



February/March 2020

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®



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Volume 100 • Issue 2

Henry Installed as 2020 SCV Division Chair

Realtor Louisa Henry was installed recently as the 2020 chair of the Santa Clarita Division of the 10,300-member Southland Regional Association of Realtors, which serves the San Fernando and Santa Clarita valleys.



Louisa Henry, 2020 Chair, Santa Clarita Division Council

Realtor Nicole Stinson was chosen as the 2020 chair-elect.

The 2020 Council members include: Diana Arias, Sarah Darabi, Richard Hall, Bob Khalsa, Nancy Starczyk, Imelda Leano, Anthony Bedgood, Phyllis Grekin, Bob Kellar, Michael Regilio, M. Dean Vincent.



Nicole Stinson, 2020 Chair Elect, Santa Clarita Division Council

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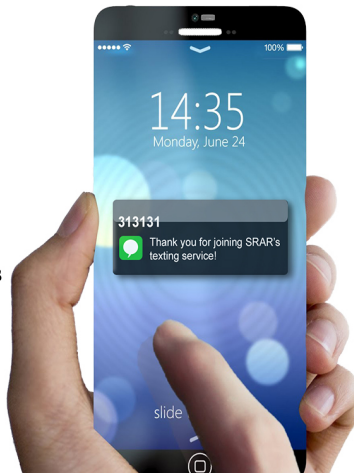
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SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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Carnahan 2020 President

REALTORS—AGENTS OF CHANGE AND PROFESSIONALISM

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS BY NANCY TROXELL CARNAHAN, PRESIDENT, AND DAVID WALKER

Promising to lead a cultural shift intended to preserve and enhance the Realtor brand, Nancy Troxell Carnahan was installed recently as the 100th president of the 10,300-member Southland Regional Association of Realtors, which serves the San Fernando and Santa Clarita valleys.

Realtor Diane Sydell also was sworn in as 2020 president-elect, along with the Association's board of directors, at its 100th Inaugural Ball held at the Sheraton Universal Hotel.

Using a fun Roaring 20's theme for the evening, the event included airing of a special documentary reviewing the growth of real estate and the Association over the past century as the San Fernando Valley transformed from dusty orchards to a bedroom community of Los Angeles and today's booming metropolis.

"Each local Association ... should be a powerful agent of change," Carnahan said. "They can lead a cultural change. They need to inspire pride and professionalism, an emphasis that begins at the time of licensing."

Carnahan also called for tougher enforcement of ethics standards and penalties for licensees who do not practice by the rules.

"If we succeed," she said, "the incoming class of Realtors will be the first in this century to understand the depth of their responsibilities, duties, and value to their clients."

"If we work together," Carnahan said, "they will fully embrace and appreciate what

it means to be a Realtor. They will earn the respect of their clients."

She urged everyone using the title of Realtor to get involved, stay engaged, and show a commitment to their profession.

"Pursue educational opportunities," she said. "Become a volunteer. Advocate for public policy that preserves private property rights."

"In short," Carnahan said, "contribute to the profession, or stop calling yourself a Realtor. This career is for people who care about serving their clients. It requires hard work and engagement."

"It requires ... no, it demands," she said, "a commitment that goes way beyond earning a license and joining an Association."

Dan Treserras, the 2019 president, drew praise from elected officials for his service to the community and his profession.

"I'm glad I stepped out of my comfort zone," he said. "I made some great friends and met people who inspire me."

"Forty-one years as a real estate agent, through all the highs and terrible lows, taught me ... to do what you love to do."

... Surround yourself with many likeminded people."

Elected officials or their representatives attending included: U.S. Congressman Brad Sherman, Assemblywoman Luz Rivas, Ryan Valencia, representing Assemblywoman Christy Smith, L.A. County Tax Assessor Jeffrey Prang, Jarrod DeGonia,

representing L.A. County Supervisor Kathryn Barger, L.A. City Controller Ron Galperin, L.A. City Councilmembers Paul Koretz and John Lee, and Andres Sandoval representing Councilwoman Nury Martinez.

The 2020 Board of Directors, pictured below, includes: Neal Adler, Gina "Eugenia" Aguilar, Liliana Alfonso, Winnie Davis, Louisa Henry, Robert Johnson, Jeff Kahn, Kristen Kalski, Howard M. Katchen, Vilma Letosky, Rana Linka, Melanie McShane, Jeff Phillips, Rich Pisani, Gaye Rainey, Michael Regilio, Nicole Stinson, Diane Sydell, Gina Uzunyan, Dean Vincent, and Cindy Wu.

Chairs of the Association's 13 committees include: Brian Hatkoff, commercial investment; Wendy Furth, communications; Filip Crispino, education; Em Roberts, equal opportunity and housing; Irene Reinsdorf, ethics and arbitration; Nancy Starczyk, events; Tom Carnahan, finance; Patti Petralia, governmental affairs; Antonio Vaziri, grievance; Roger Hance, MLS; Paul Stafford, professional standards; Jerry Ascencio, risk management; and Bryan Almeida, YPN.



Roger Hance, right, the 2014 SRAR president, administered the oath of office to Carnahan



Jennie Stabile, right, the SRAR president in 1977, congratulated Carnahan. Stabile was the first woman to lead SRAR.



Patti Petralia, Co-Master of Ceremonies



Loretta Greenwald, left, and Philip C. Greenwald were on hand to celebrate the installation of their daughter



Tom Carnahan, Co-Master of Ceremonies



U.S. Congressman Brad Sherman, right, commending SRAR's 2019 President Dan Treserras for a job well done



Meet with HUD Sec. Carson

REALTORS PASS SWEEPING FAIR HOUSING PLAN

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS
BY NANCY TROXELL CARNAHAN, PRESIDENT, AND
DAVID WALKER

Leadership from the National Association of Realtors met recently with Housing and Urban Development Secretary Ben Carson and other senior Department officials in Washington to discuss fair housing issues just hours after the association unanimously passed a plan to tackle the issue.

The meeting, which included CEO Bob Goldberg and President Vince Malta, allowed NAR to reiterate its commitment to partnering with HUD to advance fair housing protections, while the two sides agreed to work jointly on public service announcements and other proactive initiatives to communicate the importance of housing access for all Americans.

