

February/March 2021

# REALTOR<sup>®</sup> REPORT

*The Official Publication of Southland Regional Association of Realtors<sup>®</sup>*

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## DRE TO REOPEN EXAM CENTERS STATEWIDE

After a seven-week shutdown, the California Department of Real Estate is reopening its exam centers. The DRE reopened four of the exam centers—Sacramento, Fresno, La Palma, and San Diego—on January 27 and the Oakland exam center was scheduled to reopen shortly.

The move came after Gov. Gavin Newsom on Jan. 25 lifted the remaining parts of a stay-at-home order.

DRE staff started contacting examinees to reschedule previously cancelled exams. Those examinees whose exams were scheduled on the earliest date when they were cancelled will be offered the chance to reschedule first. Rescheduling fees for them will be waived.

Because of physical distancing requirements put in place in spring 2020, DRE exam centers are limited to 50 percent capacity. Those requirements are still in-place. To make up for lost exam seats, DRE will continue the additional exam session on weekdays put in-place after a shutdown in spring 2020. Saturday testing will also take place in DRE's two largest exam centers, Sacramento and La Palma. DRE also plans evening exams and is in the process of adding a second exam center at its Sacramento headquarters. Other testing opportunities around the state are being explored and could be added later.

DRE will refund exam fees to any applicant who requests it. Requests can be made by email to [Ask.DRELicensing@dre.ca.gov](mailto:Ask.DRELicensing@dre.ca.gov). Please put "Exam Fee Refund Request" in the subject line and include an Examinee ID number.

Examinees with questions or concerns regarding canceled exams can contact DRE's Licensing program at 877-373-4542 or by email at [Ask.DRELicensing@dre.ca.gov](mailto:Ask.DRELicensing@dre.ca.gov).

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**future** : leadership opportunities and committee involvement

**com** : commercial events and classes

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SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

## REALTOR® REPORT

*The Official Publication of SRAR*

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## TWO THIRDS OF 2020 HOMEBUYERS MADE OFFER SIGHT UNSEEN

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

Nearly two thirds—63 percent—of people who bought a home last year made an offer on a property that they had not seen in person, the highest share since at least 2015, according to a Redfin-commissioned survey.

The survey was conducted in November and December of more than 1,900

The 63 percent was up from 32 percent a year earlier, and 45 percent in July, which was the prior high point.

“The virtual home tour is here to stay,” said Redfin chief economist Daryl Fairweather in her housing market predictions for 2021. “Homebuyers who are searching for a home out of town and don’t have the time or ability to view the home in person will use virtual tours as their primary means of viewing a home.

“The increased use of this technology, coupled with more people relocating, mean the sight-unseen trend will continue,” she said, “and the majority of homebuyers will make offers sight unseen during their search for a home in 2021.”

Video tours have surged this year, from less than 1 percent of tour requests at the beginning of 2020 to about one in 10 today. Similarly, monthly views of 3D walkthroughs on Redfin.com

futuristic fantasy to an everyday part of the homebuying process,” said agent Mary Ellen Wisneski. “Over video, I’m able to show my buyers close ups of anything in the home and describe peculiar details they can’t experience in 3D walkthroughs or photographs—it’s like they are actually there with me.”

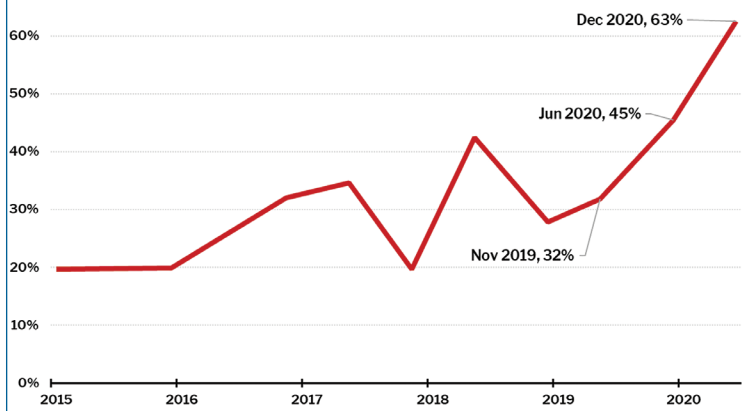
Much of this virtual homebuying activity is being fueled by a surge in migration as remote work becomes much more common. In 2020 27.8 percent were looking to relocate, an all-time high and up 2.3 percentage points from 25.5 percent in 2019.

Critically, buyers did not purchase the home entirely sight unseen—they still included an inspection contingency, and attended the inspection in person.

One buyer said they likely would have made their cross-country purchase virtually even if the nation was not in the midst of a pandemic. They said the rapid adoption of remote technologies made the whole process much easier than it would have been even a year ago.

### Record Share of Homebuyers Made Offers Sight Unseen

“Did you, at any point in your home search process, make an offer on a home you hadn’t seen in person?” - Share of respondents who said yes



homebuyers across 32 major markets and reported by Redfin analyst Tim Ellis.

have increased 563 percent since February. “Live-video home tours have gone from

### Interest Rate Update

National Average as reported by Freddie Mac on:

January 21

30-Yr FRM — 2.77%

15-Yr FRM — 2.21%

January 14

30-Yr FRM — 2.79%

15-Yr FRM — 2.23%

## SANTA CLARITA COUNCIL SWORN IN

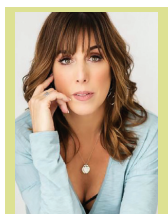
The 2021 Santa Clarita Council, a Division of the Southland Regional Association of Realtors, recently took the oath of office via a virtual on-line ceremony.

Realtor Nicole Stinson will serve as the 2021 chair of the Council with Louisa Henry selected as the 2021 Chair-Elect. Stinson said among her goals for the new year was to help SRAR members grow professionally and to increase collaboration with the Association’s vast membership.

“We need to think outside the box,” she said, “imagine what can be, rather than accept what is.”

2021 Council members include, first column, top to bottom: Anthony Bedgood, Phyllis Grekin, Bob Kellar, Michael Regilio, Fred Tazartes, Steve Corn.

Second column: Diana Arias, Sarah Darabi, Richard Hall, Bob Khalsa, Nancy Starczyk, M. Dean Vincent, and Imelda Leano.



Nicole Stinson, 2021 Chair, Santa Clarita



Louisa Henry, 2021 Chair-Elect, Santa Clarita Division





## LOWER INTEREST RATES MAY APPEAR IF MARKET STALLS

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

Interest rates remain in the mid-2 percent range but could rise to 3 percent by the end of the year if the market remains active or, if it stalls, rates may drop even lower.



