

May/June 2021

# REALTOR<sup>®</sup> REPORT

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

San Fernando Valley

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Volume 101 • Issue 5

## REALTOR POLITICAL ACTION COMMITTEE (RPAC) HALL OF FAME



NEWEST INDUCTEE FOR 2020  
**SHARON BARRON**

## REALTOR POLITICAL ACTION COMMITTEE (RPAC) HALL OF FAME



NEWEST INDUCTEE FOR 2020  
**CINDY WU**

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## REALTOR® REPORT

*The Official Publication of SRAR*

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**Diane Sydel**

**President-Elect**  
**Jeff Phillips**

**Chief Executive Officer**  
**Tim Johnson**

**Santa Clarita Valley Division**  
**Chairman**  
**Nicole Stinson**

**Main office:**  
7232 Balboa Blvd. • Lake Balboa, CA 91406  
Tel: (818) 786-2110 • Fax: (818) 786-4541  
e-mail: [info@srar.com](mailto:info@srar.com)

## San Fernando Valley

# HOME PRICE SETS RECORD, SALES UP SOUTHLAND REGIONAL ASSOCIATION OF REALTORS

Single-family home and condominium sales in the San Fernando Valley during March soared over a year ago and the median home price rose to a record \$901,000 as buyers sorted through a near record-low inventory, the Southland Regional Association of Realtors reported Tuesday.

A total of 492 single-family homes changed owners during March, up 34.1 percent from a year ago, while 227 condominiums closed escrow, an increase of 48.4 percent.

"The impact of the Coronavirus lockdown didn't hit local real estate last year until April and May," said Diane Sydel, president of the Southland Regional Association of Realtors. "Sales fell off a cliff last April, but the opposite appears to be happening this April, even with very few listings out there. Buyers are hungry to snap up properties, especially with interest rates holding at or near historically low levels."

Pending escrows — a measure of future sales activity — were up 69.1 percent from a year ago March with 751 open escrows in the pipeline.

That's remarkable, said Tim Johnson, SRAR's chief executive officer, considering that the active inventory is down 27.3 percent from a year ago. There were 637 active listings at the end of March, up slightly

from the record low 629 listings reported in February.

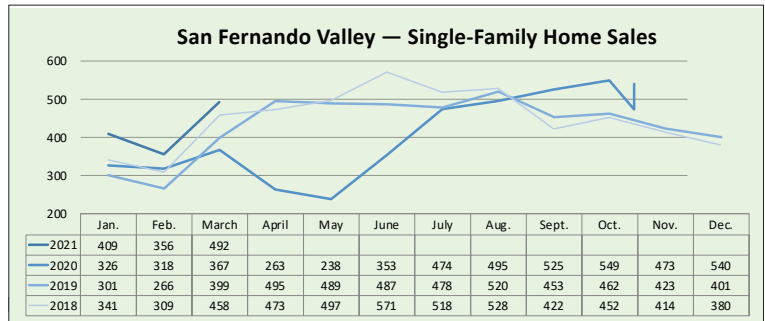
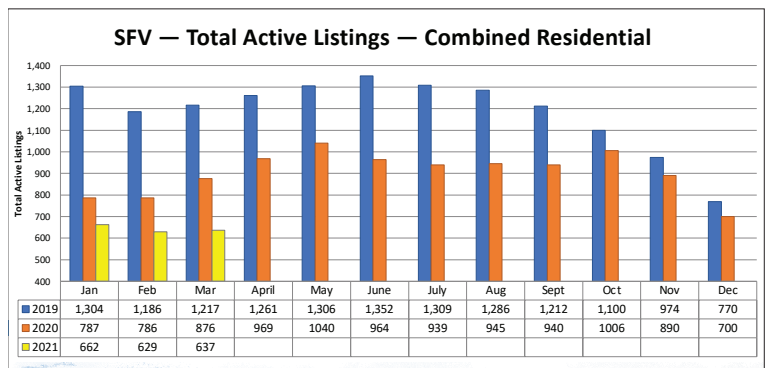
"This is only the third time we've ever seen total listings below 700," Johnson said. "And with supply so low, the question becomes how high can prices go before buyers object or simply cannot qualify, even with low interest rates?"

But Johnson noted that as the pandemic recedes and businesses

reopen, consumer optimism is likely to rise, giving residential real estate a boost and encouraging owners to list their property, especially as a record number of sales statewide during March went above the asking price.

The 637 listings reported by the Association at the end of March represented a 0.9-month supply at the current pace of sales, a number seen only once before. Over 33 years the supply averaged 5.6-month, which typically translated to about 5,360 active listings.

The record \$901,000 home median price



— meaning half of the 492 home sales went for more and half for less — was up 16.3 percent over March 2020. It was the first time above the \$900,000 benchmark and beat the prior record of \$852,000 set in August. Similarly, the 227 condominiums sold during March posted a median price of \$515,000. That was up 14.4 percent from March 2020, but down slightly from the record condo price of \$519,000 set this February.



## Santa Clarita Valley

# CONDOMINIUM PRICE UP 19% TO RECORD HIGH

As the inventory of homes listed for sale during March in San-ta Clarita fell 38.3 percent, sales of homes and condominiums took off, with the condo median price setting a record, the Southland Regional Association of Realtors reported Tuesday.

