535.0
COOP SALES	73	103	85	140	135	536	1,018
PERCENT OF COOP SALES	80.2	83.7	78.7	82.4	85.4	82.5	85.4
AVERAGE DAYS ON MARKET	43	36	38	39	46	40	44
SALES AT LIST PRICE	55	59	53	95	65	327	605
PERCENT OF SALES AT LIST PRICE	60.4	48.0	49.1	55.9	41.1	50.3	50.8
SALES TO LISTING INVENTORY RATIO	60.7	52.1	45.0	68.0	41.0	37.0	43.8
FINAL SALE TO NEW LISTING RATIO	94.8	71.5	74.0	83.3	64.8	75.4	72.1

CLOSED SALES TYPE

FORECLOSURE/REO	0	1	1	1	3	6	16
SELLER CONCESSIONS	0	0	0	0	0	0	0
SHORT SALE	0	1	2	2	1	6	13
STANDARD	90	119	105	163	153	630	1,142
OTHER	1	2	0	4	1	8	21

SELLING PRICE RANGE:

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	53	15	2	18963
100,000 TO 109,999	88	3	1	15000
110,000 TO 119,999	0	0	0	N/A
120,000 TO 129,999	74	7	2	6975
130,000 TO 139,999	23	14	3	7500
140,000 TO 149,999	40	20	4	15380
150,000 TO 159,999	60	30	11	17440
160,000 TO 169,999	58	119	39	6595
170,000 TO 179,999	41	213	105	7538
180,000 TO 189,999	45	191	102	7699
190,000 TO 199,999	60	184	90	9485
200,000 TO 209,999	44	157	86	10046
210,000 TO 219,999	35	138	71	6115
220,000 TO 229,999	37	152	91	9470
230,000 TO 239,999	46	159	82	6863
240,000 TO 249,999	31	250	150	6952
250,000 TO 259,999	50	181	80	20501
260,000 TO 269,999	45	156	60	22622
270,000 TO 279,999	40	102	43	14134
280,000 TO 289,999	44	427	126	165565
290,000 TO 299,999	50	200	31	62236
300,000 TO 309,999	44	2724	1191	25260
TOTALS				

LISTINGS
6,016

2019 RMLS TOTAL - \$ VOLUME
\$2,323,838,000

SALES
3,619

EN: Arleta, Kagel Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar, ES: Calhoun Pass, Lake Hollywood, North Hollywood, Sherman Oaks, Studio City, Toluca Lake, Valley Glen, 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.	% 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	1,338	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	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	1,202	697	420.2	48.4
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	1,659	980	650.7	59.1
APR	1,548	1,124	589.4	72.6	1,733	1,168	657.4	67.4	1,656	1,111	638.9	67.1	1,580	1,116	697.6	70.6	1,251	878	655.5	57.9	1,653	1,192	793.7	72.1
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	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	1,146	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 APRIL 2019

