

June/July 2021

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

L.A. County, City

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Volume 101 • Issue 6

REALTOR POLITICAL ACTION COMMITTEE (RPAC) HALL OF FAME



NEWEST INDUCTEE FOR 2020
SHARON BARRON

REALTOR POLITICAL ACTION COMMITTEE (RPAC) HALL OF FAME



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REALTOR® REPORT

The Official Publication of SRAR

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OPEN HOUSES ALLOWED, WITH PRECAUTIONS

BY DIANE SYDELL, PRESIDENT, AND DAVID WALKER SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Open house showings of residential and commercial properties listed for sale are now allowed in the County and City of Los Angeles, although these events still must follow updated pandemic health safety protocols.

Late in the evening of May 14, the L.A. County Department of Public Health posted an updated order. L.A. City has aligned with county rules.

The revised rules also apply to related real estate services, such as appraisals and home inspections.

The guidelines suggest that viewings, whenever possible, be conducted virtually.

But if a virtual viewing is not feasible, the viewing may be done by appointment or by open house, following the most current county protocol for informal social gatherings, as explained in Appendix CC of the order.

An open house also must follow the most current county or city protocols for social distancing as defined in appendix A of the county's order.

Maintaining social distancing rules for showings, including open houses, are somewhat relaxed under the new social gatherings guidelines, although attendees should maintain a six-foot distance between members of different households while at an open house. Wearing a face mask is still required, especially in gatherings of unrelated people.

Open houses also are subject to capacity limitations depending on the tier of the county where the house is located. Los Angeles County is in the least restrictive yellow tier.

Cleaning requirements have been updated to reflect updated CDC cleaning guidance.

New rules include updated language related to screening of fully vaccinated employees.

The revised rules also allow onsite food and drink consumption in designated dining areas with safety modifications.

Please be sure to refer to local guidelines, which may vary from jurisdiction to jurisdiction.

Under the new rules, there will still be

a sign-in requirement on site.

The new PSI — Property Sign-In — form can be used for this purpose, according to the California Association of Realtors.

However, Realtors can still use a PEAD instead of the on-site sign-in if that is preferable.

Be sure to check C.A.R.'s new "Quick Guide" for details.

The statewide Association has simplified and shortened the Rules of Entry (PRE), the Prevention Plan (BPPP), and the Property Sign-in form as an alternative to PEADs.

There also is an addendum to the listing agreement — LOHA — reflecting the changed protocols. This form is necessary if

the parties had previously signed the RLA-CAA, which did not allow for open houses.



New listings should also include this addendum if the listing broker wants to hold open houses.

The PEADS have been combined and simplified into one shorter PEAD-ALL form that is available if members prefer to use it instead of on-site sign-in protocols.

The newly revised forms will all be available on zipForm as soon as possible.

In the interim, a PDF of each of these is available from C.A.R.'s website. Members may still use the current forms that are on zipForm if they choose until the new ones are released.

Further announcements impacting real estate will be provided as quickly as possible. Updates are available at via SRAR's website srar.com/coronavirus.

Interest Rate Update

National average as reported by Freddie Mac on:



MAY 13

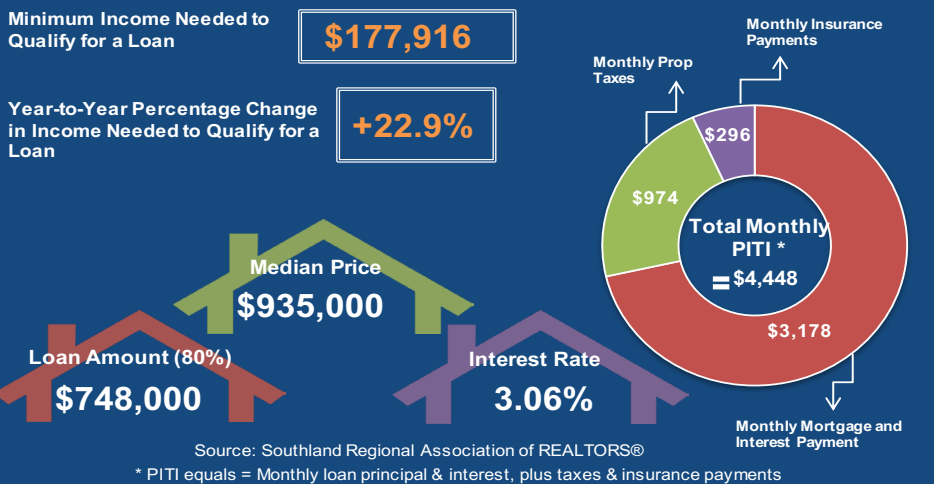
30-Yr FRM — 2.94 percent
15-Yr FRM — 2.26 percent

