

July/August 2019

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

A Day of Fun, Networking, Knowledge...Pg. 3



***Get on the
Bus
to C.A.R. Expo!...Pg.5***



***GI Bill - 75 Years
of a Promise
Kept...Pg. 4***



***YPN Mega
Mixer...Pg.6***

BINGO NIGHT Thur. Sept. 12, 2019

5:00pm - 7:30pm

Sponsorship Opportunity...Pg.8



Get Quake Ready!



ADVERTISING



SRAR Texting Service

Sign up to get updates straight to your cell phone.

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

Text _____ to 313131

edu : educational classes, training and risk management

whatsup : social/networking events like mixers, expos and multicultural events

involve : community involvement and charity drives

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

future : leadership opportunities and committee involvement

com : commercial events and classes

whatsnew: new member services and benefits

It's easy to sign up and you can unsubscribe at any time, just send a text message with only the word 'STOP' in the reply from any message from us. Message and Data Rates May Apply.



CONSUMER PRICE INDEXES

JUNE 2019

PERCENT CHANGE

	ONE MONTH ENDING June 2019	12 MONTHS ENDING June 2019
Los Angeles - Riverside - Orange County	0.0	3.3



METRO RETROFITTING™
CERTIFIED RETROFITTING COMPLIANCE SERVICES
gometroretro.com



CERTIFIED RETROFITTING COMPLIANCE SERVICES
Since 1996

- Water Conserving Toilets & Fixtures
- Automatic Seismic Gas Shut-Off Valves
- Smoke & Carbon Monoxide Alarms
- Water Heater Strapping
- Sliding Door Safety Glazing

CONTACT US TODAY!
www.gometroretro.com
800.450.3660

CLICK HERE



SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

President
Dan Tresieiras

President-Elect
Nancy Troxell Carnahan

Chief Executive Officer
Tim Johnson

Santa Clarita Valley Division Chairman
Amanda Ethceverry

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

A DAY OF FUN, NETWORKING, KNOWLEDGE

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS

Just shy of 500 real estate professionals turned out for a day of networking and advanced education at the annual Realtor EXPO presented recently by the Southland Regional Association of Realtors.

There were multiple door prizes for lucky winners and 43 exhibit booths set up by companies that specialize in an array of services that go into every home purchase and sale.

"The day offered a unique opportunity for attendees to network with peers, gain insight and advanced knowledge on multiple topics, and connect with vendors ranging from home staging companies to inspectors and mortgage lenders," said Dan Tresieras, president of the Southland Regional Association of Realtors.

"Kudos to the many volunteers, sponsors, exhibitors, and staff who made this event possible."

Among the speakers at the day's educational forums was Karen Patterson, a representative of RentSpree.com, a tenant screening service available to landlords, real estate agents, and property managers.

A rental application is a "dynamic document," Patterson said. Done properly,



the process creates "a mosaic of personal character" as it tries to determine if an applicant is responsible and reliable.

"So much is on the line for the tenant and the landlord," she said. "What's needed is a picture of honesty and credibility ... that enables you to make a great decision."

RentSpree tenant screening services offers credit reports, background checks, previous and current landlord history, eviction history, and reference checking.

Patterson also focused on how to identify "red flags" that can suggest trouble ahead. That can include a lack of transparency about an applicant's past or trying to rush the process.

"One applicant had a bag filled with \$5,000 in cash and wanted the place immediately," she said. "We had to tell them there's a process. ... They did not come back to complete the process."

Patterson also went over a lengthy list of questions that landlords can or cannot ask renters, noting that RentSpree builds protections into the application process.



Karren Patterson, Sales Representative, RentSpree.com



Low Interest Rates, Softening Prices Keep Valley Market Moving

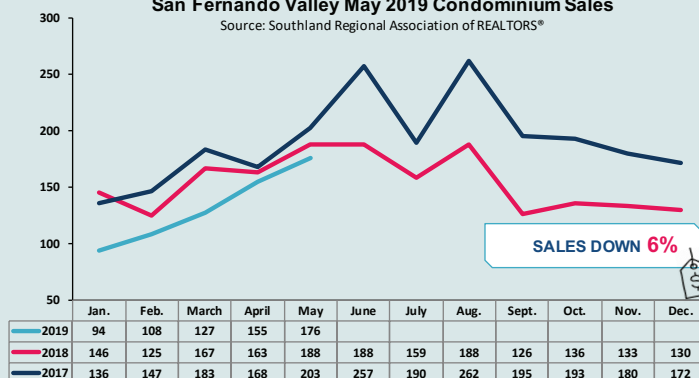
Low interest rates on home loans combined with some sellers willing to negotiate their asking price kept home sales chugging along during May, though still below year ago levels, the Southland Regional Association of Realtors reported Thursday.

A total of 489 single-family homes changed owners last month, off 1.6 percent from May 2018, while 176 condominiums closed escrow, down 6.4 percent from the prior year.

"No doubt low interest rates are bringing buyers out and are having an impact on the local residential housing market," said Dan Tresieras, president of the Southland Regional Association of Realtors. "Rates are at the

San Fernando Valley May 2019 Condominium Sales

Source: Southland Regional Association of REALTORS®



San Fernando Valley

Medium Price for Condominiums at \$417,000

Source—Southland Regional Association of REALTORS®



lowest level in 18 months and look like they may be headed even lower. The impact is direct — low rates make housing more affordable."

The median price of homes sold during May came in at \$686,000, down 3.2 percent from a year ago. Similarly, the 176 condo sales had a median price — meaning half were priced higher and half lower — of \$417,000. That was off 0.7 percent compared to May 2018.

"Resale prices have been bouncing around below record highs set last year," said Tim Johnson, the Association's chief executive officer. "Low rates brought more buyers out, which kept some upward pressure on prices, yet sellers do not have much room for further price hikes as the pool of buyers continues to shrink."

At the end of May there were 1,306 homes and condominiums for sale throughout the San Fernando Valley. That was up a mere 0.2 percent from a year ago and represented a meager 2.0-month supply at the current pace of sales. Historically, a 5-month supply was needed for a balanced market.