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	68	113	96	166	199	642	603	1,245
Total Active Listings	104	157	158	196	297	912	1,166	2,078
Average Days on Market	100	64	63	56	58	64	80	73
Average List Price in Thousands	586.9	1,360.9	1,806.9	889.7	1,584.0	1,321.1	757.9	1,005.1
Median List Price in Thousands	545.0	1,199.0	1,385.0	780.0	1,089.0	900.0	429.0	660.0
BOMS	14	19	11	22	25	91	116	207
Average BOM Price in Thousands	502.2	1,166.0	1,159.8	719.6	1,104.2	938.2	530.9	710.0
BOM to Sale Ratio	19.4	22.6	14.3	16.2	19.8	18.4	26.8	22.3
Expirations	9	11	11	15	17	63	89	152
PENDING SALES								
New Escrows Opened	66	82	82	136	125	491	487	978
Total YTD Escrows Opened	257	291	271	439	439	1,697	1,599	3,296
New Open Escrows Average Days on Market	32	30	36	29	42	34	44	39
New Open Escrows Average List Price	519.1	1,057.6	1,181.8	726.5	1,271.2	968.7	524.7	747.6
CLOSED SALES:								
New Escrows Closed	72	84	77	136	126	495	433	928
Total YTD Escrows Closed	219	254	231	379	371	1,454	1,312	2,766
Volume of New Sales Dollars in Millions	42.400	89.563	80.316	98.579	126.819	437.678	230.987	668.665
Volume of total YTD Sales in Millions	119.404	283.824	256.354	278.042	347.373	1,284.996	646.070	1,931.067
Average Sale price in Thousands	588.9	1,066.2	1,043.1	724.8	1,006.5	884.2	533.5	720.5
Median Sale Price in Thousands	505.0	949.0	680.0	666.0	840.0	695.0	353.5	579.0
Coop Sales	57	69	59	111	108	404	386	790
Percent of Coop Sales	79.2	82.1	76.6	81.6	85.7	81.6	89.1	85.1
Average Days on Market	48	36	31	39	44	40	48	44
Sales at List Price	43	39	36	76	52	246	221	467
Percent of Sales at List Price	59.7	46.4	46.8	55.9	41.3	49.7	51.0	50.3
Sales to Listing Inventory Ratio	69.2	53.5	48.7	69.4	42.4	54.3	37.1	44.7
Final Sale to New Listing Ratio	105.9	74.3	80.2	81.9	63.3	77.1	71.8	74.5
CLOSED SALES TYPE								
Foreclosure/REO	0	1	0	1	3	5	8	13
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	1	2	2	1	6	5	11
Standard	71	80	75	129	121	476	410	886
Other	1	2	0	4	1	8	10	18

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL 2019

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	28	59	50	38	45	220	188	408
Total Active Listings	46	79	82	54	88	349	297	646
Average Days on Market	67	72	72	43	77	68	58	64
Average List Price in Thousands	446.6	572.3	534.6	593.0	517.3	536.2	549.8	542.4
Median List Price in Thousands	385.0	549.9	405.0	515.0	449.0	469.0	445.0	455.0
BOMS	12	8	11	4	4	39	22	61
Average BOM Price in Thousands	398.5	569.5	460.7	514.7	491.0	472.5	545.5	498.9
BOM to Sale Ratio	63.2	20.5	35.5	11.8	12.5	25.2	20.2	23.1
Expirations	4	5	3	3	2	17	18	35
PENDING SALES								
New Escrows Opened	38	43	46	27	27	181	157	338
Total YTD Escrows Opened	105	134	128	103	114	584	472	1,056
New Open Escrows Average Days on Market	42	25	49	40	71	44	48	46
New Open Escrows Average List Price	378.6	522.5	438.7	499.9	475.6	460.6	488.3	473.5
CLOSED SALES:								
New Escrows Closed	19	39	31	34	32	155	109	264
Total YTD Escrows Closed	71	110	108	82	103	474	351	825
Volume of New Sales Dollars in Millions	6.882	20.983	16.109	15.992	15.437	75.403	49.691	125.094
Volume of total YTD Sales in Millions	26.524	59.566	51.985	37.969	49.371	225.416	167.355	392.771
Average Sale price in Thousands	362.2	538.0	519.6	470.4	482.4	486.5	455.9	473.8
Median Sale Price in Thousands	375.0	530.0	400.0	410.0	438.0	435.0	410.0	419.0
Coop Sales	16	34	26	29	27	132	96	228
Percent of Coop Sales	84.2	87.2	83.9	85.3	84.4	85.2	88.1	86.4
Average Days on Market	24	37	54	40	52	43	44	43
Sales at List Price	12	20	17	19	13	81	57	138
Percent of Sales at List Price	63.2	51.3	54.8	55.9	40.6	52.3	52.3	52.3
Sales to Listing Inventory Ratio	41.3	49.4	37.8	63.0	36.4	44.4	36.7	40.9
Final Sale to New Listing Ratio	67.9	66.1	62.0	89.5	71.1	70.5	58.0	64.7
CLOSED SALES TYPE								
Foreclosure/REO	0	0	1	0	0	1	2	3
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	0	2	2
Standard	19	39	30	34	32	154	102	256
Other	0	0	0	0	0	0	3	3