A total of 256 single-family homes changed owners during March. That was up 39.1 percent from a year ago and 55.2 percent ahead of this February. Similarly, 111 condominiums closed escrow, up 38.8 percent from March 2020 and 48.0 percent higher than February. "The full

impact of the COVID-19 pandemic and ensuing safer-at-home orders and business closures didn't hit until April 2020," said Nicole Stinson, chair of the Association's

Santa Clarita Division Council. "Last March sales were still relatively strong, so to surpass those numbers shows promise for the months ahead." Pending escrow, which provide insight into future closed escrow activity, suggest that April will be exceptionally busy, especially compared to April 2020. At the end of this March there were 406 pending escrows, an increase of 72.8 percent over 12 months ago. With interest rates remaining at or near historical lows despite recent fluctuations, the lack of inventory is the primary brake on the local residential resale market. "The local supply is down 38 percent with only 221 listings reported at the end of March," said Tim Johnson, the Association's CEO. "Given the heavy demand, that supply won't last long." Indeed, the 221 active listings represented a mere 0.6-month supply at the current pace of sales. Over the last 13 years Association statistics show that the monthly

average was a 3.7-month supply or about 900 active listing per month. The median price of the homes 256 homes that changed owners came in at \$737,000, an increase of 17.0 percent from a year ago, but slightly below the record high \$759,000 posted in September. The condominium median price of \$465,000 was up 19.2 percent from 12 months ago, setting a record high.



## Interest Rate Update

National average as reported by Freddie Mac on:



**April 15**

30-Yr FRM — 3.04 percent  
15-Yr FRM — 2.35 percent

**April 8**

30-Yr FRM — 3.13 percent  
15-Yr FRM — 2.42 percent



# HOUSING REMAINS THE BRIGHT SPOT

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

Residential real estate will continue to be a bright spot in the economy as almost all regions of California recapture some of the many jobs lost to the pandemic, but the unevenness of the recovery highlights the state's fundamental lack of housing, especially for people who need it the most.

"It's a tale of two markets," said Jordan G. Levine, vice president and chief economist for the California Association of Realtors.

"There's strong demand across the board," Levine said in a recent Zoom call with 77 San Fernando and Santa Clarita valley real estate brokers, owners, and office managers that was organized by the Southland Regional Association of Realtors. The lower price points of the market are "extremely inventory constrained," while homes selling for \$2 million and up, which is where the heaviest demand exists, continue to dominate in terms of price growth and sales, primarily because the "nature of the crisis protected high-income earners."

While still tight, inventory and rising prices in the market's higher reaches do not limit sales as much as at the median price range and lower.

It's important for Realtors and their clients to understand that "you can't extrapolate to \$5 million homes" the trends and economic realities that limit other prospective buyers.

"It's a nuance you want to be aware of and you want your clients to be aware of," he said.

C.A.R. statistics reflected an even stronger optimism for the coming months, especially as more than 1 million jobs statewide have returned and almost half of the population has received at least one dose of a vaccine.

The state lost 2.7 million jobs, with nearly

1 million gone in the leisure and hospitality sectors of the economy.

Over 90 percent of the lost jobs, or about 2.5 million people, were in low-wage industries that on average pay less than \$100,000 per year. People earning over \$100,000 accounted for only 7 percent of lost jobs, or about 187,900 people.

"We're optimistic, but not overly confident," he said. "We're really going to have to generate inventory out of thin air."

"The lack of inventory will be the thing that holds the market back," he said, noting that active listings are half of what was available last year, which even then was reported as critically low.

Resale prices are at record levels while inventory locally and statewide stand at or near historically low levels. Levine said the economy's fundamentals are "good" and that C.A.R. does not expect a wave of foreclosures coming down the pipe.

While California is "not perfectly insulated ... it isn't 2008 all over again," he said. "A foreclosure crisis is unlikely."

Instead, he said the numbers suggest foreclosures will remain in the single-digit range of 5 percent to 8 percent.

"There still are a lot of challenges," Levine said. "We're moving in the right direction, but still nowhere near pre-crisis

## Housing market still doing unseasonably well

- Lots of buyer demand amidst all-time low rates
- Housing market data closed ABOVE 2019!

## Broader indicators are less rosy

- Still lots of folks on the unemployment rolls
- Gotta hunker down for last bit of COVID
- Ominous trends for the population and economy

## Keeping it really real

- Demographics creates more, not less, urgency
- Time for get serious about supply & new construction
- Impacting much more than just the real estate market

CALIFORNIA ASSOCIATION OF REALTORS®

## California housing market outlook

	2015	2016	2017	2018	2019	2020	2021f
SFH Resales (000s)	409.4	417.7	424.9	402.6	398.0	411.9	458.0
% Change	7.0%	2.0%	1.7%	-5.2%	-1.2%	3.5%	11.2%
Median Price (\$000s)	\$476.3	\$502.3	\$537.9	\$569.5	\$592.4	\$659.4	\$712.1
% Change	6.6%	5.4%	7.1%	5.9%	4.0%	11.3%	8.0%
Housing Affordability Index	31%	31%	29%	28%	31%	32%	27%
30-Yr FRM	3.9%	3.6%	4.0%	4.5%	3.9%	3.1%	3.0%

levels.