"NAR has been active in our pursuit of innovative new policies and partnerships that will help us preserve the fundamental right of housing in America," said NAR President Vince Malta. "While we have long been a champion of the Fair Housing Act, recent incidents have underscored the progress our nation must still make.

"That's why I am proud to announce that our association's leadership team has voted to approve action that will directly ramp up and reinvigorate NAR's fair housing commitment."

The new NAR initiative — abbreviated 'ACT' — will emphasize accountability, culture change and training in order to ensure America's 1.4 million Realtors are doing everything possible to protect housing rights in America.

Specifically, the nation's largest trade association will:

- Take new actions to ensure members uphold the fair housing standards incorporated in NAR's Code of Ethics;
- Begin integrating fair housing into all conferences and engagements; and

Form partnerships with fair housing advocates to pursue shared goals around accountability and training, among other initiatives.

"NAR's Code of Ethics and its adherence to fair housing are the cornerstones of our commitment as Realtors," said Goldberg, NAR's chief executive.

"With this new plan," Goldberg said, "we will see more robust education focusing on core fair housing criteria, unconscious bias, and how the actions of Realtors impact communities.

"A partnership with government officials and fair housing advocates," he said, "will allow us to further promote equality as we continue to work to diversify our industry."



The 2020 NAR leadership team meet with HUD Secretary Ben Carson. From left: President-elect Charlie Oppler, President Vince Malta, HUD Secretary Carson, CEO Bob Goldberg, Immediate Past President John Smaby, First Vice President Leslie Rouda Smith, Vice President of Association Affairs Mabel Guzman, and Vice President of Advocacy Christine Hansen.

Santa Clarita Valley; 2019 Sales Rise 5%

Home, Condo Prices at Record Highs

Realtors in the Santa Clarita Valley assisted 2,347 single-family home sales during 2019, an increase of 4.5 percent over the prior year, while prices hit new highs and the inventory plunged, the Southland Regional Association of Realtors reported Tuesday.



Louisa Henry, 2020
Chair, Santa Clarita
Division Council

It was the first annual increase in home sales after two consecutive years of declining sales. However, condominium sales of 926 units for the year were down 6.4 percent from 2018, primarily due to a lack of inventory.

The home and condominium annual sales totals negotiated by Realtors generated \$1.9 billion for the local economy, not including the added impact of related transactions that typically follow many transactions, such as landscaping, home improvement projects, and home furnishing purchases.

"There are still plenty of prospective buyers hunting for a home or condominium in the Santa Clarita Valley," said Louisa Henry, the 2020 chair of the Santa Clarita Valley Division of the Southland Regional

Association of Realtors. "Today's low interest rates on home loans bring out additional buyers, but the tight inventory was the limiting factor for both home and condo sales last year, a fact that does not appear likely to change in the months ahead."

The year ended with a record low supply — a mere 293 home and condo active listings throughout Santa Clarita at the end of December. It was the

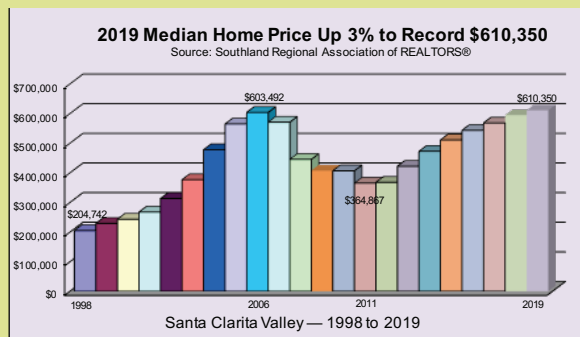
first time that the inventory fell below the 300-listing benchmark. It also was the sixth consecutive month that listings fell, with the December tally down 44.0 percent compared to the prior year. For comparison, the record high inventory was set in September 2006 with 2,630 active listings.

"Low interest rates brought additional buyers into the market," said Tim Johnson, the Association's chief executive officer, "which added upward pressure on prices, especially with the limited supply of homes for sales.

"Between limited inventory and sky-high resale prices statewide, we have a housing problem that can best be solved by doing all we can to increase the housing supply," Johnson said.

The annual price of single-family homes that changed owners throughout 2019 came in at \$610,350, which was the highest annual price since the Association started keeping the statistic in 1998. That was 2.7 percent higher than 2018 and the eighth consecutive annual increase, although the percentage annual change has been getting smaller as rising prices push greater numbers of prospective buyers out of the market.

Similarly, the annual price of condominiums sold during 2019 was \$397,792, a record high and 2.0 percent above the prior record set last year. Like single-family homes, the condominium annual price posted increases in each of the prior eight years.



7 BENEFITS OF OWNING A HOME

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS
BY NANCY TROXELL CARNAHAN, PRESIDENT, AND
DAVID WALKER

Homeowners starting to prepare their 2019 tax returns know that owning a home comes with multiple perks, even with recent major changes in federal law.

The Tax Cuts and Jobs Act—which was the most substantial overhaul to the U.S. tax code in more than 30 years—went into effect on Jan. 1, 2018.

Not much has changed since then, but 2019 filings also will incorporate those big revisions, especially as they relate to homeownership.

Seeing a tax expert is essential, yet here's a brief look at the tax benefits of owning a home based on a report on realtor.com as prepared by writer Margaret Heidenry.

• Tax break 1 — Mortgage interest

Homeowners with a mortgage that went into effect before Dec. 15, 2017, can deduct interest on loans up to \$1 million.

For acquisition debt incurred after Dec. 15, 2017, homeowners can deduct the interest only on the first \$750,000. That's important because the ability to deduct the interest on a mortgage continues to be a major benefit of owning a home. The more recent the mortgage, the greater the tax savings because the way mortgage payments are amortized, the initial payments are almost all interest.

Note that the mortgage interest deduction is an itemized deduction. To reap the benefit, the filer must itemize deductions, which need to be greater than the new standard deduction. The Tax Cuts and Jobs Act nearly doubled the standard deduction to \$24,400 for a married couple. For individuals the deduction is \$12,200. It's \$18,350 for heads of households.

As a result, it's estimated that only about 5 percent of taxpayers will itemize deductions this filing season.

For some homeowners, itemizing simply may not be worth it. Itemizing would be favorable, for example, if a married couple who paid \$20,000 in mortgage interest and \$6,000 in state and local taxes because it would exceed the standard deduction and they would be able to reduce taxable income by an additional \$2,000 by itemizing.