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR APRIL 2019

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	20	8	61	29	18	82	13	80	311	78	389
Total Active Listings	53	18	102	47	33	119	19	103	494	147	641
Average Days on Market	112	104	85	69	69	49	46	56	70	75	71
Average List Price in Thousands	649.3	1,651.8	743.9	751.9	774.7	693.3	966.3	900.1	798.6	491.1	728.1
Median List Price in Thousands	619.9	875.0	619.0	629.9	660.0	635.0	890.0	752.0	675.0	389.0	630.0
BOMS	4	0	11	2	3	9	3	8	40	15	55
Average BOM Price in Thousands	528.5	0.0	759.2	675.0	563.6	646.8	831.3	744.4	694.4	389.8	611.3
BOM to Sale Ratio	33.3	0.0	33.3	6.7	16.7	17.0	75.0	12.9	18.7	31.9	21.1
Expirations	2	1	3	0	2	7	1	5	21	10	31

PENDING SALES

New Escrows Opened	14	5	55	21	14	56	13	63	241	70	311
Total YTD Escrows Opened	45	17	153	83	64	177	29	194	762	217	979
New Open Escrows Average Days on Market	82	69	43	33	85	34	43	40	45	60	48
New Open Escrows Average List Price	565.7	705.6	634.6	609.1	741.6	629.7	891.7	689.5	663.1	423.5	609.2

CLOSED SALES:

New Escrows Closed	12	2	33	30	18	53	4	62	214	47	261
Total YTD Escrows Closed	31	16	120	77	47	134	18	157	600	176	776
Volume of New Sales Dollars in Millions	7.119	1.360	18.454	16.404	13.469	35.783	2.925	42.102	137.615	20.479	158.094
Volume of total YTD Sales in Millions	18.115	11.596	68.743	42.274	31.644	87.837	14.187	103.882	378.278	78.801	457.079
Average Sale price in Thousands	593.2	680.0	559.2	546.8	748.3	675.2	731.3	679.1	643.1	435.7	605.7
Median Sale Price in Thousands	630.0	615.0	550.0	548.0	620.0	630.0	709.0	645.0	608.2	340.0	595.0
Coop Sales	10	2	31	27	16	50	3	52	191	40	231
Percent of Coop Sales	83.3	100.0	93.9	90.0	88.9	94.3	75.0	83.9	89.3	85.1	88.5
Average Days on Market	94	138	97	91	88	98	48	95	94	111	97
Sales at List Price	6	1	13	13	5	29	1	22	90	27	117
Percent of Sales at List Price	50.0	50.0	39.4	43.3	27.8	54.7	25.0	35.5	42.1	57.4	44.8
Sales to Listing Inventory Ratio	22.6	11.1	32.4	63.8	54.5	44.5	21.1	60.2	43.3	32.0	40.7
Final Sale to New Listing Ratio	60.0	25.0	54.1	103.4	100.0	64.6	30.8	77.5	68.8	60.3	67.1

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	0	0	2	2	1	3
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	1	1	0	0	0	0	2	0	2
Standard	12	2	31	29	18	53	4	59	208	46	254
Other	0	0	1	0	0	0	0	1	2	0	2

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL 2019

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	1	0	21	4	21	17	4	39	107	7	114
Total Active Listings	1	0	27	4	17	19	1	37	106	26	132
Average Days on Market	18	0	53	17	50	48	6	50	48	77	54
Average List Price in Thousands	675.0	0.0	419.3	350.5	394.3	475.7	409.0	461.3	439.8	567.3	464.9
Median List Price in Thousands	675.0	0.0	385.0	209.9	375.0	455.0	409.0	444.0	424.9	440.0	425.0
BOMS	0	0	1	0	5	1	2	8	17	9	26
Average BOM Price in Thousands	0.0	0.0	475.0	0.0	383.0	467.5	412.5	472.9	439.1	400.1	425.6
BOM to Sale Ratio	0.0	0.0	3.7	0.0	38.5	5.6	28.6	21.1	16.3	90.0	22.8
Expirations	1	0	2	0	2	1	0	4	10	1	11

PENDING SALES

New Escrows Opened	0	1	14	2	19	15	4	30	85	14	99
Total YTD Escrows Opened	1	1	90	4	51	55	20	123	345	43	388
New Open Escrows Average Days on Market	0	24	25	32	21	23	16	24	23	60	28
New Open Escrows Average List Price	0.0	950.0	347.1	391.0	340.9	381.5	428.5	460.1	403.6	502.6	417.6