GI BILL — 75 YEARS OF A PROMISE KEPT

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS

BY DAN TRESIERRAS, PRESIDENT, AND DAVID WALKER

It is particularly significant that just as celebrations started commemorating the 75th anniversary of the signing into law of the GI Bill an active-duty Army sergeant completed the process making his the 24 millionth loan backed by the Veteran's Administration.

The GI Bill was signed in 1944 by President Franklin D. Roosevelt, creating a VA Home Loan Guaranty Program that has offered countless American service members the chance to own a home through a centralized, affordable, and accessible resource.

"The GI Bill has positively impacted millions of men and women through education, medical funding and home loans," said Ben Carson, Secretary of the Department of Housing and Urban Development. "The tremendous debt we owe to our brothers and sisters in arms may never be fully repaid," he said, "yet

we can and will do everything in our power to leverage the GI Bill and HUD's programs to provide affordable housing for all Americans."

It's also noteworthy that veteran homelessness has been on the decline, with a 5.4% decrease recorded over the past year, and the number of homeless vets cut in half since 2010.

Realtors recognize how the economy benefits from VA loans, and there are few experiences more uplifting than helping a veteran into a home of their own.

Army Sgt. 1st Class William Kopf, an Active Guard Reserve Soldier, became the 24 millionth vet to fund a home using the VA program.

"When you're deployed, you're not thinking about your next life steps; you're not worried about a loan, you're not worried about a home," Kopf said. "You're worried about that day's mission and the wellbeing of the troops.

"But when you are back home and you're trying to make that transition to the next part of your life, that's where the VA comes in — that's where you need them the most. Knowing the VA has our back ... is absolutely something special, and it's been a relief to my family."

Sgt. Kopf noted that a major benefit of VA loans is that they do not require a downpayment.

The program also limits closing costs and prohibits the imposition of mortgage insurance.

The VA program currently has more than three million active loans, with 2,000 guaranteed through this program every day. In 2018, VA purchased loans increased for the seventh straight year, marking an all-time high.

The VA Home Loan Guaranty is unique, attendees at the celebration noted. It is not simply a federal loan program, they said. It is a promise we keep to our military members in return for their service to our nation.



Buying in the Santa Clarita Valley

INCOME NEEDED POSTS LOW GAIN

As Interest rates kept falling and resale price hikes continued to slow, the income needed to buy a home in Santa Clarita posted its smallest gain.

April marked the 5th consecutive month that the average interest rate on home loans issued nationwide dropped, which contributed to a record low 0.6 percent increase in the income needed to buy a median priced home in the Santa Clarita Valley at \$608,200.

The "Income-to-Loan Guide" developed by the Southland Regional Association of Realtors calculated that an income of

\$129,817 was needed to qualify for a loan, assuming the buyer makes a 20 percent downpayment — though many buyers can buy with much less down — and takes a \$486,560, 30-year, fixed-rate loan at 4.34 percent. That would yield a monthly payment totaling \$3,245, with \$2,419 going to loan principal and interest,

\$634 to the monthly share of property taxes, and \$193 to monthly insurance premiums.

Since the Association created the guide in 2017 every month has seen an increase in the minimum income needed to buy, with most months showing double-digit gains.

That peaked in May 2018 and has been trending lower ever since. Income needed to buy a median-price condominium in Santa Clarita during April fell for the fourth consecutive month, coming in 2.8 percent lower than April 2018 at \$87,512.

That translates to a monthly total payment of \$2,188, with \$1,631 going to principal and interest, \$427 to property taxes, and \$130 to insurance premiums.

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.

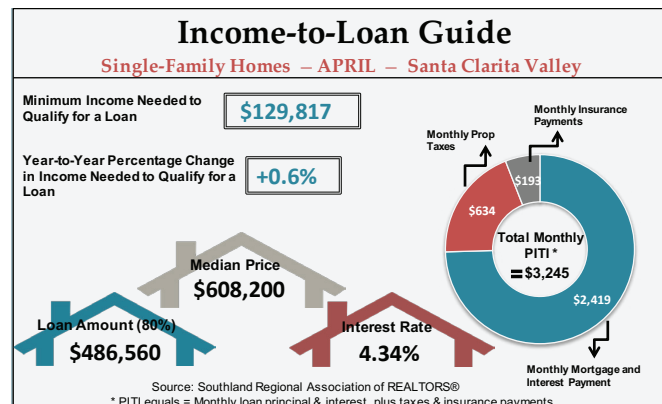
1. Seating is limited and advance registration is required.

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.



GET ON THE BUS!



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

\$10

Reserve Now!!

IMAGINE!

IMAGINE!
RE

*New city, new goals, new opportunities.
Come find yours at the
REImagine! Conference & Expo.*

REIMAGINE.CAR.ORG

Schedule:

8:30am: Bus Leaves SRAR Van Nuys

10am-3:30pm: Los Angeles Convention Center

3:30pm: Meet Outside Expo Hall For Bus

3:45pm: Bus Leaves Convention Center to Van Nuys

5:00pm (Approximately): Arrive Back at SRAR

Lunch:

All Attendees are responsible for their own lunch expenses. There are several different options for food at the LA Convention Center, surrounding hotels and surrounding areas.

Payment:

Checks should be made payable to SRAR and mailed to Kathryn Voght, 7232 Balboa Blvd. Lake Balboa, CA, 91406.

For Credit Card Payment, email this form to KathrynV@srar.com or fax to 818-786-4541

Name: _____

Phone #: _____

Email: _____

Visa/MC/AMEX/Discover: _____

Exp. Date: ____/____/____

Number of Tickets: _____ @ \$10. Total \$: _____

Signature: _____

LOS ANGELES 2019



REIMAGINE.CAR.ORG

WEDNESDAY, SEPTEMBER 25, 2019

7232 Balboa Blvd, Lake Balboa, CA 91406

Phone: 818-786-2110

WWW.SRAR.com

YPN

Young Professionals Network - 5th Annual MEGA-MIXER and Fundraiser



1200 S. Figueroa St, Los Angeles, CA 90015

Wednesday, August 7, 2019
6:00pm - 8:30pm

August is the YPN 'Month of Giving' please join us for a fun evening at this multi-association mega-mixer benefiting C.A.R.'s Housing Affordable Fund.