• Tax break 2 — Property taxes

This deduction is capped at \$10,000 for married taxpayers filing jointly, no matter how high the taxes. Note that this year, property taxes are on the itemized list of all of deductions that must add up to more than the standard deduction to be worthwhile. Some taxpayers need to remember that property taxes are collected each month

along with the monthly mortgage payment.

• Tax break 3 — Private mortgage insurance

If a buyer put less than 20 percent down on the purchase of their home, odds are they're paying private mortgage insurance, which costs from 0.3 percent to 1.15 percent of a home loan. Owners can deduct interest for PMI thanks to the Mortgage Insurance Tax Deduction Act of 2019. Also known as the Secure Act, it retroactively reinstated for 2018 and 2019 certain deductions and credits for homeowners.

The PMI interest deduction is also an itemized deduction. But if taken, it might help push the taxpayer over the \$24,000 standard deduction. A buyer earning \$100,000 who put down 5 percent on a \$200,000 house would pay about \$1,500 in annual PMI premiums—and thus cut their taxable income by \$1,500.

• Tax break 4 — Energy efficiency upgrades

The Residential Energy Efficient Property Credit was a tax incentive for installing alternative energy upgrades in a home. Most of these tax credits expired after December 2016. However, two credits are still around. The credits for solar electric and solar water heating equipment are available through Dec. 31, 2021.

The Secure Act also retroactively reinstated a \$500 deduction for certain qualified energy-efficient upgrades such as exterior windows, doors, and insulation.

This is a credit, so no worrying about itemizing.

However, the percentage of the credit varies based on the date of installation.

For equipment installed between

Jan. 1, 2017, and Dec. 31, 2019, 30 percent of the expenditure is eligible. That goes down to 26 percent for installation between Jan. 1 and Dec. 31, 2020, and then to 22 percent for installation between Jan. 1 and Dec. 31, 2021.

• Tax break 5 — A home office

Self-employed people whose home office is the main place they work can deduct \$5 per square foot, up to 300 square feet, of office space, which amounts to a maximum deduction of \$1,500.

Understand, however, that there are strict rules on what constitutes a dedicated, fully deductible home office space. A worker who has an office to go to, but occasionally works from home, cannot take this deduction.

• Tax break 6 — Home improvements to age in place

To get this break, these home improvements will need to exceed 7.5 percent of adjusted gross income. On an income of \$60,000, this deduction kicks in only on money spent over \$4,500.

The cost of these improvements can result in a tax break for many older homeowners

who plan to age in place and add renovations, such as wheelchair ramps or grab bars in slippery bathrooms.

Deductible improvements might also include widening doorways, lowering cabinets or electrical fixtures, and adding stair lifts. Note that a letter from a doctor is needed to prove these changes were medically necessary.

• Tax break 7 — Interest on a home equity line of credit

Owners who have a home equity line of credit, can deduct the interest paid only if the loan is used specifically to buy, build, or improve a property, according to the IRS. A kitchen overhaul or half-bath could save money, but no deduction is allowed if the loan is used to pay for college or a wedding.

The deduction is capped at \$750,000 for the amount paid in interest on a HELOC and mortgage combined. Interest on HELOC's issued before the 2018 tax plan used for anything besides home improvements legally cannot be deducted.

MORTGAGE RATES CONTINUE TO DROP

Freddie Mac reported recently that interest rates on 30-year, fixed-rate mortgages continue to fall, dropping 9 basis points in the most recent survey of lenders nationwide.

"This week's mortgage rates were the second lowest in three years, supporting homebuyer demand and leading to higher refinancing activity," said Sam Khater, Freddie Mac's chief economist.

"Borrowers who take advantage of these low rates," he said, "can improve their cash flow by lowering their monthly mortgage payments, giving them more money to spend or save."

• **30-year fixed-rate mortgages** averaged 3.51 percent with an average 0.7 point for the week ending Jan. 30, down from the prior report when it averaged 3.60 percent. A year ago at this time, the 30-year FRM averaged 4.46 percent.

• **15-year fixed-rate mortgages** averaged 3.00 percent with an average 0.7 point, down from the prior report when it averaged 3.04 percent. A year ago at this time, the 15-year FRM averaged 3.89 percent.

• **5-year Treasury-indexed hybrid adjustable-rate mortgages** averaged 3.24 percent with an average 0.3 point, down from 3.28 percent. A year ago at this time, the 5-year ARM averaged 3.96 percent.



REALTORS' TOP 2020 PRIORITY — MAKE HOMES MORE AFFORDABLE

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS
BY NANCY TROXELL CARNAHAN, PRESIDENT, AND
DAVID WALKER

As home prices locally and nationwide continue rising faster than wages, the National Association of Realtors and its 1.4 million members have made housing affordability a top advocacy priority in 2020.

“America confronts low housing inventory and a persistent lack of affordable housing options,” said NAR President Vince Malta, at a recent policy forum. “With housing affordability set to be one of the defining policy issues of this decade, it is imperative for NAR — along with economists, lawmakers and other industry stakeholders — to lead discussions that will generate solutions to these far-reaching problems.”

Earlier this year, NAR Chief Economist Lawrence Yun released a report showing that major U.S. metro areas where housing affordability has worsened over the last five years have seen a corresponding drop in job growth.

“Job growth has slowed in these areas in part because limited supply is making homes less affordable,” Yun noted. “As inventory continues to decline and affordability worsens, workers and companies are less incentivized to do business here.”

Additional research recently found that, from 1989 to 2019, 87 percent of home purchases in all major metro markets resulted in a positive housing equity gain for owners who held the property for 7–10 years.

While barriers inhibiting development remain, NAR has supported policies it believes could bring relief to the market. Separate NAR research projects that \$220 to \$400 billion would be added to the economy if the pace of homebuilding and for-sale housing activity returned to a more normalized level, translating to 0.25 percent to 0.50 percent in added annual GDP growth over the next four years.

NAR unveiled separate reports examining zoning, Accessory Dwelling Units and, most notably, a White Paper reiterating the case for homeownership while calling on Congress to restore homeownership incentives in the U.S. tax code. Sustainable and affordable homeownership remains the best opportunity most households will ever have to improve their longterm net worth and financial security.