MAY 6

30-Yr FRM — 2.96 percent
15-Yr FRM — 2.3 percent

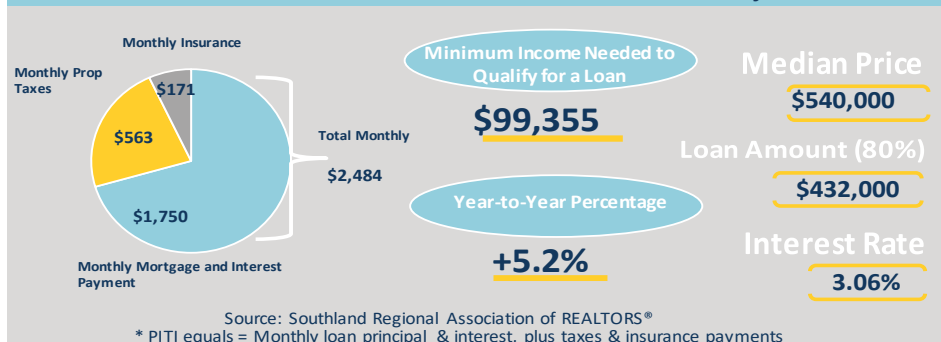
Income-to-Loan Guide

Single-Family Homes — APRIL — San Fernando Valley



Income-to-Loan Guide

Condominiums — APRIL — San Fernando Valley



FAIR HOUSING: RETRAINING OUR BRAIN

BY DIANE SYDELL, PRESIDENT, AND DAVID WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Implicit bias is insidious. It is invisible to the people it hurts, except for a nagging feeling that something changed, that they've been dismissed, disregarded, disrespected.

"On the phone, the agent is nice," said Alexia Smokler. "But it changes when you meet in the office, if you're black or gay" or being discriminated against for a myriad of inexplicable reasons.

"Our goal in implicit bias training is for people to feel the hardship it causes in people's lives," she said. "We ask people to open their heart, and open their eyes, and change their biases."

Smokler is the senior policy representative for Fair Housing at the National Association of Realtors. NAR is striving to atone for decades of explicit bias where people of color could not buy a home, get a loan, or pick and choose where they wanted to live.

She and Amanda Byun, senior counsel at the California Association of Realtors, recently lead a fair housing zoom session with

44 attendees from the Southland Regional Association of Realtors. NAR has formally apologized for past transgressions and its support for now outlawed practices like redlining and racially restrictive covenants.

The nationwide association of 1.4 million Realtors has launched an aggressive education, accountability, and training program that includes development of on-line sessions, with the most recent tool called Fairhaven: a Fair Housing Simulation.

"It's a new approach. There's nothing like it out there," Smokler said. "We want to teach the substance of the law, but also move people. ... We want to give Realtors a chance to practice in scenarios that feel real, to put the learner in the position of a client who is stopped from buying a home."

The goal is for participants to come out of this experience seeing the world a little differently.

"Feedback has been overwhelmingly positive," she said. "Participants say it opened their eyes, gave them tools, gave them motivation to stand up for their clients."

"We're very proud of what we've accomplished here," Smokler said.

The training sessions, which individuals do at their own pace, also enable office managers to craft standard policies specifically designed to "treat everyone the same."

Smokler said real estate professionals

should "let the client lead, ... educate clients on their fair housing obligations, because clients can be held liable under the fair housing act, too."

And, while it's illegal and harmful to individuals to discriminate, the professional real estate community has realized that it's also simply bad business practice to turn prospective buyers away.

Morgan Stanley in a recent study found racial inequality in housing is exacting a major economic toll in the U.S. The Wall Street firm estimated that the lack of access to homeownership has cost nearly 800,000 jobs, \$400 billion in tax revenue and kept nearly five million people from owning homes.

That's why the real estate community is pushing for better access to financing and supports alternative credit scoring models that provide a more comprehensive view of a household's finances.

"First, do no harm," Smokler said. "Second, repair any harm."

The nation has come a long way since passage in 1968 of the Fair Housing Act. Yet discriminatory practices remain and much needs to be done.

With today's initiatives, Realtors have a chance to make amends, to be the change.

HOUSING NEEDED TO CLOSE EQUITY GAP

The California Association of Realtors, the California Building Industry Association, and Habitat for Humanity California recently held a press conference to urge the Legislature to make additional investments in this year's state budget that encourage new housing for homeownership.

The trio called for investments as California's median home price surged to a record \$813,980 in April and housing production stalled in 2020 for the second straight year.

"California desperately needs more housing to meet the needs of diverse middle-class and low-income Californians," said C.A.R. President Dave Walsh in the press conference. "With a historic budget surplus, now is the time to address the racial divide in homeownership and fix California's severe housing shortage."

COVID MARKET UPDATE

The public health crisis continues to fade as the number of new cases falls and the economy prepares to reopen more broadly on June 15th.

General economic indicators continue to improve as well, and that is also expected to accelerate the service sector rebounds during the second half of the year.

However, strong buyer demand continues to limit the uptick in supply, even as the number of sellers putting their homes on the market also grows — inventory simply can't keep up.

This is causing home prices to continue to set new all-time highs, which together with gradually increasing mortgage rates, means buyers will face increasing challenges as purchasing power is reduced.

Interactive Training

SRAR's Equal Opportunity and Housing Committee invites Realtors to — Fairhaven: a fair housing simulation.

It's a new interactive training platform designed to help combat discrimination in real estate markets.

Using the power of storytelling, Fairhaven delivers powerful lessons that promote equity in our nation's housing market.

Begin at fairhaven.realtor — a NAR login is required. Complete the training by May 31st and forward the Certificate of Completion to fairhaven2021@srar.com to be entered into a drawing for one of ten \$50 Amazon gift cards.

Did you complete the program before this drawing? Excellent. You're eligible, too, so send in the Certificate to be entered in the drawing!



71% OF PANDEMIC BUYERS HAPPY WITH PURCHASE

BY DIANE SYDELL, PRESIDENT, AND DAVID WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Despite the frenzied nature of today's housing market, more than two-thirds of pandemic homebuyers have found happiness in their new home, according to a recently released national survey.