CLOSED SALES:

New Escrows Closed	0	0	27	1	13	18	7	38	104	10	114
Total YTD Escrows Closed	2	0	90	3	38	42	14	103	292	39	331
Volume of New Sales Dollars in Millions	0.000	0.000	9.794	0.571	4.944	7.578	3.223	16.653	42.762	4.767	47.529
Volume of Total YTD Sales in Millions	1.221	0.000	31.853	1.798	13.477	16.994	5.999	45.302	116.643	18.682	135.325
Average Sale price in Thousands	0.0	0.0	362.8	571.0	380.3	421.0	460.4	438.2	411.2	476.7	416.9
Median Sale Price in Thousands	0.0	0.0	345.0	571.0	372.5	432.0	445.0	450.0	410.0	439.0	415.0
Coop Sales	0	0	26	1	13	18	6	34	98	8	106
Percent of Coop Sales	0.0	0.0	96.3	100.0	100.0	100.0	85.7	89.5	94.2	80.0	93.0
Average Days on Market	0	0	83	177	74	56	83	80	77	83	78
Sales at List Price	0	0	20	0	7	14	4	18	63	4	67
Percent of Sales at List Price	0.0	0.0	74.1	0.0	53.8	77.8	57.1	47.4	60.6	40.0	58.8
Sales to Listing Inventory Ratio	0.0	0.0	100.0	25.0	76.5	94.7	700.0	102.7	98.1	38.5	86.4
Final Sale to New Listing Ratio	0.0	0.0	128.6	25.0	61.9	105.9	175.0	97.4	97.2	142.9	100.0

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	1	0	0	0	0	1	0	1
Standard	0	0	26	0	13	18	7	37	101	10	111
Other	0	0	1	0	0	0	0	1	2	0	2

RESIDENTIAL PROPERTIES LISTED

503

APRIL 2019 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

410

RESIDENTIAL PROP. ESCROW CLOSED

375

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	21	8	82	33	39	99	17	119	418	85	503
TOTAL ACTIVE LISTINGS	54	18	129	51	50	138	20	50	600	173	773
AVERAGE DAYS ON MARKET	110	104	79	65	63	49	44	55	66	76	68
AVERAGE LIST PRICE IN THOUSANDS	649.8	1,651.8	676.0	720.4	645.3	663.3	938.5	784.1	735.2	502.5	683.1
MEDIAN LIST PRICE IN THOUSANDS	619.9	875.0	559.0	600.0	550.0	619.0	884.8	619.0	630.0	400.0	595.0
BOMS	4	0	12	2	8	10	5	16	57	24	81
AVERAGE BOM PRICE IN THOUSANDS	528.5	0.0	735.5	675.0	450.8	628.8	663.8	608.6	618.3	393.7	551.7
BOM TO SALE RATIO	33.3	0.0	20.0	6.5	25.8	14.1	45.5	16.0	17.9	42.1	21.6
EXPIRATIONS	3	1	5	0	4	8	1	9	31	11	42

PENDING SALES:

NEW ESCROWS OPENED	14	6	69	23	33	71	17	93	326	84	410
TOTAL YTD ESCROWS OPENED	46	18	243	87	115	232	49	317	1,107	260	1,367
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	46	61	39	33	48	32	37	35	39	60	43
NEW OPEN ESCROWS AVERAGE LIST PRICE	565.7	746.3	576.3	590.1	510.9	577.2	782.7	615.5	595.5	436.7	562.9

CLOSED SALES:

NEW ESCROWS CLOSED	12	2	60	31	31	71	11	100	318	57	375
TOTAL YTD ESCROWS CLOSED	33	16	210	80	85	176	32	260	892	215	1,107
VOLUME OF NEW SALE DOLLARS IN MILLIONS	7.119	1.360	28.248	16.975	18.412	43.361	6.148	58.755	180.378	25.245	205.623
VOLUME OF TOTAL YTD SALES IN MILLIONS	19.336	11.596	100.596	44.072	45.121	104.831	20.186	149.184	494.921	97.483	592.404
AVERAGE SALE PRICE IN THOUSANDS	593.2	680.0	470.8	547.6	593.9	610.7	558.9	587.5	567.2	442.9	548.3
MEDIAN SALE PRICE IN THOUSANDS	630.0	615.0	485.0	550.0	590.0	580.0	590.0	567.0	555.0	345.0	545.0
COOP SALES	10	2	57	28	29	68	9	86	289	48	337
PERCENT OF COOP SALES	83.3	100.0	95.0	90.3	93.5	95.8	81.8	86.0	90.9	84.2	89.9
AVERAGE DAYS ON MARKET	94	138	91	93	82	87	70	89	89	106	91
SALES AT LIST PRICE	6	1	33	13	12	43	5	40	153	31	184
PERCENT OF SALES AT LIST PRICE	50.0	50.0	55.0	41.9	38.7	60.6	45.5	40.0	48.1	54.4	49.1
SALES TO LISTING INVENTORY RATIO	22.2	11.1	46.5	60.8	62.0	51.4	55.0	71.4	53.0	32.9	48.5
FINAL SALE TO NEW LISTING RATIO	57.1	25.0	73.2	93.9	79.5	71.7	64.7	84.0	76.1	67.1	74.6

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	0	0	0	0	0	2	2	1	3
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	1	2	0	0	0	0	3	0	3
STANDARD	12	2	57	29	31	71	11	96	309	56	365
OTHER	0	0	2	0	0	0	0	2	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	1	0	0	N/A	0.0
100,000 TO 109,999	0	0	0	0	N/A	0.0
110,000 TO 119,999	0	0	1	0	N/A	0.0
120,000 TO 139,999	118	3	1	1	32000	19.2
140,000 TO 159,999	16	2	1	0	N/A	0.0
160,000 TO 179,999	27	3	1	0	N/A	0.0
180,000 TO 199,999	86	4	2	1	4425	1.8
200,000 TO 249,999	58	14	8	6	21686	8.4
250,000 TO 299,999	76	41	15	11	11436	3.8
300,000 TO 349,999	48	42	37	21	1555	24.4
350,000 TO 399,999	29	33	22	7	7541	1.7
400,000 TO 449,999	37	49	32	15	10355	2.3
450,000 TO 499,999	30	54	35	14	4982	0.9
500,000 TO 549,999	53	77	39	24	15777	2.7
550,000 TO 599,999	40	72	51	28	8681	1.4
600,000 TO 699,999	49	126	66	45	18917	2.7
700,000 TO 799,999	52	90	32	21	24886	2.8
800,000 TO 899,999	57	14	52	10	29815	2.9
900,000 TO 999,999	64	32	6	5	31123	3.0
1,000,000 TO 1,999,999	85	66	12	9	79468	5.4
MORE THAN 2,000,000	0	12	0	0	N/A	0.0
TOTALS	48	773	375	218	15540	0.2

2019 RMLS TOTAL - \$ VOLUME

\$592,404,000

LISTINGS

1,710

SALES1,107

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	374	220	117.0	45.5
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	465	313	166.0	67.3
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	503	375	205.6	74.6
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	5,197	4,742	1,961.5	81.6	5,314	4,041	2,132.8	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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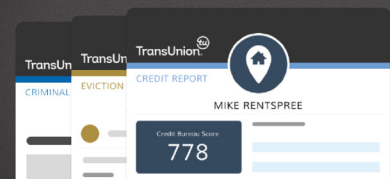
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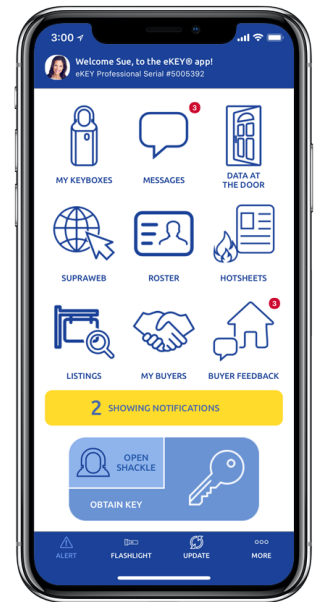
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