

June/July 2019

REALTOR[®] REPORT

The Official Publication of Southland Regional Association of Realtors[®]

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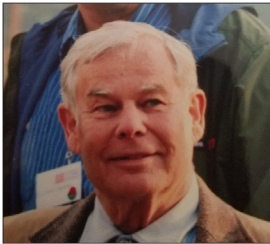


Volume 99 • Issue 6

IN MEMORIAM

We are saddened to report the recent passing of Bob Ziegenbein, long time REALTOR® member of Southland Regional Association of REALTORS®. Though retired from real estate at the time of his passing, Bob stayed active by helping fellow real estate agents and interacting with customers at home improvement centers.

He also loved chocolate and gardening. Prayers for the family are greatly appreciated. His son Steven is interested in any photographs



members may have of Bob. The family may be

reached by telephone 818-635-3662,

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zstar4007@yahoo.com



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CONSUMER PRICE INDEXES

MAY 2019

PERCENT CHANGE

	ONE MONTH ENDING May 2019	12 MONTHS ENDING May 2019
Los Angeles - Riverside - Orange County	0.2	3.1



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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SAN FERNANDO VALLEY

HOME SALES INCREASE 5% DURING APRIL

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Sales of existing single-family home in the San Fernando Valley jumped 4.7 percent in April, the first year-to-year increase since July and only the second increase in 14 months, the Southland Regional Association of Realtors reported Tuesday.

Realtors assisted 495 home transactions that closed during April—22 more transaction than a year ago.

The Association also reported 155 condominium closed escrows, down 4.9 percent from the prior year, but a gain of 22.0 percent from March, which follows seasonal patterns.

“A slowly increasing inventory, lower interest rates, and sellers willing to negotiate all contributed to the April increase in sales,” said Dan Tresieras, president of the Southland Regional Association of Realtors. “The fourth consecutive month of lower interest rates bolstered buyer confidence in the market, convincing them that they have

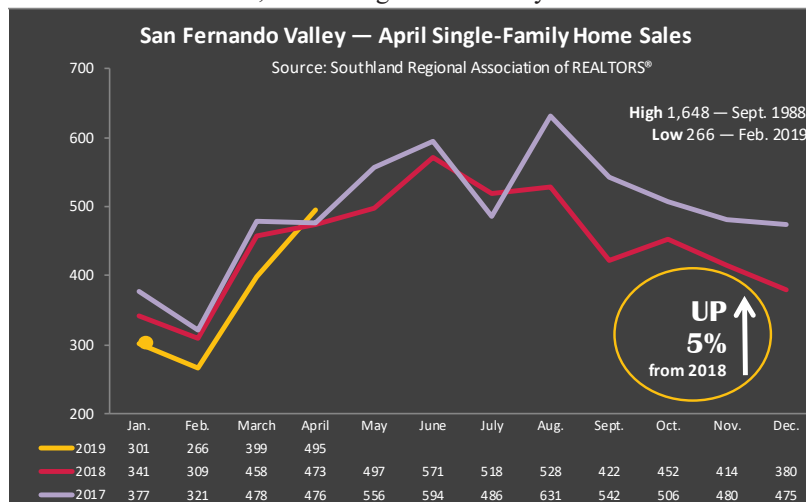
greater negotiating leverage today than just a short while ago.”

Single-family home sales hit a record low in February, but activity has picked up as the traditional Spring homebuying season gets underway.

Part of that is due to the realization by some sellers that prices rose too high too fast and that sellers needed to be flexible if they truly wanted to sell.

The record high median price came in May and August of last year at \$708,000, but has been knocking around under that number ever since.

The median price of homes that changed owners during April was \$695,000, which was down 0.3 percent from the prior year.



AFFORDABILITY UP 31% STATEWIDE

More Californians could afford to purchase a home in the first quarter of 2019 as lower mortgage interest rates and cooler seasonal home prices combined with higher income levels to improve California housing affordability.

The percentage of homebuyers who could afford to purchase a median-priced, existing single-family home in California in first-quarter 2019 rose to 32 percent from 28 percent in the fourth quarter of 2018 and from 31 percent in the first quarter a year ago, according to an index developed by the California Association of Realtors.

The index climbed above 30 percent for the first time in a year.

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 homebuyers in the state.

Q1 2019 California Housing Affordability

32%
of California households could afford to purchase a median-priced home*

\$545,820
median-priced home*
Q1Q: -3.3% YTY: +1.3%

\$114,860
minimum income required to make monthly payments of \$2,870 @ 30-year fixed-rate mortgage of 4.62%.

A minimum annual income of \$114,860 was needed to qualify for the purchase of a \$545,820 statewide median-priced, existing single-family home in the first quarter of 2019. The monthly payment, including taxes and insurance on a 30-year, fixed-rate loan, would be \$2,870, assuming a 20 percent down payment and an effective composite interest rate of 4.62 percent. The effective composite interest rate was 4.95 percent in fourth-quarter 2018 and 4.44 percent in first-quarter 2018.

Housing affordability for condominiums and townhomes also improved in first-quarter

previous quarter.

An annual income of \$94,690 was required to make monthly payments of \$2,370. Thirty-nine percent of households could afford to buy a condominium/townhome a year ago.

Compared with California, 57 percent of the nation's households could afford to purchase a \$254,800 median-priced home, which required a minimum annual income of \$53,620 to make monthly payments of \$1,340.

SANTA CLARITA VALLEY

APRIL HOME, CONDO SALES SOAR

Fueled by falling interest rates, rising inventory, and flat resale prices, sales during April of existing homes and condominiums throughout the Santa Clarita Valley improved on the strong showing posted in March, the Southland Regional Association of Realtors reported Tuesday.

A total of 214 single-family homes changed owners in April; that was up 12.0 percent from the prior year and 27.4 percent higher than March. It was the first year-to-year increase in five months and only the second going back to January 2018.

Realtors also helped closed escrow on 104

condominiums during April, up 9.5 percent from 2018 and 26.8 percent ahead of this March. It was the first month to break the 100-sale benchmark going back to August and only the fourth since July 2017.