Those surveyed say their new home better fits their family's needs and wish they had moved sooner.

The [Realtor.com](#) survey interviewed homeowners who purchased a home during the last 12 months.

Even in the face of last year's obstacles, including a competitive housing market and limitations on open houses and showings caused by a pandemic, 71 percent of those surveyed felt buying was a good decision and 75 percent said their new home meets their needs.

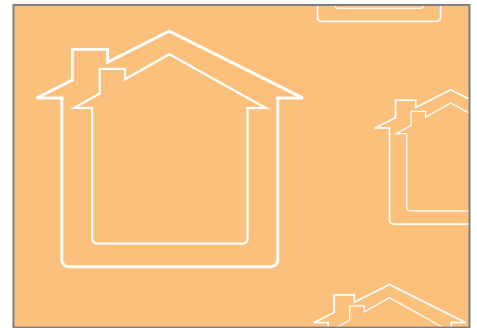
"Most of us spent more time at home during the pandemic than ever before. So it's no surprise that it changed what many people want from their homes and neighborhoods, and created a greater sense of urgency to find a home that satisfied those needs," said George Ratiu, senior economist, at Realtor.com. "With the number of available homes for sale in short supply, buyers didn't have many choices over the past year, or a lot of time to consider their options in a very competitive market. However, as our survey shows, pandemic buyers generally feel good about the choices they made, and while the homebuying process itself is stressful, new homeowners feel their new homes meet their needs and they do not regret the choices they made."

More than half — 55 percent — of the

homeowners surveyed found a new home that is exactly what they needed for working or schooling from home.

However, even more were satisfied with elements of their new home that are important to everyday life during and after the pandemic. When asked how they feel about their home, neighborhood and area, more than 70 percent of new homeowners reported feeling "happy."

Based on their reported satisfaction, 45 percent of new homeowners wished they had moved sooner, while only 19 percent said they should have waited.



Winning Friends, Clients by 'Working' Social Media

It's a simple observation packed with opportunity and power — a lot of people, professionals included, are not using social media correctly.

The speaker said he loves using social media to market real estate and to connect with others.

"People don't really work social media," said Tristan Ahumada, who is better known simply as Tristan A. "If you do it consistently, you will see an increase in business. ... This is how you win, long term."

This L.A. born and raised Realtor was the guest speaker at a recent meeting of 53 San Fernando and Santa Clarita Valley real estate office owners, managers, and brokers as part of bi-weekly Zoom gatherings organized by the Southland Regional Association of Realtors.

The only qualifier regarding being active on social media — whether Google, YouTube, FaceBook, Twitter, Instagram, etc. — "depends on how visible you want to be," he said. "Pick just one platform that is good for you, whatever it is."

A key to success, in real estate or personal social media use, he said is to constantly strive to be authentic. Yet that means, in his perception, posting consistently — liking, commenting, and messaging sometimes 20 times per day. It is an ongoing effort to forge new contacts, to meet and make new

friends and cultivate clients.

"This is how you connect with people," he said.

"And people message me back."

Yet too many pros get lazy, trying to automate the process in a profoundly self-defeating effort to avoid the work of coming up with fresh ideas, fresh topics that engage or entertain or teach or simply make people laugh.

"Once you automate," he said, "it becomes less authentic."

And to keep creative juices flowing, Tristan A.

offered an acronym that he uses to sharpen his engagement — STAY.

The "S" is for Story — selling with tales. "The story is what really captures people," he said. "If I'm sitting in front of a home that the sellers chose for a specific reason, ... that's what captures people's imagination. ... There's always a story. Find it."

The "T" is for Teach. Too often, he said, Realtors "bombard the audience with business. ... Instead, I share my hobby, my passion. It can be a way to connect with someone

through your authenticity."

The "A" stands for Advice. Realtors are storehouses of information, details, facts, statistics, ordinances, history and more. Become a trusted source.

The "Y" is for You. "Gravitate to where you are stronger, where you show up," he said. "Where is it? In which platform does the real you shine: Tik Tok? Twitter?" Once you find it, he said, have some fun and get to work.



Consumer Spending May Propel 4.5% Economic Growth

After recording the quickest recovery in the nation's history in the wake of the COVID-19 pandemic, the U.S. economy is expected to kick into higher gear in 2021.

That is according to an analysis from the National Association of Realtors delivered May 13 during a forum at the Association's legislative meetings and trade expo.

With the number of vaccinated Americans increasing and new coronavirus cases on the decline, NAR Chief Economist Lawrence Yun anticipated that the economy will grow 4.5 percent in 2021.

"Consumers will begin to spend massive savings, and do more shopping, restaurant dining, traveling and in-person house hunting," he said.

While home sales continue to be an economic bright spot, unemployment remains an issue. Eight million jobs that were lost during the pandemic have not yet been recaptured. Yun maintains that job recovery is taking longer due to some friction in the labor market,



Lawrence Yun, NAR chief economist

including workers being unable to return to their jobs, where work-from-home was not an option for many. As economic growth strengthens, 4 million jobs are projected to be gained this year.

Despite high unemployment, the economic recovery — propelled by favorable monetary and fiscal policies — has created the hottest housing market in nearly 50 years. The marketplace has surpassed pre-pandemic levels in terms of sales, but the fast-paced recovery has contributed to historic home price growth.