We have over 30 sponsored raffles prizes for our drawings, tickets are \$5 per prize, so be sure to bring cash and plenty of business cards.

YPN Events are open to Real Estate Professionals of all ages.

FREE with Pre-Registration. \$15 at the door.

all guests must be 21+ only

MAJOR SPONSORS



Don't Miss this Exciting Event!
Register Today

<https://tinyurl.com/2019-YPN-Mega-Mixer>

PARTICIPATING ASSOCIATIONS



**MORE
COMING
SOON**



**YOUNG
PROFESSIONALS
NETWORK**
Southland Regional Association of Realtors®

www.facebook.com/YoungRealEstatePros/

Be a Part of the YPN Experience! Sponsorship Opportunity Available \$250 - 1 YPN Mixer

YPN - Young Professional Network at SRAR sets goals to develop, connect and empower newer Real Estate Professionals by providing resources, tools and networking opportunities to enhance their professional development and business success within the community.



\$250 YPN Mixer Sponsorship (Maximum 6 Sponsors Per Event)

Benefits of Working With Our YPN:

1. Establish new business contacts
2. Strengthen current client relationships
3. Network with REALTORS & Members of SRAR
4. Gain opportunities to expand industry knowledge
5. Gain knowledge about Organized Real Estate



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

Included in Your Sponsorship:

1. 2 tickets to event
2. Exposure on all marketing and event promotional materials with FULL LOGO placement (i.e. Flyer, Facebook, Website, etc.)
3. Ability to exhibit posters and/or distribute promotional materials at each event
4. Sponsor badge and verbal recognition at event
5. 1-2 minutes speaking opportunity at event

**To Sponsor or for more information, please contact
Theresa Gonzales at TheresaG@srar.com or call 818-947-2298**

SPONSORSHIP OPPORTUNITY \$350



BINGO NIGHT
THUR. SEPT. 12, 2019
5:00PM - 7:30PM

SRAR AUDITORIUM: 7232 BALBOA BLVD. LAKE BALBOA, CA, 91406

SPONSORSHIPS



INCLUDED IN YOUR SPONSORSHIP:

1. Call 2 games of Bingo (12 games; 6 sponsors)
2. Exposure on all marketing and event placement
3. 1-2 minutes speaking opportunity at the event
4. Establish new business contacts
5. Strengthen current client relationships
6. Network with Realtors® and Members of SRAR
7. Dinner and 2 non –alcoholic drinks included (2 Reps)

Sponsorships are Tax-Deductible

Company Name: _____

First Name: _____ Last Name: _____

Phone Number: (____) _____ Email Address: _____

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

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

Signature: _____ (Make checks payable to: SRAR)

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

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



CERTIFIED INTERNATIONAL PROPERTY SPECIALIST (CIPS) DESIGNATION 5 DAY COURSE



\$450.00
Per Person
(Includes all 5 Days)

Instructor:

**Ginni Field - REBAC Hall
of Fame and certified
CIPS instructor**

8:00am - 5:00pm

Seating is Limited!

Advanced Registration is Required!



The CIPS course curriculum offers you hands-on experience with international real estate transactions, as well as five full days of study focusing on the critical aspects of transnational transactions, including:

- Currency and exchange rate issues • Cross-cultural relationships • Regional market conditions
- 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)



**SRAR AUDITORIUM: 7232 BLVD.
LAKE BALBOA, CA 91406**

Donate

August 7, 2019
10:00am - 4:00pm

Please RSVP with Kathryn at 818-947-2250 or via email at KathrynV@srar.com

<p>For REALTORS® and Affiliates</p>	<p>3rd Tuesday of Every Month Commercial/Investment Network</p> <p>SRAR Auditorium 7232 Balboa Blvd, Lake Balboa, CA, 91406</p> <p>8:15am - 9:30am</p> <p>Contact: Brian Hatkoff at 818-701-7789 www.CommercialDataExchange.com</p>	<p>Every Tuesday The Breakfast Club</p> <p>Uncle Bernie's Delicatessen 17615 Ventura Blvd, Encino, CA, 91316</p> <p>8:30am - 9:30am</p> <p>Contact: Scott of Escrow of The West at 805-443-1804</p>	
<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>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 Caravan</p> <p>Santa Clarita Sports Complex 20880 Centre Pointe Pkwy, Santa Clarita, CA, 91350</p> <p>8:45am - 10:30am</p> <p>Contact: Nicole Stinson at 661-816-4234</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>

SIGN UP TO RECEIVE UPDATES ON YOUR MOBILE PHONE

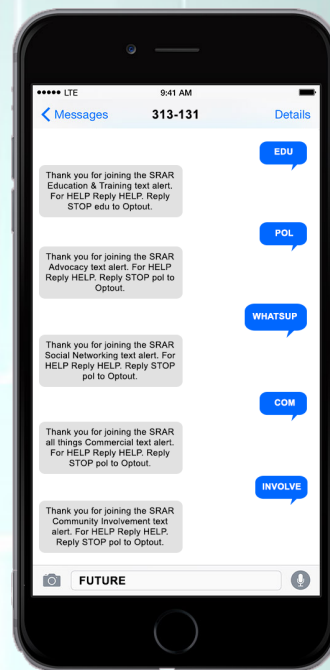
*Get updates & reminders straight to your phone
and stay in-the-know on all that is happening at
Southland Regional Association of REALTORS®*



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
separate text messages with each keyword.*



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)
WHATSNOW >>	New Member Benefits & Product Services	Alerts on new benefits and services offered at SRAR.