Realtor Diane Sydel,  
2021 SRAR President

"Banks are still holding back about a half percent," said Michael Weisberg, president and broker of Lend to America. "We should be seeing rates closer to 2 percent. If the market slows down, lenders may offer more. They will find a way to keep it going."

Weisberg was one of the speakers on a recent Zoom call attended by 76 San Fernando Valley and Santa Clarita Valley real estate office owners, brokers and managers. The call was part of a bi-weekly meeting of local leaders offered by the Southland Regional Association of Realtors.

Weisberg said local lenders are still issuing loans and transactions are closing in an average of 21 days with no problems, despite the heavy workload.

"There's still capacity," he said, "even though we're all very busy."

The biggest complication Weisberg said he had noticed concerned delays with appraisals.

COVID-19 risks and mandatory restrictions have made it difficult for appraisers to physically inspect properties in a timely, safe way.

As a result, "in the last six months were

seeing appraisal waivers," he said, "meaning no appraisal needed for the loan."

That is more likely to happen when a buyer is making a larger downpayment, but a raft of other issues also come into play.

Yet if a physical inspection and evaluation of a property is not possible, how does a buyer know what a property is worth?

Comparable sales data can provide a foundation, perhaps even explaining a 10 percent to 20 percent variance in price for seemingly equivalent properties.

"We can have our appraisers look at comps on line without having to have them go into the field," he said.

Or, even a drive-by inspection could yield important differences that might justify a higher purchase price.



Michael Weisberg,  
President/Broker,  
Lend to America

changes, such as a water heater needing a strap or no fire alarms.

"Now you've got a 'subject-to' situation where all issues must be corrected before a loan can fund."

Weisberg said appraisals are being waived about 50 percent of the time, especially if a property is owner occupied and it is their primary residence.

Also, owners who had their mortgage go into forbearance may need to repay a pandemic-related loan before a refinance or purchase loan could be issued, which complicates some sales.

Is there a bubble or will homes fail to appraise for a loan due to rising resale prices?

Weisberg said the market is three years past a normal correction, but he did not see any major storm clouds on the horizon.

"Low inventory is driving the market, keeping prices high," he said, and no statistical indicators even suggest that

## 60% Say 2021 Will Be Good for Housing

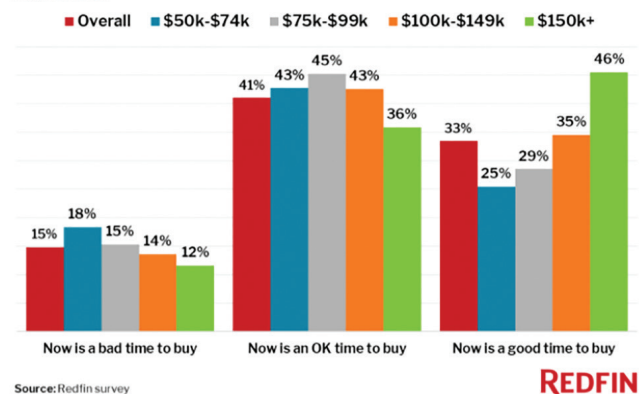
Sixty percent of homebuyers and sellers believe the housing market will fare better in 2021 than 2020, compared with 17 percent who believe it will fare worse.

That's according to a Redfin-commissioned survey across 32 major U.S. housing markets of more than 1,400 people who bought or sold a home in the previous 12 months or plan to buy or sell a home in the next 12 months.

Homeowners and high-income people were most likely to be optimistic about this year's housing market. The real estate market was a bright spot in the economy in 2020, with home-price growth, sales and competition high.

### Wealthy People Far More Likely to Say Now is a Good Time to Buy a Home

"In general, do you think that now is a good time to buy a home in your neighborhood?"



Nonetheless, some lenders want a physical appraisal, he said, "which could trigger

today's dire listing shortage will change anytime soon.

## RENT RELIEF BILL SIGNED INTO LAW

Gov. Gavin Newsom recently signed into law Senate Bill 91, a measure that provides financial assistance to qualifying housing providers and tenants of up to 80 percent of the unpaid rent accrued since the start of the COVID-19 pandemic.

The COVID relief legislation passed by Congress with bipartisan support and signed into law in December set aside \$25 billion for direct financial relief to rental property providers through the states.

SB 91 establishes the rules for distributing those funds in California based on the framework established by the federal stimulus bill.

The California Association of Realtors worked closely with California members of Congress to ensure that direct assistance to rental property owners was included in the overall legislation.

Additionally, SB 91 extends the current statewide eviction moratorium law until June 30, 2021.

The state eviction moratorium parallels the federal eviction moratorium initiated in September 2020, recently extended through March and which will likely be extended further by Congress. C.A.R. anticipates that the passage of SB 91 will prevent other, more restrictive state moratorium proposals from moving forward, including AB 15, which C.A.R. opposes.

SB 91 had no declared opposition. C.A.R. took a formal "neutral" position on SB 91, as did other rental housing organizations, reflecting the extraordinary and unique circumstances caused by COVID-19.

C.A.R. is preparing a Legal Q&A on the new law, which will be available soon to members. Further regulations are expected once the law is passed to address the particulars of the distribution of funds the law calls for.





As part of C.A.R.'s 2021 consumer advertising campaign, the association has partnered with ABC to be the presenting sponsor of their new documentary, California Dreaming, which aired this week on KABC-TV, Los Angeles.