In fact, an NAR report released recently found that 89 percent of metros saw prices climb at double-digit rates on a year-over-year basis during the first quarter of 2021.

The presentation noted that the economic recovery, both in the U.S. and globally, has raised inflationary pressures which will ultimately lead to an increase in the 30-year fixed mortgage to an average of 3.2 percent in 2021.

Consumer price inflation is accelerating due to higher costs for a number of goods and commodities, including oil, gasoline, lumber, moving and storage fees, household appliances, rents, and houses, which have reached record highs.

"As mortgage rates increase, the frenzied multiple-offer situation will become less prevalent by year's end, as affordability challenges squeeze out some buyers and more inventory reaches the market," Yun said.

Although the low supply of housing has played a significant role in home price surges, Yun expects more home construction, a growing willingness among homeowners to list properties due to an increase in vaccinations, and a gradual decline in mortgage forbearance.

Two New Legal Quick Guides Released

Agents have a fiduciary duty to their clients, and they have a responsibility to protect their clients' interests, including taking care in knowing how a client's personal information is handled.

The California Association of Realtors has released two new legal Quick Guides so agents can understand how their clients' data is being used by service providers and what Associations of Realtors and Multiple Listing Services should know when entering into a contract.

Review the *Privacy Policies — What Realtors Should Look For Legal Quick Guide* to learn how to protect clients and why agents should review their service providers' privacy policies to understand how the data an agent provided them will be used.

As entities that contract for a variety of products and services — for themselves as well as for members and subscribers — AORs and MLSs should be vigilant regarding how data is being used and how to protect such data from unwanted usage. *The Protecting Your Data — Tips for AORs and MLSs Quick Guide* provides information about what AORs and MLSs should consider when entering into a contract.

Both quick guides are available to Realtors at [CAR.org](https://www.car.org).

Realtors Praise Effort to Combat Discrimination in Housing

The National Association of Realtors issued the following statement on Tuesday, June 1, as President Joe Biden traveled to Tulsa, Oklahoma, to mark the 100th anniversary of the Tulsa Race Massacre.

Biden also unveiled new initiatives designed to close racial wealth gaps. The administration's proposals focus primarily on expanding opportunities for small business and home ownership.

"The horrific acts of violence and property destruction that occurred in Tulsa 100 years ago and the subsequent public and private policies that frustrated the recovery of 'Black Wall Street' help illustrate why racial wealth gaps persist in America today," said NAR President Charlie Oppler. "We commend the Biden Administration for its commitment to closing the gap, specifically by focusing on the inter-generational wealth building opportunities offered by property and home ownership."

"NAR is particularly encouraged by the administration's most recent efforts to address inequities in the home appraisal process, and we support a thorough review of the current appraisal system alongside both public and private stakeholders. We look forward to working with the White House and HUD on other upcoming rules-making that seek to more effectively combat housing discrimination and redress the legacy of residential racial segregation."

C.A.R.'s Chief Executive to Retire

Joel Singer, the chief executive officer of the California Association of Realtors, will retire at the end of 2021.

"Joel has had a distinguished four-decade-plus career at C.A.R., with more than 30 of those years as CEO, overseeing the association's objectives, business development, strategic planning, legislative policies and product creation so real estate professionals can succeed in today's changing real estate market," said C.A.R. President Dave Walsh when the retirement was announced on May 21.

"On behalf of C.A.R.'s leadership, staff, and more than 200,000 members," Walsh said, "I thank Joel for his dedication and hard work."



As an industry visionary, Singer led C.A.R. into the digital era. Under Singer's direction, C.A.R. nurtured and continues to have a strong presence in Sacramento, advocating for the real estate brokerage industry, housing, private property rights and other policy objectives. Recent legislative victories included supporting bills to ensure that real estate professionals remain independent contractors, create greater transparency for property assessed clean energy — PACE — programs, and help increase the construction of ADUs, accessory dwelling units. C.A.R. also defeated a bill which would have eliminated the

mortgage interest deduction for second homes and defeated a ballot measure that would have repealed the Costa Hawkins Rental Housing Act.

He recently oversaw the passage of Proposition 19, which allows qualified homeowners to transfer the tax base of their home to a replacement home.

Singer joined C.A.R. in 1978, serving as chief economist and heading the Association's Public Affairs department.

Singer has appeared on Swanepoel's Power 200 list since 2015, which identifies the 200 leaders who have the most power and influence to impact the residential real estate brokerage industry. He was named to the 2015 Inman 101 list of real estate industry doers "whose ingenuity, outspokenness, strength, conviction, power, and persistence are driving change."

Singer also was selected to Inman's list of Real Estate Influencers of 2017 for his long-time efforts to keep Realtors at the center of the transaction. In 2004, he received NAR's William R. Magel Award of Excellence, which is presented annually to an individual who has truly excelled in their role as an executive of a Realtor association. A committee is being formed to conduct a nationwide search for Singer's replacement.

Please wear a cloth face covering.



**Maintain a distance of 6 feet
whenever possible.**



CS 317176-B 05/27/2020

cdc.gov/coronavirus

2021 COMMERCIAL & INVESTMENT DIVISION EDUCATION SERIES

2021
Commercial
Real Estate
Education
Series

All Classes Listed Below Are Held On Wednesdays 9:00am - 12:00pm
The classes are all free and are all via zoom until decided otherwise

January 20, 2021



ABC's of
Commercial
Real Estate
9am-10:30am

Brian Hatkoff, CCIM

SRAR.com/Ciclass20January2021

January 27, 2021



Intro to
Commercial
Leasing
9am-10:30am

Heather Boren

SRAR.com/Ciclass27January2021

February 17, 2021



Effective
Commercial
Purchase
Agreements

Bruce Hatkoff, Esq.

