

September/October 2019

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

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MULTICULTURAL MIXER

 SOUTHLAND REGIONAL
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**FREE
ENTRY**

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

Volume 99 • Issue 9

NEW HUD CONDO RULES TO HELP BUYERS

The Department of Housing and Urban Development on Aug. 14 announced revised condominium loan policies that are likely to help thousands of buyers nationwide, especially in high-price urban areas like Los Angeles.

Specifically, the finalized new guidance extends condo certifications from two years to three, allows for single-unit mortgage approvals, provides more flexibility with owner/occupancy ratios, and increases the allowable number of FHA loans allowed in a single project.

The rule will go into effect in mid-October — 60 days from publication. HUD believes the changes will extend critical benefits to aspiring homeowners. The National Association of Realtors commended HUD for finalizing the new policies. The changes, many of which NAR has championed for over a decade, should yield thousands of new homeownership opportunities and help alleviate affordability restraints impacting markets across the country.

“We are thrilled HUD has taken this much-needed step to put the American Dream within reach for thousands of additional families,” said NAR President John Smaby. “Condominiums are often the most affordable option for first-time homebuyers, small families and those in urban areas.” “This ruling, which culminates years of collaboration going back to 2008 between HUD and NAR, will help reverse recent declines in condo sales and ensure the FHA is fulfilling its primary mission to the American people.” NAR’s most recent existing-home sales report for June found that condo sales nationwide declined 6.5 percent from the same time last year. With more than 8.7 million condo units nationwide, only 17,792 FHA condo loans were originated over the past year. Lawrence Yun, NAR’s chief economist, recently noted that even though median prices for existing condos have risen slightly, their relative affordability means condominiums remain a natural answer to inventory shortages holding back home sales growth. “Condos are typically more affordable than a detached single-family home, but only a small fraction of condo HOAs are FHA-certified,” he said. In conversations with HUD, NAR has advocated for changes to FHA’s condo policies that include allowing owner-occupancy level determination on a case-by case basis, granting up to 45 percent commercial space without documentation, and including a five-year approval period for project certification.

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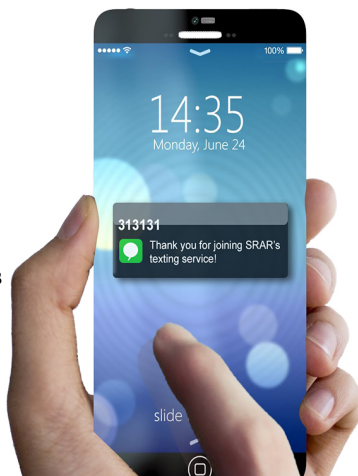
pol : updates on real estate issues, political events and receptions with local officials

future : leadership opportunities and committee involvement

com : commercial events and classes

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CONSUMER PRICE INDEXES		
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REALTOR® REPORT

The Official Publication of SRAR

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CALIFORNIA LEADS WITH LOAN HELP

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

More than any other state in the nation, California offers the greatest number of home downpayment assistance programs.

In fact, California, followed by Florida and Texas, provide nearly onethird — 31 percent — of the 2,516 downpayment assistance programs tallied nationwide by DownPaymentResource.com.

Of that total, California leads with 343 programs, Florida with 289, and Texas at 148.

Yet assistance programs don't go far enough in regions with a high and growing population, mountainhigh prices, and inventory woefully inadequate to meet demand. Too often funds allocated for homebuyer assistance either don't materialize or vanish overnight in the flood and backlog of applications.

So the key information a service like DownPayment Resources can provide tends to be about the programs that are still funded.

The company's first and second quarter 2019 homeownership program index found that the 62.4 percent of Golden state's assistance programs still had funds available.

That translates into 214 programs where a prospective qualified buyer can sign up and still have a reasonable chance of winning assistance.

The flip side of that coin is that because programs often run out of funds so quickly, too many would-be buyers never submit an application and lose out on what could be a golden opportunity to ease their way into home ownership.

There also are 46 nationwide programs aimed at specific needs and communities, of which 97.8 percent still have funds available.

"It's encouraging to see more homebuyers accessing the downpayment help they need to make homeownership more affordable," said Rob Chrane, CEO of Down Payment Resource. "It's information that helps housing professionals and homebuyers easily identify opportunities that will work for their situation."

A common myth about assistance programs is that they are only available to first-time buyers. Yet, the share of programs without a first-time buyer requirement

increased to 41 percent, up 2 percent from the prior survey.

That means more programs can serve repeat and move-up buyers, with most programs using HUD's definition of a first-time buyer as someone who has not owned a home in the past three years.

Other key findings include: 72.5 percent of programs are available in a specific local area, such as a city, county or neighborhood; 27.5 percent are statewide through housing finance agencies; 22 percent allow buyers to purchase a multi-family property as long as the buyer occupies one of the units; 8 percent are available to community service workers, including educators, police officers, firefighters, and healthcare workers.

For more information, visit DownPaymentResource.com.



Where Will Our Children Live?

Ensuring homeownership opportunities for Californians — young and old — starts with increasing supply to end the state's housing availability and affordability crisis.



A recent survey found that 53 percent of Californians and 63 percent of Millennials are considering moving out of state due to high housing costs.

"We have heard loud and clear from our membership of more than 200,000 Realtors and brokers the desire for lawmakers to embrace policies like Senate Bill 50 that increase the housing supply," said Jared Martin, president of the California Association of Realtors. "California Realtors applaud Lt. Gov. Eleni Kounalakis, Controller Betty Yee, Treasurer Fiona Ma and Insurance Commissioner

Ricardo Lara for endorsing SB 50," which encourages the development of mid-rise and multifamily housing construction around major transit hubs. The support for SB 50, introduced by State Senator Scott Wiener, D-San Francisco, by "four statewide elected officials demonstrates growing momentum for meaningful solutions that prioritize increasing the housing supply to solve California's housing availability and affordability crisis," Martin said.

C.A.R. has mounted a statewide campaign called "Let's Get Serious on Supply" that calls on state leaders to support policies that increase the housing supply and asks the very serious question: "Where will our children live?"

"The situation is dire and getting worse," Martin said. This also comes on the heels of a new Google Survey conducted by C.A.R. that found 80 percent of Californians believe our state's elected officials have not done enough to increase the housing supply.

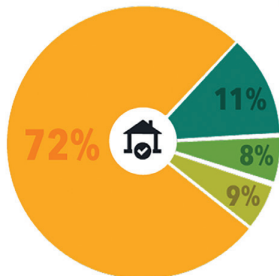
As proud cosponsors of SB 50, C.A.R. stands committed to working with the California legislature, Gov. Gavin Newsom and other advocates to pass this bill with the urgency California's housing crisis requires.