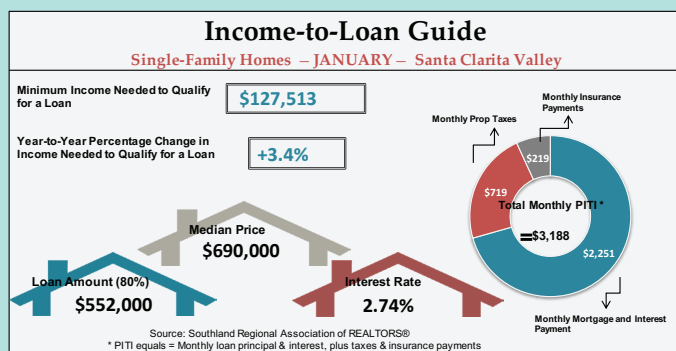
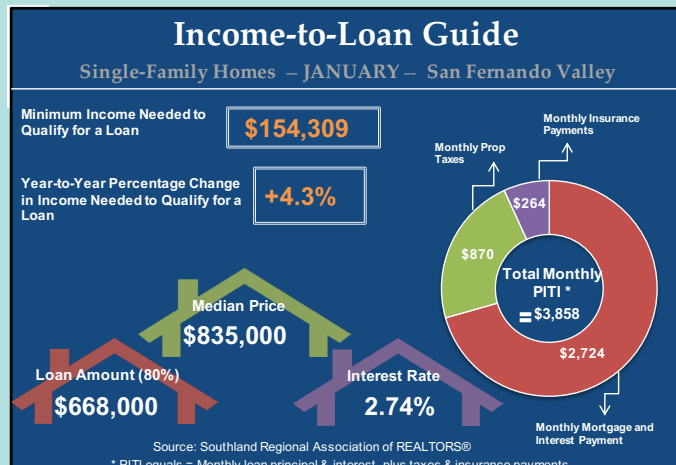
As part of this partnership, C.A.R. President Dave Walsh introduces the documentary, and closes out the film. He is also featured within the program which explores the state of the state, pointing to the significant challenges associated with wildfires, extreme weather, earthquakes and the rising cost of living, whilst also covering all that is good about living and working in California. Watch for more to come.



## \$154K Income Needed to Buy Valley Home

The median price — meaning half were higher priced and half lower — of single-family homes sold during January in the San Fernando Valley rose 12.8 percent compared to a year ago to \$835,000.

Yet due to today's low interest rates, the income needed to buy that home increased only 4.3 percent to \$154,309. Assuming a 20 percent downpayment, the \$668,000 loan would come with a monthly principal and interest payment of \$2,724, along with insurance at \$264 per month, and property taxes of \$870 per month.



# OPEN HOUSES AND SHOWINGS UNDER COVID-19

As a reminder to Realtors, under the Departments of Public Health and Cal/Osha's "Industry Guidance: Real Estate Transactions," Realtors must not hold "traditional" open houses or showings that are open to the general public on a walk-in basis.

This is interpreted to mean that appointments need to be made in advance and not at the location of the showing. In other words, this is a showing, not an open house in the traditional sense.

Realtors should use an appointment or digital sign-in process to control the number of people at the house.

If a Realtor is going to hold a non-traditional "Open House," then any "Open House" signs or ads must include a rider or express conditions that appointments or digital sign-ins are required before entry.

Showings should be done virtually, whenever possible. Only one listing agent and one "buying party" — including the buyer's agent — may be in the dwelling at the same time.

Additionally, all visitors must sign a PEAD-V form and deliver it electronically to the listing agent in advance of entering the property. The form should be signed on the day of entry, or if not possible or pragmatic, then no earlier than 24-hours before entry.

Doing this accomplishes several things:

- First, it is an agreement that the visitor will comply with the Posted "Rules for Entry Showings" — Form PRE;
- Second, the visitor acknowledges receiving the form and agrees to the Prevention Plan; and
- Third, the visitor attests they are not, to the best of their knowledge, afflicted with COVID-19, among other things.

If a city or county has an order with a more restrictive standard on real estate activities, those guidelines will still govern the activities of a licensee. In other words, if there is a more restrictive local order, it must still be followed. For more information, see the FAQs on Industry Guidance for Showings.



## FBI REPORTS REAL ESTATE AND RENTAL WIRE FRAUD UP 48%

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

More than \$221 million was lost nationwide in 2019 to one of the fastest growing cyber crimes in the United States — real estate and rental wire fraud.

The FBI's Internet Crime Complaints Center said they were up 48 percent from 2018 which impacted 11,677 victims. Of the 30 types of fraud tracked by the FBI, wire fraud came in at number five.

The topic came up at a recent bi-weekly meeting of 76 San Fernando Valley and Santa Clarita Valley real estate office owners, brokers, and managers. Organized by the Southland Regional Association of Realtors, the attendees picked up safety tips from Debbie Reynolds, senior escrow officer and the Calabasas branch manager of Pacific Coastline Escrow.

Whenever money is being transferred, Reynolds urged

particular caution, noting that local wire fraud is on the rise.

"Hackers are savvy, they're smart," she said. "They are monitoring your email and can be familiar with your conversations" or even the details of a transaction.

"With the switch of a single letter in an email address, they can make you think it's from a trusted source," she said. "They prey on everybody, lenders, buyers, sellers, escrow."

The FBI agreed, noting that the highest reported frauds in real estate in 2019 centered on compromised business email accounts. Fraudsters will assume the identity of the title agent, real estate agent or closing attorney and forge the person's email and other details about the transaction.

The scammers will then send an email to an unsuspecting buyer to provide false wire instructions, which have funds sent to the criminal's bank account.

"When dealing with money," Reynolds said, "encourage clients to always call their escrow

company. Always call and verify, noting the time and who you spoke to. It has to be the principal, the main party.

"Some hackers," she said, "will offer a 'discount' or promise an 'early close' of escrow, just so they can get the bank information."

It's wise to have parties come in for an appointment whenever there is a wire transfer, Reynolds said. "It's a safety precaution that has not delayed any escrows that I'm aware of."

Here are a few more wire transfer risk reduction tips:

- Realtors need to alert homebuyers at the outset of each transaction. Many brokers require signed disclosures.

- Instruct homebuyers to call wire recipients using an independently-verified phone number.

- Avoid sending wire instructions and any sensitive financial information via email.

- Use a secure transaction management platform to share documents and information.

- Use good email security practices — never open unsolicited links or attachments, keep operating system and anti-virus programs updated, and use strong passwords and two-factor authentication.

Immediately report suspected fraud to the bank from which the funds were transferred.

If regularly handling funds, get to know the local FBI field office; contact them immediately if fraud is suspected.

Report fraud incidents  
to [www.ic3.gov](http://www.ic3.gov)

## DON'T FALL VICTIM TO WIRE FRAUD

Scammers are stealing down payments via wire fraud and getting more clever every day. Be sure you don't fall victim to wire fraud by following these three steps.



**1** Pay attention to how wire instructions are sent. It is best to only accept instructions that are secure and encrypted.



**2** Before wiring funds to an individual or company, call to verify the wire instructions independently with the title company.



**3** Be very watchful of any changes. Wire instructions rarely change. If you receive an email saying that any wiring instructions have changed, call your REALTOR® or title company immediately to confirm.

Source: REALTOR® Magazine, FBI, and Realty Executives International



## REALTORS SUPPORT REMOVAL OF SALT CAP

U.S. Congressman Thomas Suozzi, D-NY, on Jan. 28 introduced House Resolution 613, which would remove the \$10,000 cap on state and local tax deductions, also known as SALT.