“Santa Clarita is so desirable that it often sells itself, so buyers just needed to believe they had a real shot at owning a home,” said Amanda Etcheverry, the 2019 chair of SRAR's Santa Clarita Division. “Four months of falling interest rates on home loans, combined with a growing inventory, and sellers willing to negotiate, did the trick.”

The median price of homes that changed owners last month came in at \$608,200,

up 3.4 percent from April 2018 and off 0.9 percent from the March.

Unlike most other Southern California communities, Santa Clarita has yet to break its record high home median of \$643,000 set last decade in April 2006.

So far in this real estate cycle, the local median home price has peaked at \$615,000 in May 2018, but has bounced around under it ever since.

The Santa Clarita condominium median price for April of \$410,000 matched the record high of April 2018.

TRUMP PRAISES VALUE OF REALTORS' ROLE IN HOUSING

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

President Donald Trump in a recent address to real estate professionals from across the nation highlighted the value of Realtors in the housing industry and the service they provide to merican families.

"I'm honored to be here with the hardworking men and women who help millions of families live the American Dream — the incredible members of the National Association of Realtors," President Trump said.

"Homeownership and what you do as Realtors is a part of Americana. You work hard, you love people, you love this country."

Trump addressed a room of nearly 2,000 Realtors at NAR's Legislative Meetings and Trade Expo on May 17 in Washington, D.C.

He also said he believes his administration's priorities and deregulation efforts could potentially benefit the real estate market.

The President said deregulation and economic growth have helped support the industry and improved business prospects for many of those in attendance.

"Americans buy homes for the ones you love the most," he said. "This is a time of extraordinary opportunity for our country."

The President touched on a host of other Realtor priorities, including association health plans, the Waters of the U.S. rule, opportunity zones and housing finance reform.

He invited NAR member Bob Turner and Nevada Association of Realtors CEO Teresa McKee on stage to discuss specific policy efforts, and also highlighted Realtors' connection and contribution to the overall U.S. economy.

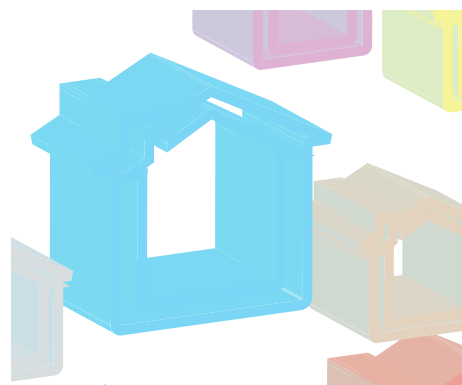
"I'm here today because Realtors play a special role in the economy," President Trump said. "When a young family needs room to grow; when a new job sparks a new adventure in a brand new beautiful city; when parents want to find the right

neighborhood and schools for their children, Americans puts our trust in you, our great Realtors."

NAR President John Smaby opened the event and introduced Trump.

"The National Association of Realtors thanks President Trump for his participation at our annual legislative meetings and trade expo," Smaby said.

"I'm so proud of the 9,000 Realtors who traveled to our nation's capital ... to share our story with legislators and policymakers about the many ways Realtors help build vibrant communities accessible to all."



REGISTER NOW FOR CIPS COURSE

Realtors can register early for a special 5-day course to earn the coveted Certified International Property Specialist designation.

The CIPS course will be offered at the headquarters of the Southland Regional Association of Realtors from Monday, Oct. 28 through Friday, Nov. 1. Seating is limited and advance registration is required.

Write via email for details to TheresaG@srar.com or call 818-947-2298.

The course leader will be Ginni Field, a certified CIPS instructor.

The CIPS course curriculum offers real estate professionals hands-on experience with international real estate transactions, along with five full days of study focusing on the critical aspects of transnational purchases, which include:

- Currency and exchange rate issues
- Cross-cultural relationships
- Regional market conditions
- Investment performance
- Tax Issues.



REALTORS DISMAYED AT SB 50 DELAY

The recent decision by the State Legislature to delay action on Senate Bill 50, which seeks to increase housing supply, dismayed Realtors throughout California.

"As co-sponsors of SB 50, California Realtors are very disappointed in the decision made by the chair of the Senate Appropriations Committee to delay action on the bill until 2020," said Jared Martin, president of the California Association of Realtors. "We can't afford to wait. The future of the California dream is in peril and our state's leaders must unite to solve the housing crisis through common-sense solutions like SB 50 to increase the housing supply."

"We agree with Gov. Gavin Newsom that we must address California's housing

supply shortage head on," Martin said. "Every day we delay addressing the root cause of the housing crisis — the housing stock shortage — the more we put having a place to call home out of reach for millions of Californians."

C.A.R. applauded State Sen. Scott Wiener, D-San Francisco, for introducing what the Association called "this bold solution, which is needed now. Not next year, the year after or 'some day.' Kicking the can down the road is what produced this man-made housing crisis. Californians deserve better."

Martin said that Realtors remain committed to SB 50 and look forward to working with the Governor and lawmakers on advancing other innovative proposals addressing the housing crisis.

GROWING INVENTORY OFFERS BUYERS MORE CHOICES

Existing-home sales in the West grew 1.8 percent to an annual rate of 1.11 million in April, while the median price was \$395,100, up 1.3 percent from April 2018, the National Association of Realtors reported recently.

"We are seeing historically low mortgage rates combined with a pent-up demand to buy, so buyers will look to take advantage of these conditions," said Lawrence Yun, NAR's chief economist. "Also, job creation is improving, causing wage growth to align with home price growth, which helps affordability and will help spur more home sales."

Total housing inventory nationwide at the end of April increased to 1.83 million, up from 1.67 million existing homes available for sale in March and a 1.7 percent increase

from 1.80 million a year ago. Unsold inventory is at a 4.2-month supply at the current sales pace, up from 3.8 months in March and up from 4.0 months in April 2018.