"Stocks have come back, homes are worth more than ever," he said. "But a lot of people are still struggling."

Californians al always will pay a premium for housing, even if the state launches a massive home-building campaign. Some people are leaving the state, often hunting for lower home prices, yet "we're still seeing incredible growth right in California's core. Both can be true: people leaving and population growth."

The Achilles heal of the state regarding housing and the overall economy is that 73 percent of Californians cannot afford a median price home of \$751,990.

"Affordability numbers are particularly dire for our communities of color," Levine said. "That will reverberate throughout the economy."

As of April 1st, Proposition 19 expanded property tax benefits for those 55 and older, the disabled, and victims of natural disasters, allowing them to transfer their property's assessed value and tax basis when they sell their home and purchase a new one, of any value, anywhere within California.

Previously, this tax base transfer opportunity was limited to only 10 counties statewide. Additionally, eligible homeowners can now transfer their base-year assessed value to a more expensive home, whereas the previous law limited the transfer to a home of equal or lesser value.

Eligible homeowners can also transfer their assessed value up to three times, while under previous law they could only move with their assessed value one time. In effect, the property tax base for seniors is now "portable."

For detailed information, go to the L.A. County Office of the Assessor website: <https://assessor.lacounty.gov/propp19/>

## NEW TAX BENEFITS FOR SENIORS



JEFF PRANG  
LOS ANGELES COUNTY ASSESSOR





# REALTORS LAUNCH FAIR HOUSING WEBSITE

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

The California Association of Realtors proudly presented recently a brand-new website dedicated to providing Realtors with information about fair housing best practices, building inclusive businesses and organizations, and promoting more equitable communities.

The website can be found at: <https://www.fairhousingcalifornia.org>

The website offers an opportunity to learn about what C.A.R. is doing to expand housing opportunity for all Californians and to address the legacy of once-legal discrimination.

The Association supports a diverse community of more than 200,000 members and the equally diverse communities that those Realtors serve.

“We are committed to protecting and expanding the opportunity for every Californian to sustainably own,

use and transfer real property,” the Association stated.

Even with long-standing state, federal and local laws prohibiting discrimination, many communities remain segregated while housing discrimination and barriers to equal housing opportunity persist.

The website offers information about Fair Housing, C.A.R.’s advocacy on behalf of underserved communities and tools to help California Realtors support the homeownership needs of all communities.

As the first point of contact for many home seekers and owners, Realtors can make a huge difference in someone’s



FAIR HOUSING



homeownership journey. The Association has compiled books, reports, C.A.R. and NAR resources, videos and more to help ensure that Realtors are stewards of fair housing

## Market Optimism Remains High

Optimism about the housing market remains high as California consumers remain relatively bullish on selling and, despite a highly competitive market environment, relatively undaunted on buying as well.

This is due in large part to a gradually improving picture of California’s pandemic numbers and the corresponding growth in the broader economic indicators in the state. However, the prospect of rising rates is creating more urgency for would-be buyers, which is pushing prices up and affordability down.

- **California Housing Market Continues to Grow in First Week of May**—Based upon the first week of sales in May and more complete reporting on closed sales in April, California should see an acceleration in the market for last month. Every week of April recorded a 40 percent or higher increase compared to the same point in 2020, which was when the market collapsed due to the pandemic. Realtor optimism in the California Association of Realtors’ weekly survey was among the highest measured since the onset of the crisis.

- **Public Health Numbers Remain Encouraging**—Overall, California’s public health numbers continue to improve, with L.A. moving into the yellow tier.

- **Forbearance Numbers Continue to Improve**—Less than 4.5 percent of all mortgages are currently in forbearance according to the latest weekly data from the Mortgage Bankers Association. That is down slightly from the week before and almost half the forbearance rate from its peak in June 2020. Encouragingly, only 15 percent of those homeowners who have gotten out of forbearance have no plan in place.

- **Mortgage Applications Ease from Previous Highs**—Last week saw the 49th consecutive increase in new mortgage applications for home purchases on a year-to-year basis, but the pace of growth dipped from more than 50 percent to “just” 34 percent last week. However, on a weekly basis, the purchase index has been falling from its cycle-high of the previous week. Demand remains strong, and C.A.R.’s monthly consumer survey showed that the percentage who thought it was a good time to buy in April remain undaunted thus far.



A video honoring the life and accomplishments of Ken Kelly, an award-winning local Realtor, a Hughes Aircraft and JPL engineer, an inventor, and a past president of the San Fernando Valley Fair Housing Council, is available for viewing at [www.SRAR.com](http://www.SRAR.com).

Kelly passed away in February. The video recently was used to open a California Association of Realtors virtual meeting attended by more than 800 Realtors. Because of now-illegal restrictive covenants, Kelly twice over his lifetime asked white friends to buy a home in communities where the family wanted to live, including in Northridge. Kelly was remarkable because he succeeded in forging relationships and navigating three worlds — engineering, real estate, and the ongoing campaign to ensure fair housing for all.



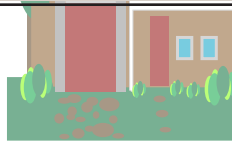
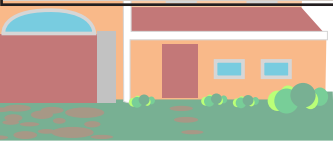
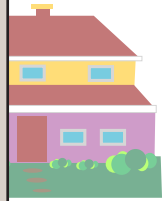
## COVID-19 Rent Relief for Landlords

California's Business, Consumer Services and Housing Agency has created a state portal for landlords and renters to apply for rental assistance.

