

August/September 2020

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

Vote ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓

2021 BOARD OF DIRECTORS ELECTION

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Vote ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓

BIAS OVERRIDE:



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THE FOLLOWING LINKS ARE PROVIDED FOR GENERAL INFORMATION: [NAR'S CORONAVIRUS: A GUIDE FOR REALTORS®](#), [CDC WEBSITE](#), [C.A.R. COVID UPDATES](#), [C.A.R. LEGAL UPDATE \(LOGIN REQUIRED\)](#), [C.A.R. HOUSING IMPACT PODCAST](#), [LOS ANGELES COUNTY](#), [LOS ANGELES CITY](#), [CITY OF SANTA CLARITA](#)

OUR NUMBER ONE CONCERN CONTINUES TO BE THE HEALTH AND SAFETY OF OUR MEMBERS AND STAFF. UPDATES WILL BE PROVIDED VIA WEBPAGE [SRAR.COM/CORONAVIRUS](https://srar.com/coronavirus).

Volume 100 • Issue 8

Realtors' Corner

SRAR Opens Online Real Estate Store

The San Fernando and Santa Clarita Valley offices of the Southland Regional Association of Realtors are closed until state and local orders regarding the coronavirus pandemic are lifted.

SRAR members should visit the NEW online real estate store, which carries a variety of items from Supra lockboxes, house signs and flags, to emergency supplies, such as shoe covers, PPE kits, and lots more. Currently, items are available for doordrop pickup; delivery or shipping are unavailable. For questions or assistance, please call Debbie Rodriguez at 818-947-2114, SFV, or Becky at 818-947-2294, SCV, during real estate store operating hours, which are listed online.

For other essential services to members, Realtors should send inquiries to the following departments by email:

- Education: education@srar.com • Membership: membership@srar.com
- MLS: mls@srar.com • MLS Violations: mlsviolations@srar.com
- Professional Standards: professionalstandards@srar.com

CRISNet Technical Support

SRAR is partnering with CRMLS to provide uninterrupted CRISNet Technical support. For service please call 800-925-1525

Hours of Operation:

Mon - Fri 8:30am - 9:00pm (English)

Sat - Sun 10:00am - 3:00pm

Mon - Fri 8:30am - 5:00pm (Spanish)

- Realtors also should go to the California Association of Realtors website CAR.org and the C.A.R.'s Coronavirus microsite at <https://www.carcovidupdates.org>

Online
REAL ESTATE
STORE

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ADVERTISING



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Sign up to get updates straight to your cell phone.

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

Text _____ to 313131

edu : educational classes, training and risk management

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

involve : community involvement and charity drives

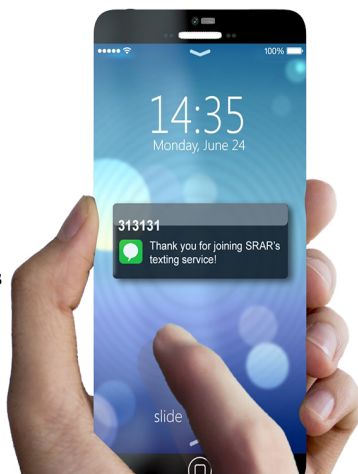
pol : updates on real estate issues, political events and receptions with local officials

future : leadership opportunities and committee involvement

com : commercial events and classes

whatsnew : new member services and benefits

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



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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2021 BOARD OF DIRECTORS ELECTION

Voting for the 2021/2022 SRAR Board of Directors will begin September 29, 2020 and remain open through NOON, Tuesday, October 13, 2020. Members will elect six (6) directors for a two-year term. Be sure to cast no more than 6 votes. Voting for more than 6 candidates will void the entire ballot. 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.



LOUISA HENRY
SLATE CANDIDATE

To make sure Realtors stay relevant and educated for our clients. Also to make changes in our Real Estate community as the board and members see fit to better our Profession. Also on a more personal note to work with the best in our profession and to learn from them, So that I may mentor new agents.



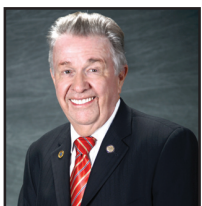
GINA UZUNYAN
SLATE CANDIDATE

My passion is Real Estate, when I'm not selling, I'm advocating & protecting for our profession. No matter how busy I am, I make time to assist my fellow Realtors and volunteer at SRAR. Having served on almost all standing committees, past SRAR Board of Director, served as Board of Director for CAR & NAR, Legislative Key Contact and SRAR's 2016 President, my experience puts me in a unique position to be of service for all our members. Experience counts, 32 plus years of being an active Realtor, Broker/Owner of a small Real Estate firm, specializing in selling, leasing not only residential but Multi-Unit, Commercial, land developments properties, owned & operated an escrow & mortgage company, all giving me understanding & prospective of the entire Real Estate industry. More than ever, we need capable leadership for Realtors to thrive, it will be my honor to receive your vote, thank you.



RANA LINKA
SLATE CANDIDATE

The Board of Directors is chosen annually representing 10,000 + SRAR members. We're a diverse group of real estate professionals from every part of the San Fernando Valley, Santa Clarita and close geographic areas. My 40 years+ as an Agent, Broker, Owner, Manager, Compliance Officer have served me well to serve you, the membership. No matter where you are selling, your needs are the same, knowing what's going on the local Economy, rules and laws, which politicians support real estate, helping Buyers attain the gift of home ownership or investments. Because you're reading our short bios and voting, you're active, involved, caring members of SRAR. Thanks for your involvement. This has been an unusual year because of the Corona Virus and because it's an Election Year. Exercise your right to vote here and in November and thank you! I promise to listen to your needs as a Realtor and to represent you at BOD.