SRAR.com/CiclassFebruary2021

March 10, 2021



Keys to
Financing
Commercial
Real Estate

Arnie Garfinkel, All Star Group

SRAR.com/CiclassMarch2021

April 7, 2021



Overview of
Commercial Real
Estate Investment
Analysis

Brian Hatkoff, CCIM

SRAR.com/CiclassApril2021

May 12, 2021



Deferring Capital
Gains Through
1031 Exchange

Dino Champagne

SRAR.com/CiclassMay2021

June 16 2021



Overview of
Commercial Real
Estate Investment
Analysis

Brian Hatkoff, CCIM

SRAR.com/CiclassJune2021

July 21, 2021



Effective
Commercial
Lease
Agreements

Bruce Hatkoff, Esq.

SRAR.com/CiclassJuly2021

August 18, 2021



Tax & Legal
Impact on
Real Estate

Tony Watson, Robert Hall & Associates

SRAR.com/CiclassAugust2021

Tuesday, September 28, 2021



Due Diligence
in Commercial
Real Estate
Transactions

Brian Hennessey, SVP Avison Young

SRAR.com/CiclassSeptember2021

October 20, 2021



Overview of
Commercial
Real Estate
Investment Analysis

Brian Hatkoff, CCIM

SRAR.com/CiclassOctober2021

November 17, 2021



Property
Management for
Investment
Real Estate

Bill Waldman, Waldman Real Estate

SRAR.com/CiclassNovember2021

*Due to COVID-19, the SRAR's Commercial and Investment Division will be offering 2021 classes for free, until further notice.
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 or at the link noted in each box above. Take 5 or more classes to get
a Certificate of Completion in early 2022. Classes do NOT contribute to continuing education credits.*



SOUTHLAND REGIONAL
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SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

Santa Clarita Office

20655 Soledad Cyn. Rd. #33
Canyon Country, CA 91351
661-299-2930

Statistics

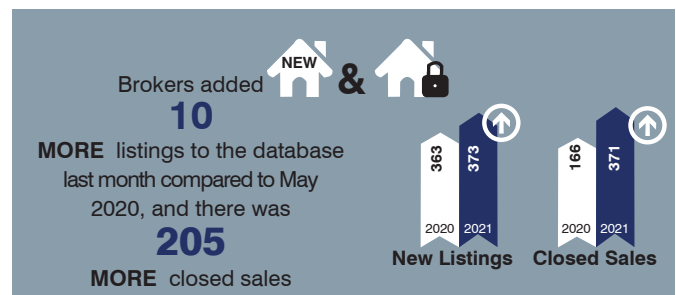
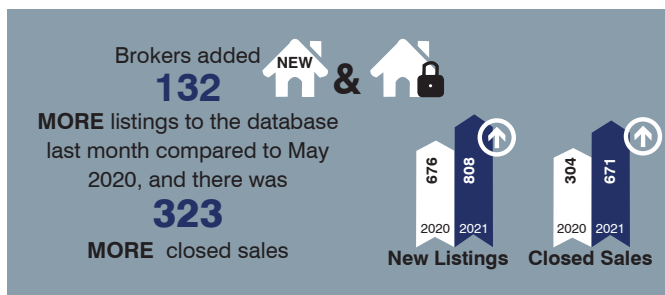
Market Snapshot (May 2021):



The median sale price for
single family homes
increased by
26.1%
from this time last year



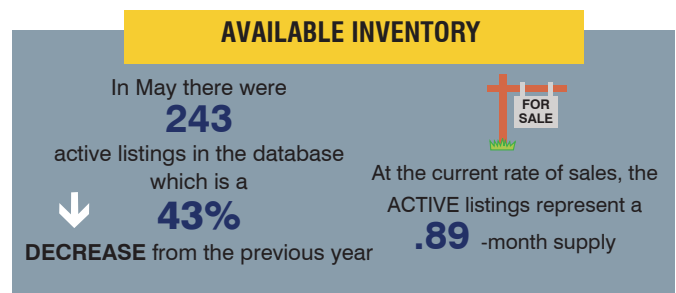
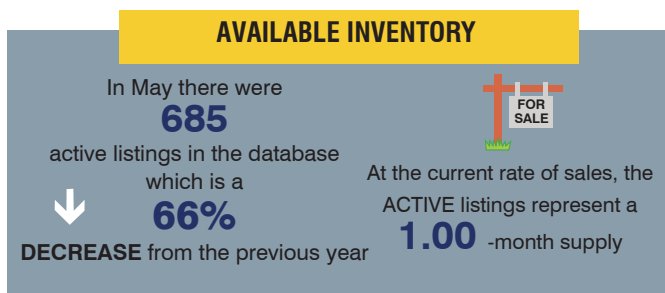
The median sale price for
single family homes
increased by
27%
from this time last year



The total dollar value of
to date sales **increased**
\$1,440,535,000
from May 2020



The total dollar value of
to date sales **increased**
\$543,291,000
from May 2020