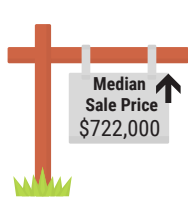
SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

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

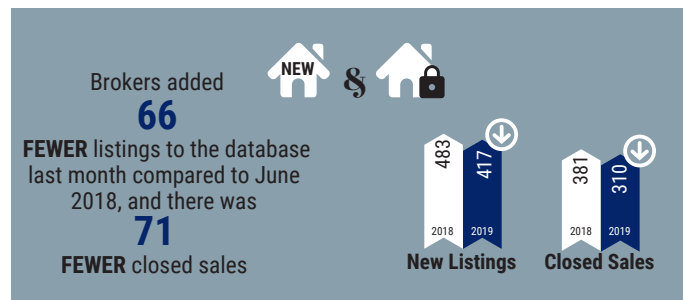
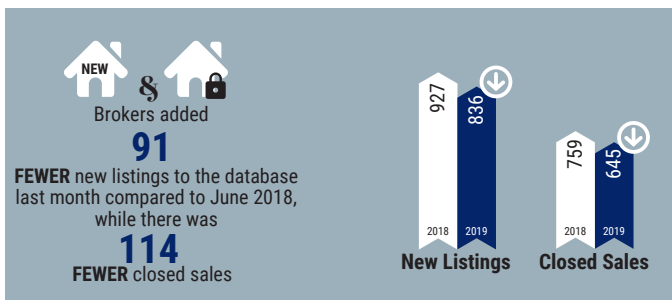
Market Snapshot (May 2019):



The median sale price
for single family homes
increased by
4.5%
from this time last year



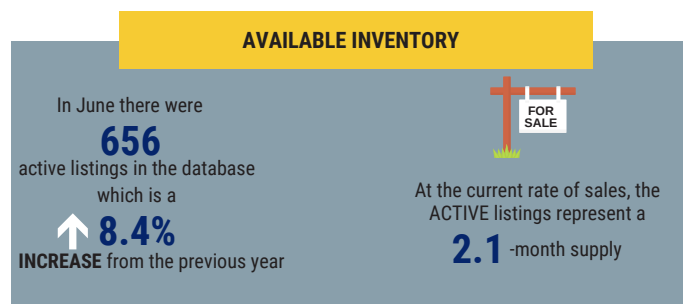
The median sale price
for single family homes
decreased by
.8%
from this time last year



The total dollar value of year
to date sales **decreased**
\$215,834,000
from June 2018



The total dollar value of year
to date sales **decreased**
\$71,197,000
from June 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	658.9	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	1,605	1,263	855.0	78.1
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 JUNE 2019

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	67	129	87	150	184	617	601	1,218
Total Active Listings	100	193	179	210	315	997	1,229	2,226
Average Days on Market	87	49	62	60	58	60	79	70
Average List Price in Thousands	616.0	1,446.4	1,726.2	981.7	1,663.8	1,384.1	765.5	1,042.6
Median List Price in Thousands	550.0	1,225.0	1,275.0	829.0	1,139.0	969.0	449.5	699.0
BOMS	150	218	190	244	331	1,133	770	1,903
Average BOM Price in Thousands	384.0	968.9	1,098.5	663.4	1,130.7	894.7	642.6	792.7
BOM to Sale Ratio	214.3	275.9	267.6	186.3	243.4	232.6	161.8	197.6
Expirations	7	19	11	10	7	54	88	142
PENDING SALES								
New Escrows Opened	64	81	67	130	143	485	471	956
Total YTD Escrows Opened	388	457	425	696	724	2,690	2,515	5,205
New Open Escrows Average Days on Market	34	29	37	27	34	32	49	40
New Open Escrows Average List Price	559.4	1,241.9	1,288.9	762.0	1,050.1	973.2	531.9	755.8
CLOSED SALES:								
New Escrows Closed	70	79	71	131	136	487	476	963
Total YTD Escrows Closed	363	406	383	637	629	2,418	2,245	4,663
Volume of New Sales Dollars in Millions	36.346	91.771	90.613	95.820	155.841	470.390	237.781	708.171
Volume of total YTD Sales in Millions	190.037	459.772	440.180	469.103	645.291	2,204.383	1,107.750	3,312.133
Average Sale price in Thousands	519.2	1,161.7	1,276.2	731.4	1,145.9	965.9	499.5	735.4
Median Sale Price in Thousands	513.0	918.0	780.0	680.0	789.1	722.0	389.0	590.0
Coop Sales	58	69	62	107	105	401	415	816
Percent of Coop Sales	82.9	87.3	87.3	81.7	77.2	82.3	87.2	84.7
Average Days on Market	44	31	35	26	35	33	41	37
Sales at List Price	48	43	34	81	81	287	286	573
Percent of Sales at List Price	68.6	54.4	47.9	61.8	59.6	58.9	60.1	59.5
Sales to Listing Inventory Ratio	70.0	40.9	39.7	62.4	43.2	48.8	38.7	43.3
Final Sale to New Listing Ratio	104.5	61.2	81.6	87.3	73.9	78.9	79.2	79.1
CLOSED SALES TYPE								
Foreclosure/REO	0	0	0	1	1	2	9	11
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	0	0	1	0	3	2	5
Standard	67	79	71	127	134	478	455	933
Other	2	0	0	2	1	5	11	16

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE 2019

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	29	55	44	39	52	219	168	387
Total Active Listings	60	80	76	48	91	355	325	680
Average Days on Market	76	76	87	51	77	75	58	67
Average List Price in Thousands	410.0	581.0	511.5	563.0	582.5	535.2	536.9	536.0
Median List Price in Thousands	365.0	549.9	399.9	499.0	456.0	474.9	449.0	450.0
BOMS	71	95	80	65	83	394	249	643
Average BOM Price in Thousands	280.5	455.9	365.2	412.4	594.1	427.8	442.3	433.4
BOM to Sale Ratio	355.0	231.7	200.0	260.0	259.4	249.4	188.6	221.7
Expirations	4	2	6	2	1	15	25	40
PENDING SALES								
New Escrows Opened	18	43	40	32	33	166	132	298
Total YTD Escrows Opened	141	218	202	165	182	908	719	1,627
New Open Escrows Average Days on Market	40	32	36	24	30	32	48	39
New Open Escrows Average List Price	409.4	588.1	475.5	529.9	477.5	508.4	443.0	479.4
CLOSED SALES:								
New Escrows Closed	20	41	40	25	32	158	132	290
Total YTD Escrows Closed	129	194	183	139	163	808	616	1,424
Volume of New Sales Dollars in Millions	8.041	21.253	23.461	12.327	15.610	80.692	66.184	146.876
Volume of total YTD Sales in Millions	49.288	104.856	89.559	65.040	76.588	385.331	302.203	687.534
Average Sale price in Thousands	402.1	518.4	586.5	493.1	487.8	510.7	501.4	506.5
Median Sale Price in Thousands	365.0	499.0	439.0	470.0	467.7	455.0	382.0	439.0
Coop Sales	15	39	31	22	28	135	119	254
Percent of Coop Sales	75.0	95.1	77.5	88.0	87.5	85.4	90.2	87.6
Average Days on Market	51	37	32	38	61	42	41	42
Sales at List Price	14	19	17	15	9	74	64	138
Percent of Sales at List Price	70.0	46.3	42.5	60.0	28.1	46.8	48.5	47.6
Sales to Listing Inventory Ratio	33.3	51.3	52.6	52.1	35.2	44.5	40.6	42.6
Final Sale to New Listing Ratio	69.0	74.5	90.9	64.1	61.5	72.1	78.6	74.9
CLOSED SALES TYPE								
Foreclosure/REO	0	0	0	0	0	0	1	1
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	0	0	0
Standard	20	40	39	25	32	156	130	286
Other	0	1	0	0	0	1	1	2