PROGRAMS NOT JUST FOR FIRST-TIME BUYERS

41% AVAILABLE TO REPEAT OR FIRST-TIME BUYERS.

59% AVAILABLE TO FIRST-TIME BUYERS ONLY.

HUD defines a first-time homebuyer as someone who hasn't owned a home in 3 years.



72% DOWN PAYMENT AND CLOSING COST ASSISTANCE

Grants: Gifts which do not have to be repaid

Second Mortgages: Loans with very low or no interest rate where the payment may be deferred or forgiven incrementally for each year the buyer remains in the home.

Neighborhood Stabilization Programs: Designed to revitalize communities.

Combined First Mortgage and Down Payment Programs

HOMEOWNERSHIP PROGRAM TYPES

11% ADDITIONAL PROGRAMS

Include Employer Assisted Housing programs and Individual Development Accounts that provide a matching down payment savings program.

8% MORTGAGE CREDIT CERTIFICATES (MCCs)

Provide up to \$2,000 in annual tax credits for the life of the loan.

9% FIRST MORTGAGES

Below-market interest rates, lower or no mortgage insurance, or 100% financing.

VOTE!!! BOARD OF DIRECTORS ELECTION

Voting for the 2020/2021 SRAR Board of Directors will begin September 24, 2019 and remain open through NOON, Tuesday, October 8, 2019.

Members will elect fourteen (14) directors for a two-year term.

The primary method of voting is electronic by accessing the SRAR.com website, clicking on the election button and following the instructions. Voting is fast, simple, secure and confidential.

All REALTOR® members in good standing are eligible to vote. Members who do not have internet access may request a written ballot by contacting Karen Marten at karenm@srar.com or (818) 947-2254. All members may vote only once; therefore, members who request a written ballot will be blocked from voting online.

Take an active role in the future of your association by exercising your right to vote for the individuals who will lead the association for the next two years.



KRISTEN KALSKI SLATE CANDIDATE

My purpose as a Realtor and contributor to SRAR is to be of service to my clients, homeowners, fellow Realtors, and my industry as a whole. I do this by continuing to pursue Education, by participating at SRAR, and by protecting the rights of homeowners, while remaining an ethical and honest professional Realtor. My contribution is to educate my community

on their rights as homeowners and provide information about legislation that does not serve the community. Also, the problem of Affordable Housing in Los Angeles, and California in general is a great concern for me, and my goal is to find more ways to get more people in homes.



VILMA LETOSKY SLATE CANDIDATE

I have been a Broker and member of SRAR for over 28 years. I have enjoyed the benefits of membership by attending the invaluable Risk Management panels, education classes, mixers and events conducted by SRAR committees. But even more, the Association reaches out to my agents by showing the nuances of RPR and speaking on Advocacy, which is the heartbeat of our membership.

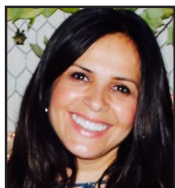
I was a member of the 2016 SRAR Leadership Academy which got me involved in committees. I have served on MLS, Education, Grievance, Governmental Affairs and in 2018, Chairman of Events and Community Relations. I enjoy the challenge of Leadership. In 2015 I was the local chapter President of NAHREP and in 2014 was the President for the SFV Chapter of Toastmasters. I feel these experiences have prepared me for the position on the SRAR Board of Directors.



JEFFERY ROBERT PHILLIPS SLATE CANDIDATE

I want to give back to my trade. I spent the last 15 years in the Real Estate space with 13 of them being a REALTOR®. I have had the opportunity to serve as a President in a neighboring association; the last 11 years with CAR on committees such as Strat Planning and Legislative and here at SRAR I've chaired MLS,

Vice Chaired Technology and served on GA. With each appointment, I learn more about this business so I can help other agents learn how to grow theirs. I don't view my volunteer positions as service as much as a benefit, giving me the opportunity to become a better REALTOR®, Broker and mentor. As a member of the Southland Regional AOR Board of Directors, I will work hard to protect and benefit our REALTOR® membership and its foundation.



DIANA ARIAS PETITION CANDIDATE

Having been a Realtor for over 13 years, and obtaining the training and experience for successfully undertaking residential, commercial & property management activities, I would now like to give back and share the benefit of my experience with our membership. We now face challenging times with constant threats by technology and entities in the way we do our business.

This threatens our livelihood and careers. I am well aware of the changes that are impacting our Realtors and would like to work with other Board Members to guide our association so that we stay strong and that each member's business is not only protected but also enhanced.



WINNIE DAVIS SLATE CANDIDATE

I market real estate just like you, but being a Realtor is more than selling houses, it's also staying on top of our ever changing industry. I have been recognized for highest production, most sales, most listings, office Associate of the Year & currently serve on Government Affairs, LCRC, Realtor Nominating at SRAR & served as President, received Realtor of the Year, Realtor Icon & Service Award. Serve as NAR &

CAR Director, CAR Housing Affordability & Realtor Action Fund. At NAR I am involved & expanding into the global arena Chairing Certified International Property Specialist & involved appointed to 3 other international committees. I work for the best interests of the Members, Association & the real estate industry. My desire to continue to serve, my industry involvement & being an independent minority Broker make me an ideal candidate for Director. I appreciate your Vote. I deliver.



NOLI MACATANGAY REYES SLATE CANDIDATE

I want to be a director to be able to serve this great organization. I always enjoy helping others and my main contribution will be to serve our members and spread the contribution of SRAR to the community. I would like to be involved in the decisions affecting our board and our local Realtors. Thank you.



CINDY WU-FREEDMAN PETITION CANDIDATE

Real estate industry is my passion. It's been a privilege to serve on the board this past few years and I would like to continue to serve our industry. Being able to be a part of the board has allowed me to be a decision maker on issues such as ensuring grants for First-time home buyers, Realtor

party activism and continuing education for our profession. As a leadership academy graduate in 2016, I have a deeper understanding of the organization in cohesiveness. I have been active in SRAR, CAR, and NAR for the past 10 years serving in various committees: Education, Public Policy, Global & Diversity, Equal Opportunity, Housing Affordability Fund, Home Ownership, MLS Policy, Professional Standards, Taxation and Government Finance, Business Technology, Membership, Social Media Advisory, YREP/YPN, Public Policy, and Expo Advisory. I look forward to continuing being a voice on the board and I would appreciate your support.