GARY L WASHBURN
SLATE CANDIDATE

I would like to continue to put my experience as SRAR President (2018) and C.A.R. Regional Chair, Region 18, to work with the Board of Directors. Also I have extensive experience in local, state and federal government which I continue to bring to my work with SRAR!



LILIANA ALFONSO
SLATE CANDIDATE

The last almost 4 years have enriched my professional career and given me the opportunity to share valuable information with colleagues. We are stronger together when fighting an industry or advocacy issue. I enjoy getting my fellow Realtors excited about joining our efforts. This experience is rewarding and enriches me when we need to fight critical issues that threaten our industry. The BOD is the voice of our Association allowing me to share at our meetings the concerns of agents in the field. I also share ideas to improve and grow with technology and classes to elevate our profession. This year has been incredibly challenging for Real Estate and being SRAR is at the fore front to help Realtors learn a new way to do business. I would be humble to serve for another 2 years, it makes me a better Realtor and it is my way to pay it forward.



PATRICIA PETRALIA
SLATE CANDIDATE

I have been a Realtor member of SRAR since 1977. I began my service to the Association in 1992. Over the years I have served on almost every committee including Chair and /or Vice Chair or Liaison to Grievance, Pro Standards, Ethics and Arb, Govt Affairs, LCRC Trustees, Education as well as Foundation. Served as President of SRAR in 2010 and named Realtor of the Year in 2014. I am now the Responsible Broker for Remax One with over 350 agents in 12 offices. I continue to be active in Real Estate sales representing past clients and referrals. I believe I bring experience, knowledge and relevance with me which is critical when serving as a Director representing our membership. I appreciate your vote and the opportunity to serve again.



ALICE MCCAIN
SLATE CANDIDATE

As a Past President for two years, I believe I have a unique perspective and a lot of past experience to be a valuable contributor to the Board of Directors. I can see that we need a forward looking Board as changes are happening very rapidly. Our Members need good leadership and forward thinkers to be part of our new and changing marketplace. And our newer directors can profit from our knowledge and help to become the strength and leaders of the future.



FREDERICK TAZARTES
SLATE CANDIDATE

I have been a Realtor for over 14 years, in the time I have worked for 3 different Brokerages I started as an agent and progressed into management and compliance. I am involved with the MLS and Grievance committees and attend the SCV MLS meetings regularly. I would like to be involved with the Board as we enter some interesting times in Real Estate. My current company is involved with 4 different MLS Boards and it is interesting to see how each board is dealing with the current state of Real Estate. I would like to be part of the Board and they make decisions that will affect the future of SRAR and Real Estate in general. I believe that my current experience and my past experience of working for major financial institutions that were related to real estate would provide usefully for the board as we move forward.

2021 BOARD OF DIRECTORS ELECTION



MICHAEL REGILIO
SLATE CANDIDATE

As a licensed Broker with over 36 years in real estate my experience and involvement in our industry is why I remain committed and feel qualified to serve another term on the Board of Directors.

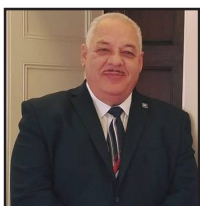
I possess a strong knowledge of the MLS system as well as other tools and products our members use daily. As an effective contributor of information and recommendations to the MLS Committee, CRMLS Operations Committee, and Board of Directors, I also consult and advise for Glide, zipForms and other products. Our industry is constantly changing and we need to embrace those changes for the benefit all members of our Association, the MLS, and the clients we serve. If elected back to the Board of Directors I will continue to gain and share knowledge while engaging our membership as I have done in previous years of service.



NANCY STARCZYK
SLATE CANDIDATE

My leadership in our business and Association makes me uniquely qualified to represent our membership, communities AND our industry as a whole. With my extensive community involvement I find that fellow Realtors defer to me and consult me on a regular basis to find out what is happening at our

local, state and federal levels. My political advocacy and as Chairman of the Chamber has placed me in front of our elected officials on a monthly basis. They have come to know me. This is an additional asset that qualifies me to be a good steward representing our industry. It is my hope that all the years of dedicated volunteering has made a difference for our membership. Over the years, I have recruited key players at SRAR and I will continue to promote the benefits of organized real estate. It is my firm belief I CAN still make a difference.



DAN TRESILLAS
SLATE CANDIDATE

I served as President of Southland Regional Association of REALTORS, Board of Directors for both SRAR and C.A.R. for the last 10 years, and been a Broker Associate since 1978. I've volunteered for just about every SRAR committee. I am humbled by the level of service that many of our Directors and staff contribute.

It is my desire to serve again and continue to be part of this great organization. I have 40+ years experience as a full time Realtor® with a wealth of working transactional experience. I can relate on every level in today's marketplace. Born and raised in the San Fernando Valley, attended San Fernando High School and CSUN (alumni), served in the Navy for 4 years as a hospital Corpsman attached to the Marine Corps at Camp Pendleton and later stationed overseas. I would appreciate your vote so that I can continue to give back to this great industry.



BOB KHALSA
SLATE CANDIDATE

I have served CAR, SRAR and SCV Division representing our membership's best interests at the transactional and legislative advocacy level. It's been a privilege to serve our Association on the BOD from 2013 to 2019, Grievance, Government Affairs, Commercial & Investment Division and Ethics & Arbitration Committees; as an Ethics

Advocate and Ombudsman; and as SCV Council member since 2009 including being its President in 2013 & 2015. I am also a CAR director and a CAR Ombudsman besides serving on various committees and holding leadership positions. My extensive experience in Residential, Commercial Real Estate and Property Management, enables me to take a comprehensive approach to real estate matters that affect Agents and Brokers in their business & livelihood especially in the COVID19 environment. An MBA Finance background gives me better oversight on our Association's financial health. Rest assured, I will continue to serve to the best of my abilities.