CA COVID-19 Rent Relief will help income-eligible households pay rent and utilities, both for past due and future payments.

Landlords can choose to accept 80 percent of any unpaid rent owed from April 1, 2020, through March 31, 2021. If a landlord accepts this funding, the landlord agrees to forgive the remaining unpaid rent for that covered period.

If a landlord chooses not to participate, the tenant can still apply for relief valued at 25 percent of unpaid back rent they owe for the covered period. Landlords can determine if they are eligible by completing an easy checklist. Visit the [HousingisKey.com](https://www.housingiskey.com) website for details.



## Promoting Green Tools in Listings is Valuable

One out of three Realtors said they had been directly involved with buying or selling a property that had green or eco-friendly features in the past 12 months, according to a new report from the National Association of Realtors.

The report, which was released in recognition of this year's Earth Day, surveyed Realtors about sustainability issues facing the real estate industry.

Sixty-five percent of respondents said promoting energy efficiency in listings was valuable, with 36 percent reporting that their multiple listing service had green data fields. Among Realtors who did have MLS green data fields, 36 percent used them to promote green features, 25 percent highlighted energy information, and 13 percent listed green certifications. More

than half of those surveyed – 55 percent – said their clients were interested in sustainability.

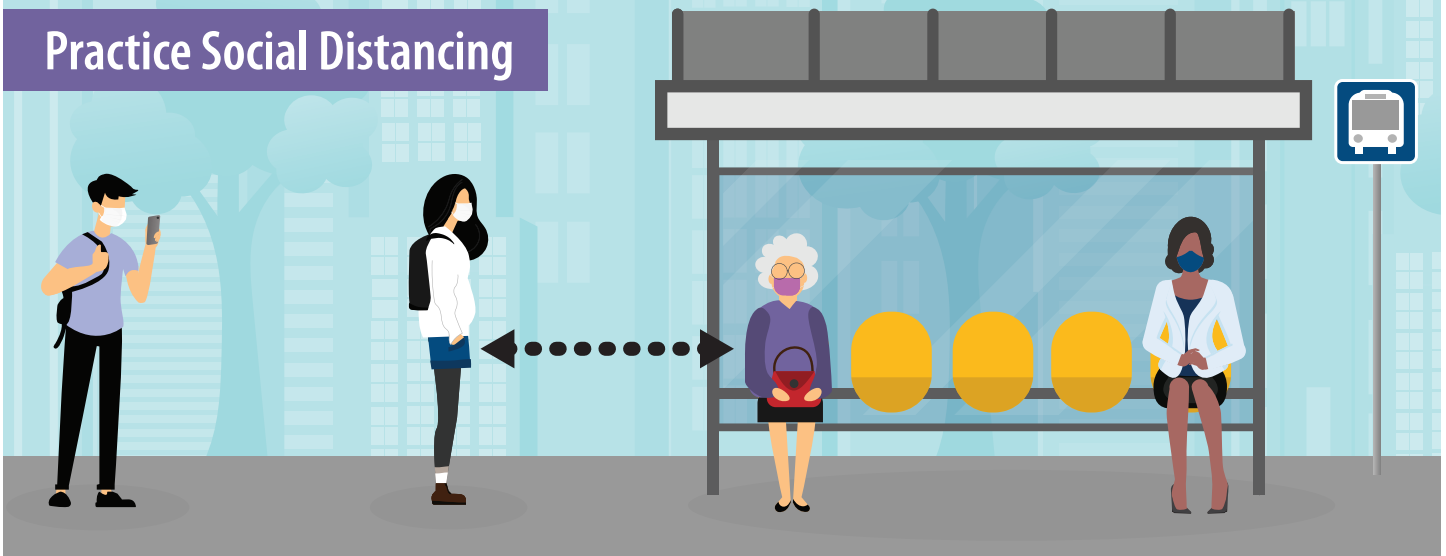
"A growing number of consumers are seeking homes with features that are good for the environment and, by extension, good for their wallets by reducing utility expenses in the long run," said Jessica Lautz, NAR vice president of demographics and behavioral insights. "The pandemic has led to an increased focus on wellness and sustainability is an important variable in that overall equation for some people."

A strong majority of Realtors – 82 percent – said properties with solar panels were available in their market and 40 percent said solar panels increased the perceived property value.

Twenty-two percent of respondents said that a high-performance home – defined as a systematic building science approach to home improvements that enhance indoor comfort, health, operational efficiency and durability – increased the dollar value offered compared to other similar homes.

# Help Protect Yourself and Others from COVID-19

## Practice Social Distancing



Stay 6 feet (2 arm's lengths) from other people.

## And Wear a Cloth Face Covering



Be sure it covers your nose and mouth to help protect others.  
You could be infected and not have symptoms.



CS 317297-A 05/29/2020

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



# Southland Regional Association of REALTORS®

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**FREE** - Create, edit & complete contracts and forms for real estate transactions. Online program includes branding, template creation, auto fill, smart forms and more!!