JEFFREY KAHN SLATE CANDIDATE

I would like to continue serving as a Director of SRAR. Having served on BOD for many years, I feel that I add continuity to the Directorship and am able to provide historical background on many issues that come before the board. I keep an open mind and am flexible in considering the various issues that the Association must decide upon. My background as both a Real Estate office manager for many years and as an attorney handling Risk Management issues for many Brokers and agents provides me with excellent insight into the issues facing our members. Our law firm represents thousands of brokers and agents and serving on BOD provides me an opportunity to give their input to our Association and also provide valuable information that comes from our BOD meetings. It would be my honor to serve once again as a Director of SRAR!



HOWARD M. KATCHEN SLATE CANDIDATE

"Ask what SRAR can do for you and what you can do for SRAR and our real estate profession". Your ideas, thoughts and needs are very important and deserve to be heard, represented and acted upon. My aims: 1) To keep you informed 2) To be responsive to your needs 3) To seek your participation at SRAR and involve you in issues affecting our real estate profession and property owners. 4) To provide you with desired professional and personal benefits, resources and services. I'm a graduate of SRAR's Leadership Institute, currently an active member of the Governmental Affairs Committee and Board of Directors Liaison to the Events & Community Relations Committee. I serve on the Sherman Oaks Neighborhood Council Board and Finance Committee and as a City of Los Angeles Budget Advocate. I graduated from USC, London School of Economics and London Business School. Your vote is appreciated and will help me help you!

VOTE!!! BOARD OF DIRECTORS ELECTION



RICHARD (RICH) PISANI SLATE CANDIDATE

Our industry is ever changing and we need leaders who are going to anticipate those changes and make smart and meaningful decisions for the good of our members. Joining SRAR in 2010, I realized that the way to make a difference was to get involved. In 2013 I joined the MLS COMMITTEE (Vice-Chair 2016, Chair 2017). Also in 2013, I joined the GRIEVANCE COMMITTEE (Vice-Chair 2018, Chair 2019). I am currently CHAIR of ADVERTISING and have been for the past 5 years. I completed the SRAR LEADERSHIP INSTITUTE in 2013, and in 2019 was appointed C.A.R. Director representing our members on a State level. I served on the Greater Valley Glen Council, preparing me for the GOVERNMENTAL AFFAIRS COMMITTEE, working with State and Local leaders on matters important to our members. I would be honored to serve on the Board of Directors. Making great changes for the future.



DIANE SHIELA SYDELL SLATE CANDIDATE

I have extensive involvement with SRAR & C. A. R., since 1999. I am a four year BOD member, honored to be the first Liaison to the SCV Council, Pro-Standards and E & A. I served the Grievance Committee as Vice-Chair & two year Chairperson and five years as Chairperson of the Advertising Sub-Committee and Vice-Chair of E & A. Prior member of the Professional Standards, MLS and currently a member of M.E.S.C. & GA Committee's. As a member and Team Leader of the Governmental Affairs Committee, I participate actively with our Los Angeles County elected officials. A C.A.R. two year Director & Regional Representative. I have been honored to serve on four President Strategic Planning Committees. Also a Leadership Institute graduate I have been and continue to be a respected liaison to our Real Estate community always making myself available to assist and enlighten Realtors®.



MELANIE MCSHANE SLATE CANDIDATE

I would like to continue my service as a Director for SRAR because I believe that the Association plays a critical role in the real estate industry. The Association provides valuable services, education, professional standards, and a supportive community that contribute to the success of every real estate agent. Having served on the Board and a variety of committees I feel fortunate to have contributed to the decisions that have been made that benefit our members. I have supported and encouraged education, debated MLS changes, represented SRAR in Sacramento and Washington DC, and shared the perspective of my company. I have been an agent, a broker associate, a broker, and an employee and can share my perspective on how each of those roles are impacted by decisions made by the Board of Directors. The industry is dynamic and I hope to represent our members in the face of change.



GAYE RAINEY SLATE CANDIDATE

I served as SRAR President in 2015. For the past five years, I have also served on the SRAR Board of Directors, Foundation Trustees, and Executive, MLS, Past President, and Finance Committees. In addition I have been a CAR director, serving on several committees including Vice-Chairman of Regional Chairs, Risk Management, and Professional Standards. I have also been on the NAR Board of Directors for two years as well as serving on the MLS Committee. We have many challenges facing our profession, including encouraging member involvement in organized Real Estate, developing leadership, protecting our profession from encroachment by entities like Zillow, and providing our members ways to incorporate technology in their business. Through my continuing service, I see the big picture situation from the local, State and National levels. I believe in the value of our profession and will work diligently on your behalf to promote these values.



NICOLE STINSON SLATE CANDIDATE

I have been on the SCV Division Council for many years and enjoy being a part of making a difference for our industry. I am currently chairing the MLS/Network meetings and have been working hard to grow the Realtor participation and attendance. I would love to be able to join the BOD to bring my out of the box thinking when needed to help grow our membership and enhance participation and help our membership have a better understanding of all our great benefits that come with our membership that many do not know. I think I could be an asset to the BOD and would be honored to be considered. Thank you.



PHYLLIS ROSALIND GREKIN PETITION CANDIDATE

I would like to be involved with the Board of Directors as I am very interested in my community and membership. I have been a Realtor for 39 years and have seen many changes, some good and some bad. If I can help with decisions, I would be honored to do so. I have many years of experience (Licensed in 1979) and would like to share my ideas with the membership. Please consider my application for the Board of Directors. Thank you.



EUGENIA A. AGUILAR (GINA) SLATE CANDIDATE

Having been a Realtor since 1991 (for over 27 years now), I have the experience to bring to SRAR feedback of our industry. I became involved at our Association over 13 years ago. I have served terms on the Grievance Committee, Professional Standards Committee, Ethics and Arbitration Committee as well as being an Ombudsman and Ethics Advocate. I have also served as an Ombudsman for CAR. I have had the opportunity to be a director at CAR for the last two years. I was fortunate to be a director at SRAR in 2018 & 2019. I would like to continue to be a director at SRAR to be able to look out for the best for all our SRAR Realtors and our clients. Serving my Association has been an honor and a pleasure. It has allowed me to meet true real estate professionals with a common vision of raising the bar in our industry.



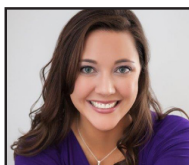
EMELINDA M. ROBERTS SLATE CANDIDATE

I would like to be considered again to be one of the Board of Director of the great Southland Regional Association of Realtors (SRAR). I served my one term (for two years) and performed my duties and responsibilities assigned to me as an Ambassador and visit several offices about the value of being a member of SRAR including empowering the members to get involved in the leadership of SRAR. I was involved in all the advocacies of SRAR being the voice for its members and spoke to Congressmen and Congresswomen in Sacramento. In 2018-2019, I became President of the Asian Real Estate Association of America (AREAA). I believe that serving two organizations will not be efficient. I lead as President and take this Chapter to the next level. Now, I am so ready to serve SRAR board again.