OWNERS SAY 'YIMBY' WHEN IT COMES TO ADU'S

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS

BY NANCY TROXELL CARNAHAN, PRESIDENT, AND DAVID WALKER

Before anyone even heard of Coronavirus — not even a year ago — the dire shortage of housing was the biggest crisis facing California: Accessory Dwelling Units won't solve that crisis, but they sure are making a difference.

More than 17,000 permits have been issued by the City of Los Angeles for ADU's and many more will come online soon.

ADU's are "creating more housing units and, more importantly, not destroying single-family neighborhoods," said Seth Phillips, who bills himself as "Mr. ADU."

"Virtually all ADU's are in back of the main house; you can barely see them from the street," Phillips said in a recent Zoom call organized by the Southland Regional Association of Realtors with more than 70 San Fernando and Santa Clarita Valley real estate company owners and brokers. "You couldn't tell the difference on most city streets."

"ADU's increase density," he said, "but in a very low impact way."

The local housing shortage is so huge, so dire, that government had to think outside the box for a very simple reason — supply was not coming

close to meeting demand.

Now, with the introduction of new rules that went into effect on Jan. 1, California is seeing a flood of ADU applications. And nationwide, because all major metropolitan areas have their own version of a housing crisis, a growing political and social movement is brewing, summed up as "YIMBY."

Yesterday's Not In My Back Yard opponents are today's "Yes In My Back Yard" advocates.

Phillips said 32 states now endorse creation of ADU's. Even Canada has embraced the ADU concept, where it has been very successful.

And Phillips along local leaders realize there is no better way, no cheaper way, to quickly add to the local housing stock.

Think about it. Owners of a home already have paid one of the largest bills in any development — they already own the land.

Now along come state and local governments and empty corners of backyards or unused garages are transformed into added income, which will keep more owners in their own homes as they age. The statewide law that went into effect Jan. 1 wiped away most local jurisdiction's objections. Now, if a local municipality is not complying, that city can be fined up to \$50,000 per day until they bring their ordinances in compliance with state law.

Cities are quickly rewriting local rules even as they watch what's going on in other jurisdictions

and see that ADU's generally appear to have a positive impact on society and housing.

Some cities that once were opposed, now are promoting ADU's.

And here's the big payoff for anyone who owns a home, a reason to jump on the ADU bandwagon, even if it means stretching budgets to make it happen.

"The law now says you can build up to two ADU's on any property," Phillips said. One of them has to be a Junior ADU, which could happen with the conversion of a garage.

Owners of multi-family properties have even more generous options.

"L.A. County is one of the best places for an ADU," Phillips said. "But keep in mind, it's complicated. Designing is complicated. Permitting is complicated. We're building homes, so it's complicated."

Yet even with those qualifiers, he thinks, in the end, it will become almost mandatory to develop ADU's.

"Without new owners coming into the market," he said, "real estate doesn't work, doesn't function properly. ADU's are definitely one of the solutions."

Realtors can get a "Quick Guide" on ADU's and a breakdown on the California accessory dwelling unit law as of Jan. 1 by going to <https://www.car.org/riskmanagement/tools/ADUs>

Bias Override:

OVERCOMING BARRIERS TO FAIR HOUSING

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

When it comes to enforcement of fair housing laws, the challenge often is to recognize and interrupt bad behavior when some people involved in a home sale may not even realize they are breaking a federal law.

Fifty-two years after passage of the Fair Housing Act — which bans all forms of housing discrimination — there's no doubt that unequal treatment continues. Just track the neighborhoods of any major American city to see the racial and ethnic divides.

A three-year investigation of 5,700 listings and 93 real estate agents' actions on Long Island, New York, and 240 hours of secretly recorded meetings, revealed the depth of the problem:

The probe launched by Newsday found widespread evidence of unequal treatment. It found agents steering based on race, and different treatment between people of color and whites, including requiring pre-approval letters or a driver's license from minority buyers, but nothing comparable from white buyers.

Yet how would a typical buyer even know they are being treated unfairly?

That is part of the puzzle Bryan Greene is trying to unpack as the director of fair housing policy for the National Association of Realtors.

The Harvard graduate served at the U.S. Dept. of Housing and Urban Development for 29 years, where he was the top career official overseeing enforcement of the federal Fair Housing Act. Greene spoke with 51 San Fernando and Santa Clarita Valley real estate brokers and company owners in a Monday Zoom call arranged by SRAR.

"I've done this work for 30 years and the Newsday video was the most telling representation of agent actions," Greene said. "Agents are trained not to steer, but it happens anyway."

"Many people said we need better training, but I said we need to go beyond that."

For starters, N.A.R. in January adopted the ACT Initiative, which emphasizes Accountability, Culture change, and Training to ensure that America's 1.4 million Realtors are protecting housing rights.

The approval of ACT already has yielded a 50-minute video — titled "Bias Override: Overcoming Barriers to Fair Housing". Created in partnership with the Perception Institute, it offers a primer on the thorny issues of fair housing, an opportunity to think about how discrimination happens.

"It's possible some people doing those things in the video may not know they're doing it," Greene said. "We need to do training to recognize discrimination when it's occurring."

But the Perception Institute video, while a great introductory tool, can't change imbedded bias in 50 minutes.

For that, N.A.R. is working with Ernst & Young to offer real estate companies simulation training, which would flesh out different scenarios, reviewing transactions from different perspectives.

"All of this is being developed right now," Greene said. "We're very excited. We need to recognize what goes on in a transaction, and interrupt bad behavior."

Plus, N.A.R. will work with leaders of companies on Long Island that were not implicated in the Newsday research.

"On Long Island, 12 companies were tested by pairs of trained testers," he said. "Ten of the 12 had findings against them. There are some companies doing things clean enough that they cannot be accused

of wrongdoing. We need to learn from those companies.