Since 2013, the median family net worth for all homeowners has increased nearly 15 percent, while net worth declined approximately 9 percent for renter families over the same period.

Questions to ask Before Refinancing

Mortgage Rates Are at 3-Year Lows

Interest rates hovering near record lows are fueling a wave of refinancing, especially among jumbo mortgage buyers.

Refinance loan volume jumped to the highest level since 2013 recently with the average interest rate for a 30-year fixed-rate mortgage at 3.45 percent, the lowest level since October 2016.

But refinancing isn't for everyone. Taking out a new home loan can cost thousands of dollars in fees. Consider these issues before refinancing:

• **How long will I stay in this home?** — It will take years to recoup the fees spent on a loan, especially since interest payments capture the biggest portion of monthly payments in the early years. If a move is likely within four or five years, skipping refinancing may make financial sense.

• **How much will I save?** — Comparison shopping is critical in order to score the best deal. Lenders don't just compete on interest rates. They also adjust how much is

spent in closing costs or discount points, the fees lenders collect at closing in order to reduce the long-term interest rate. Paying more at closing could bring the interest rate even lower.

• **Am I paying mortgage insurance?** — Mortgage insurance is required if a borrower gets a Federal Housing Administration loan or a conventional loan with a down-payment of less than 20 percent. Eliminating mortgage insurance will boost overall savings and can make a refinance worthwhile. Paying cash to get above 20 percent equity could be a consideration.

• **Is my financial house in order?** — The most common reasons an application is denied are that the borrower's debt-to-income ratio is too high, followed by having poor credit. Check and eliminate errors in credit reports and take steps to improve the debt-to-income ratio and credit score before applying.

• **Will my existing lender cut me a deal?** — When pursuing a refinance, ask the existing lender if they're interest in offering a refinance. They know a borrower's history and may want to keep the business with a competitive loan.

Presale Renovations Take Off

Homesellers with loads of equity in their house but little available cash are finding growing numbers of brokerages and companies willing to front the cost of presale renovations.

The emerging trend goes way beyond staging a house — which is wise, making even the frumpiest of homes look sharper — with sometimes serious dollars invested in items such as new flooring, sprucing up kitchen cabinets, or painting the entire exterior. The intention is to recoup money fronted by enabling sellers to capture bigger gains with a full- or above-asking price sale.

Until now, sellers typically had to reach into their own pocket if they wanted to cover the costs of more complicated and costly improvements while also shouldering the burden of hiring contractors and overseeing the work.

Now, some companies are offering a value-added service: a way to save sellers the upfront cost, and the headache, of renovating their home before

Renovations That Pay

For sellers considering a presale renovation, these projects typically provide the best value, according to the National Association of REALTORS® 2019 Remodeling Impact Report.

NEW HARDWOOD FLOORING

Average cost: \$4,700
Estimated cost recovery: \$5,000

Value recovered from project: 106%

NEW GARAGE DOOR

Average cost: \$2,100
Estimated cost recovery: \$2,000

Value recovered from project: 95%

HARDWOOD FLOORING REFINISH

Average cost: \$2,600
Estimated cost recovery: \$2,600

Value recovered from project: 100%

HVAC REPLACEMENT

Average cost: \$8,200
Estimated cost recovery: \$7,000

Value recovered from project: 85%

NEW ROOFING

Average cost: \$7,500
Estimated cost recovery: \$8,000

Value recovered from project: 107%

Source: 2019 Remodeling Impact Report. Cost estimates provided by members of the National Association of the Remodeling Industry; value estimates provided by NAR members.

they put it on the market. In essence, these services enable sellers who have built equity in their home to fix and flip their own house rather than accepting the lower return that often comes from working with an iBuyer or house flipper.

Unlike other presale renovation programs, which farm out home improvements to third-party contractors, some of the companies perform all renovation projects—from selecting building materials and hiring subcontractors to overseeing installation and ensuring the quality of the work with a one-year warranty.

The goal is to create a turn-key experience for homesellers.

“To me, it's a game changer” in real estate, a 33-year veteran Realtor said. “To ask sellers to reach into their pocket and put thousands of dollars into their house before they put it on the market is a big ask. The beauty of this service is that the seller has no upfront costs.”

This is an idea in its embryonic stage that may not be practical for every homeseller or every listing, yet it's gained considerable attention. Go to [Realtor.org](https://www.realtor.org) for more information.

2020 - Preparing Tomorrow's Leaders Today!



Date: _____

First Name: _____ Last Name: _____

Mailing Address: _____ City: _____ Zip Code: _____

Phone (Best Number to Reach You): _____

E-Mail Address: _____

SRAR Member #: _____ Year You Started at SRAR: _____

Do you now or have you ever served on any committee(s) at SRAR? YES / NO

Have you ever belonged to any other REALTOR Association? YES / NO

If yes, please tell us which one: _____

Have you taken SRAR Leadership Institute previously? YES / NO If yes, which year? _____

How did you hear about SRAR Leadership?: _____

Real Estate Specialty (circle all that apply): Appraisal | Auction | Commercial | Counseling
International | Land | Property Management | Relocation | Residential | Other

Business/Professional Affiliations, if any (Please include local Association of REALTORS®, CAR and NAR):

NAME OF GROUP PERIOD OF AFFILIATION POSITIONS HELD OR ASSIGNMENTS, IF ANY (I.E COMMITTEE MEMBER, ETC.)

Community involvement, including civic, religious, governmental, social or other activities.

Do not include business/professional activities.

ORGANIZATION ASSIGNMENT/POSITION DESCRIBE RESPONSIBILITIES

Please briefly explain why you are interested in participating in SRAR's Leadership Institute Program and why you should be chosen: _____

(NOTE: Completion of the Leadership Institute does not guarantee a leadership position within SRAR or any other organization.)

Program Outline

Governmental Affairs & Advocacy

Friday, April 10, 2020

11AM-2:30PM

This course will teach participants the importance of advocacy and give an introduction to Governmental Affairs outreach done at the Association. The course will also cover, Realtor Action Fund, Governmental Affairs Director Role, and an overview of Government. History of organized Real Estate. Lunch will be provided. (Opportunity to attend Legislative Day in Sacramento on Tuesday, April 28, 2020.)