The bill has bipartisan support, and four of the 22 cosponsors are California Representatives — Kim, Garcia, Panetta, and Swalwell.

The California Association of Realtors and the National Association of Realtors are supporting H.R. 613 and will be asking members of Congress to cosponsor the bill.

In the last session of Congress, multiple bills were introduced to eliminate or ease the SALT cap. Like last session, Realtors may support multiple bills until one is brought to the floor for a vote.



# 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](http://SRAR.com/Ciclass20January2021)

**January 27, 2021**



Intro to  
Commercial  
Leasing  
9am-10:30am

Heather Boren

[SRAR.com/Ciclass27January2021](http://SRAR.com/Ciclass27January2021)

**February 17, 2021**



Effective  
Commercial  
Purchase  
Agreements

Bruce Hatkoff, Esq.

[SRAR.com/CiclassFebruary2021](http://SRAR.com/CiclassFebruary2021)

**March 10, 2021**



Keys to  
Financing  
Commercial  
Real Estate

Arnie Garfinkel, All Star Group

[SRAR.com/CiclassMarch2021](http://SRAR.com/CiclassMarch2021)

**April 7, 2021**



Overview of  
Commercial Real  
Estate Investment  
Analysis

Brian Hatkoff, CCIM

[SRAR.com/CiclassApril2021](http://SRAR.com/CiclassApril2021)

**May 12, 2021**



Deferring Capital  
Gains Through  
1031 Exchange

Dino Champagne

[SRAR.com/CiclassMay2021](http://SRAR.com/CiclassMay2021)

**June 16 2021**



Overview of  
Commercial Real  
Estate Investment  
Analysis

Brian Hatkoff, CCIM

[SRAR.com/CiclassJune2021](http://SRAR.com/CiclassJune2021)

**July 21, 2021**



Effective  
Commercial  
Lease  
Agreements

Bruce Hatkoff, Esq.

[SRAR.com/CiclassJuly2021](http://SRAR.com/CiclassJuly2021)

**August 18, 2021**



Tax & Legal  
Impact on  
Real Estate

Tony Watson, Robert Hall & Associates

[SRAR.com/CiclassAugust2021](http://SRAR.com/CiclassAugust2021)

**Tuesday, September 28, 2021**



Due Diligence  
in Commercial  
Real Estate  
Transactions

Brian Hennessey, SVP Avison Young

[SRAR.com/CiclassSeptember2021](http://SRAR.com/CiclassSeptember2021)

**October 20, 2021**



Overview of  
Commercial  
Real Estate  
Investment Analysis

Brian Hatkoff, CCIM

[SRAR.com/CiclassOctober2021](http://SRAR.com/CiclassOctober2021)

**November 17, 2021**



Property  
Management for  
Investment  
Real Estate

Bill Waldman, Waldman Real Estate

[SRAR.com/CiclassNovember2021](http://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](http://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  
ASSOCIATION OF REALTORS®, INC.

Southland Regional Association of REALTORS®  
"The Voice of Real Estate in the San Fernando and Santa Clarita Valleys"

To get text reminders on Commercial Classes, text COM to 313-131



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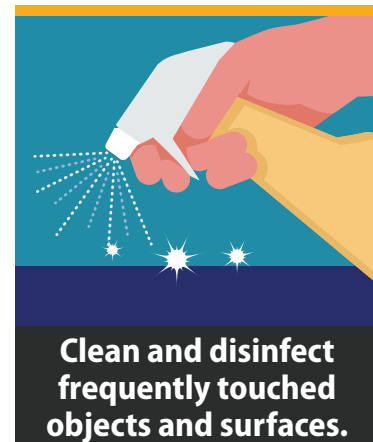
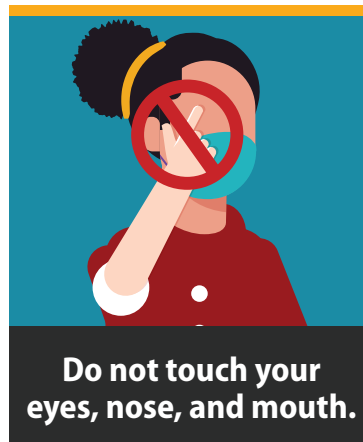
**SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.**

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



# Stop the Spread of Germs

**Help prevent the spread of respiratory diseases like COVID-19.**



[cdc.gov/coronavirus](https://cdc.gov/coronavirus)

316917C May 13, 2020 11:03 AM

# Statistics

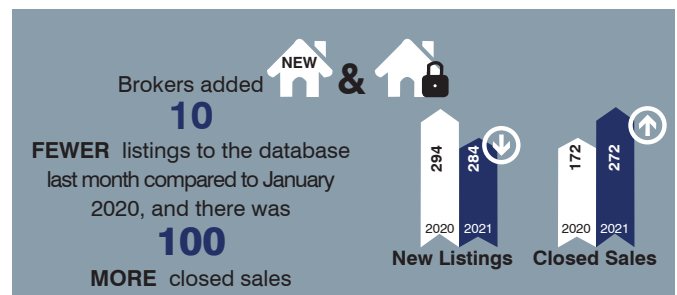
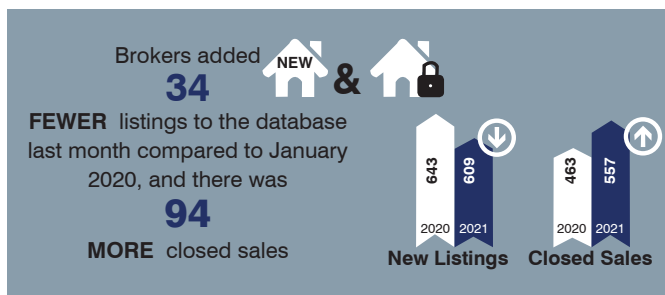
## Market Snapshot (January 2021):



The median sale price for  
single family homes  
**increased by**  
**12.8%**  
from this time last year