"We see that the inventory totals have steadily improved, and will provide more choices for those looking to buy a home," Yun said. He noted that sellers have to realize that price growth has moderated. "When placing their home on the market, home sellers need to be very realistic and aware of the current conditions."

Properties remained on the market for an average of 24 days in April, down from 36 days in March and down from 26 days a year ago. Fifty-three percent of homes sold in April were on the market for less than a month.

HUD OFFICIAL TALKS CONDOMINIUM RULE CHANGE, AFFORDABLE HOUSING SHORTAGE

Federal officials told Realtors gathered in Washington, D.C. recently that a new rule regarding condominium policies may be finalized soon.

HUD Acting Deputy Secretary and Federal Housing Commissioner Brian Montgomery told a delegation of 100 Realtors a review is nearly complete of proposed revisions to FHA's current condominium policies, including allowing owner-occupancy level determination on a case by case basis, allowing up to 45 percent commercial space without documentation and implementing a five-year approval

period for project certification.

"Condominiums have been traditionally a mainstay of affordable housing for both first-time homeowners and seniors," Montgomery said. "We've been in the process of revising our condominium project approval requirements to get to a final rule and update our policies."

"We anticipate that the updated regulations will be more flexible, less prescriptive and more reflective of the current market than existing provisions. It may also include single unit approvals for loans that meet HUD standards for unapproved projects, allowing HUD to set the specific percentage."

Montgomery added that the final rule is currently under review by the Office

of Management and Budget, and said he believes the end of the process is in sight. Montgomery also pointed out that he believes overregulation and misguided zoning laws have helped contribute to the housing affordability and accessibility issues facing many U.S. markets.

"The combination of regulatory overreach and an aging housing stock has meant not enough affordable units are left—or worse, being built," he said. "We will need continued wage and economic growth and regulatory reform to mitigate affordability constraints. This will also require that not just HUD but states and localities ease the regulatory burden and other impediments to development."

SEMINAR DRAWS 40 PROSPECTIVE HOMEBUYERS



A recent seminar offered by the Southland Regional Association of Realtors drew 40 eager prospective homebuyers. Four experts covered the process from hunting for a home and selecting a Realtor to fixing credit, financing options and the close of escrow. Watch this page for the next seminar from SRAR.



HOME PRICE GAINS LOWEST SINCE 2012

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

Home prices throughout much of the country don't look as if they're coming down anytime soon — but they're also not shooting up as much as they have in previous years.

Nationally, prices notched up 3.7 percent in March, according to the latest CoreLogic Case-Shiller National Home Price Index.

That's the lowest level of growth seen since September 2012, when the country was struggling to rebound from the Great Recession, Realtor.com reported. It also marks the 12th straight month of diminishing price increases. But that doesn't mean another housing market meltdown is on the way.

"The changes that we've seen have helped to bring the housing market back into

balance," said Frank Nothaft, CoreLogic's chief economist. "The slowing house price growth is helping to restore affordability, so that more people can afford to buy."

Lower mortgage interest rates are also helping to get more prospective buyers off the sidelines. Rates were just 4.06 percent as of May 23, a decrease of 60 basis points from a year ago — a difference that could shave thousands of dollars off a 30-year, fixed-rate loan. One basis point equals 0.01 percent.

"Mortgage rates were really high in 2018, and that just put a chill on homebuyers," says Nothaft. "Now that mortgage rates are down ... and with incomes up, I'm still expecting



the spring and summer home-buying season to be pretty solid."

The fastest-growing metropolitan area was one of the hardest hit in the Great Recession: Las Vegas. Price growth surged 8.2 percent year-over-year in Sin City, where

the foreclosure crisis left scores of empty homes and vacant building lots. As of April 1, the median list price reached \$315,050, according to the most recent realtor.com data. Las Vegas is one of those metros where prices have not yet come back to where they were back in 2006. Las Vegas was followed by the popular retirement destination of Phoenix, where price growth increased 6.1 percent, to hit a median list price of \$349,050. Another retirement hot spot, Tampa, FL, with a median of \$274,950, had a 5.3 percent increase.

Meanwhile, the metros where price appreciation fell the most were also the most expensive. The West Coast saw the biggest drops, with Seattle leading the pack, with a 11.4 percent decline in price growth. However, prices were still up 1.6 percent annually. Median list prices were still high for the metro area at \$625,025. Seattle was followed by San Francisco, where price growth went down 9.9 percent and Los Angeles, where it declined 6.7 percent. Median prices in those metros were \$948,300 and \$750,050, respectively.



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'A SIGNIFICANT MILESTONE'

UNIFIED MBS MAY CUT COSTS FOR MILLIONS

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS

BY DAN TRESIERRAS, PRESIDENT, AND DAVID WALKER

Creation Monday of a merged Uniform Mortgage-Backed Security market may offer consumers more loan options and possibly lower rates even as investors benefit and the engine that powers most home purchase loans runs more efficiently.

The effort will combine previously separate markets for mortgage-backed securities known as TBAs or "To-Be-Announced." Federal regulators on Monday announced the major new mortgage-backed securities program saying that they believed it will save money.

"Monday marked the official launch of the new Uniform Mortgage-Backed Security, a significant milestone that combines the separate Fannie Mae and Freddie Mac ... markets into one," said Robert Fishman, FHFA deputy director. "The move brings additional liquidity and efficiency to the market."

"By addressing structural issues and trading disparities," he said, "the Unified Mortgage-Backed Securities will benefit taxpayers and the nation's housing finance system."

The UMBS were developed by the Federal Housing Finance Agency. It will bring together two important mortgage-backed securities issued by Fannie Mae and Freddie Mac, the nation's two largest guarantors of housing securities products, which are then purchased by investors and re-sold.

"The UMBS is one of the most significant accomplishments in our decade-long effort to improve the U.S. housing finance system," said Freddie Mac's Mark Hanson, senior vice president, securitization.

"Americans will benefit from the efficiency and standardization brought about by this new common security. The success of the initiative is a direct result of Freddie Mac's collaboration with Fannie Mae, Common Securitization Solutions, FHFA, and thousands across the U.S. housing finance industry," Hanson said.