NEAL C. ADLER SLATE CANDIDATE

Member of SRAR since 1994, have been involved in Pro Standards for 20 years. Certified by CAR and Straus Center for Dispute Resolution at Pepperdine College of Law. Current Member of SRAR BOD. I believe my experience and knowledge would be a benefit to the Association. It has been an honor to serve in various capacities and would like to continue as member of our Board of Directors.



AMANDA ETCHEVERRY SLATE CANDIDATE

I moved to Santa Clarita in June of 2012 and got my license in May of 2013. Once I learned about the Leadership Academy, I applied, attended and graduated in 2014. It was within that year where I learned how to get involved, which I have been doing ever since. I feel like I can give an honest and fresh outlook to what real estate means nowadays. I have grown my volunteerism into multiple other local organizations and non-profits. I am a strong voice within SCV and I would love to be able to continue to serve our Board and the community I live in.

Vote **Vote** **Vote**



MULTICULTURAL MIXER



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2019



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

GLOBAL DAY

**THURSDAY
OCTOBER 3, 2019**

**GLOBAL FORUM: 9:00AM—2:00PM
(MULTICULTURAL TASTE AROUND THE
WORLD AT 5PM)**



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AGENDA

9:00am-9:15am: Ice Breakers &
Sponsor Introduction

9:15am-10:00am: Oscar Wei -
Global Market & CAR
Opportunity Update

10:00am-10:30am: NAR Global

10:30am-10:40am: Break

Inbound Session

10:40am-11:10am: Global
Technology

11:10am-11:50am: Panel - LI Visa,
EB5, ITIN, RSPS

11:50am-12:00pm: Q & A

12:00pm-12:30pm: Lunch

Outbound Session

12:30pm-1:00pm: IRS & International
CPA

1:00pm-1:20pm: AREAA Global

1:20pm-1:30pm: Money Exchange

1:30pm-1:50pm: Lead Generation
for Global Business

1:50pm-2:00pm: Q & A,
Recognitions

RSVP to www.SRAR.com/2019GlobalDay or email TheresaG@srar.com

Rates at Multi-Year Low

JULY HOME MEDIAN PRICE SETS RECORD

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

For the second consecutive month, the median price of homes that closed escrow throughout the San Fernando Valley during July set a record high at \$735,000, the Southland Regional Association of Realtors reported Tuesday.

The median was up 6.4 percent from a year ago, beating the prior record of \$722,000 set in June, and was only the second time ever that the local median — which means half the homes sold for more and half for less — exceeded the benchmark of \$700,000.

The July median was dramatically higher — up 116.8 percent — from the low point that came in the wake of last decade's Great Recession.

"After peaking at \$655,000 in June 2007 following years of an out-of-control boom market, the median home price plunged to \$339,000 in December 2011," said Dan Tresieras, president of the Association. "The home median price didn't hit the \$600,000 range again until 2016 and now, in a more stable if inventory-challenged market, the median price is in uncharted territory.

"No doubt about it, today's prices are wonderful for sellers yet pose an affordability

challenge to too many buyers," Tresieras said.

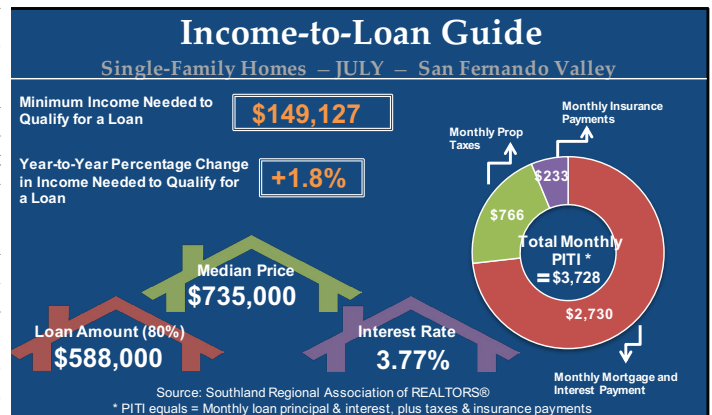
The condominium median price set a record high in June at \$455,000, but in July came in at \$450,000, off 1.1 percent from the high, though still up slightly from a year ago.

Sales of both homes and condominiums fell with homes off 7.7 percent and condos down 2.5 percent from year ago tallies. Realtors assisted 478 single-family home and 155 condominium transactions in July.

"Interest rates on home loans recently dipped even lower than in recent months and now hover at levels not seen in many years," said Tim Johnson, the Association's chief executive officer. "Lower rates give buyers greater buying power that can offset the impact of higher prices.

"High prices, low inventory, affordability challenges. What more can you say," Johnson said. "I did think, however, that prices would have stabilized rather than set a new record."

At the end of July there were 1,309 active listings of homes and condominiums throughout the San Fernando Valley. That



July was the first month of the last four to see an increase in the income needed to qualify for a loan on the purchase of a median-priced home in the San Fernando Valley. Extremely favorable interest rates have offset some of the impact of rising prices. The July median — meaning half of the month's sales were lower and half higher — hit a record high of \$735,000. A minimum income of \$149,127 was needed to win an 80 percent loan or \$588,000 at an interest rate of 3.77 percent. All monthly housing costs totalled \$3,728 — with \$2,730 going to principal and interest, \$766 for the monthly property tax, and \$233 the monthly home insurance premium.

was down 5.7 percent from a year ago and was the second consecutive monthly drop after nearly a year of consecutive, if modest, gains in the number of properties listed for sale.

At the current pace of sales, the inventory represented a 2.1-month supply, which tilts the market in favor of sellers. The inventory total was closer to the record low 819 listings of December 2017 than to the record high 14,976 listings reported in July 1992.

Pending escrows — a measure of future sales activity — totaled 727 properties, which were up 0.7 percent from a year ago July.

NEIGHBORHOOD, SCHOOLS MATTER TO BUYERS WITH KIDS

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

Everyone brings a particular sensibility to each transaction, yet buyers and sellers with children under the age of 18 have unique needs, different purchasing habits and seller preferences, when buying or selling a home.

The most stark difference between home buyers with kids and those who do not have children is the importance of the neighborhood.

Not surprisingly, the "2019 Moving with Kids" report from the National Association of Realtors found that 53 percent of buyers who have children look to the quality of the school districts while 50 percent choose a neighborhood and home based on the convenience and proximity to schools.