"In some ways," Greene said, "it speaks to how conscious you have to be. ... People assume they are doing the right thing."

But that's not the reality Newsday found — 49 percent of African Americans, 39 percent of Latinos, and 19 percent of Asians faced discrimination.

And, to complicate the task, many agents say they are unaware of any problems.

In a January survey of N.A.R. members, 8 percent said they had witnessed discrimination; 33 percent said they had not seen it, but believe it happens; and 49 percent said they had not seen evidence of disparate treatment and believed it does not happen.

That only a third acknowledge discrimination exists is daunting.

"Awareness is the issue," Greene said. "Even if an agent is intentionally discriminating, buyers don't have the benefit of knowing what's happening to other people. Only when you have testing can you determine if people were treated differently. ... We have a lot of work to do."

Fair Housing Declaration

Realtors agree to:

- Provide equal professional service without regard to the race, color, religion, gender (sex), disability (handicap), familial status, national origin, sexual orientation or gender identity of any prospective client, customer, or of the residents of any community.
- Keep informed about fair housing law and practices, improving client and customer opportunities and the Realtor's business.
- Develop advertising that welcomes everyone, no one is excluded
- Expand client and customer opportunities to see, buy, or lease property.
- Inform clients and customers about their rights and responsibilities under the fair housing laws by providing brochures and other information.
- Document efforts to provide professional service, which will assist real estate professionals in becoming a more responsive and successful Realtor.
- Refuse to tolerate non-compliance.
- Learn about those who are different and celebrate those differences.
- Take a positive approach to fair housing practices and aspire to follow the spirit as well as the letter of the law.





3rd Tuesday of Each Month
**Commercial Investment
Network Meeting**

Tuesday, August 18, 2020

8:00 am - 9:30 am

<http://srar.com/august18networking/>

Veronica Vos

Field Deputy for Councilman Bob Blumenthal



Housing for the Homeless in Los Angeles

We have a homeless problem in Los Angeles. We all know it. The question is how does that problem get fixed. There are plenty of suggestions, but what does the law say about it. What responsibility does the city have to fix the situation? What court cases have come about for this issue? What mandates are there and what time frames are there? Where are these people going to? Is the City building properties or buying or leasing available space? How can we as Brokers help the City and earn a commission. Don't miss this important social issue.

Register early: <http://srar.com/august18networking/>

Send PowerPoint Presentations to arnie@allstargroup.com

For additional information contact:

Brian J. Hatkoff, CCIM (818) 701-7789 or

Arnie Garfinkel (818) 532-7660



Wednesday, August 26, 2020 | 9:00am—12:00pm

EFFECTIVE COMMERCIAL LEASE AGREEMENTS



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

Sign-up online at: srar.com/CIclassAugust2020



NATIONAL
ASSOCIATION of
REALTORS®



2020
Commercial
Real
Estate
Education
Series

Class #8 of 11 in the 2020 CI Series



Bruce Hatkoff,
Esq.

- ♦ *Find Out If You Represent the Landlord or Tenant*
- ♦ *Determine Your Client's Needs*
- ♦ *Learn to Prepare a Contract*
- ♦ *Determine Who is Responsible for What*

All Classes Taught by Professional Practitioners are held via Zoom.
This class will not contribute to continuing education credits.
For More Information on The 2020 CI Series Visit: Commercial.SRAR.com

SAVE THE DATE!!

COMMERCIAL DAY 2020

“MAKE YOUR VOTE COUNT”

FIND OUT INFORMATION ON LEGISLATION THAT WILL
IMPACT COMMERCIAL REAL ESTATE

TUESDAY, SEPTEMBER 15, 2020

9:30AM - 12:30PM

VIRTUAL EVENT!

REGISTRATION COMING SOON

2020 COMMERCIAL & INVESTMENT DIVISION EDUCATION SERIES



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.



COMMERCIAL
Real Estate
NATIONAL
ASSOCIATION of
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Accredited
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2020
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Estate
Education
Series

Choose your class at: commercial.srar.com/events

Due to COVID-19, the SRAR's Commercial and Investment Division will be offering the remainder of the 2020 classes for free. While The ABC's of Commercial Real Estate and Introduction to Leasing are always free, all other classes are normally in-person and \$25.00. All classes require registration found under the calendar at: srar.com/events. Take 5 or more classes to get a Certificate of Completion in early 2021. Classes do NOT contribute to continuing education credits.

The remaining C&I Division classes will be taught via Zoom and pre-registration is required. Classes are taught on Wednesdays from either 9am-10:30am or 9am-12pm. Click Here.

The ABC's of Commercial Real Estate

January 22, 2020

Introduction to Leasing

January 29, 2020

Effective Commercial Purchase Agreements

February 19, 2020

Overview of Commercial Real Estate Analysis

March 4, 2020 / July 1, 2020 / October 21, 2020

Keys to Financing Commercial Real Estate

April 8, 2020

Deferring Capital Gains Through 1031 Exchange

May 6, 2020

Realtors Property Resource Overview (RPR)

May 27, 2020

Tax and Legal Impact on Real Estate

July 29, 2020

Effective Commercial Lease Agreements

August 26, 2020

Due Diligence in Commercial Real Estate Transactions

September 23, 2020

Property Management for Investment Real Estate

November 18, 2020

Statistics

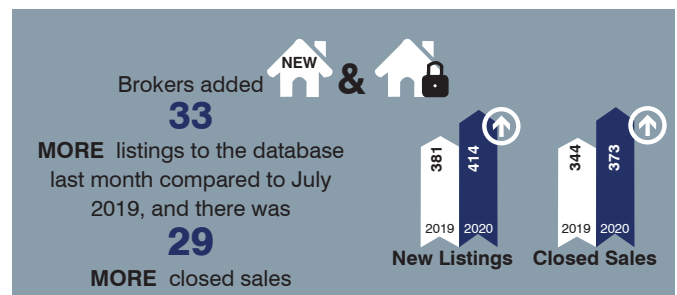
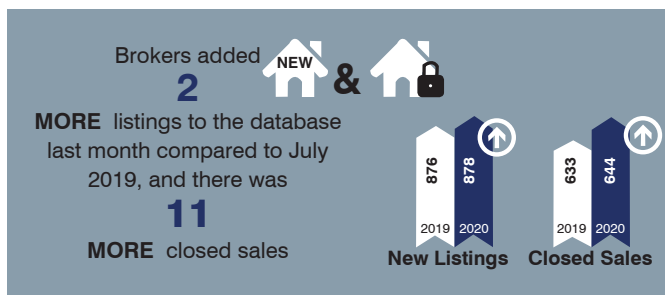
Market Snapshot (July 2020):