Freddie Mac and Fannie Mae each year make buying a home possible for millions of families and individuals by providing mortgage capital to lenders.

Brokers, agents along with homebuyers hope that Fannie and Freddie will use the new UMBS to finance fixed-rate mortgages for residential properties with one to four units.

In the past, Fannie Mae and Freddie Mac ran separate TBA markets, which were worth \$2.4 trillion and \$1.1 trillion, respectively. However, regulators wanted to bring those two markets together in hopes of pulling up the value of Freddie Mac's market, and that's precisely what the new UMBS aims to achieve, Inman News reported.

"The goal of this project, this initiative, has been to increase the overall liquidity of the mortgage-backed security market by bringing two TBA's together," FHFA's Fishman said.

He also said that bringing these two markets together should reduce pricing disparities in the TBA markets and, ultimately, "save taxpayer money" via accounting efficiencies. Housing Wire, citing previous comments from FHFA, reported that savings could be between \$400 million to \$600 million per year.

AB 1481 AND AB 1482

COMPROMISES BALANCE RIGHTS OF OWNERS, TENANTS

Realtors recently lifted their opposition to two measures pending before the state Legislature after successfully negotiating with the bills' authors to remove overly restrictive regulations on rental property owners.

Assembly Bill 1482 would have imposed a very restrictive rent cap and AB 1481 would have created an expansive "just cause" eviction right.

However, the California Association of Realtors was able to successfully negotiate a deal with the bills' authors on amendments that allowed C.A.R. to remove its opposition.

This compromise strikes a balance between preserving the rights of rental property owners while allowing the protection of at-risk tenants. Of particular concern, small property owners are protected, and the reach of both bills are limited with a sunset date of 2023. Realtors with questions should please contact [DeAnn Kerr](mailto:DeAnn.Kerr@car.org) at deannk@car.org.



Rates Drop for 5th Consecutive Month

Interest rates dropped for the fifth consecutive month during April which, combined with softening resale prices and rising inventories, brought buying a home within reach of more households.

The national effective composite rate during April of all home loans as reported by the Federal Housing Finance Board was 4.34 percent.

The national average peaked in December at 4.99 percent and has fallen each month since with many analysts predicting additional declines in coming months.

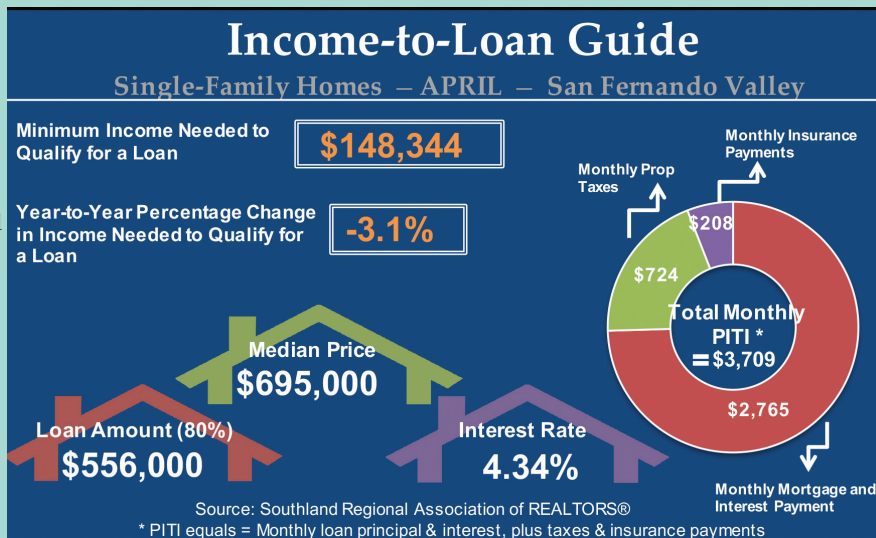
Falling interest rates have spurred interest in home-buying and refinancing of existing home loans.

The "Income-to-Loan Guide" developed by the Southland Regional Association of Realtors found that local buyers needed 3.1 percent less income to buy the San Fernando Valley's median price home of

\$695,000. While many home purchases are made with less than a 20 percent downpayment, an 80 percent loan on the median priced home would generate a monthly mortgage of \$2,765. The total housing expenses or PITI — which stands for principal, interest, taxes and insurance — would be \$3,709, with \$724 being the monthly share of property taxes, and \$208 going to the monthly insurance premium.

Assuming it's best if the monthly PITI is no more than 30 percent of income, the minimum income needed to qualify for an 80 percent loan on a median priced local home in April was \$148,344.

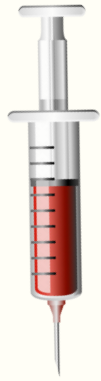
The minimum income needed to buy a median priced Valley condominium of \$435,000 was \$92,849. The monthly PITI would be \$2,321, with \$1,730 going to principal and interest, \$453 for property taxes, and \$138 for home insurance. The income needed fell during April 2.77 percent, the first decline since the Association created the guide in May 2017.






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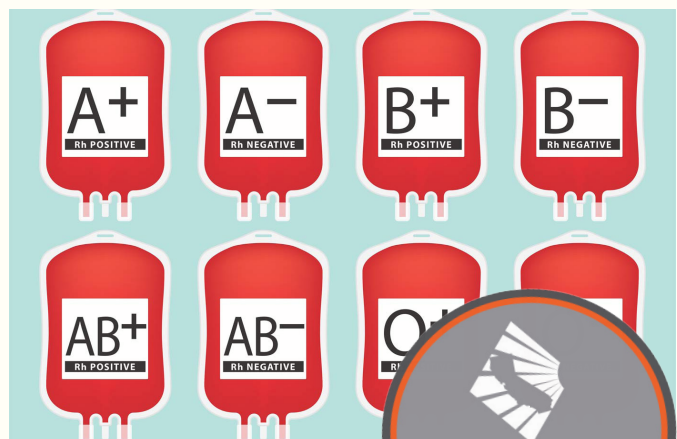