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

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SAN FERNANDO VALLEY

	2016					2017					2018					2019					2020					2021		
	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				
	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	1,165	1,009	891.5	86.0				
JAN																												
FEB	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	1,231	945	747.7	86.3				
MAR	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	1,592	1,329	847.7	86.2				
APR	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	1,529	1,350	907.2	85.7				
MAY	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	1,572	1,244	913.6	85.7				
JUNE	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	1,644	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	1,687	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	1,555	1,218	968.7	86.0								
SEPT	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	1,573	1,256	1,013.7	86.4								
OCT	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	1,636	1,300	1,069.4	87.2								
NOV	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	1,158	1,183	920.0	86.9								
DEC	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	913	1,384	1,083.3	87.2								
TOTAL	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	12,515	12,216	9,337.2	79.86								
AVG. SALE PRICE		\$605,843				\$636,060				\$681,115				\$671,901				\$764,341										

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR MAY 2021

ACTIVE INVENTORY	FN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	77	100	105	144	170	596	588	1,184
TOTAL ACTIVE LISTINGS	67	90	78	94	147	476	553	1,029
AVERAGE DAYS ON MARKET	81	53	54	54	57	58	53	55
AVERAGE LIST PRICE IN THOUSANDS	745.9	1,431.3	2,073.7	1,464.1	2,638.2	1,819.3	1,184.5	1,478.2
MEDIAN LIST PRICE IN THOUSANDS	679.0	1,125.0	1,256.0	900.0	1,349.0	1,037.7	670.0	849.0
BOMS	31	26	24	52	53	186	169	355
AVERAGE BOM PRICE IN THOUSANDS	716.7	1,179.8	1,511.6	976.0	1,413.9	1,155.1	988.0	1,075.6
BOM TO SALE RATIO	47.0	30.2	27.6	43.3	38.4	37.4	39.2	38.3
EXPIRATIONS	2	8	8	9	7	34	38	72
PENDING SALES								
NEW ESCROWS OPENED	69	92	92	154	135	542	513	1,055
TOTAL YTD ESCROWS OPENED	316	401	382	579	689	2,367	2,274	4,641
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	22	28	16	20	20	21	22	22
NEW OPEN ESCROWS AVERAGE LIST PRICE	681.6	1,535.5	1,197.4	942.8	2,194.9	1,365.2	802.2	1,091.5
CLOSED SALES								
NEW ESCROWS CLOSED	66	86	87	120	138	497	431	928
TOTAL YTD ESCROWS CLOSED	305	376	351	522	661	2,215	2,038	4,253
VOLUME OF NEW SALE DOLLARS IN MILLIONS	45.099	132.2816	117.342	121.442	203.724	619.887	333.23724	953.123
VOLUME OF TOTAL YTD SALES IN MILLIONS	200.278	529.2326	510.769	497.965	883.384	2,621.629	1,476.234	4,097.863
AVERAGE SALE PRICE IN THOUSANDS	683.3	1,538.1	1,348.8	1,012.0	1,476.3	1,247.3	773.2	1,027.1
MEDIAN SALE PRICE IN THOUSANDS	665.0	1,289.5	960.0	930.0	1,020.0	945.0	575.0	827.0
COOP SALES	49	80	68	102	113	412	377	789
PERCENT OF COOP SALES	74.2	93.0	78.2	85.0	81.9	82.9	87.5	85.0
AVERAGE DAYS ON MARKET	17	19	24	20	20	24	22	
SALES AT LIST PRICE	57	59	73	107	109	405	337	742
PERCENT OF SALES AT LIST PRICE	86.4	68.6	83.9	89.2	79	81.5	78.2	80
SALES TO LISTING INVENTORY RATIO	98.5	95.6	111.5	127.7	93.9	104.4	77.9	90.2
FINAL SALE TO NEW LISTING RATIO	85.7	86.0	82.9	83.3	81.2	83.4	73.3	78.4
CLOSED SALES								
FORCLOSURE/REO	0	0	0	0	0	0	6	6
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	2	2
STANDARD	60	78	85	110	125	458	414	872
OTHER	6	8	2	10	13	39	9	48