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE 2019

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	27	6	67	26	29	60	20	71	306	92	398
Total Active Listings	70	23	90	46	38	118	28	112	525	160	685
Average Days on Market	112	109	84	100	55	56	37	51	72	70	72
Average List Price in Thousands	660.4	1,509.6	825.9	728.6	918.3	737.4	957.7	830.1	820.0	509.5	747.5
Median List Price in Thousands	643.0	949.0	650.0	640.0	725.0	675.0	850.0	720.0	695.0	385.0	653.0
BOMS	13	19	71	42	35	60	31	85	356	87	443
Average BOM Price in Thousands	511.5	658.4	587.7	519.0	622.4	562.1	702.0	724.0	622.2	449.2	588.2
BOM to Sale Ratio	108.3	475.0	114.5	280.0	269.2	93.8	258.3	154.5	150.2	152.6	150.7
Expirations	4	1	5	3	0	2	2	7	24	5	29

PENDING SALES

New Escrows Opened	10	1	51	27	22	59	9	72	251	72	323
Total YTD Escrows Opened	67	21	273	129	103	309	50	322	1,274	343	1,617
New Open Escrows Average Days on Market	27	79	50	26	37	34	23	44	39	43	40
New Open Escrows Average List Price	482.7	875.0	631.0	601.1	721.2	648.8	851.2	729.4	671.0	400.1	610.7

CLOSED SALES:

New Escrows Closed	12	4	62	15	13	64	12	55	237	57	294
Total YTD Escrows Closed	60	23	236	115	82	251	42	270	1,079	298	1,377
Volume of New Sales Dollars in Millions	7.483	2.834	35.252	8.186	8.134	39.830	9.872	37.568	149.160	24.916	174.075
Volume of total YTD Sales in Millions	33.476	16.355	137.647	64.042	54.987	160.877	34.617	180.887	682.889	131.600	814.489
Average Sale price in Thousands	623.6	708.5	568.6	545.7	625.7	622.3	822.7	683.1	629.4	437.1	592.1
Median Sale Price in Thousands	585.9	750.0	525.0	550.0	620.0	615.0	842.0	630.0	605.0	363.0	580.0
Coop Sales	10	4	57	14	10	50	11	46	202	50	252
Percent of Coop Sales	83.3	100.0	91.9	93.3	76.9	78.1	91.7	83.6	85.2	87.7	85.7
Average Days on Market	111	219	69	89	87	80	81	82	82	79	82
Sales at List Price	1	0	37	11	4	36	4	24	117	31	148
Percent of Sales at List Price	8.3	0.0	59.7	73.3	30.8	56.3	33.3	43.6	49.4	54.4	50.3
Sales to Listing Inventory Ratio	17.1	17.4	68.9	32.6	34.2	54.2	42.9	49.1	45.1	35.6	42.9
Final Sale to New Listing Ratio	44.4	66.7	92.5	57.7	44.8	106.7	60.0	77.5	77.5	62.0	73.9

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	1	1	0	0	0	2	1	3
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	0	0	1	1	0	1
Standard	12	4	62	14	11	64	12	54	233	55	288
Other	0	0	0	0	1	0	0	0	1	0	1

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE 2019

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	1	0	31	2	17	20	3	37	111	11	122
Total Active Listings	2	1	36	4	19	23	4	42	131	23	154
Average Days on Market	69	33	48	43	43	44	17	53	47	83	53
Average List Price in Thousands	637.5	1,100.0	407.2	485.8	389.6	457.1	455.7	516.5	461.1	436.9	457.5
Median List Price in Thousands	599.9	1,100.0	335.0	385.0	350.0	445.0	460.0	450.0	412.9	434.9	417.8
BOMS	0	1	36	5	21	15	8	54	140	21	161
Average BOM Price in Thousands	0.0	165.0	292.8	326.8	288.7	304.7	363.4	362.7	324.7	461.5	342.6
BOM to Sale Ratio	0.0	0.0	300.0	0.0	161.5	78.9	266.7	207.7	191.8	350.0	203.8
Expirations	0	0	0	0	0	3	0	2	5	0	5

PENDING SALES

New Escrows Opened	1	0	23	1	17	15	1	32	90	9	99
Total YTD Escrows Opened	2	1	128	5	81	89	25	188	519	62	581
New Open Escrows Average Days on Market	3	0	21	71	33	17	43	23	24	39	25
New Open Escrows Average List Price	575.0	0.0	364.4	205.0	421.2	434.8	465.0	470.0	426.1	603.5	442.2

CLOSED SALES:

New Escrows Closed	0	0	12	0	13	19	3	26	73	6	79
Total YTD Escrows Closed	2	1	122	4	73	77	23	167	469	60	529
Volume of New Sales Dollars in Millions	0.000	0.000	4.172	0.000	4.150	8.521	1.303	11.336	29.842	1.869	31.711
Volume of Total YTD Sales in Millions	1.221	0.870	43.306	2.176	25.662	31.539	10.396	74.152	189.321	28.031	217.352
Average Sale price in Thousands	0.0	0.0	347.7	0.0	346.9	448.5	434.2	436.0	408.8	311.5	401.4
Median Sale Price in Thousands	0.0	0.0	315.0	0.0	360.0	435.0	420.0	422.2	415.0	259.0	410.0
Coop Sales	0	0	12	0	10	17	3	25	67	5	72
Percent of Coop Sales	0.0	0.0	100.0	0.0	76.9	89.5	100.0	96.2	91.8	83.3	91.1
Average Days on Market	0	0	82	0	58	59	59	71	67	77	68
Sales at List Price	0	0	5	0	8	9	2	16	40	4	44
Percent of Sales at List Price	0.0	0.0	41.7	0.0	61.5	47.4	66.7	61.5	54.8	66.7	55.7
Sales to Listing Inventory Ratio	0.0	0.0	33.3	0.0	68.4	82.6	75.0	61.9	55.7	26.1	51.3
Final Sale to New Listing Ratio	0.0	0.0	38.7	0.0	76.5	95.0	100.0	70.3	65.8	54.5	64.8

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	0	0	0	0	0	0
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	0	0	0	0	1	1
Standard	0	0	12	0	13	18	3	26	72	5	77
Other	0	0	0	0	0	0	0	0	0	0	0

RESIDENTIAL PROPERTIES LISTED

520

JUNE 2019 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

422

RESIDENTIAL PROP. ESCROW CLOSED

373

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	28	6	98	28	46	80	23	108	417	103	520
TOTAL ACTIVE LISTINGS	72	24	126	50	57	141	32	154	656	183	839
AVERAGE DAYS ON MARKET	111	106	74	95	51	54	52	74	67	72	68
AVERAGE LIST PRICE IN THOUSANDS	659.7	1,492.6	706.3	709.2	742.1	691.7	894.9	744.6	748.3	500.3	694.2
MEDIAN LIST PRICE IN THOUSANDS	643.0	949.0	565.0	639.0	629.0	645.0	845.0	669.9	650.0	399.9	619.9
BOMS	13	20	107	47	56	75	39	139	496	108	604
AVERAGE BOM PRICE IN THOUSANDS	511.5	633.7	488.5	498.5	497.2	510.6	632.6	583.7	538.2	451.5	522.7
BOM TO SALE RATIO	108.3	500.0	144.6	313.3	215.4	90.4	260.0	171.6	160.0	171.4	161.9
EXPIRATIONS	4	1	5	3	0	5	2	9	29	5	34

PENDING SALES:

NEW ESCROWS OPENED	11	1	74	28	39	74	10	104	341	81	422
TOTAL YTD ESCROWS OPENED	69	22	401	134	184	398	75	510	1,793	405	2,198
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	25	79	41	27	35	30	25	38	35	43	37
NEW OPEN ESCROWS AVERAGE LIST PRICE	491.1	875.0	548.1	587.0	590.4	605.4	812.6	649.6	606.4	422.7	571.1

CLOSED SALES:

NEW ESCROWS CLOSED	12	4	74	15	26	83	15	81	310	63	373
TOTAL YTD ESCROWS CLOSED	62	24	358	119	155	328	65	437	1,548	358	1,906
VOLUME OF NEW SALE DOLLARS IN MILLIONS	7.483	2.834	39.425	8.186	12.644	48.352	11.175	48.904	179.002	26.785	205.786
VOLUME OF TOTAL YTD SALES IN MILLIONS	34.697	17.225	180.953	66.218	80.649	192.416	45.013	255.039	872.210	159.631	1,031.841
AVERAGE SALE PRICE IN THOUSANDS	623.6	708.5	532.8	545.7	486.3	592.6	745.0	603.8	577.4	425.2	551.7
MEDIAN SALE PRICE IN THOUSANDS	585.9	750.0	515.0	550.0	415.0	595.0	830.0	585.0	565.0	359.0	545.0
COOP SALES	10	4	69	14	20	67	14	71	269	55	324
PERCENT OF COOP SALES	83.3	100.0	93.2	93.3	76.9	80.7	93.3	87.7	86.8	87.3	86.9
AVERAGE DAYS ON MARKET	111	219	71	89	73	75	76	79	79	79	79
SALES AT LIST PRICE	1	0	42	11	12	45	6	40	157	35	192
PERCENT OF SALES AT LIST PRICE	8.3	0.0	56.8	73.3	46.2	54.2	40.0	49.4	50.6	55.6	51.5
SALES TO LISTING INVENTORY RATIO	16.7	16.7	58.7	30.0	45.6	58.9	46.9	52.6	47.3	34.4	44.5
FINAL SALE TO NEW LISTING RATIO	42.9	66.7	75.5	53.6	56.5	103.8	65.2	75.0	74.3	61.2	71.7

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	0	1	1	0	0	0	2	1	3
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0	1	1	2
STANDARD	12	4	74	14	24	82	15	80	305	60	365
OTHER	0	0	0	0	1	0	0	0	1	0	1

SELLING PRICE RANGE:

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%
LESS THAN 100,000	0	0	0	0	0	N/A
100,000 TO 109,999	0	0	0	0	0	N/A
110,000 TO 119,999	0	0	0	0	0	N/A
120,000 TO 139,999	18	1	1	1	10000	7.4
140,000 TO 159,999	20	2	1	1	14900	8.8
160,000 TO 179,999	16	6	1	0	7000	4.4
180,000 TO 199,999	25	5	2	0	N/A	0.0
200,000 TO 249,999	10	27	9	3	17323	6.6
250,000 TO 299,999	46	39	22	10	1014	0.3
300,000 TO 349,999	29	46	19	8	6261	1.7
350,000 TO 399,999	34	46	20	10	6757	1.7
400,000 TO 449,999	22	49	31	18	5938	1.3
450,000 TO 499,999	25	40	32	10	16493	35.8
500,000 TO 549,999	35	62	53	33	9062	1.6
550,000 TO 599,999	39	72	39	27	11031	1.8
600,000 TO 699,999	35	161	65	39	12668	1.7
700,000 TO 799,999	48	101	35	27	12260	1.2
800,000 TO 899,999	49	60	19	15	38423	3.8
900,000 TO 999,999	57	28	6	5	49415	4.7
1,000,000 TO 1,999,999	41	82	9	7	59333	4.7
MORE THAN 2,000,000	0	12	0	0	N/A	0.0
TOTALS	35	839	373	214	11212	1.2