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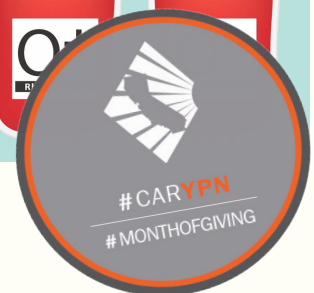
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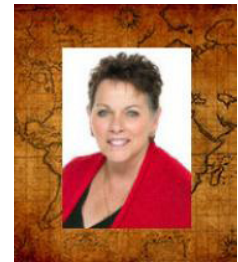
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- Monday, October 28, 2019: Global Real Estate: Local Markets
- Tuesday, October 29, 2019: Global Real Estate: Transaction Tools
- Wednesday, October 30, 2019: Asia/Pacific & International Real Estate
- Thursday, October 31, 2019: Europe & International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

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No refunds after Friday, October 11, 2019

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

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 <p style="text-align: right; font-weight: bold;">For REALTORS® and Affiliates</p>	<p style="text-align: center; background-color: red; color: white;">3rd Tuesday of Every Month Commercial/Investment Network</p> <p style="text-align: center;">SRAR Auditorium 7232 Balboa Blvd, Lake Balboa, CA, 91406</p> <p style="text-align: center;">8:15am - 9:30am</p> <p style="text-align: center;">Contact: Brian Hatkoff at 818-701-7789 www.CommercialDataExchange.com</p>	<p style="text-align: center; background-color: red; color: white;">Every Tuesday The Breakfast Club</p> <p style="text-align: center;">Uncle Bernie's Delicatessen 17615 Ventura Blvd, Encino, CA, 91316</p> <p style="text-align: center;">8:30am - 9:30am</p> <p style="text-align: center;">Contact: Scott of Escrow of The West at 805-443-1804</p>	
<p style="text-align: center; background-color: yellow;">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 style="text-align: center;">11:45am - 1:30pm</p> <p style="text-align: center;">Contact: Filip Crispino at 818-635-6743</p>		<p style="text-align: center; background-color: green; color: white;">1st Thursday of Every Month East North Meeting</p> <p style="text-align: center;">Lulu's Restaurant 16900 Roscoe Blvd, Van Nuys, CA 91406</p> <p style="text-align: center;">8:30am - 10:00am</p> <p style="text-align: center;">Contact: Rudy H. Leon at 818-642-7839</p>	<p style="text-align: center; color: blue;">PITCHES, EDUCATION, NETWORKING, GUEST SPEAKERS AND MORE!!</p>
	<p style="text-align: center; background-color: orange;">Every Friday Real Estate Network</p> <p style="text-align: center;">El Cariso Golf Course Restaurant 13100 Eldridge Ave, Sylmar, CA, 91342</p> <p style="text-align: center;">8:30am - 10:00am</p> <p style="text-align: center;">Contact: Bud Mauro & Filip Crispino at 818-635-6743</p>	<p style="text-align: center; background-color: orange;">2nd & 4th Friday of Every Month Santa Clarita Valley Caravan</p> <p style="text-align: center;">Santa Clarita Sports Complex 20880 Centre Pointe Pkwy, Santa Clarita, CA, 91350</p> <p style="text-align: center;">8:45am - 10:30am</p> <p style="text-align: center;">Contact: Nicole Stinson at 661-816-4234</p>	<p style="text-align: center; background-color: orange;">Every Friday Outwest Marketing</p> <p style="text-align: center;">Weiler's Deli 22323 Sherman Way, Canoga Park, CA, 91303</p> <p style="text-align: center;">8:00am - 9:30am</p> <p style="text-align: center;">Contact: Ron Henderson at 818-999-3981 www.OutwestMarketing.com</p>

SIGN UP TO RECEIVE UPDATES ON YOUR MOBILE PHONE

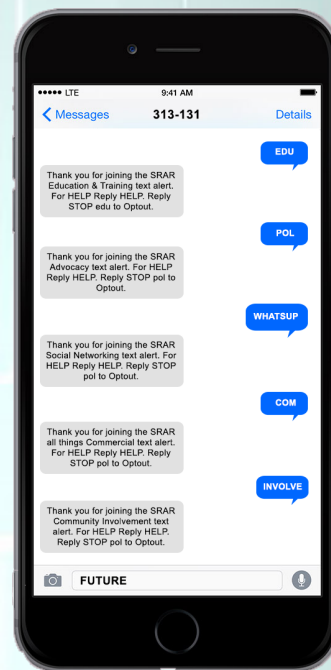
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How to Opt In:



*Text the keyword of your desired category to the number **313131**.
If you would like to opt into multiple categories, please send in
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KEYWORD:

CATEGORY DESCRIPTION:

WHAT YOU'LL RECEIVE

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



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

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

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

Statistics

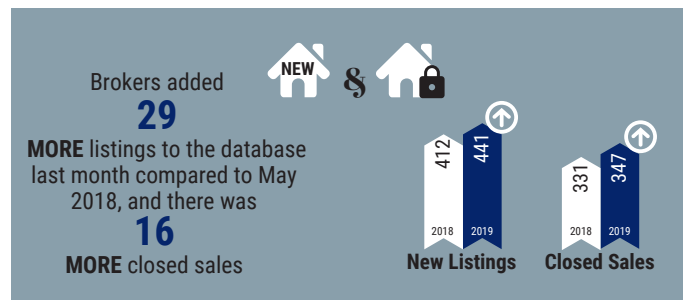
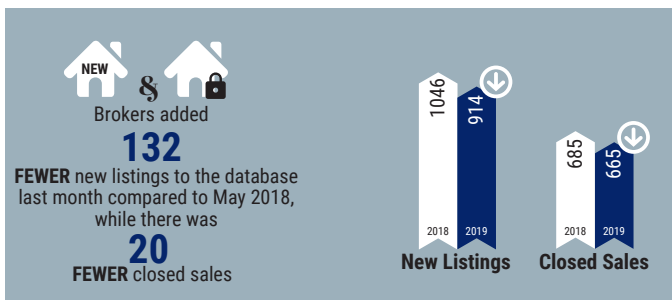
Market Snapshot (May 2019):