Mechanics of an AOR

Friday, May 15, 2020

11AM-2:30PM

This course will cover the relationship with C.A.R. (California Association of Realtors) and NAR (National Association of Realtors), the SRAR Strategic Plan, an introduction to committees, the roles of leadership on committees, and member benefits. Lunch will be provided.

Optional Meeting - REALTOR® EXPO

Tuesday, June 2, 2020

Danger Report / Industry Threats

Friday, July 7, 2020

11AM-2:30PM

Lunch will be provided.

Professional Standards & Ethics/Arbitration

Friday, August 7, 2020

11AM-2:30PM

This course covers professional standards guidelines and procedures, the National Association of Realtors Code of Ethics, advertising guidelines and Procuring Cause/Arbitration. Lunch will be provided.

MLS/Technology

Friday, September 18, 2020

11AM-2:30PM

This course covers the rules of CRISNet MLS, assessment schedule and hearing panels for violations, as well as tips on how to avoid assessments. Additionally, the course will cover MLS technology, listing syndication, IDX, public websites and understanding listing data. Lunch will be provided.

Optional Field Trip - Bus to CAR Expo in Long Beach

Wednesday, October 14, 2020

8:00AM to 5:00PM

A chartered bus will pick you up at the Association where you will be driven to the C.A.R. Expo in Long Beach, CA. You will have the opportunity to walk the expo hall, attend the expo sessions, and attend expo events and luncheons. A lunch stipend will be provided.

REALTOR® Applicant (initial here)

I understand the purpose of the SRAR Leadership Institute Program; and, if I am selected, I will devote the time and resources necessary to complete all 5 required courses of the program. I understand the fee for the program is \$99 and, upon successful completion of all 5 required courses of the program, SRAR will refund \$50 of my fee after the final course. I understand that if I do not successfully complete all 5 required courses of the program, I will forfeit the \$50 I would have otherwise been refunded. I further understand that once I have been accepted into the program and have paid the \$99 fee, no refunds will be given other than the one described above under the conditions described above. I understand the above commitments and agree to be bound by them in signing this application.

Applicant's Printed Name: _____

Applicant's Signature: _____ Date: _____

Send completed applications and \$99 payment by April 1st, 2020 to:

SRAR- Southland Regional Association of Realtors®
Attn: Kathryn Voght
7232 Balboa Blvd. Lake Balboa, CA 91406 or Fax to 818-786-4541 or Email to kathrync@srar.com

2020 COMMERCIAL & INVESTMENT DIVISION EDUCATION SERIES

2020
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JANUARY CLASSES FREE TO ATTEND!!

☐ The ABC's of Commercial Real Estate
An introduction to the practical applications of Commercial Real Estate.
January 22, 2020
9:00am - 10:30am

☐ Introduction to Leasing
An introduction to leasing retail, office and industrial properties
January 29, 2020
9:00am - 10:30am

All Classes Listed Below Are Held On Wednesdays 9:00am - 12:00pm
SRAR Auditorium: 7232 Balboa Blvd. Lake Balboa, CA 91406
\$25 Each - Take 5 Or More & Receive a Certificate of Completion

☐ **February 19, 2020**
Effective Commercial Purchase Agreements

☐ **March 4, 2020**
Overview of Commercial Real Estate Investment Analysis

☐ **April 8, 2020**
Keys to Financing Commercial Real Estate

☐ **May 6, 2019**
Deferring Capital Gains Through 1031 Exchange

☐ **May 27, 2020**
Realtors Property Resource® (RPR) Overview

☐ **June 24, 2020**
Overview of Commercial Real Estate Investment Analysis

☐ **July 29, 2020**
Tax & Legal Impact on Real Estate

☐ **August 26, 2020**
Effective Commercial Lease Agreement

☐ **September 23, 2020**
Due Diligence in Commercial Real Estate Transactions

☐ **October 21, 2020**
Overview of Commercial Real Estate Investment Analysis

☐ **November 18, 2020**
Property Management for Investment Real Estate

PRE- REGISTER & PAY FOR 5 CLASSES AND GET 1 CLASS FREE (Free classes not eligible)

Make Checks Payable to SRAR and Return with the bottom portion to SRAR, 7232 Balboa Blvd. Lake Balboa, CA 91406
\$25 Per Class - Except January 22nd & January 29th *certificate of completion does not provide continuing education credits

Contact Education Department for more information 818-947-2268 or VinceC@srar.com

Complete if Paying by Credit Card & Fax to 818-786-4541 or email to VinceC@srar.com

Full Name _____ Telephone # _____

VISA/MC/AMEX/DISC# _____ Exp. Date ____/____/____ CVV _____

of Classes _____ @ \$25 each \$ _____ Signature _____

Email Address _____ (please print legibly)



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>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>REAL ESTATE PROFESSIONALS IN THE SAN FERNANDO AND SANTA CLARITA VALLEYS.</p>	
<p>2nd & 4th Wed. of Every Month South East Area</p> <p>IHOP 19100 Ventura Blvd, Tarzana, CA 91356</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>Black 'N Blue Lounge 24300 Town Center Dr. Ste. 110 Valencia, CA, 91355</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

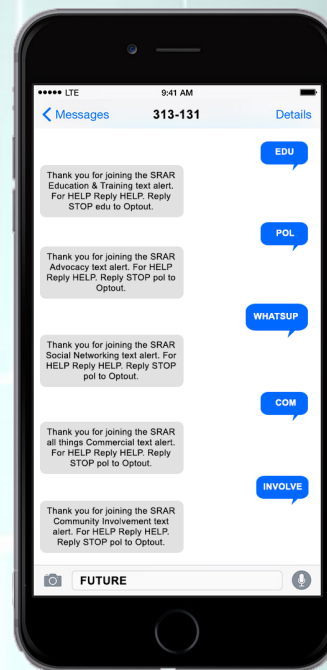
*Get updates & reminders straight to your phone
and stay in-the-know on all that is happening at
Southland Regional Association of REALTORS®*