The median sale price for
single family homes
increased by
8.8%
from this time last year



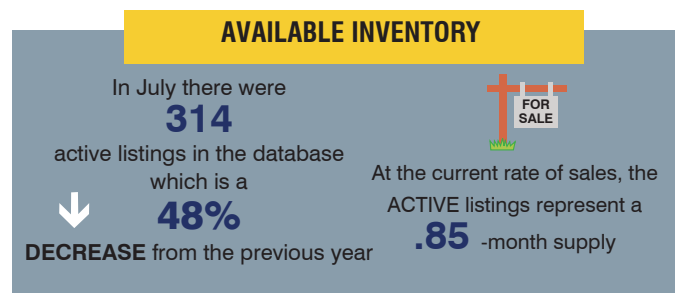
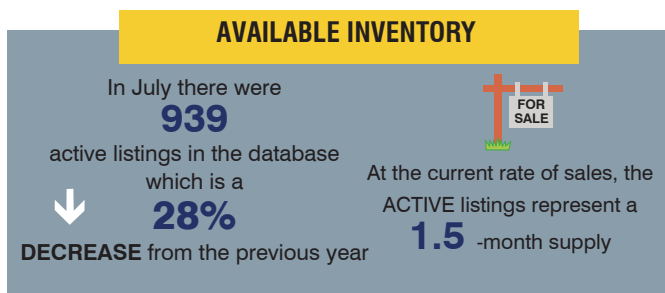
The median sale price for
single family homes
increased by
5.6%
from this time last year



The total dollar value of
to date sales **decreased**
\$431,780,000
from July 2019



The total dollar value of
to date sales **decreased**
\$58,582,000
from July 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

RESIDENTIAL PROPERTIES LISTED

1,545

JULY 2020 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,441

RESIDENTIAL PROP. ESCROW CLOSED

1,221

ACTIVE INVENTORY

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	100	193	188	245	878	667	1,545
TOTAL ACTIVE LISTINGS	99	172	138	288	939	722	1,722
AVERAGE DAYS ON MARKET	74	52	49	73	62	80	70
AVERAGE LIST PRICE IN THOUSANDS	655.1	1,406.3	884.9	1,840.8	1,379.4	1,994.8	1,659.2
MEDIAN LIST PRICE IN THOUSANDS	574.5	1,169.0	740.0	1,099.0	850.0	610.0	750.0
BOMS	25	33	55	81	232	171	403
AVERAGE BOM PRICE IN THOUSANDS	535.2	1,317.2	813.6	1,158.4	1,002.2	670.4	861.4
BOM TO SALE RATIO	28.1	28.7	37.4	49.7	36.0	29.6	33.0
EXPIRATIONS	4	19	10	12	61	52	113

PENDING SALES

NEW ESCROWS OPENED	103	134	197	234	806	635	1,441
TOTAL YTD ESCROWS OPENED	539	686	842	970	3,627	3,265	6,892
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	29	30	32	34	32	40	35
NEW OPEN ESCROWS AVERAGE LIST PRICE	567.0	1,149.0	797.0	1,152.9	973.4	599.5	808.6

CLOSED SALES

NEW ESCROWS CLOSED	89	115	147	163	644	577	1,221
TOTAL YTD ESCROWS CLOSED	489	624	723	826	3,174	2,864	6,038
VOLUME OF NEW SALE DOLLARS IN MILLIONS	48.725	129.1296	115.460	155.591	596.886	322.68424	919.570
VOLUME OF TOTAL YTD SALES IN MILLIONS	263.619	631.4796	536.828	731.688	2,687.273	1,554.959	4,242.232
AVERAGE SALE PRICE IN THOUSANDS	547.5	1,122.9	785.4	984.5	926.8	559.2	753.1
MEDIAN SALE PRICE IN THOUSANDS	550.0	830.0	735.0	799.0	728.5	440.0	610.0
COOP SALES	68	105	110	144	560	514	1,074
PERCENT OF COOP SALES	76.4	91.3	90.5	88.3	87.0	89.1	88.0
AVERAGE DAYS ON MARKET	36	28	26	34	32	37	34
SALES AT LIST PRICE	68	60	71	84	385	343	728
PERCENT OF SALES AT LIST PRICE	76.4	52.2	69.4	51.5	59.4	59.4	59.6
SALES TO LISTING INVENTORY RATIO	89.9	47.5	106.5	75.6	68.6	73.7	70.9
FINAL SALE TO NEW LISTING RATIO	89.0	59.6	78.2	66.5	73.3	86.5	79.0

CLOSED SALES

FORCLOSURE/REO	0	0	4	0	5	9	14
SELLER CONCESSIONS	0	0	0	0	0	0	0
SHORT SALE	1	0	0	0	3	6	6
STANDARD	85	106	137	156	605	542	1,147
OTHER	3	9	6	7	31	23	54