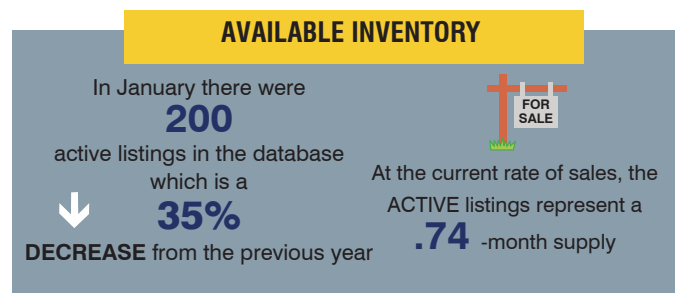
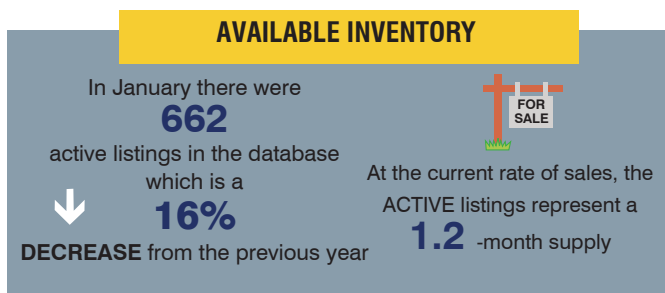
The median sale price for  
single family homes  
**increased by**  
**12%**  
from this time last year



The total dollar value of  
to date sales **increased**  
**\$290,224,000**  
from January 2020



The total dollar value of  
to date sales **increased**  
**\$78,440,000**  
from January 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

RESIDENTIAL PROPERTIES LISTED

1,165

JANUARY 2021 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,113

RESIDENTIAL PROP. ESCROW CLOSED

1,009

ACTIVE INVENTORY

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	92	122	94	139	162	609	556	1,165
TOTAL ACTIVE LISTINGS	107	150	116	123	166	662	682	1,345
AVERAGE DAYS ON MARKET	80	77	73	62	85	76	83	79
AVERAGE LIST PRICE IN THOUSANDS	618.9	1,377.2	1,213.8	1,128.5	2,337.6	1,128.6	1,095.5	1,255.5
MEDIAN LIST PRICE IN THOUSANDS	595.0	999.0	650.0	850.0	1,039.0	799.0	649.0	715.0
BOMS	28	24	30	35	55	172	165	337
AVERAGE BOM PRICE IN THOUSANDS	602.7	1,384.0	784.5	846.5	1,245.6	998.6	844.3	923.1
BOM TO SALE RATIO	32.9	22.9	31.9	27.6	37.7	30.9	36.5	33.4
EXPIRATIONS	11	10	11	6	21	59	56	115

PENDING SALES

NEW ESCROWS OPENED	84	124	111	110	177	606	507	1,113
TOTAL YTD ESCROWS OPENED	84	124	111	110	177	606	507	1,113
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	32	37	41	20	34	33	36	36
NEW OPEN ESCROWS AVERAGE LIST PRICE	591.6	1,046.0	1,152.9	793.9	1,028.2	951.6	654.0	816.0

CLOSED SALES

NEW ESCROWS CLOSED	85	105	94	127	146	557	452	1,009
TOTAL YTD ESCROWS CLOSED	85	105	94	127	146	557	452	1,009
VOLUME OF NEW SALE DOLLARS IN MILLIONS	50.911	109.9206	103.573	109.340	144.999	518.744	300.44724	819.190
VOLUME OF TOTAL YTD SALES IN MILLIONS	50.911	109.9206	103.573	109.340	144.999	518.744	300.447	819.190
AVERAGE SALE PRICE IN THOUSANDS	599.0	1,046.9	1,101.8	860.9	993.1	931.3	664.7	811.9
MEDIAN SALE PRICE IN THOUSANDS	605.0	852.5	720.0	800.0	805.0	746.0	500.0	653.0
COOP SALES	72	91	78	109	120	470	398	868
PERCENT OF COOP SALES	84.7	86.7	83.0	85.8	82.2	84.4	88.1	86.0
AVERAGE DAYS ON MARKET	31	37	27	22	33	30	35	32
SALES AT LIST PRICE	66	53	58	90	95	362	311	673
PERCENT OF SALES AT LIST PRICE	77.6	50.5	61.7	70.9	65.1	65	68.8	66.7
SALES TO LISTING INVENTORY RATIO	79.4	70.0	81.0	103.3	88.0	84.1	66.2	75.0
FINAL SALE TO NEW LISTING RATIO	92.4	86.1	100.0	91.4	90.1	91.5	81.3	86.6

CLOSED SALES

FORCLOSURE/REO	1	1	0	0	2	4	6	10
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	1	1	2	5	3	5
STANDARD	76	95	89	116	140	516	413	929
OTHER	8	9	4	10	4	35	29	64

SELLING PRICE RANGE

	AVG. SELL TIME	ACTIVE NO. LISTINGS	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	0	1	0	-0
100,000 TO 109,999	0	0	0	-0
110,000 TO 119,999	9	3	1	10000
120,000 TO 139,999	0	9	0	8.
140,000 TO 159,999	0	6	0	-0
160,000 TO 179,999	21	6	0	-2005
180,000 TO 199,999	41	11	3	7080
200,000 TO 249,999	78	24	10	9131
250,000 TO 299,999	44	55	16	6027
300,000 TO 349,999	27	68	11	-10458
350,000 TO 399,999	38	64	18	-7888
400,000 TO 449,999	39	51	20	-11011
450,000 TO 499,999	36	76	18	1459
500,000 TO 549,999	26	59	17	-3379
550,000 TO 599,999	25	38	24	-7894
600,000 TO 699,999	32	133	48	-1984
700,000 TO 799,999	27	96	32	-13212
800,000 TO 899,999	21	88	20	-20191
900,000 TO 999,999	31	62	24	-2385
1,000,000 TO 1,999,999	36	263	82	26819
MORE THAN 2,000,000	32	172	36	61215
TOTALS	32	1345	380	2243

LISTINGS

1,165

2021 RMLS TOTAL





SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

**SAN FERNANDO VALLEY**  
**COMPARABLE SALES ANALYSIS 2016-2021**  
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)  
TOTAL MONTH BY MONTH

	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	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
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				
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				
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				
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				
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			<b>\$605,843</b>			<b>\$636,060</b>				<b>\$681,115</b>				<b>\$671,901</b>				<b>\$764,341</b>						

## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY 2021

ACTIVE INVENTORY	FN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	64	80	57	102	131	434	425	859
TOTAL ACTIVE LISTINGS	73	100	59	93	127	452	497	949
AVERAGE DAYS ON MARKET	82	77	83	71	76	77	86	82
AVERAGE LIST PRICE IN THOUSANDS	669.4	1,721.6	1,933.0	1,284.1	2,888.6	1,817.1	1,226.5	1,507.8
MEDIAN LIST PRICE IN THOUSANDS	600.0	1,345.0	1,275.0	910.0	1,350.0	999.9	649.9	840.0
BOMS	22	16	14	28	42	122	135	257
AVERAGE BOM PRICE IN THOUSANDS	647.8	1,727.4	998.3	924.3	1,475.6	1,178.0	914.2	1,039.4
BOM TO SALE RATIO	34.4	23.5	21.5	27.5	38.2	29.8	38.0	33.6
EXPIRATIONS	10	5	6	6	16	43	38	81
<b>PENDING SALES</b>								
NEW ESCROWS OPENED	60	72	71	82	135	420	387	807
TOTAL YTD ESCROWS OPENED	60	72	71	82	135	420	387	807
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	35	35	36	20	35	32	37	35
NEW OPEN ESCROWS AVERAGE LIST PRICE	634.1	1,318.9	1,483.5	888.2	1,199.4	1,126.4	675.8	910.3
<b>CLOSED SALES</b>								
NEW ESCROWS CLOSED	64	68	65	102	110	409	355	764
TOTAL YTD ESCROWS CLOSED	64	68	65	102	110	409	355	764
VOLUME OF NEW SALE DOLLARS IN MILLIONS	41.594	87.8916	88.831	95.105	127.297	440.718	241.06224	681.780
VOLUME OF TOTAL YTD SALES IN MILLIONS	41.594	87.8916	88.831	95.105	127.297	440.718	241.062	681.780
AVERAGE SALE PRICE IN THOUSANDS	649.9	1,292.5	1,366.6	932.4	1,157.2	1,077.6	679.0	892.4
MEDIAN SALE PRICE IN THOUSANDS	631.5	1,060.0	820.0	830.0	925.0	835.0	500.0	720.0
COOP SALES	54	58	53	88	90	343	312	655
PERCENT OF COOP SALES	84.4	85.3	81.5	86.3	81.8	83.9	87.9	85.7
AVERAGE DAYS ON MARKET	29	26	23	35	29	34	31	29
SALES AT LIST PRICE	49	40	36	69	76	270	253	523
PERCENT OF SALES AT LIST PRICE	76.6	58.8	55.4	67.6	69.1	66	71.3	68.5
SALES TO LISTING INVENTORY RATIO	87.7	68.0	110.2	109.7	86.6	90.5	71.4	80.5
FINAL SALE TO NEW LISTING RATIO	100.0	85.0	114.0	100.0	84.0	94.2	83.5	88.9
<b>CLOSED SALES</b>								
FORCLOSURE/REO	1	0	0	0	2	3	5	8
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	1	1	0	2	3	5
STANDARD	58	60	61	93	104	376	322	698
OTHER	5	8	3	8	4	28	24	52

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY 2021

ACTIVE INVENTORY	FN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	28	42	37	37	31	175	131	306
TOTAL ACTIVE LISTINGS	34	50	57	30	39	210	186	396
AVERAGE DAYS ON MARKET	77	78	61	36	114	74	73	74
AVERAGE LIST PRICE IN THOUSANDS	510.4	688.5	469.4	646.4	543.2	567.2	745.5	650.9
MEDIAN LIST PRICE IN THOUSANDS	400.0	599.9	400.0	520.0	419.0	475.0	625.0	549.9
BOMS	6	8	16	7	13	50	30	80
AVERAGE BOM PRICE IN THOUSANDS	437.5	697.4	597.4	535.6	502.8	561.0	530.0	549.3
BOM TO SALE RATIO	28.6	21.6	55.2	28.0	36.1	33.8	30.9	32.7
EXPIRATIONS	1	5	5	0	5	16	18	34
<b>PENDING SALES</b>								
NEW ESCROWS OPENED	24	52	40	28	42	186	120	306
TOTAL YTD ESCROWS OPENED	24	52	40	28	42	186	120	306
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	24	38	51	21	33	35	43	39
NEW OPEN ESCROWS AVERAGE LIST PRICE	485.2	668.3	566.0	517.7	477.9	557.0	583.6	567.5
<b>CLOSED SALES</b>								
NEW ESCROWS CLOSED	21	37	29	25	36	148	97	245
TOTAL YTD ESCROWS CLOSED	21	37	29	25	36	148	97	245
VOLUME OF NEW SALE DOLLARS IN MILLIONS	9.317	22.0296	14.742	14.236	17.702	78.026	59.38524	137.410
VOLUME OF TOTAL YTD SALES IN MILLIONS	9.317	22.0296	14.742	14.236	17.702	78.026	59.385	137.410
AVERAGE SALE PRICE IN THOUSANDS	443.7	595.4	508.3	569.4	491.7	527.2	612.2	560.9
MEDIAN SALE PRICE IN THOUSANDS	405.0	585.0	457.0	515.0	445.0	485.0	520.0	495.0
COOP SALES	18	33	25	21	30	127	86	213
PERCENT OF COOP SALES	85.7	89.2	86.2	84.0	83.3	85.8	88.7	86.9
AVERAGE DAYS ON MARKET	37	28	20	30	33	40	36	32
SALES AT LIST PRICE	17	13	22	21	19	92	58	150
PERCENT OF SALES AT LIST PRICE	81	35.1	75.9	84	52.8	62.2	59.8	61.2
SALES TO LISTING INVENTORY RATIO	61.8	74.0	50.9	83.3	92.3	70.5	52.2	61.9
FINAL SALE TO NEW LISTING RATIO	75.0	88.1	78.4	67.6	116.1	84.6	74.0	80.1
<b>CLOSED SALES</b>								
FORCLOSURE/REO	0	1	0	0	0	1	1	2
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0
STANDARD	18	35	28	23	36	140	91	231
OTHER	3	1	1	2	0	7	5	12



## SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY 2021

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	11	6	43	15	11	48	8	42	184	64	248
TOTAL ACTIVE LISTINGS	14	18	34	10	15	32	2	18	143	59	202
AVERAGE DAYS ON MARKET	66	124	38	45	103	47	80	28	60	82	67
AVERAGE LIST PRICE IN THOUSANDS	740.6	1,408.0	1,062.1	751.3	1,209.5	782.2	976.9	979.0	993.6	827.3	945.0
MEDIAN LIST PRICE IN THOUSANDS	729.0	1,099.0	750.0	727.0	810.0	710.0	888.9	796.0	796.0	600.0	749.9
BOMS	7	4	5	10	2	14	2	14	58	23	81
AVERAGE BOM PRICE IN THOUSANDS	612.1	868.7	730.0	664.8	770.0	788.3	1,127.5	866.3	776.2	648.6	739.9
BOM TO SALE RATIO	87.5	80.0	10.0	45.5	11.8	35.9	28.6	28.0	29.3	71.9	35.2
EXPIRATIONS	1	1	2	0	0	2	0	1	7	6	13
<b>PENDING SALES</b>											
NEW ESCROWS OPENED	11	7	40	18	13	42	9	49	189	67	256
TOTAL YTD ESCROWS OPENED	11	7	40	18	13	42	9	49	189	67	256
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	64	71	44	37	29	19	24	19	32	42	34
NEW OPEN ESCROWS AVERAGE LIST PRICE	660.3	990.0	761.0	739.0	828.7	749.8	1,026.0	791.0	784.1	581.0	730.9
<b>CLOSED SALES</b>											
NEW ESCROWS CLOSED	8	5	50	22	17	39	7	50	198	32	230
TOTAL YTD ESCROWS CLOSED	8	5	50	22	17	39	7	50	198	32	230
VOLUME OF NEW SALE DOLLARS IN MILLIONS	5.285	3.9146	35.552	15.861	13.197	28.024	6.249	39.776	147.858	18.19424	166.052
VOLUME OF TOTAL YTD SALES IN MILLIONS	5.285	3.9146	35.552	15.861	13.197	28.024	6.249	39.776	147.858	18.194	166.052
AVERAGE SALE PRICE IN THOUSANDS	660.6	782.8	711.0	721.0	776.3	718.6	892.7	795.5	746.8	568.5	722.0
MEDIAN SALE PRICE IN THOUSANDS	570.0	815.0	640.0	715.0	755.0	635.0	840.0	755.0	690.0	430.0	678.0
COOP SALES	4	5	45	20	15	36	6	47	178	29	207
PERCENT OF COOP SALES	50.0	100.0	90.0	90.9	88.2	92.3	85.7	94.0	89.9	90.6	90.0
AVERAGE DAYS ON MARKET	56	24	32	23	20	43	19	26	38	27	27
SALES AT LIST PRICE	3	1	42	21	12	30	4	38	151	25	176
PERCENT OF SALES AT LIST PRICE	37.5	20	84	95.5	70.6	76.9	57.1	76	76.3	78.1	76.5
SALES TO LISTING INVENTORY RATIO	57.1	27.8	147.1	220.0	113.3	121.9	350.0	277.8	138.5	54.2	113.9
FINAL SALE TO NEW LISTING RATIO	72.7	83.3	116.3	146.7	154.5	81.3	87.5	119.0	107.6	50.0	92.7
<b>CLOSED SALES</b>											
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	8	5	50	22	16	37	7	49	194	31	225
OTHER	0	0	0	0	1	2	0	1	4	0	5

## SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY 2021

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	0	0	25	0	14	17	4	40	100	13	113
TOTAL ACTIVE LISTINGS	0	0	13	0	16	3	2	23	57	17	74
AVERAGE DAYS ON MARKET	0	0	14	0	31	31	6	40	30	56	36
AVERAGE LIST PRICE IN THOUSANDS	0.0	0.0	403.7	0.0	468.7	560.0	450.0	544.5	488.6	757.9	550.5
MEDIAN LIST PRICE IN THOUSANDS	0.0	0.0	399.8	0.0	425.0	455.0	410.0	520.0	449.9	599.0	450.0
BOMS	0	0	6	0	4	4	0	7	21	3	24
AVERAGE BOM PRICE IN THOUSANDS	0.0	0.0	329.6	0.0	435.9	416.2	0.0	568.1	445.8	624.6	468.2
BOM TO SALE RATIO	0.0	0.0	28.6	0.0	25.0	40.0	0.0	30.4	28.4	50.0	30.0
EXPIRATIONS	0	0	0	0	1	1	1	2	5	1	6
<b>PENDING SALES</b>											
NEW ESCROWS OPENED	0	0	21	0	13	20	2	36	92	12	104
TOTAL YTD ESCROWS OPENED	0	0	21	0	13	20	2	36	92	12	104
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	0	0	22	0	41	25	5	18	23	35	25
NEW OPEN ESCROWS AVERAGE LIST PRICE	0.0	0.0	383.8	0.0	413.6	526.9	410.0	484.1	459.0	523.7	466.4
<b>CLOSED SALES</b>											
NEW ESCROWS CLOSED	0	0	21	1	16	10	3	23	74	6	80
TOTAL YTD ESCROWS CLOSED	0	0	21	1	16	10	3	23	74	6	80
VOLUME OF NEW SALE DOLLARS IN MILLIONS	0.000	0.0006	8.428	0.395	6.592	4.874	1.488	11.666	33.442	2.88724	36.329
VOLUME OF TOTAL YTD SALES IN MILLIONS	0.000	0.0006	8.428	0.395	6.592	4.874	1.488	11.666	33.442	2.887	36.329
AVERAGE SALE PRICE IN THOUSANDS	0.0	0.0	401.3	395.0	412.0	487.4	496.0	507.2	451.9	481.2	454.1
MEDIAN SALE PRICE IN THOUSANDS	0.0	0.0	375.0	395.0	385.0	460.0	460.0	520.0	436.0	489.0	440.0
COOP SALES	0	0	20	1	14	10	1	17	63	5	68
PERCENT OF COOP SALES	0.0	0.0	95.2	100.0	87.5	100.0	33.3	73.9	85.1	83.3	85.0
AVERAGE DAYS ON MARKET	0	23	6	26	20	14	31	25	20	25	25
SALES AT LIST PRICE	0	0	18	1	10	8	2	20	59	4	63
PERCENT OF SALES AT LIST PRICE	0	0	85.7	100	62.5	80	66.7	87	79.7	66.7	78.8
SALES TO LISTING INVENTORY RATIO	0.0	0.0	161.5	0.0	100.0	333.3	150.0	100.0	129.8	35.3	108.1
FINAL SALE TO NEW LISTING RATIO	0.0	0.0	84.0	0.0	114.3	58.8	75.0	57.5	74.0	46.2	70.8
<b>CLOSED SALES</b>											
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	19	1	15	9	3	23	70	6	76
OTHER	0	0	2	0	1	1	0	0	4	0	4