2019 RMLS TOTAL - \$ VOLUME

\$1,031,841,000

LISTINGS

2,763

SALES

1,909

*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	520	373	205.8	71.7
JUL	500	373	157.1	74.6	546	442	205.3	81	499	402	198.1	80.6	497	429	223.8	86.3	542	387	214.2	71.4				
AUG	441	362	159.9	82.1	446	439	205.7	98.4	498	409	203.2	82.1	493	433	231.1	87.8	524	445	238.0	56.0				
SEPT	454	341	145.9	75.1	415	368	167.2	88.7	480	406	201.2	84.6	462	401	211.4	86.8	431	308	168.6	53.6				
OCT	366	356	149.6	97.3	372	358	161.1	96.2	384	367	180.9	95.6	361	374	195.5	103.6	407	312	164.5	76.7				
NOV	256	308	136.8	120.3	300	286	127.7	95.3	279	353	173.4	126.5	327	326	171.3	99.7	310	328	177.6	105.8				
DEC	227	365	161.9	160.8	220	403	175.2	183.2	232	345	169.9	148.7	210	373	196.4	177.6	204	261	142.4	127.9				
TOTAL	5020	3098	1642.5	77.6	5197	4,742	1,961.5	81.6	5,314	4,041	2132.8	76.0	5,277	4,581	2,503.9	86.8	5,319	4,085	2,213.6	76.1				
AVG. SALE PRICE			\$421,369				\$462,399				\$527,790				\$546,583				\$541,884					

REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for Realtors® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

EMPLOYMENT

HIRING EXPERIENCED REAL ESTATE AGENTS

Contact Michael Kaufman for a Confidential Interview
KAUFMAN REALTY DRE#01443773
818-266-6294

Exp. #1 (1-20)

PROFESSIONAL SERVICES

VACANT HOME CLEANING SPECIALIST

APPLE CLEANING/PAINT. FORECLOSURES, HAULING.
(661)298-2084JOHN/JUNECARPETSHAMPOO(818)929-9242
REGULAR WK/LY

Exp. #7 (7-19)

DAVID I. KARP, MEDIATION SERVICES

Mediation of Real Estate and Business Disputes
818-515-9361, davidikarp@karpmediation.com
www.Karpmediation.Com

Exp. #9 (9-19)

ADVERTISERS: DON'T BE LEFT OUT!

It's Your Responsibility as an Advertiser to Keep Track of Your Ad's Expiration Date. Send in Your Renewal One Week Prior to Expiration Date to Guarantee Continued Exposure and Results From Your REALTOR® Report Classified Ads.

BUILDING REPAIRS & REMODELING

RETROFITTING // HOME INSPECTION
CROWN CONSTRUCTION G.C. B850720
818-635-9910 ADAM REMODELING
PAINTING PLUMBING LISTING PREP

Exp. #1 (1-20)

MAINTENANCE & REPAIRS

HERNANDEZ PAINTING DECORATING 860435
PROPERTY RENOVATION, FOR ALL YOUR NEEDS
PAINTING, DRYWALL, WOODWORK REPAIR,
YARDWORK, HOUSE CLEANING, HANDYMAN JOBS
OVER 18 YEARS EXPERIENCE, REFERENCES
FAST SERVICE 818-895-3050, 818-916-0268, 213-214-6291

Exp. #1 (1-20)

Law Office of Jacob Houlian
Evictions, Easement Issues, Buyer/Seller Disputes
Broker/Agent Liability, Quiet Title, and more
Call 818-639-2626

Exp. #1 (01/20)

ADVERTISING



As a REALTOR®, you belong to the most knowledgeable and trustworthy group of professionals the industry has to offer. But how do you let clients know that?

Tell them. Show them.
Wear your REALTOR® pin with pride.



Only REALTORS® are members of the National Association of REALTORS®

LEGAL

DENNIS P. BLOCK & ASSOCIATES

The Number One Law Firm Specializing in

TENANT EVICTIONS

UNLAWFUL DETAINER



800 77 EVICT
(38428)



- Guaranteed rapid filings
- No office visit required
- Free telephone consultations
- More experience than any other law firm
- Lockout Management service available

FULL COLLECTION SERVICES

Open Monday through Saturday

\$150 (uncontested plus costs)

www.evict123.com

LEGAL

The Law Offices of

SL&G

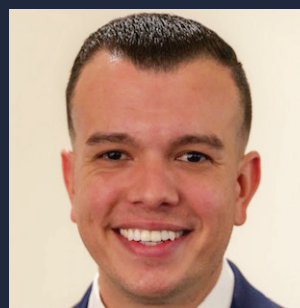
Spile, Leff & Goor, LLP

16501 Ventura Boulevard
#610
Encino, Ca 91436

818.784.6899
www.spilelaw.com

REAL ESTATE

Park Regency Proudly Welcomes



Andrew Nelson
CalBRE license # 02094708



PARK REGENCY

WWW.GROWWITHPARKREGENCY.COM



FACEBOOK.COM/PARKREGENCY

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



REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for Realtors® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

REAL ESTATE

come home to a
smarter loan



JEFF BEADNELL
Manager-
Real Estate Lending
NMLS No. 459550

Call Jeff Today!

CELL: **661.209.8737**

DIRECT: **818.565.2188**

jbeadnell@lfcu.com

www.lfcu.com/jeffbeadnell

Logix mortgage
lending

- Purchases ■ Refinances
- Fixed 2nds
- Home equity Lines of Credit

MARKETING

GET **more** LEADS

THE PREMIERE ONLINE MARKETING SOLUTION
FOR REAL ESTATE AGENTS & BROKERS



CALL TOLL-FREE **888-277-9779** VISIT **Point2.com**

Point2

TERMITE INSPECTION & FUMIGATION

NORDHAGEN AND DAUGHTERS

EXTERMINATING
COMPANY INC.