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

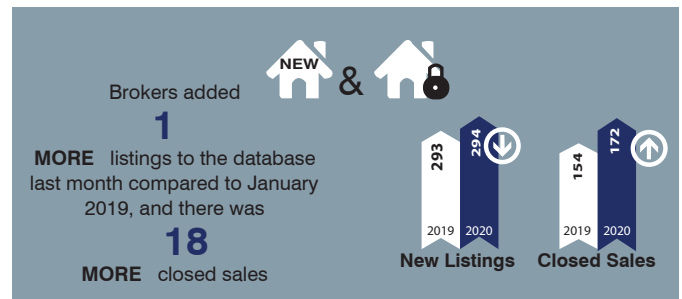
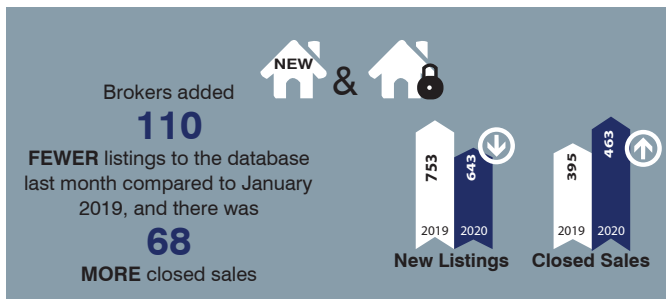
Market Snapshot (January 2020):



The median sale price for
single family homes
increased by
9.6%
from this time last year



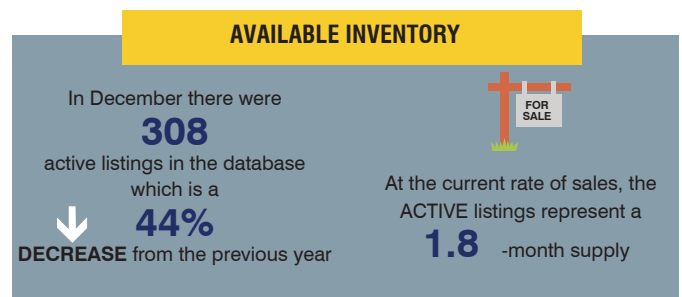
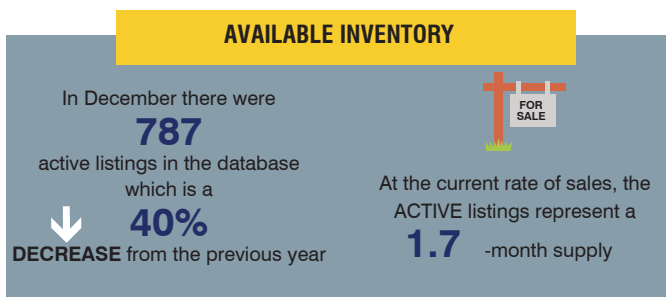
The median sale price for
single family homes
increased by
4.9%
from this time last year



The total dollar value of year
to date sales **increased**
\$55,000,000
from January 2019



The total dollar value of year
to date sales **increased**
\$18,500,000
from January 2019



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

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



	2015					2016					2017					2018					2019					2020				
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	LIST	SALES	\$ VOL MIL.	% SALES TO LIST						
JAN	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	1,186	867	594,524	73.1						
FEB	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	1,634	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	1,733	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	1,593	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	1,820	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	1,253	855.0	78.1										
JUL	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	1,695	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	1,437	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	1,145	1,185	795.2	82.0										
OCT	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	1,417	1,160	787.8	81.9										
NOV	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	983	1,060	721.2	107.8										
DEC	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	677	1,064	737.98	157.2										
TOTAL	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	17,005	13,086	8,792.5	76.9										
AVG. SALE PRICE			\$558,825				\$605,843									\$681,115				\$671,901										

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	70	112	79	89	123	473	409	882
TOTAL ACTIVE LISTINGS	70	124	97	93	173	557	716	1,273
AVERAGE DAYS ON MARKET	107	62	68	74	76	75	93	85
AVERAGE LIST PRICE IN THOUSANDS	683.0	1,619.7	2,038.4	1,007.4	2,399.7	1,714.9	823.6	1,213.6
MEDIAN LIST PRICE IN THOUSANDS	590.0	1,300.0	1,450.0	809.0	1,299.0	999.0	420.0	699.0
BOMS	19	12	9	16	17	73	73	146
AVERAGE BOM PRICE IN THOUSANDS	570.8	1,301.3	1,430.3	867.9	998.2	961.5	512.4	737.0
BOM TO SALE RATIO	38.0	18.8	19.6	20.3	19.5	22.4	22.3	22.4
EXPIRATIONS	5	13	12	8	14	52	69	121
PENDING SALES								
NEW ESCROWS OPENED	71	83	49	84	109	396	378	774
TOTAL YTD ESCROWS OPENED	71	83	49	84	109	396	378	774
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	37	35	38	38	42	38	61	49
NEW OPEN ESCROWS AVERAGE LIST PRICE	570.8	1,210.3	1,461.0	812.2	987.4	980.8	527.3	759.3
CLOSED SALES								
NEW ESCROWS CLOSED	50	64	46	79	87	326	327	653
TOTAL YTD ESCROWS CLOSED	50	64	46	79	87	326	327	653
VOLUME OF NEW SALE DOLLARS IN MILLIONS	28.052	67.8126	55.680	63.589	84.045	299.178	190.43724	489.615
VOLUME OF TOTAL YTD SALES IN MILLIONS	28.052	67.8126	55.680	63.589	84.045	299.178	190.437	489.615
AVERAGE SALE PRICE IN THOUSANDS	561.0	1,059.6	1,210.4	804.9	966.0	917.7	582.4	749.8
MEDIAN SALE PRICE IN THOUSANDS	549.9	815.0	875.0	729.0	870.0	740.0	415.0	625.0
COOP SALES	36	50	37	59	60	242	289	531
PERCENT OF COOP SALES	72.0	78.1	80.4	74.7	69.0	74.2	88.4	81.3
AVERAGE DAYS ON MARKET	42	49	41	42	41	51	46	
SALES AT LIST PRICE	37	41	18	44	41	181	171	352
PERCENT OF SALES AT LIST PRICE	74	64.1	39.1	55.7	47.1	55.5	52.3	53.9
SALES TO LISTING INVENTORY RATIO	71.4	51.6	47.4	84.9	50.3	58.5	45.7	51.3
FINAL SALE TO NEW LISTING RATIO	71.4	57.1	58.2	88.8	70.7	68.9	80.0	74.0
CLOSED SALES								
FORCLOSURE/REO	1	2	1	2	2	8	3	11
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	2	1	0	2	0	5	5	10
STANDARD	42	59	40	72	84	297	297	594
OTHER	5	2	5	3	1	16	21	37