The median sale price for single family homes **decreased by 3.2%** from this time last year



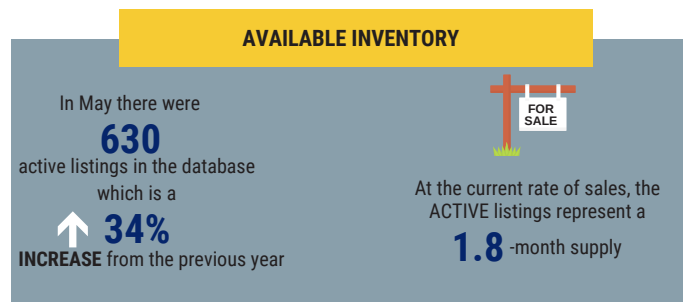
The median sale price for single family homes **decreased by 1.6%** from this time last year



The total dollar value of year to date sales **decreased \$166,650,000** from May 2018



The total dollar value of year to date sales **decreased \$31,492,000** from May 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



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	1,847	1,264	838.9	43.8
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 MAY 2019

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	83	135	138	149	197	702	730	1,432
Total Active Listings	96	180	180	195	308	959	1,254	2,213
Average Days on Market	89	57	55	57	58	60	79	71
Average List Price in Thousands	623.0	1,423.5	1,747.6	947.4	1,617.0	1,369.5	760.1	1,024.2
Median List Price in Thousands	575.0	1,195.0	1,300.0	800.0	1,095.0	949.0	430.0	675.0
BOMS	8	15	7	24	28	82	99	181
Average BOM Price in Thousands	494.5	1,088.1	2,315.1	894.4	983.1	1,042.4	514.8	753.8
BOM to Sale Ratio	10.0	20.5	8.6	18.6	22.2	16.8	21.3	19.0
Expirations	12	13	14	5	12	56	87	143
PENDING SALES								
New Escrows Opened	83	93	91	143	162	572	513	1,085
Total YTD Escrows Opened	332	381	360	577	585	2,235	2,080	4,315
New Open Escrows Average Days on Market	43	31	33	29	36	34	41	37
New Open Escrows Average List Price	546.4	1,163.5	1,374.0	747.0	1,064.5	975.3	549.4	773.9
CLOSED SALES:								
New Escrows Closed	80	73	81	129	126	489	465	954
Total YTD Escrows Closed	295	327	312	507	494	1,935	1,771	3,706
Volume of New Sales Dollars in Millions	41.593	84.177	93.168	96.706	144.890	460.534	230.235	690.769
Volume of total YTD Sales in Millions	159.156	368.002	349.566	373.978	490.197	1,740.900	871.678	2,612.578
Average Sale price in Thousands	519.9	1,153.1	1,150.2	749.7	1,149.9	941.8	495.1	724.1
Median Sale Price in Thousands	515.0	881.0	732.0	705.0	750.0	685.0	375.0	581.0
Coop Sales	62	59	71	107	96	395	410	805
Percent of Coop Sales	77.5	80.8	87.7	82.9	76.2	80.8	88.2	84.4
Average Days on Market	41	40	34	36	35	37	47	42
Sales at List Price	53	36	34	70	70	263	258	521
Percent of Sales at List Price	66.3	49.3	42.0	54.3	55.6	53.8	55.5	54.6
Sales to Listing Inventory Ratio	83.3	40.6	45.0	66.2	40.9	51.0	37.1	43.1
Final Sale to New Listing Ratio	96.4	54.1	58.7	86.6	64.0	69.7	63.7	66.6
CLOSED SALES TYPE								
Foreclosure/REO	0	0	0	2	3	5	10	15
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	1	0	0	0	2	3	1	4
Standard	77	70	80	124	116	467	439	906
Other	2	3	1	3	5	14	15	29

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MAY 2019

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	31	57	50	33	41	212	203	415
Total Active Listings	54	80	81	48	84	347	325	672
Average Days on Market	78	75	77	51	80	74	58	66
Average List Price in Thousands	439.0	581.3	515.0	608.0	529.0	534.7	528.7	531.8
Median List Price in Thousands	370.0	549.9	415.0	544.9	449.9	469.0	420.0	449.0
BOMS	8	10	10	7	6	41	35	76
Average BOM Price in Thousands	433.8	558.1	458.8	657.0	497.0	517.6	416.6	471.1
BOM to Sale Ratio	21.6	23.3	27.0	22.6	21.4	23.3	26.1	24.5
Expirations	4	8	8	4	6	30	18	48
PENDING SALES								
New Escrows Opened	25	44	41	33	35	178	137	315
Total YTD Escrows Opened	124	178	162	134	150	748	598	1,346
New Open Escrows Average Days on Market	52	32	34	33	49	39	41	40
New Open Escrows Average List Price	400.4	560.6	566.5	497.5	478.3	511.5	501.2	507.1
CLOSED SALES:								
New Escrows Closed	37	43	37	31	28	176	134	310
Total YTD Escrows Closed	109	153	144	113	131	650	484	1,134
Volume of New Sales Dollars in Millions	14.413	24.037	14.908	14.024	11.606	78.988	69.219	148.206
Volume of total YTD Sales in Millions	41.246	83.603	66.553	51.993	60.978	304.374	236.092	540.466
Average Sale price in Thousands	389.5	559.0	402.9	452.4	414.5	448.8	516.6	478.1
Median Sale Price in Thousands	365.0	565.0	395.0	420.0	380.0	417.0	439.0	422.0
Coop Sales	32	37	33	25	20	147	122	269
Percent of Coop Sales	86.5	86.0	89.2	80.6	71.4	83.5	91.0	86.8
Average Days on Market	43	29	28	26	49	34	46	40
Sales at List Price	24	24	21	19	14	102	65	167
Percent of Sales at List Price	64.9	55.8	56.8	61.3	50.0	58.0	48.5	53.9
Sales to Listing Inventory Ratio	68.5	53.8	45.7	64.6	33.3	50.7	41.2	46.1
Final Sale to New Listing Ratio	119.4	75.4	74.0	93.9	68.3	83.0	66.0	74.7
CLOSED SALES TYPE								
Foreclosure/REO	0	0	0	0	0	0	1	1
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	1	1	0	2	0	2
Standard	36	43	36	30	27	172	130	302
Other	1	0	0	0	1	2	3	5