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818-786-2110



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

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



# Statistics

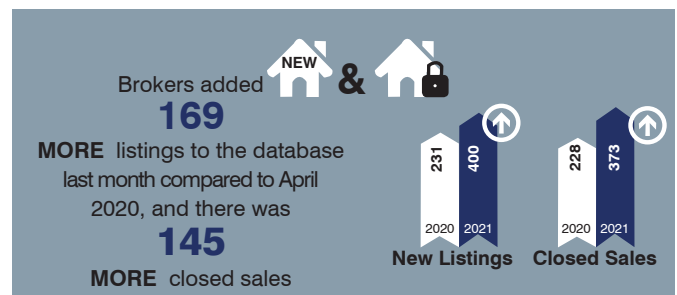
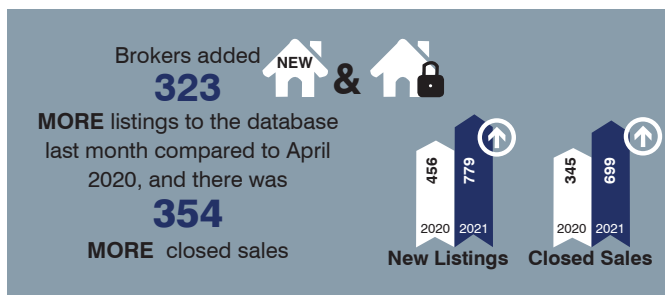
## Market Snapshot (April 2021):



The median sale price for  
single family homes  
**increased by**  
**26%**  
from this time last year



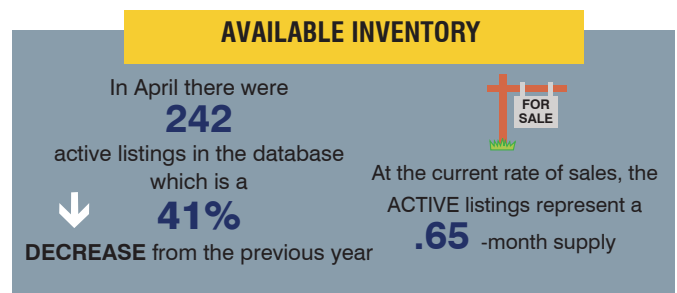
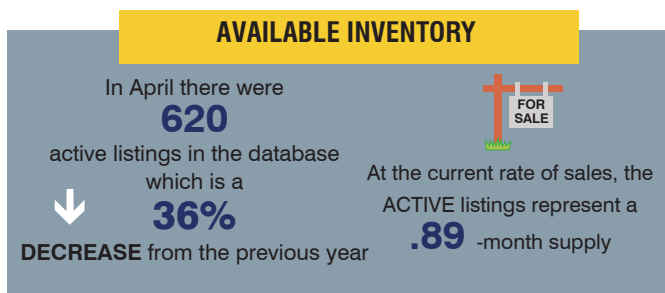
The median sale price for  
single family homes  
**increased by**  
**26%**  
from this time last year



The total dollar value of  
to date sales **increased**  
**\$970,701,000**  
from April 2020



The total dollar value of  
to date sales **increased**  
**\$361,436,000**  
from April 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

1,529

APRIL 2021 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,413

RESIDENTIAL PROP. ESCROW CLOSED

1,350

ACTIVE INVENTORY

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	97	149	183	210	779	750	1,529
TOTAL ACTIVE LISTINGS	93	110	134	146	620	664	1,284
AVERAGE DAYS ON MARKET	78	54	49	56	57	56	56
AVERAGE LIST PRICE IN THOUSANDS	697.8	1,306.8	1,232.6	2,390.2	1,490.5	1,142.2	1,310.4
MEDIAN LIST PRICE IN THOUSANDS	615.0	995.0	835.0	1,100.0	825.0	674.9	775.0
BOMS	23	41	53	55	212	201	413
AVERAGE BOM PRICE IN THOUSANDS	686.1	1,012.7	1,052.3	1,261.8	1,082.1	969.0	1,027.1
BOM TO SALE RATIO	27.7	31.5	34.4	27.8	30.3	30.9	30.6
EXPIRATIONS	5	9	9	17	50	43	93

PENDING SALES

NEW ESCROWS OPENED	94	132	165	187	724	689	1,413
TOTAL YTD ESCROWS OPENED	367	501	556	713	2,619	2,368	4,987
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	21	22	19	20	22	25	24
NEW OPEN ESCROWS AVERAGE LIST PRICE	633.9	1,204.1	899.6	1,182.2	1,049.2	708.5	883.0