SRAR 2002 "AFFILIATE OF THE YEAR"

YOU'VE TRIED THE REST...
YOU DEMAND THE BEST...
PUT US TO THE TEST !!!

- ◆ We do our OWN fumigations (No Sub-Contractor)
- ◆ Salaried inspectors (NO COMMISSIONS)
- ◆ FREE inspection if competitive bid
- ◆ Computer generated, emailed reports
- ◆ Recommended repairs performed by our company
- ◆ Licensed, insured and bonded

800-933-7378 800-649-1922 FAX
818-886-3454 661-255-1902 FAX
661-254-2133

TERMITE INSPECTIONS & FUMIGATIONS

Affiliate member SRAR
Affiliate member REOMAC
Member PCOC (Pest Control Operators of California)
CA Reg. #PR 2861

REAL ESTATE

\$39 per month

**100%
COMMISSION**



GOLD STAR REALTY

We Offer:

Full Time Experienced Broker
Equipped Offices & Conference Rooms
Most Southland MLS Services
Friendly and Helpful staff

(818) 757-4567

20 YEARS IN BUSINESS

17815 Ventura Blvd., Suite 205, Encino

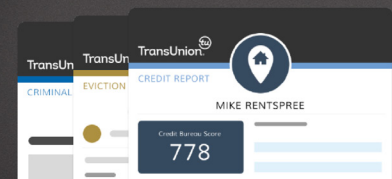
REAL ESTATE

rentspreE PRO

Free Pro Version

(\$120/yr) for SRAR members only

- ✓ Completed Application
- ✓ TransUnion Credit Report
- ✓ TransUnion Score
- ✓ Criminal Background Check
- ✓ Eviction Check
- ✓ Document Upload
- ✓ Reference Checks



Exclusive Code: **SRARPro1Yr**
<http://SRAR.rentspree.com>

REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for Realtors® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

HOME INSPECTION



One call checks them all.



General Physical Check



Chimney Check



Sewerline Check



Moisture & Mold Check

(818) 951-1795

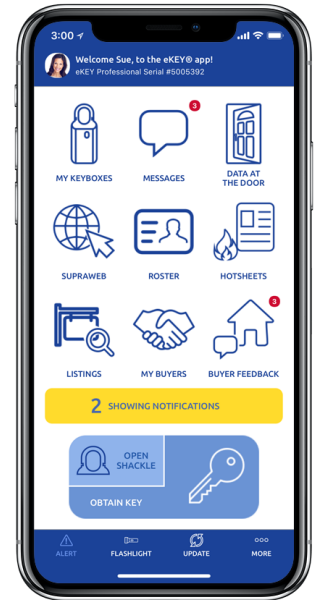


info@laroccainspections.com

ADVERTISING

New Year!
New Supra® eKEY® app!
New Apple Watch® compatibility!

More value
than ever before...



supraekey.com

800-547-0252 • © 2018 United Technologies Corporation.
All rights reserved. Supra is a part of UTC Climate, Controls & Security, a unit of United Technologies Corporation.



HOME INSPECTION

NEED A HOME INSPECTION?



818.788.1244



john.schroeder@pillartopost.com
schroederteam.pillartopost.com

CLICK NOW FOR MORE INFO!

INSURANCE



Cristal Villanueva
Farmers Insurance
8921 De Soto Ave
Suite # 209
Canoga Park, CA 91304
License #0LA9714
818-200-1899 (Office)
818-836-4607 (Mobile)
cvillanueva1@farmersagent.com
www.farmersagent.com/cvillanueva1



PRINTING

Southland REGIONAL Association of REALTORS

PRINT SHOP SERVICES

CALL US AT **818.947.2246**

Make Us Your Choice For All Your Printing Needs!

- Announcements
- Flyers
- Brochures
- Postcards
- Business Cards
- Labels
- NCR Forms
- Letterhead
- Door Hangers
- Color Copies
- Envelopes



REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for Realtors® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

The easiest way to
track your expenses.

[Learn More](#)



Realtyzam - 25% Discount for SRAR Members

Realtyzam is a super easy accounting app built exclusively for real estate agents. If you've been looking for a simple tool to track your expenses, log your mileage, store your receipts, and instantly generate the report you need for your taxes, then you'll love Realtyzam. **SRAR members save 25%!**

[Click here](#) to learn more.

PRINTING

Southland REGIONAL Association of REALTORS

PRINT SHOP SERVICES

CALL US AT **818.947.2246**

**Make Us Your Choice For
All Your Printing Needs!**

- Announcements
- Brochures
- Business Cards
- NCR Forms
- Door Hangers
- Envelopes
- Flyers
- Postcards
- Labels
- Letterhead
- Color Copies



REAL ESTATE & MORTGAGE



CRESTICO.com
All Things Real Estate & Mortgage

Experience

**the
Difference**

Join Our Team

Helping You:

Get more business done.
Streamline your process.

We Offer:

Mentorship programs.
Advertising help desk.
Marketing help desk.

- Exceptionally competitive and flexible compensation.
- Training that emphasizes success strategies for you.
- Leadership in applying technology to your business.
- Ongoing training to keep you at forefront of industry.

(818) 784-2929



DRE # 01861921

Position yourself above the rest.




ENGEL & VÖLKERS®

**JOIN A CULTURE OF
SUCCESS**

Realtors who represent Engel & Völkers are providing a premium level of quality, service and expertise that is higher than anywhere else. Gain more than great marketing, technology, and tools - belong to a culture of success.

We are looking for the best.

Now Hiring

Competitive Commission Structure

Top Class Training, Coaching, Lead Generation

Email or Call Today to Schedule your Confidential Interview!

shermanoaks@evrealestate.com | +1 818 474 2275

#ThisIsUs

Engel & Völkers Sherman Oaks | Encino
16200 Ventura Blvd. Suite 101, Encino CA 91436
P: +1 818 474 2275 | E: shermanoaks@evrealestate.com


ENGEL & VÖLKERS®