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	17	49	35	24	45	170	134	304
TOTAL ACTIVE LISTINGS	26	59	54	32	59	230	200	430
AVERAGE DAYS ON MARKET	72	64	72	70	78	71	71	71
AVERAGE LIST PRICE IN THOUSANDS	422.5	630.1	452.9	478.9	596.8	535.5	593.3	562.4
MEDIAN LIST PRICE IN THOUSANDS	360.0	599.0	395.0	425.0	415.0	449.9	439.9	449.0
BOMS	8	8	11	3	11	41	14	55
AVERAGE BOM PRICE IN THOUSANDS	377.2	454.3	489.7	423.3	442.7	443.4	466.7	449.3
BOM TO SALE RATIO	36.4	25.8	42.3	11.5	34.4	29.9	18.2	25.7
EXPIRATIONS	3	6	5	3	4	21	15	36
PENDING SALES								
NEW ESCROWS OPENED	18	40	25	27	36	146	94	240
TOTAL YTD ESCROWS OPENED	18	40	25	27	36	146	94	240
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	43	36	59	46	39	43	57	49
NEW OPEN ESCROWS AVERAGE LIST PRICE	392.0	576.2	474.5	516.4	444.4	492.5	487.6	490.6
CLOSED SALES								
NEW ESCROWS CLOSED	22	31	26	26	32	137	77	214
TOTAL YTD ESCROWS CLOSED	22	31	26	26	32	137	77	214
VOLUME OF NEW SALE DOLLARS IN MILLIONS	8.195	18.9786	13.834	12.724	13.093	66.825	38.08424	104.909
VOLUME OF TOTAL YTD SALES IN MILLIONS	8.195	18.9786	13.834	12.724	13.093	66.825	38.084	104.909
AVERAGE SALE PRICE IN THOUSANDS	372.5	612.2	532.1	489.4	409.2	487.8	494.6	490.2
MEDIAN SALE PRICE IN THOUSANDS	340.0	560.0	385.0	453.0	385.0	420.0	425.0	423.0
COOP SALES	19	24	23	22	28	116	71	187
PERCENT OF COOP SALES	86.4	77.4	88.5	84.6	87.5	84.7	92.2	87.4
AVERAGE DAYS ON MARKET	40	52	43	44	43	44	43	
SALES AT LIST PRICE	17	14	12	11	15	69	34	103
PERCENT OF SALES AT LIST PRICE	77.3	45.2	46.2	42.3	46.9	50.4	44.2	48.1
SALES TO LISTING INVENTORY RATIO	84.6	52.5	48.1	81.3	54.2	59.6	38.5	49.8
FINAL SALE TO NEW LISTING RATIO	129.4	63.3	74.3	108.3	71.1	80.6	57.5	70.4
CLOSED SALES								
FORCLOSURE/REO	0	1	0	0	0	1	0	1
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	1	1
STANDARD	21	28	24	25	30	128	68	196
OTHER	1	2	2	1	2	8	8	16

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY 2020

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	16	5	62	23	8	37	5	62	218	55	273
TOTAL ACTIVE LISTINGS	33	18	55	21	10	35	5	58	235	101	336
AVERAGE DAYS ON MARKET	128	132	43	72	80	60	50	54	71	82	75
AVERAGE LIST PRICE IN THOUSANDS	659.3	1,516.5	670.7	748.9	1,139.3	735.8	907.0	831.4	815.2	581.7	745.0
MEDIAN LIST PRICE IN THOUSANDS	647.5	825.0	589.9	679.0	1,089.0	669.9	825.0	735.0	679.7	415.0	625.0
BOMS	1	2	3	7	1	4	0	4	22	13	35
AVERAGE BOM PRICE IN THOUSANDS	500.0	731.0	559.7	626.3	830.0	586.2	0.0	619.9	621.8	361.0	524.9
BOM TO SALE RATIO	11.1	100.0	12.5	63.6	14.3	12.5	0.0	13.8	18.6	37.1	22.9
EXPIRATIONS	1	0	4	2	1	5	0	1	14	9	23
PENDING SALES											
NEW ESCROWS OPENED	13	3	42	20	10	28	6	48	170	44	214
TOTAL YTD ESCROWS OPENED	13	3	42	20	10	28	6	48	170	44	214
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	100	225	59	46	61	36	48	42	54	50	53
NEW OPEN ESCROWS AVERAGE LIST PRICE	610.7	640.8	665.8	529.6	687.9	620.9	983.5	678.1	653.7	456.6	613.2
CLOSED SALES											
NEW ESCROWS CLOSED	9	2	24	11	7	32	4	29	118	35	153
TOTAL YTD ESCROWS CLOSED	9	2	24	11	7	32	4	29	118	35	153
VOLUME OF NEW SALE DOLLARS IN MILLIONS	5.224	1.0886	15.361	7.210	6.004	20.765	3.163	22.596	81.410	15.871	97.281
VOLUME OF TOTAL YTD SALES IN MILLIONS	5.224	1.0886	15.361	7.210	6.004	20.765	3.163	22.596	81.410	15.871	97.281
AVERAGE SALE PRICE IN THOUSANDS	580.4	543.8	640.0	655.4	857.7	648.9	790.7	779.2	689.9	453.5	635.8
MEDIAN SALE PRICE IN THOUSANDS	565.0	532.5	566.0	605.0	810.0	637.5	799.0	605.0	616.0	370.0	583.0
COOP SALES	7	2	20	11	6	26	4	22	98	32	130
PERCENT OF COOP SALES	77.8	100.0	83.3	100.0	85.7	81.3	100.0	75.9	83.1	91.4	85.0
AVERAGE DAYS ON MARKET	98	75	80	84	46	56	32	59	68	61	76
SALES AT LIST PRICE	6	0	14	4	2	12	3	15	56	20	76
PERCENT OF SALES AT LIST PRICE	66.7	0	58.3	36.4	28.6	37.5	75	51.7	47.5	57.1	49.7
SALES TO LISTING INVENTORY RATIO	27.3	11.1	43.6	52.4	70.0	91.4	80.0	50.0	50.2	34.7	45.5
FINAL SALE TO NEW LISTING RATIO	56.3	40.0	38.7	47.8	87.5	86.5	80.0	46.8	54.1	63.6	56.0
CLOSED SALES											
FORCLOSURE/REO	0	0	0	0	0	1	0	0	1	0	1
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	1	1	1	2
STANDARD	9	2	23	11	6	31	4	27	113	33	146
OTHER	0	0	1	0	1	0	0	1	3	0	4