SELLING PRICE RANGE

AVG. SELL TIME	ACTIVE NO. LISTINGS	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	17	2	4
100,000 TO 109,999	0	0	0
110,000 TO 119,999	0	0	0
120,000 TO 129,999	56	6	3
130,000 TO 139,999	122	11	3
140,000 TO 149,999	55	13	9
150,000 TO 159,999	91	14	10
160,000 TO 169,999	57	43	26
170,000 TO 179,999	43	59	31
180,000 TO 189,999	45	75	27
190,000 TO 199,999	37	93	22
200,000 TO 209,999	44	70	22
210,000 TO 219,999	23	70	22
220,000 TO 229,999	33	84	29
230,000 TO 239,999	33	70	25
240,000 TO 249,999	24	70	25
250,000 TO 259,999	29	97	26
260,000 TO 269,999	29	153	67
270,000 TO 279,999	22	139	68
280,000 TO 289,999	33	108	39
290,000 TO 299,999	26	58	21
300,000 TO 309,999	39	412	104
310,000 TO 319,999	46	212	44
TOTALS	34	1722	543

LISTINGS

8,837

2020 RMLS TOTAL - \$ VOLUME

\$4,242,232,000

SALES

6,038

EN: Arleta, Kagal Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar ES: Cahuenga Pass, Lake Hollywood, North Hollywood, Sherman Oaks, Studio City, Toluca Lake, Valley Glen, Valley Village, Van Nuys

CS: Encino, Lake Balboa, Reseda, Tarzana, Van Nuys WN: Chatsworth, Mission Hills, North Hills, Northridge WS: Bell Canyon, Calabasas, Canoga Park, Hidden Hills, Monte Nido, West Hills, Winnetka, Woodland Hills

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS



	2015					2016					2017					2018					2019					2020				
	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	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	594.5	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	1,231	775	535.3	63.0						
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	1,163	1,007	683.8	86.6						
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	878	456	480.7	78.5						
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	1,279	620	422.5	48.5						
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	1,398	929	645.8	87.0						
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	1,545	1,221	919.5	88.0						
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					\$636,060				\$681,115				\$671,901											

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JULY 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	79	134	105	158	191	667	498	1,165
TOTAL ACTIVE LISTINGS	79	172	114	104	220	689	567	1,256
AVERAGE DAYS ON MARKET	67	55	64	47	70	61	85	72
AVERAGE LIST PRICE IN THOUSANDS	708.1	1,705.9	1,814.3	997.9	2,197.9	1,659.7	2,475.4	2,027.9
MEDIAN LIST PRICE IN THOUSANDS	595.0	1,399.0	1,199.0	810.0	1,250.0	1,125.0	649.9	889.0
BOMS	19	25	29	41	60	174	132	306
AVERAGE BOM PRICE IN THOUSANDS	580.0	1,555.9	1,155.7	864.2	1,357.0	1,151.1	708.4	960.1
BOM TO SALE RATIO	33.3	33.3	31.9	32.5	48.0	36.7	28.2	32.5
EXPIRATIONS	4	16	10	8	12	50	37	87
PENDING SALES								
NEW ESCROWS OPENED	75	94	99	165	186	619	499	1,118
TOTAL YTD ESCROWS OPENED	400	458	415	682	727	2,682	2,608	5,290
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	30	32	28	33	35	32	40	36
NEW OPEN ESCROWS AVERAGE LIST PRICE	608.8	1,398.0	1,261.1	833.3	1,319.3	1,106.3	616.9	887.9
CLOSED SALES								
NEW ESCROWS CLOSED	57	75	91	126	125	474	468	942
TOTAL YTD ESCROWS CLOSED	363	412	353	578	613	2,319	2,287	4,606
VOLUME OF NEW SALE DOLLARS IN MILLIONS	34.181	101.9536	129.696	104.521	132.161	502.512	263.93424	766.446
VOLUME OF TOTAL YTD SALES IN MILLIONS	212.426	501.5046	447.140	461.261	628.154	2,250.484	1,276.194	3,526.678
AVERAGE SALE PRICE IN THOUSANDS	599.7	1,359.4	1,425.2	829.5	1,057.3	1,060.2	564.0	813.6
MEDIAN SALE PRICE IN THOUSANDS	570.0	1,040.0	900.0	765.0	850.0	800.0	430.0	660.0
COOP SALES	47	66	75	115	109	412	416	828
PERCENT OF COOP SALES	82.5	88.0	82.4	91.3	87.2	86.9	88.9	87.9
AVERAGE DAYS ON MARKET	32	32	25	34	30	38	34	32
SALES AT LIST PRICE	46	37	46	87	62	278	275	553
PERCENT OF SALES AT LIST PRICE	80.7	49.3	50.5	69	49.6	58.6	58.8	58.7
SALES TO LISTING INVENTORY RATIO	72.2	43.6	79.8	121.2	56.8	68.8	82.5	75.0
FINAL SALE TO NEW LISTING RATIO	72.2	56.0	86.7	79.7	65.4	71.1	94.0	80.9
CLOSED SALES								
FORCLOSURE/REO	0	0	1	4	0	5	8	13
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	2	0	0	2	3	5
STANDARD	54	70	82	117	119	442	440	882
OTHER	3	5	6	5	6	25	17	42