"Parents inherently make sacrifices for their children and family, and that is no different when shopping for home," said Lawrence Yun, NAR's chief economist. "We've seen buyers with kids willing to spend a little more in order to land a home

in a better school zone or district."

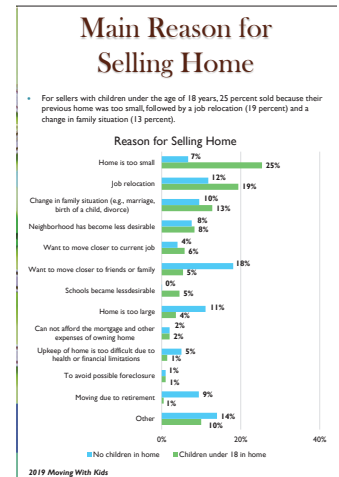
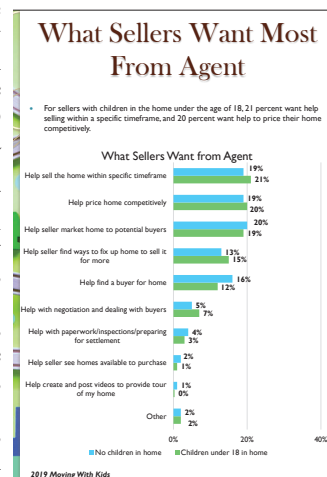
For roughly half of all buyers regardless of children, finding the right property was the most difficult step. Nearly nine out of ten buyers, 86 percent, found what they wanted with the assistance of a real estate professional.

Interestingly, 67 percent of buyers with children preferred that an agent send them property info and communications via text message while 74 percent of buyers without children preferred a phone call. The difference may reflect the time crush of today's pace of life along with the need to simultaneously raise a family.

The national survey found that buyers with children ultimately purchased larger homes and properties. Generally, they opted to buy homes that measured 2,110 square feet with four bedrooms and two full bathrooms. By comparison, buyers without children nationwide on average bought a home 1,800 square feet in size with

three bedrooms and two bathrooms.

A quarter of buyers with kids delayed a purchase due to child care expenses, while others ultimately made compromises and concessions. Nearly a third said they compromised on the condition of the home, while 31 percent said they settled on a home smaller than originally desired. Twenty-four percent compromised on the final purchase price.



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)

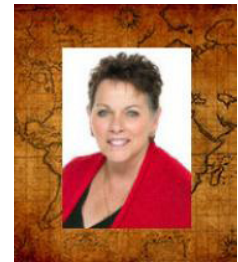
Instructor:

**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)

CUSTOM SIGNS

Made to Your Specifications

Made In-House

Bus: (818) 947-2244 • Fax: (818) 786-0404

Email: grahamw@srar.com

Your Company
Other Info

Logo

Your Name
Your Information
818-000-0000

FOR SALE

OPEN HOUSE
YOUR REALTY COMPANY
OFFICE: 818.000.0000

For Sale

YOUR COMPANY
LOGO
HERE

AGENT NAME

12 inch x 18 inch size

Sign Sizes		
	One Sided	Two Sided
4.75 x 18 inches Sign Riders	\$6.00 + tax each	\$9.00 + tax each
11 x 17 inches	\$11.98 + tax each	\$23.96 + tax each
12 x 18 inches	\$12.00 + tax each	\$24.00 + tax each
18 x 24 inches	\$17.10 + tax each	\$34.00 + tax each
24 x 36 inches	\$26.25 + tax each	\$52.50 + tax each
Wire Sign Stakes \$1.80 + tax each		

Your Name
And Information
Here

Your Realty Company
Your Message
Here

OPEN

818-000-0000



OPEN HOUSE
AGENT NAME
OFFICE: 818.000.0000

Photo

Logo

	<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>NETWORKING MEETINGS</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

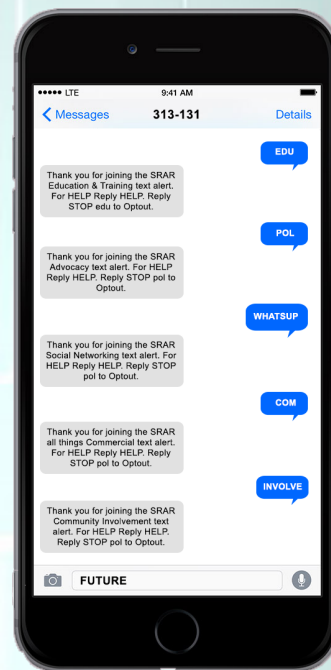
*Get updates & reminders straight to your phone
and stay in-the-know on all that is happening at
Southland Regional Association of REALTORS®*



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)
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

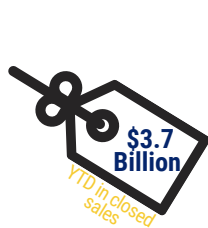
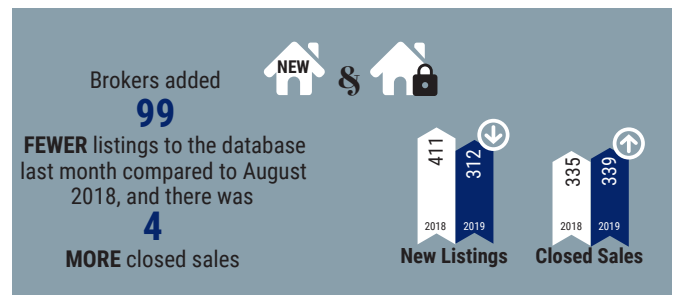
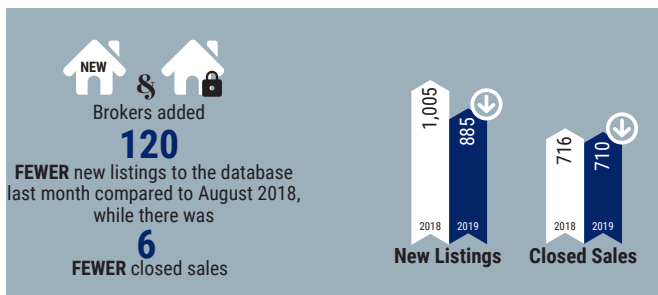
Market Snapshot (August 2019):



The median sale price
for single family homes
increased by
2.8%
from this time last year