CLOSED SALES

NEW ESCROWS CLOSED	83	130	154	198	699	651	1,350
TOTAL YTD ESCROWS CLOSED	350	470	533	677	2,458	2,128	4,586
VOLUME OF NEW SALE DOLLARS IN MILLIONS	49,047	158,881.6	134,028	244,973	771,989	452,770.24	1,224,759
VOLUME OF TOTAL YTD SALES IN MILLIONS	207,402	513,355.6	452,051	759,304	2,414,564	1,454,643	3,869,208
AVERAGE SALE PRICE IN THOUSANDS	590.9	1,222.2	870.3	1,237.2	1,104.4	695.5	907.2
MEDIAN SALE PRICE IN THOUSANDS	600.0	901.0	820.0	900.0	820.0	520.0	690.0
COOP SALES	60	113	128	165	576	581	1,157
PERCENT OF COOP SALES	72.3	86.9	83.1	83.3	82.4	89.2	85.7
AVERAGE DAYS ON MARKET	26	37	29	26	29	29	29
SALES AT LIST PRICE	73	87	103	155	550	508	1,058
PERCENT OF SALES AT LIST PRICE	88	66.9	85.7	78.3	78.7	78	78.4
SALES TO LISTING INVENTORY RATIO	89.2	94.9	114.9	135.6	112.7	98.0	105.1
FINAL SALE TO NEW LISTING RATIO	85.6	87.2	95.7	94.3	89.7	86.8	88.3

CLOSED SALES

FORCLOSURE/REO	1	1	0	1	4	3	7
SELLER CONCESSIONS	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0
STANDARD	72	125	144	184	652	614	1,266
OTHER	10	4	10	13	43	31	74

SELLING PRICE RANGE

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	8	3	1	12499
100,000 TO 109,999	0	1	0	0
110,000 TO 119,999	1	2	0	0
120,000 TO 129,999	145	1	0	19900
130,000 TO 139,999	20	3	1	6967
140,000 TO 149,999	35	1	2	13717
150,000 TO 159,999	37	3	3	2
160,000 TO 169,999	36	3	3	4288
170,000 TO 179,999	180,000 TO 199,999	3	7	29660
200,000 TO 209,999	81	28	7	10513
210,000 TO 219,999	29	27	6	14348
220,000 TO 229,999	31	43	16	14010
230,000 TO 239,999	27	70	13	17852
240,000 TO 249,999	20	46	13	19709
250,000 TO 259,999	28	82	13	43424
260,000 TO 269,999	40	60	28	17
270,000 TO 279,999	33	73	17	15732
280,000 TO 289,999	19	126	28	29841
290,000 TO 299,999	27	117	26	29319
300,000 TO 309,999	23	86	18	37245
310,000 TO 319,999	35	74	17	40541
320,000 TO 329,999	28	267	74	30190
330,000 TO 339,999	41	169	49	408319
340,000 TO 349,999	29	1284	335	8385
TOTALS				

LISTINGS

5,599

2021 RMLS TOTAL - \$ VOLUME

\$3,869,208,000

SALES

4,586



	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	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	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										
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 APRIL 2021

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	68	102	96	146	172	584	575	1,159
TOTAL ACTIVE LISTINGS	57	88	74	108	113	440	509	949
AVERAGE DAYS ON MARKET	84	55	48	51	49	55	54	54
AVERAGE LIST PRICE IN THOUSANDS	772.4	1,655.9	1,979.3	1,340.4	2,912.9	1,841.2	1,232.3	1,514.6
MEDIAN LIST PRICE IN THOUSANDS	625.0	1,395.0	1,199.0	899.9	1,355.0	1,099.0	676.9	880.0
BOMS	20	26	26	38	42	152	160	312
AVERAGE BOM PRICE IN THOUSANDS	716.9	1,285.3	1,523.1	1,182.4	1,459.5	1,273.6	1,062.2	1,165.2
BOM TO SALE RATIO	38.5	32.1	31.0	32.5	27.1	31.1	33.4	32.2
EXPIRATIONS	4	8	5	6	13	36	27	63
<b>PENDING SALES</b>								
NEW ESCROWS OPENED	70	90	95	133	146	534	526	1,060
TOTAL YTD ESCROWS OPENED	253	315	293	429	555	1,845	1,798	3,643
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	22	22	26	18	16	20	26	23
NEW OPEN ESCROWS AVERAGE LIST PRICE	670.2	1,502.9	1,542.6	970.4	1,375.9	1,233.5	746.9	992.0
<b>CLOSED SALES</b>								
NEW ESCROWS CLOSED	52	81	84	117	155	489	479	968
TOTAL YTD ESCROWS CLOSED	241	292	264	402	522	1,721	1,620	3,341
VOLUME OF NEW SALE DOLLARS IN MILLIONS	33.591	124.6436	155.378	113.071	221.721	648.403	352.14624	1,000.549
VOLUME OF TOTAL YTD SALES IN MILLIONS	156.330	399.0356	392.744	376.593	678.261	2,002.963	1,153.799	3,156.762
AVERAGE SALE PRICE IN THOUSANDS	646.0	1,538.8	1,849.7	966.4	1,430.5	1,326.0	735.2	1,033.6
MEDIAN SALE PRICE IN THOUSANDS	615.0	1,165.0	1,125.0	878.0	970.0	935.0	520.0	775.0
COOP SALES	36	68	65	95	125	389	420	809
PERCENT OF COOP SALES	69.2	84.0	77.4	81.2	80.6	79.6	87.7	83.6
AVERAGE DAYS ON MARKET	29	23	31	24	28	27	28	28
SALES AT LIST PRICE	47	54	62	100	121	384	387	771
PERCENT OF SALES AT LIST PRICE	90.4	66.7	73.8	85.5	78.1	78.5	80.8	79.6
SALES TO LISTING INVENTORY RATIO	91.2	92.0	113.5	108.3	137.2	111.1	94.1	102.0
FINAL SALE TO NEW LISTING RATIO	76.5	79.4	87.5	80.1	90.1	83.7	83.3	83.5
<b>CLOSED SALES</b>								
FORCLOSURE/REO	1	1	1	0	1	4	2	6
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0
STANDARD	44	77	80	108	142	451	455	906
OTHER	7	3	3	9	12	34	22	56