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JULY 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	21	59	47	30	54	211	169	380
TOTAL ACTIVE LISTINGS	20	70	58	34	68	250	216	466
AVERAGE DAYS ON MARKET	100	45	55	53	84	64	66	65
AVERAGE LIST PRICE IN THOUSANDS	445.5	670.1	535.1	539.1	685.4	607.2	733.2	665.6
MEDIAN LIST PRICE IN THOUSANDS	414.0	600.0	429.5	469.0	499.0	499.0	540.0	519.0
BOMS	6	8	9	14	21	58	39	97
AVERAGE BOM PRICE IN THOUSANDS	393.3	571.5	396.7	665.4	590.9	555.6	541.7	550.0
BOM TO SALE RATIO	18.8	20.0	23.1	66.7	55.3	34.1	35.8	34.8
EXPIRATIONS	0	3	6	2	0	11	15	26
PENDING SALES								
NEW ESCROWS OPENED	28	40	39	32	48	187	136	323
TOTAL YTD ESCROWS OPENED	139	228	175	160	243	945	657	1,602
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	23	24	41	27	28	29	41	34
NEW OPEN ESCROWS AVERAGE LIST PRICE	454.9	563.9	526.2	609.7	508.0	533.2	535.7	534.3
CLOSED SALES								
NEW ESCROWS CLOSED	32	40	39	21	38	170	109	279
TOTAL YTD ESCROWS CLOSED	126	212	159	145	213	855	577	1,432
VOLUME OF NEW SALE DOLLARS IN MILLIONS	14.545	27.1776	18.284	10.938	23.431	94.374	58.74924	153.124
VOLUME OF TOTAL YTD SALES IN MILLIONS	51.193	129.9756	76.538	75.568	103.514	436.788	278.765	715.553
AVERAGE SALE PRICE IN THOUSANDS	454.5	679.4	468.8	520.9	616.6	555.1	539.0	548.8
MEDIAN SALE PRICE IN THOUSANDS	445.0	620.0	410.0	485.0	470.0	485.0	479.0	483.0
COOP SALES	21	39	35	18	35	148	98	246
PERCENT OF COOP SALES	65.6	97.5	89.7	85.7	92.1	87.1	89.9	88.2
AVERAGE DAYS ON MARKET	43	41	33	34	36	33	35	39
SALES AT LIST PRICE	22	23	25	15	22	107	68	175
PERCENT OF SALES AT LIST PRICE	68.8	57.5	64.1	71.4	57.9	62.9	62.4	62.7
SALES TO LISTING INVENTORY RATIO	160.0	57.1	67.2	61.8	55.9	68.0	50.5	59.9
FINAL SALE TO NEW LISTING RATIO	152.4	67.8	83.0	70.0	70.4	80.6	64.5	73.4
CLOSED SALES								
FORCLOSURE/REO	0	0	0	0	0	0	1	1
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	1	0	0	0	0	1	0	1
STANDARD	31	36	39	20	37	163	102	265
OTHER	0	4	0	1	1	6	6	12

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JULY 2020

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	19	9	44	24	21	79	19	66	281	66	347
TOTAL ACTIVE LISTINGS	21	10	40	20	17	45	12	58	223	67	290
AVERAGE DAYS ON MARKET	62	134	81	83	79	36	43	56	64	81	68
AVERAGE LIST PRICE IN THOUSANDS	669.8	1,089.5	803.1	813.8	909.8	754.7	856.7	872.5	823.6	789.6	815.8
MEDIAN LIST PRICE IN THOUSANDS	610.0	1,150.0	640.0	560.0	649.9	675.0	879.9	739.9	699.0	600.0	695.0
BOMS	6	1	19	11	7	19	11	27	101	17	118
AVERAGE BOM PRICE IN THOUSANDS	674.5	1,165.0	663.5	652.1	924.0	659.8	859.1	775.6	736.5	496.0	701.9
BOM TO SALE RATIO	30.0	20.0	38.0	37.9	53.8	28.8	122.2	33.8	37.1	32.7	36.4
EXPIRATIONS	3	1	3	0	2	2	0	2	13	4	17
PENDING SALES											
NEW ESCROWS OPENED	21	7	47	25	26	81	19	81	307	76	383
TOTAL YTD ESCROWS OPENED	92	35	284	140	93	323	57	397	1,421	349	1,770
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	119	27	40	44	31	19	27	27	35	30	34
NEW OPEN ESCROWS AVERAGE LIST PRICE	661.3	681.7	624.6	628.4	852.3	681.1	886.6	757.1	714.1	487.1	669.0
CLOSED SALES											
NEW ESCROWS CLOSED	20	5	50	29	13	66	9	80	272	52	324
TOTAL YTD ESCROWS CLOSED	83	28	245	123	70	258	39	346	1,192	291	1,483
VOLUME OF NEW SALE DOLLARS IN MILLIONS	13.787	3.9326	32.715	18.814	9.178	43.969	8.312	60.253	190.960	25.99224	216.952
VOLUME OF TOTAL YTD SALES IN MILLIONS	51.793	19.9946	159.472	75.505	48.702	168.833	35.033	251.044	810.374	133.660	944.034
AVERAGE SALE PRICE IN THOUSANDS	689.3	786.4	654.3	648.7	706.0	666.2	923.5	753.2	702.1	499.9	669.6
MEDIAN SALE PRICE IN THOUSANDS	700.0	825.0	580.0	633.0	650.0	640.0	840.0	710.0	665.0	389.0	640.0
COOP SALES	19	4	47	25	12	62	9	66	244	50	294
PERCENT OF COOP SALES	95.0	80.0	94.0	86.2	92.3	93.9	100.0	82.5	89.7	96.2	90.7
AVERAGE DAYS ON MARKET	143	38	37	50	28	27	29	42	34	41	214
SALES AT LIST PRICE	10	2	39	21	6	47	7	44	176	38	214
PERCENT OF SALES AT LIST PRICE	50	40	78	72.4	46.2	71.2	77.8	55	64.7	73.1	66
SALES TO LISTING INVENTORY RATIO	95.2	50.0	125.0	145.0	76.5	146.7	75.0	137.9	122.0	77.6	111.7
FINAL SALE TO NEW LISTING RATIO	105.3	55.6	113.6	120.8	61.9	83.5	47.4	121.2	96.8	78.8	93.4
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	1	0	0	0	0	1	0	1
STANDARD	19	5	50	27	13	64	9	80	267	50	317
OTHER	1	0	0	1	0	2	0	0	4	0	6