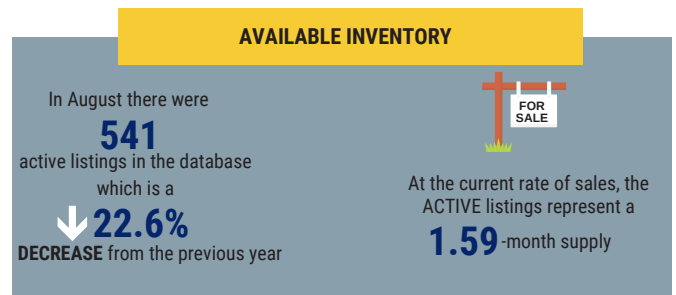
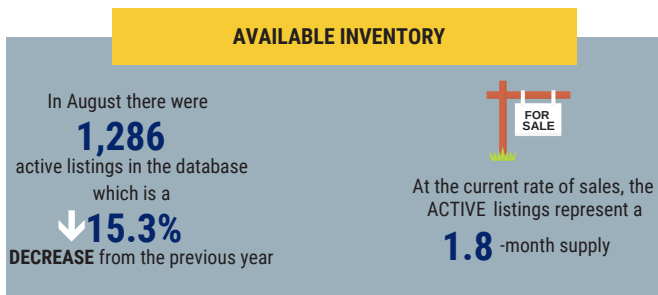
The median sale price for
single family homes is
THE SAME
as it was this time last
year



The total dollar value of year
to date sales **decreased**
\$179,352,000
from August 2018



The total dollar value of year
to date sales **decreased**
\$28,318,000
from August 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	1,670	1,177	815.2	70.5
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	1,645	1,304	901.6	51.8
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 AUGUST 2019

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	76	137	108	131	187	639	622	1,261
Total Active Listings	95	178	180	184	299	936	1,168	2,104
Average Days on Market	96	53	61	63	63	64	81	73
Average List Price in Thousands	603.1	1,428.8	1,584.7	965.3	1,694.7	1,368.8	710.1	1,003.1
Median List Price in Thousands	565.0	1,249.0	1,170.0	840.0	1,170.0	950.0	429.9	674.9
BOMS	19	16	23	27	30	115	134	249
Average BOM Price in Thousands	597.0	993.1	976.5	855.5	1,071.8	912.6	584.4	736.0
BOM to Sale Ratio	29.7	15.5	30.3	20.1	21.0	22.1	29.4	25.5
Expirations	6	13	19	17	30	85	84	169
PENDING SALES								
New Escrows Opened	74	99	87	131	140	531	535	1,066
Total YTD Escrows Opened	529	647	577	954	977	3,684	3,468	7,152
New Open Escrows Average Days on Market	28	32	40	32	42	35	45	40
New Open Escrows Average List Price	562.6	1,051.9	1,010.5	771.9	1,011.8	897.3	556.3	726.1
CLOSED SALES:								
New Escrows Closed	64	103	76	134	143	520	456	976
Total YTD Escrows Closed	488	593	534	895	902	3,412	3,114	6,526
Volume of New Sales Dollars in Millions	34.893	114.368	86.892	99.427	157.348	492.927	249.483	742.410
Volume of total YTD Sales in Millions	259.875	674.486	624.007	660.938	933.592	3,152.898	1,574.101	4,726.999
Average Sale price in Thousands	545.2	1,110.4	1,143.3	742.0	1,100.3	947.9	547.1	760.7
Median Sale Price in Thousands	540.0	930.0	810.0	685.0	818.0	728.0	400.0	620.0
Coop Sales	56	83	61	111	123	434	397	831
Percent of Coop Sales	87.5	80.6	80.3	82.8	86.0	83.5	87.1	85.1
Average Days on Market	40	32	33	32	37	34	46	40
Sales at List Price	44	49	29	70	58	250	251	501
Percent of Sales at List Price	68.8	47.6	38.2	52.2	40.6	48.1	55.0	51.3
Sales to Listing Inventory Ratio	67.4	57.9	42.2	72.8	47.8	55.6	39.0	46.4
Final Sale to New Listing Ratio	84.2	75.2	70.4	102.3	76.5	81.4	73.3	77.4
CLOSED SALES TYPE								
Foreclosure/REO	0	1	0	0	2	3	8	11
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	1	0	1	2	3
Standard	60	102	76	132	140	510	433	943
Other	4	0	0	1	1	6	13	19

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST 2019

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	38	62	52	45	49	246	138	384
Total Active Listings	53	90	82	49	76	350	282	632
Average Days on Market	74	79	92	50	84	78	67	73
Average List Price in Thousands	433.4	592.3	517.1	508.3	522.7	523.8	579.6	548.7
Median List Price in Thousands	379.9	570.0	419.5	470.0	439.9	450.0	425.0	440.0
BOMS	3	9	12	7	7	38	25	63
Average BOM Price in Thousands	413.0	423.6	413.4	473.0	468.0	436.8	421.7	430.8
BOM to Sale Ratio	10.3	22.5	32.4	16.7	16.7	20.0	18.1	19.2
Expirations	2	5	4	4	7	22	26	48
PENDING SALES								
New Escrows Opened	36	42	39	32	47	196	120	316
Total YTD Escrows Opened	201	294	268	231	280	1,274	959	2,233
New Open Escrows Average Days on Market	31	41	33	24	32	32	51	39
New Open Escrows Average List Price	397.0	581.1	439.6	539.4	560.3	507.3	474.1	494.7
CLOSED SALES:								
New Escrows Closed	29	40	37	42	42	190	138	328
Total YTD Escrows Closed	172	273	249	210	242	1,147	877	2,024
Volume of New Sales Dollars in Millions	10.560	22.807	17.424	22.086	21.040	93.916	65.336	159.252
Volume of total YTD Sales in Millions	66.358	150.088	118.056	102.041	114.989	551.531	425.948	977.479
Average Sale price in Thousands	364.1	570.2	470.9	525.9	500.9	494.3	473.4	485.5
Median Sale Price in Thousands	350.0	550.0	377.5	483.0	439.0	455.0	419.0	440.0
Coop Sales	26	38	28	36	39	167	122	289
Percent of Coop Sales	89.7	95.0	75.7	85.7	92.9	87.9	88.4	88.1
Average Days on Market	40	50	40	22	39	38	49	42
Sales at List Price	20	14	17	25	23	99	76	175
Percent of Sales at List Price	69.0	35.0	45.9	59.5	54.8	52.1	55.1	53.4
Sales to Listing Inventory Ratio	54.7	44.4	45.1	85.7	55.3	54.3	48.9	51.9
Final Sale to New Listing Ratio	76.3	64.5	71.2	93.3	85.7	77.2	100.0	85.4
CLOSED SALES TYPE								
Foreclosure/REO	0	0	0	0	1	1	1	2
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	1	1	0	1
Standard	29	39	37	42	40	187	135	322
Other	0	1	0	0	0	1	2	3