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR MAY 2019

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	18	5	65	27	20	89	15	88	327	79	406
Total Active Listings	57	19	89	52	31	120	21	124	513	149	662
Average Days on Market	119	93	99	84	60	45	37	57	72	79	73
Average List Price in Thousands	671.1	1,668.3	827.9	740.5	895.0	708.9	952.0	862.4	822.4	501.4	750.1
Median List Price in Thousands	655.0	949.9	635.0	650.0	685.0	675.0	875.0	735.0	689.0	375.0	650.0
BOMS	1	1	8	4	1	13	0	10	38	19	57
Average BOM Price in Thousands	499.9	1,200.0	789.5	593.6	799.0	606.4	0.0	625.2	666.4	338.6	557.2
BOM to Sale Ratio	5.9	33.3	14.5	17.4	4.5	24.5	0.0	16.9	15.6	28.4	18.3
Expirations	1	1	5	0	3	4	0	4	18	8	26

PENDING SALES

New Escrows Opened	13	2	71	21	17	80	13	70	287	70	357
Total YTD Escrows Opened	58	19	219	103	81	253	42	257	1,032	277	1,309
New Open Escrows Average Days on Market	55	308	33	33	46	38	45	31	38	50	41
New Open Escrows Average List Price	552.7	800.0	594.0	555.0	630.4	608.4	901.8	714.7	640.2	441.1	601.2

CLOSED SALES:

New Escrows Closed	17	3	55	23	22	53	12	59	244	67	311
Total YTD Escrows Closed	48	19	174	100	69	187	30	215	842	242	1,084
Volume of New Sales Dollars in Millions	7.878	1.925	34.027	13.582	15.210	33.210	10.558	40.072	156.462	29.097	185.559
Volume of total YTD Sales in Millions	25.993	13.521	102.395	55.856	46.854	121.047	24.745	143.319	533.729	107.599	641.328
Average Sale price in Thousands	463.4	641.7	618.7	590.5	691.4	626.6	879.8	679.2	641.2	434.3	596.7
Median Sale Price in Thousands	453.0	690.0	543.0	580.0	600.0	592.4	849.0	639.0	605.0	375.0	575.0
Coop Sales	13	2	47	20	21	47	10	50	210	62	272
Percent of Coop Sales	76.5	66.7	85.5	87.0	95.5	88.7	83.3	84.7	86.1	92.5	87.5
Average Days on Market	149	148	88	63	114	84	91	75	89	100	92
Sales at List Price	4	0	27	11	9	34	8	23	116	44	160
Percent of Sales at List Price	23.5	0.0	49.1	47.8	40.9	64.2	66.7	39.0	47.5	65.7	51.4
Sales to Listing Inventory Ratio	29.8	15.8	61.8	44.2	71.0	44.2	57.1	47.6	47.6	45.0	47.0
Final Sale to New Listing Ratio	94.4	60.0	84.6	85.2	110.0	59.6	80.0	67.0	74.6	84.8	76.6

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	0	0	0	1	0	1	2	0	2
Standard	17	3	55	23	22	51	12	56	239	67	306
Other	0	0	0	0	0	0	0	1	1	0	10

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR MAY 2019

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	1	24	0	20	24	6	39	114	13	127
Total Active Listings	1	1	30	4	19	20	3	39	117	22	139
Average Days on Market	49	3	46	49	44	49	10	51	46	75	51
Average List Price in Thousands	675.0	1,100.0	390.5	387.8	425.4	452.5	453.3	474.0	444.6	657.1	478.2
Median List Price in Thousands	675.0	1,100.0	344.9	342.0	365.5	449.0	465.0	444.0	418.0	480.0	420.0
BOMS	0	0	3	3	2	2	0	2	12	1	13
Average BOM Price in Thousands	0.0	0.0	335.3	268.0	354.5	579.9	0.0	345.5	364.1	320.0	360.7
BOM to Sale Ratio	0.0	0.0	15.0	300.0	9.5	12.5	0.0	5.3	11.7	6.7	11.0
Expirations	0	0	3	0	2	2	0	1	8	2	10

PENDING SALES

New Escrows Opened	0	0	16	1	14	20	4	34	89	9	98
Total YTD Escrows Opened	1	1	105	4	65	75	24	157	432	54	486
New Open Escrows Average Days on Market	0	0	35	45	16	22	8	21	23	39	24
New Open Escrows Average List Price	0.0	0.0	355.0	209.9	340.2	466.0	451.5	430.6	409.2	347.3	403.5

CLOSED SALES:

New Escrows Closed	0	1	20	1	21	16	6	38	103	15	118
Total YTD Escrows Closed	2	1	110	4	60	58	20	141	396	54	450
Volume of New Sales Dollars in Millions	0.000	0.870	7.821	0.378	7.300	6.023	3.095	17.514	42.461	7.481	49.941
Volume of Total YTD Sales in Millions	1.221	0.870	39.134	2.176	21.152	23.017	9.094	62.816	159.479	26.163	185.641
Average Sale price in Thousands	0.0	870.0	364.0	378.0	347.6	376.5	515.8	460.9	412.2	498.7	423.2
Median Sale Price in Thousands	0.0	870.0	325.0	378.0	338.5	379.0	395.0	460.0	390.0	495.0	400.0
Coop Sales	0	1	16	1	18	16	6	35	93	13	106
Percent of Coop Sales	0.0	100.0	80.0	100.0	85.7	100.0	100.0	92.1	90.3	86.7	89.8
Average Days on Market	0	56	68	95	69	84	68	77	74	92	76
Sales at List Price	0	0	8	0	13	12	3	22	58	10	68
Percent of Sales at List Price	0.0	0.0	40.0	0.0	61.9	75.0	50.0	57.9	56.3	66.7	57.6
Sales to Listing Inventory Ratio	0.0	100.0	66.7	25.0	110.5	80.0	200.0	97.4	88.0	68.2	84.9
Final Sale to New Listing Ratio	0.0	100.0	83.3	0.0	105.0	66.7	100.0	97.4	90.4	115.4	92.9