RESIDENTIAL PROPERTIES LISTED

361

JANUARY 2021 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

360

RESIDENTIAL PROP. ESCROW CLOSED

310

ACTIVE INVENTORY

NEW LISTINGS	11	6	68	15	25	65	12	82	284	77	361
TOTAL ACTIVE LISTINGS	14	18	31	10	4	35	4	41	200	76	276
AVERAGE DAYS ON MARKET	66	124	32	45	66	45	43	35	52	77	58
AVERAGE LIST PRICE IN THOUSANDS	740.6	1,408.0	880.0	751.3	827.2	763.1	713.5	735.3	849.7	811.8	839.2
MEDIAN LIST PRICE IN THOUSANDS	729.0	1,099.0	645.0	727.0	550.0	710.0	490.0	685.0	700.0	600.0	685.0
BOMS	7	4	11	10	6	18	2	21	79	26	105
AVERAGE BOM PRICE IN THOUSANDS	612.1	868.7	511.6	664.8	547.3	705.6	1,127.5	766.9	688.4	645.8	677.8
BOM TO SALE RATIO	87.5	80.0	15.5	43.5	18.2	36.7	20.0	28.8	29.0	68.4	33.9
EXPIRATIONS	1	1	2	0	1	3	1	3	12	7	19

PENDING SALES

NEW ESCROWS OPENED	11	7	61	18	26	62	11	85	281	79	360
TOTAL YTD ESCROWS OPENED	11	7	61	18	26	62	11	85	281	79	360
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	64	71	36	37	35	21	20	19	29	41	32
NEW OPEN ESCROWS AVERAGE LIST PRICE	660.3	990.0	631.1	739.0	621.1	677.9	914.0	661.0	677.6	572.3	654.5

CLOSED SALES

NEW ESCROWS CLOSED	8	5	71	23	33	49	10	73	272	38	310
TOTAL YTD ESCROWS CLOSED	8	5	71	23	33	49	10	73	272	38	310
VOLUME OF NEW SALE DOLLARS IN MILLIONS	5,285	3,914.6	43,979	16,256	19,789	32,898	7,737	51,442	181,300	21,081.24	202,381
VOLUME OF TOTAL YTD SALES IN MILLIONS	5,285	3,914.6	43,979	16,256	19,789	32,898	7,737	51,442	181,300	21,081.24	202,381
AVERAGE SALE PRICE IN THOUSANDS	660.6	782.8	619.4	706.8	599.7	671.4	773.7	704.7	666.5	554.8	652.8
MEDIAN SALE PRICE IN THOUSANDS	570.0	815.0	590.0	715.0	580.0	625.0	674.0	675.0	630.0	435.0	625.0
COOP SALES	4	5	65	21	29	46	7	64	241	34	275
PERCENT OF COOP SALES	50.0	100.0	91.5	91.3	87.9	93.9	70.0	87.7	88.6	89.5	88.7
AVERAGE DAYS ON MARKET	56	24	31	25	20	34	23	25	35	27	239
SALES AT LIST PRICE	3	1	60	22	22	38	6	58	210	29	239
PERCENT OF SALES AT LIST PRICE	37.5	20	84.5	95.7	66.7	77.6	60	77.2	76.3	76.3	77.1
SALES TO LISTING INVENTORY RATIO	57.1	27.8	151.1	230.0	106.5	140.0	250.0	178.0	136.0	50.0	112.3
FINAL SALE TO NEW LISTING RATIO	72.7	83.3	104.4	153.3	132.0	75.4	83.3	89.0	95.8	49.4	85.9

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	8	5	69	23	31	46	10	72	264	37	301
OTHER	0	0	2	0	2	3	0	1	8	0	9

SELLING PRICE RANGE

LESS THAN 100,000	0	0	0	0	0	0	0	0	0	0	0
100,000 TO 109,999	0	0	0	0	0	0	0	0	0	0	0
110,000 TO 119,999	0	0	0	0	0	0	0	0	0	0	0
120,000 TO 139,999	0	0	0	0	0	0	0	0	0	0	0
140,000 TO 159,999	0	0	0	0	0	0	0	0	0	0	0
160,000 TO 179,999	42	1	1	1	1	1	1	1	10000	5.6	5.6
180,000 TO 199,999	0	3	0	0	0	0	0	0	0	0	0
200,000 TO 249,999	55	2	7	2	2	2	2	2	9000	3.5	3.5
250,000 TO 299,999	21	7	7	7	7	7	7	7	1875	-1	-1
300,000 TO 349,999	38	18	16	6	6	6	6	6	693	-0.2	-0.2
350,000 TO 399,999	20	13	22	4	4	4	4	4	8506	-2.5	-2.5
400,000 TO 449,999	20	37	20	5	5	5	5	5	3239	-0.9	-0.9
450,000 TO 499,999	23	8	14	6	6	6	6	6	3386	-0.8	-0.8
500,000 TO 549,999	16	15	18	2	2	2	2	2	8764	-1.8	-1.8
550,000 TO 599,999	22	26	30	6	6	6	6	6	8207	-1.6	-1.6
600,000 TO 699,999	19	34	72	10	10	10	10	10	17218	-2.9	-2.9
700,000 TO 799,999	21	38	38	8	8	8	8	8	12054	-1.8	-1.8
800,000 TO 899,999	42	22	31	12	12	12	12	12	705	-0.2	-0.2
900,000 TO 999,999	25	15	20	5	5	5	5	5	15262	-1.8	-1.8
1,000,000 TO 1,999,999	52	44	18	8	8	8	8	8	56359	3.6	3.6
MORE THAN 2,000,000	19	1	1	1	1	1	1	1	104900	3.6	3.6
TOTALS	27	276	310	78	78	78	78	78	5362	-1.3	-1.3

LISTINGS

361

2021RMLS TOTAL - \$ VOLUME

\$202,381,000

SALES

310

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.





**SANTA CLARITA VALLEY**  
**COMPARABLE SALES ANALYSIS 2016-2021**  
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)  
TOTAL MONTH BY MONTH

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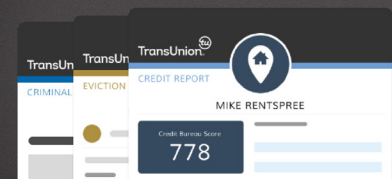
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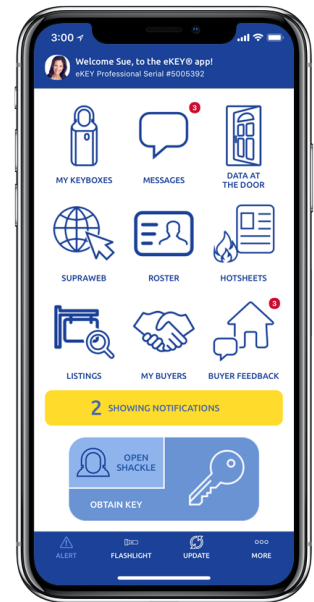
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