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JULY 2020

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	0	0	25	2	21	27	3	55	133	11	144
TOTAL ACTIVE LISTINGS	0	0	22	1	11	20	4	33	91	20	111
AVERAGE DAYS ON MARKET	0	0	69	14	52	32	67	29	44	80	50
AVERAGE LIST PRICE IN THOUSANDS	0.0	0.0	457.1	789.9	373.2	429.9	443.5	556.7	480.2	762.3	531.0
MEDIAN LIST PRICE IN THOUSANDS	0.0	0.0	390.0	789.9	369.0	435.0	430.0	519.0	439.0	649.9	459.0
BOMS	0	0	13	0	6	5	3	13	40	5	45
AVERAGE BOM PRICE IN THOUSANDS	0.0	0.0	407.6	0.0	432.3	428.0	465.3	509.4	451.3	543.2	461.5
BOM TO SALE RATIO	0.0	0.0	54.2	0.0	31.6	26.3	75.0	39.4	39.6	45.5	40.2
EXPIRATIONS	0	0	2	0	0	0	1	3	6	1	7
PENDING SALES											
NEW ESCROWS OPENED	0	0	28	3	26	16	6	49	128	11	139
TOTAL YTD ESCROWS OPENED	1	1	132	10	106	98	27	219	594	52	646
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	0	0	31	36	28	9	18	23	24	36	25
NEW OPEN ESCROWS AVERAGE LIST PRICE	0.0	0.0	393.5	305.0	390.4	437.7	465.0	506.1	442.8	651.1	459.3
CLOSED SALES											
NEW ESCROWS CLOSED	0	1	24	1	19	19	4	33	101	11	112
TOTAL YTD ESCROWS CLOSED	1	1	121	7	87	83	21	182	503	43	546
VOLUME OF NEW SALE DOLLARS IN MILLIONS	0.000	0.9506	9.089	0.331	6.877	8.743	1.839	16.454	44.283	5.22724	49.509
VOLUME OF TOTAL YTD SALES IN MILLIONS	0.765	0.9506	44.482	2.626	30.507	36.408	9.426	86.286	211.450	21.286	232.735
AVERAGE SALE PRICE IN THOUSANDS	0.0	950.0	378.7	331.0	362.0	460.2	459.8	498.6	438.4	475.2	442.0
MEDIAN SALE PRICE IN THOUSANDS	0.0	950.0	350.0	331.0	335.0	444.0	450.0	485.0	427.0	490.0	427.0
COOP SALES	0	0	23	1	17	18	4	30	93	10	103
PERCENT OF COOP SALES	0.0	0.0	95.8	100.0	89.5	94.7	100.0	90.9	92.1	90.9	92.0
AVERAGE DAYS ON MARKET	0	27	79	34	29	34	30	30	38	31	77
SALES AT LIST PRICE	0	0	19	0	15	14	1	22	71	6	68.8
PERCENT OF SALES AT LIST PRICE	0	0	79.2	0	78.9	73.7	25	66.7	70.3	54.5	68.8
SALES TO LISTING INVENTORY RATIO	0.0	0.0	109.1	100.0	172.7	95.0	100.0	100.0	111.0	55.0	100.9
FINAL SALE TO NEW LISTING RATIO	0.0	0.0	96.0	50.0	90.5	70.4	133.3	60.0	75.9	100.0	77.8
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	1	24	1	18	19	4	32	99	11	110
OTHER	0	0	0	0	1	0	0	1	2	0	2



	2015				2016				2017				2018				2019				2020			
	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	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	357	214	122.293	59.9
FEB	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	388	267	145.9	68.8
MAR	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	354	320	184.0	90.4
APR	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	282	274	157.7	97.2
MAY	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	433	203	113.7	89.7
JUNE	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	388	325	191.4	86.2
JUL	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	491	436	266.4	91.1
AUG	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	415	368	167.2	88.7	480	406	201.2	84.6	462	401	211.4	86.8	431	308	168.6	53.6	404	335	186.2	82.9				
OCT	372	358	161.1	96.2	384	367	180.9	95.6	361	374	195.5	103.6	407	312	164.5	76.7	325	330	191.1	101.5				
NOV	300	286	127.7	95.3	279	353	173.4	126.5	327	326	171.3	99.7	310	328	177.6	105.8	271	312	174.2	115.1				
DEC	220	403	175.2	183.2	232	345	169.9	148.7	210	373	196.4	177.6	204	261	142.4	127.9	170	326	191.38	191.8				
TOTAL	5,197	4,242	1,961.5	81.6	5,314	4,041	2132.8	76.0	5,277	4,581	2,503.9	86.8	5,319	4,085	2,213.6	76.1	4,813	4,083	2,259.5	84.8				
AVG. SALE PRICE		\$462,399				\$527,790				\$546,583				\$541,884				\$553,392						

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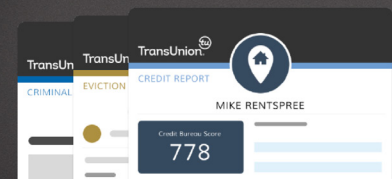
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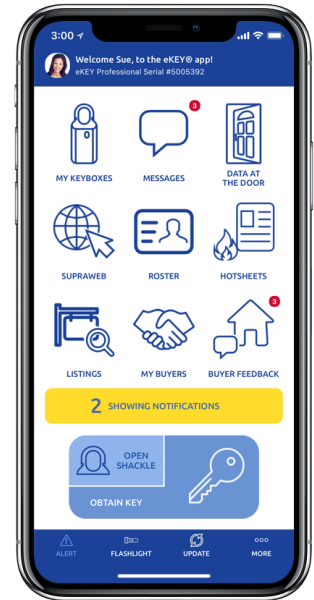


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