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	0	0	0	0	0	0
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	1	0	0	1	0	1
Standard	0	1	20	1	21	15	6	38	102	15	117
Other	0	0	0	0	0	0	0	0	0	0	0

MAY 2019 SCV RESIDENTIAL MLS SUMMARY										
MONTHLY RESIDENTIAL SALES STATISTICS										
RESIDENTIAL PROPERTIES LISTED										
533										
RESIDENTIAL PROP. ESCROW OPENED										
455										
RESIDENTIAL PROP. ESCROW CLOSED										
429										
ACTIVE INVENTORY:										
AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
18	6	89	27	40	113	21	127	441	92	533
58	20	119	56	50	140	24	163	630	171	801
118	89	86	82	54	45	34	75	67	79	70
671.1	1,639.9	717.6	715.3	716.5	672.3	889.6	769.5	752.2	521.4	703.0
655.0	949.9	580.0	649.9	580.0	649.9	845.0	689.0	650.0	399.0	619.9
1	1	11	7	3	15	0	12	50	20	70
499.9	1,200.0	665.6	454.0	502.7	602.8	0.0	578.6	593.9	337.7	520.7
5.9	25.0	14.7	29.2	7.0	21.7	0.0	12.4	14.4	24.4	16.3
1	1	8	0	5	6	0	5	26	10	36
PENDING SALES:										
13	2	87	22	31	100	17	104	376	79	455
59	20	324	107	146	328	66	414	1,464	331	1,795
55	308	33	34	33	35	37	28	34	49	37
552.7	800.0	550.0	539.3	499.3	579.9	795.9	621.8	585.5	430.4	558.6
CLOSED SALES:										
17	4	75	24	43	69	18	97	347	82	429
50	20	284	104	129	245	50	356	1,238	296	1,534
7,878	2,795	41,308	13,960	22,510	39,233	13,653	57,586	198,922	36,578	235,500
27,214	14,391	141,528	58,032	68,006	144,064	33,838	206,135	693,208	133,761	826,970
463.4	698.8	550.8	581.7	523.5	568.6	758.5	593.7	573.3	446.1	549.0
453.0	690.0	520.0	549.0	460.0	565.0	780.0	585.0	547.8	380.0	525.0
13	3	63	21	39	63	16	85	303	75	378
76.5	75.0	84.0	87.5	90.7	91.3	88.9	87.6	87.3	91.5	88.1
149	125	83	64	92	84	84	76	85	98	87
4	0	35	11	22	46	11	45	174	54	228
23.5	0.0	46.7	45.8	51.2	66.7	61.1	46.4	50.1	65.9	53.1
29.3	20.0	63.0	42.9	63.0	49.3	75.0	59.5	55.1	48.0	53.6
94.4	66.7	84.3	88.9	107.5	61.1	85.7	76.4	78.7	89.1	80.5
CLOSED SALES TYPE										
0	0	0	0	0	1	0	1	2	0	2
0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0
17	4	75	24	43	66	18	94	341	82	423
0	0	0	0	0	0	0	1	1	0	1
SELLING PRICE RANGE:										
0	0	0	1	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0
0	0	0	1	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0
48	48	3	3	2	2	1	1	4500	27	27
33	33	5	5	1	5	0	0	N/A	0	0
283	283	2	2	1	1	1	1	86900	32.2	32.2
33	33	20	20	9	9	0	4	2061	0.7	0.7
35	35	31	31	19	19	8	8	6152	2.1	2.1
34	34	47	47	35	35	18	18	3889	1.1	1.1
44	44	44	44	47	47	27	27	11031	2.6	2.6
38	38	41	41	38	38	16	16	10879	2.3	2.3
39	39	51	51	28	28	20	20	3931	0.1	0.1
42	42	48	48	56	56	30	30	17859	2.8	2.8
28	28	73	73	43	43	22	22	10849	1.8	1.8
44	44	164	164	80	80	52	52	15265	2.2	2.2
55	55	83	83	31	31	22	22	17538	2.3	2.3
22	22	64	64	11	11	6	6	77423	46.8	46.8
108	108	24	24	10	10	7	7	141324	11.6	11.6
56	56	84	84	18	18	11	11	52259	3.9	3.9
0	0	12	0	0	0	0	0	N/A	0.0	0.0
43	43	801	801	429	429	245	245	13935	1.0	1.0
TOTALS										
LISTINGS										
2,243										
2019 RMLS TOTAL - \$ VOLUME										
\$826,970,000										
SALES										
1,536										

*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	533	429	235.5	53.1
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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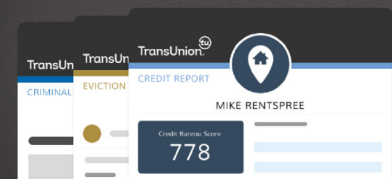
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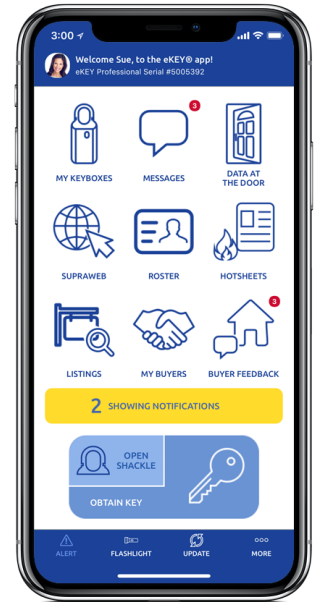


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