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY 2020

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	0	0	14	1	18	15	1	27	76	8	84
TOTAL ACTIVE LISTINGS	0	0	23	1	13	9	1	26	73	16	89
AVERAGE DAYS ON MARKET	0	0	72	113	61	83	196	47	65	98	71
AVERAGE LIST PRICE IN THOUSANDS	0.0	0.0	407.9	479.0	360.0	433.6	399.0	554.2	455.5	594.5	480.5
MEDIAN LIST PRICE IN THOUSANDS	0.0	0.0	349.5	479.0	330.0	400.0	399.0	469.0	380.0	535.0	415.0
BOMS	0	0	5	0	1	1	0	10	17	1	18
AVERAGE BOM PRICE IN THOUSANDS	0.0	0.0	298.2	0.0	249.9	459.9	0.0	454.0	396.5	305.0	391.4
BOM TO SALE RATIO	0.0	0.0	25.0	0.0	11.1	20.0	0.0	52.6	31.5	14.3	29.5
EXPIRATIONS	0	0	0	0	0	1	0	0	1	0	1
PENDING SALES											
NEW ESCROWS OPENED	0	0	20	1	20	22	3	24	90	4	94
TOTAL YTD ESCROWS OPENED	0	0	20	1	20	22	3	24	90	4	94
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	0	0	53	14	21	23	39	34	32	47	33
NEW OPEN ESCROWS AVERAGE LIST PRICE	0.0	0.0	329.5	409.5	364.2	420.3	396.5	475.7	401.5	540.0	407.4
CLOSED SALES											
NEW ESCROWS CLOSED	0	0	20	0	9	5	1	19	54	7	61
TOTAL YTD ESCROWS CLOSED	0	0	20	0	9	5	1	19	54	7	61
VOLUME OF NEW SALE DOLLARS IN MILLIONS	0.000	0.0006	7.416	0.000	2.900	1.953	0.485	8.697	21.451	3.561	25.012
VOLUME OF TOTAL YTD SALES IN MILLIONS	0.000	0.0006	7.416	0.000	2.900	1.953	0.485	8.697	21.451	3.561	25.012
AVERAGE SALE PRICE IN THOUSANDS	0.0	0.0	370.8	0.0	322.2	390.6	485.0	457.7	397.2	508.7	410.0
MEDIAN SALE PRICE IN THOUSANDS	0.0	0.0	370.0	0.0	325.0	415.0	485.0	470.0	389.0	529.0	406.0
COOP SALES	0	0	18	0	7	5	0	13	43	7	50
PERCENT OF COOP SALES	0.0	0.0	90.0	0.0	77.8	100.0	0.0	68.4	79.6	100.0	82.0
AVERAGE DAYS ON MARKET	0	46	0	29	17	25	20	31	88	38	37
SALES AT LIST PRICE	0	0	14	0	4	4	0	12	34	3	37
PERCENT OF SALES AT LIST PRICE	0	0	70	0	44.4	80	0	63.2	63	42.9	60.7
SALES TO LISTING INVENTORY RATIO	0.0	0.0	87.0	0.0	69.2	55.6	100.0	73.1	74.0	43.8	68.5
FINAL SALE TO NEW LISTING RATIO	0.0	0.0	142.9	0.0	50.0	33.3	100.0	70.4	71.1	87.5	72.6
CLOSED SALES											
FORCLOSURE/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	20	0	8	5	1	18	52	7	59
OTHER	0	0	0	0	1	0	0	1	2	0	2



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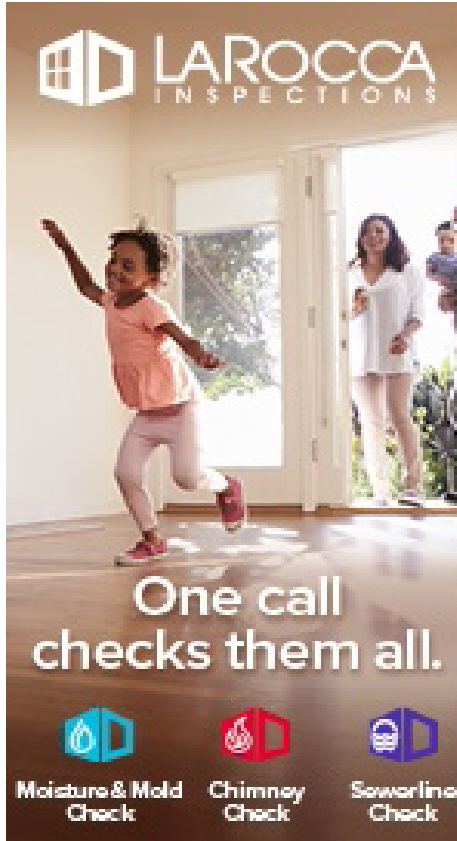
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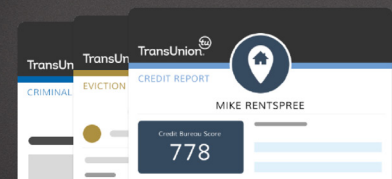
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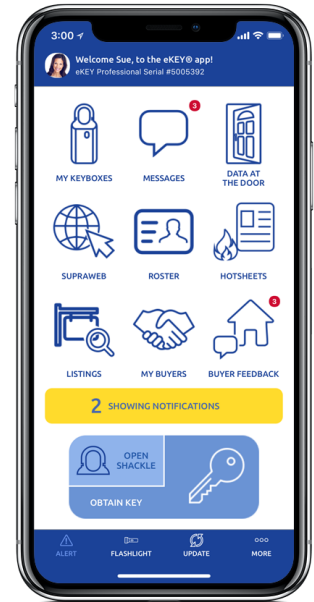
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