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MAY 2021

ACTIVE INVENTORY	FN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	27	48	42	36	59	212	176	388
TOTAL ACTIVE LISTINGS	34	58	40	33	44	209	176	385
AVERAGE DAYS ON MARKET	85	44	59	47	52	56	63	59
AVERAGE LIST PRICE IN THOUSANDS	553.1	734.2	555.3	784.0	589.9	648.0	849.8	740.3
MEDIAN LIST PRICE IN THOUSANDS	439.0	680.0	499.0	575.0	495.0	545.0	665.0	599.0
BOMS	8	15	10	16	17	66	47	113
AVERAGE BOM PRICE IN THOUSANDS	455.1	699.8	650.6	754.7	640.0	660.6	679.5	668.5
BOM TO SALE RATIO	32.0	34.1	22.2	53.3	56.7	37.9	33.1	35.8
EXPIRATIONS	0	4	3	1	1	9	18	27
PENDING SALES								
NEW ESCROWS OPENED	26	33	39	29	46	173	143	316
TOTAL YTD ESCROWS OPENED	139	216	221	156	201	933	708	1,641
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	18	29	20	26	16	21	25	23
NEW OPEN ESCROWS AVERAGE LIST PRICE	541.5	678.2	576.6	565.6	529.7	576.4	640.4	605.3
CLOSED SALES								
NEW ESCROWS CLOSED	25	44	45	30	30	174	142	316
TOTAL YTD ESCROWS CLOSED	134	223	207	160	185	909	650	1,559
VOLUME OF NEW SALE DOLLARS IN MILLIONS	12.687	28.1476	21.615	18.668	17.279	98.397	84.99824	183.394
VOLUME OF TOTAL YTD SALES IN MILLIONS	63.759	143.0616	110.495	93.526	98.322	509.163	384.414	893.577
AVERAGE SALE PRICE IN THOUSANDS	507.5	639.7	480.3	622.3	576.0	565.5	598.6	580.4
MEDIAN SALE PRICE IN THOUSANDS	465.0	580.0	460.0	530.0	490.0	530.0	530.0	530.0
COOP SALES	22	40	40	23	23	148	129	277
PERCENT OF COOP SALES	88.0	90.9	88.9	76.7	76.7	85.1	90.8	87.7
AVERAGE DAYS ON MARKET	14	36	16	38	28	22	25	
SALES AT LIST PRICE	22	33	38	24	25	142	117	259
PERCENT OF SALES AT LIST PRICE	88	75	84.4	80	83.3	81.6	82.4	82
SALES TO LISTING INVENTORY RATIO	73.5	75.9	112.5	90.9	68.2	83.3	80.7	82.1
FINAL SALE TO NEW LISTING RATIO	92.6	91.7	107.1	83.3	50.8	82.1	80.7	81.4
CLOSED SALES								
FORCLOSURE/REO	0	0	1	0	0	1	0	1
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0
STANDARD	24	41	41	26	29	161	139	300
OTHER	1	3	3	4	1	12	3	15

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR MAY 2021

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	14	6	58	22	14	70	20	66	270	64	334
TOTAL ACTIVE LISTINGS	16	14	31	16	15	39	12	42	185	74	259
AVERAGE DAYS ON MARKET	62	86	32	45	66	37	19	42	45	53	47
AVERAGE LIST PRICE IN THOUSANDS	713.2	1,567.0	901.2	929.3	1,119.3	831.5	1,267.2	1,203.1	1,033.0	802.6	967.2
MEDIAN LIST PRICE IN THOUSANDS	649.0	1,150.0	775.0	700.0	879.0	750.0	1,100.0	899.0	839.9	520.0	789.9
BOMS	4	1	23	11	10	34	7	34	124	28	152
AVERAGE BOM PRICE IN THOUSANDS	699.9	1,100.0	715.1	779.1	896.6	861.1	1,151.1	985.5	876.8	593.8	824.7
BOM TO SALE RATIO	22.2	20.0	40.4	61.1	76.9	52.3	50.0	45.9	47.0	40.6	45.6
EXPIRATIONS	2	0	4	1	0	0	0	1	8	2	10
PENDING SALES											
NEW ESCROWS OPENED	12	12	64	22	17	71	18	63	279	68	347
TOTAL YTD ESCROWS OPENED	72	44	263	110	84	296	57	314	1,240	334	1,574
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	20	62	24	14	13	13	16	14	18	31	21
NEW OPEN ESCROWS AVERAGE LIST PRICE	754.2	977.5	891.8	716.0	851.4	835.2	1,011.9	885.7	865.2	721.4	837.0
CLOSED SALES											
NEW ESCROWS CLOSED	18	5	57	18	13	65	14	74	264	69	333
TOTAL YTD ESCROWS CLOSED	72	38	245	107	83	265	44	302	1,156	290	1,446
VOLUME OF NEW SALE DOLLARS IN MILLIONS	12.953	5.3356	46.868	12.451	12.056	52.493	17.474	61.353	220.981	46.50124	267.482
VOLUME OF TOTAL YTD SALES IN MILLIONS	50.777	34.8456	189.265	77.143	72.713	204.841	49.384	255.243	934.210	179.319	1,113.529
AVERAGE SALE PRICE IN THOUSANDS	719.6	1,067.0	822.2	691.7	927.3	807.6	1,248.1	829.1	837.1	673.9	803.2
MEDIAN SALE PRICE IN THOUSANDS	700.0	1,000.0	725.0	640.0	875.0	775.0	1,175.0	780.0	777.0	555.0	750.0
COOP SALES	16	5	50	15	10	55	11	66	228	65	293
PERCENT OF COOP SALES	88.9	100.0	87.7	83.3	76.9	84.6	78.6	89.2	86.4	94.2	88.0
AVERAGE DAYS ON MARKET	16	31	12	26	14	12	15	20	35	23	295
SALES AT LIST PRICE	15	4	53	17	11	60	14	64	238	57	295
PERCENT OF SALES AT LIST PRICE	83.3	80	93	94.4	84.6	92.3	100	86.5	90.2	82.6	88.6
SALES TO LISTING INVENTORY RATIO	112.5	35.7	183.9	112.5	86.7	166.7	116.7	176.2	142.7	93.2	128.6
FINAL SALE TO NEW LISTING RATIO	128.6	83.3	98.3	81.8	92.9	92.9	70.0	112.1	97.8	107.8	99.7
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	1	1	0	1
STANDARD	16	4	53	18	11	64	14	71	251	62	313
OTHER	2	1	4	0	2	1	0	2	12	0	19