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR AUGUST 2019

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	14	6	51	16	14	50	18	58	227	72	299
Total Active Listings	57	29	76	30	36	91	19	83	421	156	577
Average Days on Market	136	110	83	110	68	65	48	50	81	78	80
Average List Price in Thousands	657.2	1,318.9	746.3	742.3	868.2	729.7	904.1	759.1	789.9	539.4	722.1
Median List Price in Thousands	619.9	789.0	609.0	656.0	725.0	669.0	858.9	695.0	679.0	398.0	625.0
BOMS	4	2	8	3	3	8	2	13	43	19	62
Average BOM Price in Thousands	635.0	1,374.0	460.8	445.4	574.6	644.4	887.0	689.7	649.5	502.2	604.4
BOM to Sale Ratio	33.3	100.0	16.0	10.3	21.4	13.3	20.0	21.3	18.1	23.5	19.4
Expirations	3	0	4	3	0	4	1	5	20	10	30

PENDING SALES

New Escrows Opened	16	1	50	14	12	52	16	66	227	71	298
Total YTD Escrows Opened	93	25	371	176	125	422	78	438	1,728	487	2,215
New Open Escrows Average Days on Market	90	96	29	49	71	39	32	58	48	54	50
New Open Escrows Average List Price	606.9	929.9	702.1	703.9	681.5	649.1	845.0	752.2	707.9	474.3	652.3

CLOSED SALES:

New Escrows Closed	12	2	50	29	14	60	10	61	238	81	319
Total YTD Escrows Closed	86	27	343	171	117	376	66	395	1,581	448	2,029
Volume of New Sales Dollars in Millions	7.830	1.451	29.963	16.493	8.811	38.115	8.632	45.994	157.288	34.529	191.817
Volume of total YTD Sales in Millions	48.379	19.981	205.879	95.900	78.287	239.553	56.657	270.919	1,015.555	195.930	1,211.485
Average Sale price in Thousands	652.5	725.5	599.3	568.7	629.3	635.3	863.2	754.0	660.9	426.3	601.3
Median Sale Price in Thousands	525.0	596.0	570.0	555.0	615.0	600.0	765.0	650.0	605.0	350.0	570.0
Coop Sales	10	2	45	26	11	52	7	56	209	69	278
Percent of Coop Sales	83.3	100.0	90.0	89.7	78.6	86.7	70.0	91.8	87.8	85.2	87.1
Average Days on Market	116	88	76	69	87	80	67	79	80	89	82
Sales at List Price	2	1	30	18	7	36	2	30	126	46	172
Percent of Sales at List Price	16.7	50.0	60.0	62.1	50.0	60.0	20.0	49.2	52.9	56.8	53.9
Sales to Listing Inventory Ratio	21.1	6.9	65.8	96.7	38.9	65.9	52.6	73.5	56.5	51.9	55.3
Final Sale to New Listing Ratio	85.7	33.3	98.0	181.3	100.0	120.0	55.6	105.2	104.8	112.5	106.7

CLOSED SALES TYPE

Foreclosure / REO	0	0	1	0	0	0	0	0	1	2	3
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	2	0	0	2	0	2
Standard	12	2	49	29	14	58	10	61	235	77	312
Other	0	0	0	0	0	0	0	0	0	2	2

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST 2019

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	15	1	20	15	2	32	85	8	93
Total Active Listings	2	1	22	2	19	21	5	48	120	20	140
Average Days on Market	131	95	80	21	34	42	38	52	53	105	60
Average List Price in Thousands	632.5	1,100.0	349.7	618.5	336.3	432.2	627.8	512.9	454.3	495.4	460.2
Median List Price in Thousands	599.9	1,100.0	320.0	587.0	325.0	419.0	450.0	445.0	419.0	424.9	419.9
BOMS	0	0	6	0	4	3	0	4	17	2	19
Average BOM Price in Thousands	0.0	0.0	344.6	0.0	407.7	372.5	0.0	444.9	388.0	361.0	385.1
BOM to Sale Ratio	0.0	0.0	21.4	0.0	26.7	15.0	0.0	12.1	16.8	28.6	17.6
Expirations	0	0	1	0	1	0	0	3	5	0	5

PENDING SALES

New Escrows Opened	0	0	26	1	14	13	3	33	90	9	99
Total YTD Escrows Opened	2	1	174	8	107	122	33	245	692	77	769
New Open Escrows Average Days on Market	0	0	44	66	47	43	31	28	38	56	40
New Open Escrows Average List Price	0.0	0.0	403.1	199.0	401.1	437.5	424.3	450.5	423.6	478.6	428.6

CLOSED SALES:

New Escrows Closed	0	0	28	1	15	20	4	33	101	7	108
Total YTD Escrows Closed	3	1	168	7	103	113	30	225	650	77	727
Volume of New Sales Dollars in Millions	0.000	0.000	10.679	0.385	5.316	8.928	1.807	15.949	43.064	3.240	46.304
Volume of Total YTD Sales in Millions	1.811	0.870	60.506	2.961	37.095	47.847	13.612	101.760	266.461	36.403	302.864
Average Sale price in Thousands	0.0	0.0	381.4	385.0	354.4	446.4	451.8	483.3	426.4	462.9	428.7
Median Sale Price in Thousands	0.0	0.0	325.0	385.0	350.0	445.0	450.0	470.0	420.0	425.0	420.0
Coop Sales	0	0	28	1	13	17	4	31	94	5	99
Percent of Coop Sales	0.0	0.0	100.0	100.0	86.7	85.0	100.0	93.9	93.1	71.4	91.7
Average Days on Market	0	0	76	144	62	89	66	76	77	66	76
Sales at List Price	0	0	17	1	12	10	1	22	63	3	66
Percent of Sales at List Price	0.0	0.0	60.7	100.0	80.0	50.0	25.0	66.7	62.4	42.9	61.1
Sales to Listing Inventory Ratio	0.0	0.0	127.3	50.0	78.9	95.2	80.0	68.8	84.2	35.0	77.1
Final Sale to New Listing Ratio	0.0	0.0	186.7	100.0	75.0	133.3	200.0	103.1	118.8	87.5	116.1

CLOSED SALES TYPE

Foreclosure / REO	0	0	0	0	0	0	0	0	0	0	0
Seller Concessions	0	0	0	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	0	0	0	0	0	0
Standard	0	0	28	1	15	20	4	32	100	7	107
Other	0	0	0	0	0	0	0	1	1	0	1

RESIDENTIAL PROPERTIES LISTED

392

AUGUST 2019 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

397

RESIDENTIAL PROP. ESCROW CLOSED

427

ACTIVE INVENTORY:

NEW LISTINGS	14	6	66	17	34	65	20	90	312	80	392
TOTAL ACTIVE LISTINGS	59	30	98	32	55	112	24	131	541	176	717
AVERAGE DAYS ON MARKET	135	110	83	105	56	61	46	51	75	81	76
AVERAGE LIST PRICE IN THOUSANDS	656.3	1,311.6	657.3	734.5	684.4	674.0	846.5	668.9	715.5	534.4	671.0
MEDIAN LIST PRICE IN THOUSANDS	619.9	789.0	559.9	649.9	615.0	625.0	850.0	629.0	625.0	400.0	589.0
BOMS	4	2	14	3	7	11	2	17	60	21	81
AVERAGE BOM PRICE IN THOUSANDS	635.0	1,374.0	411.0	445.4	479.3	570.2	887.0	632.1	575.4	488.7	552.9
BOM TO SALE RATIO	33.3	100.0	17.9	10.0	24.1	13.8	14.3	18.1	17.7	23.9	19.0
EXPIRATIONS	3	0	5	3	1	4	1	8	25	10	35

PENDING SALES:

NEW ESCROWS OPENED	16	1	76	15	26	65	19	99	317	80	397
TOTAL YTD ESCROWS OPENED	95	26	545	184	232	544	111	683	2,420	564	2,984
NEW OPEN ESCROW'S AVERAGE DAYS ON MARKET	90	96	34	50	58	40	32	48	45	54	47
NEW OPEN ESCROWS AVERAGE LIST PRICE	606.9	929.9	599.8	670.2	530.5	606.8	778.6	651.6	627.2	474.8	596.5

CLOSED SALES:

NEW ESCROWS CLOSED	12	2	78	30	29	80	14	94	339	88	427
TOTAL YTD ESCROWS CLOSED	89	28	511	178	220	489	96	620	2,231	525	2,756
VOLUME OF NEW SALE DOLLARS IN MILLIONS	7,830	1,451	40,642	16,878	14,127	47,043	10,439	61,943	200,352	37,769	238,121
VOLUME OF TOTAL YTD SALES IN MILLIONS	50,190	20,851	266,385	98,861	115,382	287,040	70,269	372,678	1,282,016	232,333	1,514,349
AVERAGE SALE PRICE IN THOUSANDS	652.5	725.5	521.1	562.6	487.1	588.0	745.6	659.0	591.0	429.2	557.7
MEDIAN SALE PRICE IN THOUSANDS	525.0	596.0	520.0	529.0	425.0	560.0	749.0	580.0	555.0	350.0	529.0
COOP SALES	10	2	73	27	24	69	11	87	303	74	377
PERCENT OF COOP SALES	83.3	100.0	93.6	90.0	82.8	86.3	78.6	92.6	89.4	84.1	88.3
AVERAGE DAYS ON MARKET	116	88	76	72	74	83	67	78	79	88	81
SALES AT LIST PRICE	2	1	47	19	19	46	3	52	189	49	238
PERCENT OF SALES AT LIST PRICE	16.7	50.0	60.3	63.3	65.5	57.5	21.4	55.3	55.8	55.7	55.7
SALES TO LISTING INVENTORY RATIO	20.3	6.7	79.6	93.8	52.7	71.4	58.3	71.8	62.7	50.0	59.6
FINAL SALE TO NEW LISTING RATIO	85.7	33.3	118.2	176.5	85.3	123.1	70.0	104.4	108.7	110.0	108.9

CLOSED SALES TYPE

FORECLOSURE/REO	0	0	1	0	0	0	0	0	1	2	3
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	2	0	0	2	0	0
STANDARD	12	2	77	30	29	78	14	93	335	84	419
OTHER	0	0	0	0	0	0	0	1	1	2	3

SELLING PRICE RANGE:

LESS THAN 100,000	0	0	0	0	0	0	0	0	N/A	0	0
100,000 TO 109,999	0	0	0	0	0	0	0	0	N/A	0	0
110,000 TO 119,999	0	0	0	0	0	0	0	0	N/A	0	0
120,000 TO 139,999	0	0	78	1	0	0	0	0	N/A	0	0
140,000 TO 159,999	36	1	1	1	1	1	1	1	4900	3	3
160,000 TO 179,999	129	5	1	5	2	2	5	2	24000	12	12
180,000 TO 199,999	5	5	6	6	3	3	2	2	2245	1	1
200,000 TO 249,999	51	27	26	26	13	13	5	5	5524	2	2
250,000 TO 299,999	21	21	32	32	23	23	12	12	10845	48	48
300,000 TO 349,999	31	31	34	34	32	32	12	12	5645	1	1
350,000 TO 399,999	36	36	41	41	45	41	21	21	7375	1	1
400,000 TO 449,999	27	27	46	46	32	32	15	15	1732	0	0
450,000 TO 499,999	22	22	39	39	36	36	21	21	5873	1	1
500,000 TO 549,999	34	34	55	55	50	50	28	28	12390	2	2
550,000 TO 599,999	36	36	88	88	55	55	27	27	11428	1	1
600,000 TO 699,999	29	29	118	118	64	64	33	33	10418	3	3
700,000 TO 799,999	40	40	83	83	31	31	18	18	16719	2	2
800,000 TO 899,999	42	42	43	43	19	19	13	13	23104	2	2
900,000 TO 999,999	17	17	25	25	4	4	2	2	30000	3	3
1,000,000 TO 1,999,999	54	54	63	63	19	19	16	16	N/A	9	9
MORE THAN 2,000,000	247	247	7	7	2	2	2	2	547450	14	14
TOTALS	34	34	717	717	427	427	229	229	395014	0	0

LISTINGS

3,643

2019 RMLS TOTAL - \$ VOLUME

\$1,514,349,000

SALES

2,760

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
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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	488	444	244.1	86.9
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	392	427	238.1	55.7
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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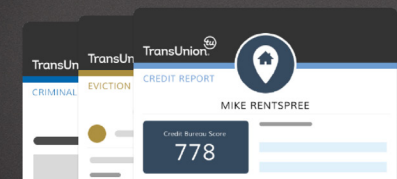
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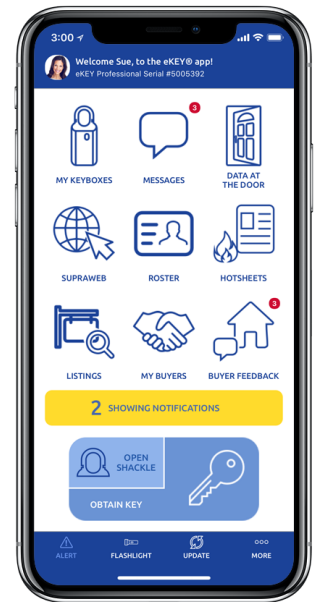


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