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR MAY 2021

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	0	0	24	0	22	18	2	37	103	9	112
TOTAL ACTIVE LISTINGS	0	0	14	1	13	8	2	20	58	13	71
AVERAGE DAYS ON MARKET	0	0	28	31	22	13	13	49	31	58	36
AVERAGE LIST PRICE IN THOUSANDS	0.0	0.0	422.2	240.0	355.7	617.4	560.0	593.5	494.9	638.9	521.3
MEDIAN LIST PRICE IN THOUSANDS	0.0	0.0	399.0	240.0	329.5	535.0	549.9	499.9	430.0	615.0	440.0
BOMS	0	0	9	1	5	11	3	23	52	3	55
AVERAGE BOM PRICE IN THOUSANDS	0.0	0.0	419.1	240.0	412.1	526.7	551.6	576.2	514.9	549.3	516.8
BOM TO SALE RATIO	0.0	0.0	37.5	100.0	29.4	57.9	100.0	53.5	48.6	21.4	45.5
EXPIRATIONS	0	0	2	0	0	1	0	0	3	0	3
PENDING SALES											
NEW ESCROWS OPENED	0	0	23	0	22	17	2	44	108	9	117
TOTAL YTD ESCROWS OPENED	0	2	103	4	90	84	13	198	494	58	552
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	0	0	18	0	22	13	36	14	17	34	18
NEW OPEN ESCROWS AVERAGE LIST PRICE	0.0	0.0	528.1	0.0	479.5	455.3	555.0	545.6	514.4	535.3	516.0
CLOSED SALES											
NEW ESCROWS CLOSED	0	0	24	1	17	19	3	43	107	14	121
TOTAL YTD ESCROWS CLOSED	0	0	101	4	84	78	16	173	456	55	511
VOLUME OF NEW SALE DOLLARS IN MILLIONS	0.000	0.0006	10.739	0.765	8.142	11.247	1.545	24.493	56.931	8.47524	65.406
VOLUME OF TOTAL YTD SALES IN MILLIONS	0.000	0.0006	42.459	2.620	36.522	40.579	7.778	93.751	223.709	29.531	253.240
AVERAGE SALE PRICE IN THOUSANDS	0.0	0.0	447.5	765.0	478.9	592.0	515.0	569.6	532.1	605.4	540.5
MEDIAN SALE PRICE IN THOUSANDS	0.0	0.0	420.0	765.0	415.0	555.0	495.0	570.0	520.0	565.0	533.0
COOP SALES	0	0	21	1	16	18	2	38	96	13	109
PERCENT OF COOP SALES	0.0	0.0	87.5	100.0	94.1	94.7	66.7	88.4	89.7	92.9	90.1
AVERAGE DAYS ON MARKET	0	19	34	15	15	9	16	16	33	18	106
SALES AT LIST PRICE	0	0	22	1	15	18	3	40	99	7	106
PERCENT OF SALES AT LIST PRICE	0	0	91.7	100	88.2	94.7	100	93	92.5	50	87.6
SALES TO LISTING INVENTORY RATIO	0.0	0.0	171.4	100.0	130.8	237.5	150.0	215.0	184.5	107.7	170.4
FINAL SALE TO NEW LISTING RATIO	0.0	0.0	100.0	0.0	77.3	105.6	150.0	116.2	103.9	155.6	108.0
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	24	1	15	19	1	42	102	13	115
OTHER	0	0	0	0	2	0	2	1	5	0	6



	2016				2017				2018				2019				2020				2021			
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST
JAN	391	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	361	310	202.3	88.7
FEB	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	397	420	23.0	89.9
MAR	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	526	489	23.0	87.5
APR	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	502	498	20.0	90.2
MAY	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	446	464	20.0	88.5
JUNE	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	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	498	409	203.2	82.1	493	433	231.1	87.8	524	445	238.0	56.0	392	427	238.1	55.7	525	436	271.5	89.4				
SEPT	480	406	201.2	84.6	462	401	211.4	86.8	431	308	168.6	53.6	404	335	186.2	82.9	481	470	292.4	89.6				
OCT	384	367	180.9	95.6	361	374	195.5	103.6	407	312	164.5	76.7	325	330	191.1	101.5	519	494	340.4	89.3				
NOV	279	353	173.4	126.5	327	326	171.3	99.7	310	328	177.6	105.8	271	312	191.1	101.5	348	409	268.1	88.5				
DEC	232	345	169.9	148.7	210	373	196.4	177.6	204	261	142.4	127.9	170	326	191.38	191.8	262	514	333.8	88.5				
TOTAL	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	4,828	4,362	2,687.5	85.71				
AVG. SALE PRICE		\$527,790				\$546,583				\$541,884				\$553,392				\$616,116						

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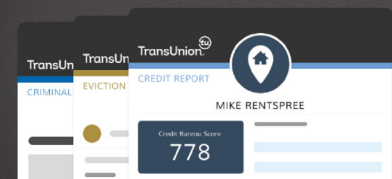
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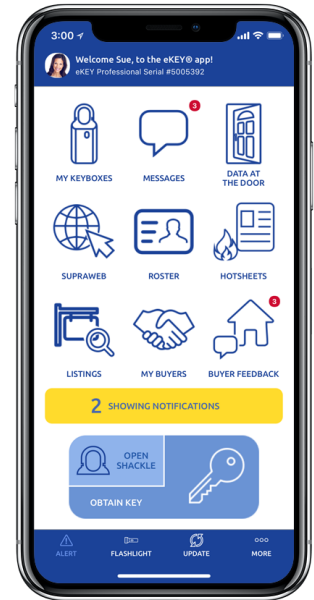


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