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL 2021

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	29	47	44	37	38	195	175	370
TOTAL ACTIVE LISTINGS	36	49	36	26	33	180	155	335
AVERAGE DAYS ON MARKET	70	51	61	39	80	60	66	63
AVERAGE LIST PRICE IN THOUSANDS	579.8	679.7	543.7	784.8	600.3	633.1	846.4	731.8
MEDIAN LIST PRICE IN THOUSANDS	499.0	589.0	495.0	530.0	499.0	539.0	654.1	579.0
BOMS	3	15	14	15	13	60	41	101
AVERAGE BOM PRICE IN THOUSANDS	480.3	540.1	524.6	722.8	622.9	597.1	605.4	600.5
BOM TO SALE RATIO	9.7	30.6	28.0	40.5	30.2	28.6	23.8	26.4
EXPIRATIONS	1	1	5	3	4	14	16	30
<b>PENDING SALES</b>								
NEW ESCROWS OPENED	24	42	51	32	41	190	163	353
TOTAL YTD ESCROWS OPENED	114	186	189	127	158	774	570	1,344
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	18	23	31	25	32	27	24	25
NEW OPEN ESCROWS AVERAGE LIST PRICE	528.0	563.8	490.6	605.4	492.4	531.3	584.4	555.8
<b>CLOSED SALES</b>								
NEW ESCROWS CLOSED	31	49	50	37	43	210	172	382
TOTAL YTD ESCROWS CLOSED	109	178	164	131	155	737	508	1,245
VOLUME OF NEW SALE DOLLARS IN MILLIONS	15.456	34.2396	29.682	20.957	23.252	123.586	100.62424	224.210
VOLUME OF TOTAL YTD SALES IN MILLIONS	51.071	114.3206	89.709	75.458	81.043	411.601	300.845	712.446
AVERAGE SALE PRICE IN THOUSANDS	498.6	698.7	593.6	566.4	540.7	588.5	585.0	586.9
MEDIAN SALE PRICE IN THOUSANDS	520.0	670.0	460.0	549.0	501.5	540.0	520.0	530.0
COOP SALES	24	45	45	33	40	187	161	348
PERCENT OF COOP SALES	77.4	91.8	90.0	89.2	93.0	89.0	93.6	91.1
AVERAGE DAYS ON MARKET	20	30	22	35	30	35	33	33
SALES AT LIST PRICE	26	33	41	32	34	166	121	287
PERCENT OF SALES AT LIST PRICE	83.9	67.3	82	86.5	79.1	79	70.3	75.1
SALES TO LISTING INVENTORY RATIO	86.1	100.0	138.9	142.3	130.3	116.7	111.0	114.0
FINAL SALE TO NEW LISTING RATIO	106.9	104.3	113.6	100.0	113.2	107.7	98.3	103.2
<b>CLOSED SALES</b>								
FORCLOSURE/REO	0	0	0	0	0	0	1	1
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	3	3
STANDARD	28	48	47	36	42	201	159	360
OTHER	3	1	3	1	1	9	9	18

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

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	12	14	61	29	24	64	18	67	289	95	384
TOTAL ACTIVE LISTINGS	12	20	34	16	20	38	9	37	186	76	262
AVERAGE DAYS ON MARKET	43	76	44	35	35	25	12	23	36	47	39
AVERAGE LIST PRICE IN THOUSANDS	807.0	1,456.8	1,057.1	947.5	860.2	934.8	981.4	1,093.8	1,032.0	950.9	1,008.5
MEDIAN LIST PRICE IN THOUSANDS	799.0	1,100.0	749.0	750.0	799.9	850.0	975.0	839.9	850.0	550.0	800.0
BOMS	4	3	24	7	9	20	9	24	100	33	133
AVERAGE BOM PRICE IN THOUSANDS	880.7	1,149.6	881.8	795.8	878.8	799.7	989.7	929.2	888.2	868.9	883.4
BOM TO SALE RATIO	33.3	33.3	48.0	24.1	37.5	27.4	128.6	32.9	36.1	55.0	39.5
EXPIRATIONS	2	0	3	0	2	1	1	1	10	4	14
<b>PENDING SALES</b>											
NEW ESCROWS OPENED	15	8	63	26	19	60	13	72	276	92	368
TOTAL YTD ESCROWS OPENED	64	33	203	89	67	226	41	251	974	274	1,248
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	17	49	15	12	29	14	13	16	17	31	20
NEW OPEN ESCROWS AVERAGE LIST PRICE	683.4	921.1	773.0	739.3	965.7	774.1	1,125.0	829.9	814.2	676.6	779.8
<b>CLOSED SALES</b>											
NEW ESCROWS CLOSED	12	9	50	29	24	73	7	73	277	60	337
TOTAL YTD ESCROWS CLOSED	55	33	188	89	70	199	30	229	893	225	1,118
VOLUME OF NEW SALE DOLLARS IN MILLIONS	8.707	8.6206	43.314	23.511	22.105	56.279	8.140	63.635	234.310	34.42124	268.731
VOLUME OF TOTAL YTD SALES IN MILLIONS	38.384	29.5106	142.407	64.692	60.662	151.429	31.910	194.565	713.559	134.349	847.907
AVERAGE SALE PRICE IN THOUSANDS	725.6	957.8	866.3	810.7	921.0	770.9	1,162.9	871.7	845.9	573.7	797.4
MEDIAN SALE PRICE IN THOUSANDS	760.0	850.0	725.0	760.0	820.0	755.0	1,175.0	835.0	795.0	505.0	770.0
COOP SALES	9	8	46	29	19	64	7	62	244	55	299
PERCENT OF COOP SALES	75.0	88.9	92.0	100.0	79.2	87.7	100.0	84.9	88.1	91.7	88.7
AVERAGE DAYS ON MARKET	21	23	32	32	19	14	18	22	25	23	23
SALES AT LIST PRICE	9	9	45	25	21	62	7	68	246	52	298
PERCENT OF SALES AT LIST PRICE	75	100	90	86.2	87.5	84.9	100	93.2	88.8	86.7	88.4
SALES TO LISTING INVENTORY RATIO	100.0	45.0	147.1	181.3	120.0	192.1	77.8	197.3	148.9	78.9	128.6
FINAL SALE TO NEW LISTING RATIO	100.0	64.3	82.0	100.0	100.0	114.1	38.9	109.0	95.8	63.2	87.8
<b>CLOSED SALES</b>											
FORCLOSURE/REO	0	0	0	1	0	0	0	0	1	0	1
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0	0	0	0
STANDARD	11	9	50	28	23	72	7	72	272	56	328
OTHER	1	0	0	0	1	1	0	1	4	0	8

## SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL 2021

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	0	2	19	2	15	21	4	48	111	7	118
TOTAL ACTIVE LISTINGS	0	0	12	1	11	6	1	25	56	11	67
AVERAGE DAYS ON MARKET	0	0	33	0	46	32	7	25	31	58	35
AVERAGE LIST PRICE IN THOUSANDS	0.0	0.0	498.8	240.0	510.5	418.2	535.0	532.7	503.6	702.3	536.2
MEDIAN LIST PRICE IN THOUSANDS	0.0	0.0	389.0	240.0	418.0	349.0	535.0	570.0	445.0	715.0	465.5
BOMS	0	0	5	1	8	8	0	18	40	4	44
AVERAGE BOM PRICE IN THOUSANDS	0.0	0.0	589.8	465.0	455.4	487.6	0.0	556.6	524.4	573.7	528.9
BOM TO SALE RATIO	0.0	0.0	25.0	100.0	38.1	50.0	0.0	51.4	41.7	26.7	39.6
EXPIRATIONS	0	0	0	0	0	1	0	2	3	1	4
<b>PENDING SALES</b>											
NEW ESCROWS OPENED	0	2	19	2	23	21	4	43	114	16	130
TOTAL YTD ESCROWS OPENED	0	2	83	4	71	69	11	157	397	50	447
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	0	5	21	24	19	12	7	17	17	28	18
NEW OPEN ESCROWS AVERAGE LIST PRICE	0.0	943.0	488.3	575.0	563.4	565.3	492.2	531.7	543.6	523.4	541.1
<b>CLOSED SALES</b>											
NEW ESCROWS CLOSED	0	0	20	1	21	16	3	35	96	15	111
TOTAL YTD ESCROWS CLOSED	0	0	77	3	68	59	13	130	350	41	391
VOLUME OF NEW SALE DOLLARS IN MILLIONS	0.000	0.0006	8.206	0.685	8.908	7.528	1.388	18.740	45.454	7.98324	53.438
VOLUME OF TOTAL YTD SALES IN MILLIONS	0.000	0.0006	31.720	1.855	28.810	29.332	6.233	69.258	167.208	21.056	188.263
AVERAGE SALE PRICE IN THOUSANDS	0.0	0.0	410.3	685.0	424.2	470.5	462.7	535.4	473.5	532.2	481.4
MEDIAN SALE PRICE IN THOUSANDS	0.0	0.0	380.0	685.0	420.0	490.0	450.0	512.0	435.0	525.0	450.0
COOP SALES	0	0	20	1	20	15	3	32	91	14	105
PERCENT OF COOP SALES	0.0	0.0	100.0	100.0	95.2	93.8	100.0	91.4	94.8	93.3	94.6
AVERAGE DAYS ON MARKET	0	26	5	27	26	7	11	20	39	23	23
SALES AT LIST PRICE	0	0	18	1	14	16	2	34	85	9	94
PERCENT OF SALES AT LIST PRICE	0	0	90	100	66.7	100	66.7	97.1	88.5	60	84.7
SALES TO LISTING INVENTORY RATIO	0.0	0.0	166.7	100.0	190.9	266.7	300.0	140.0	171.4	136.4	165.7
FINAL SALE TO NEW LISTING RATIO	0.0	0.0	105.3	50.0	140.0	76.2	75.0	72.9	86.5	214.3	94.1
<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	20	1	20	15	2	33	91	15	106
OTHER	0	0	0	0	1	1	1	2	5	0	5







**SANTA CLARITA VALLEY**

[illegible]

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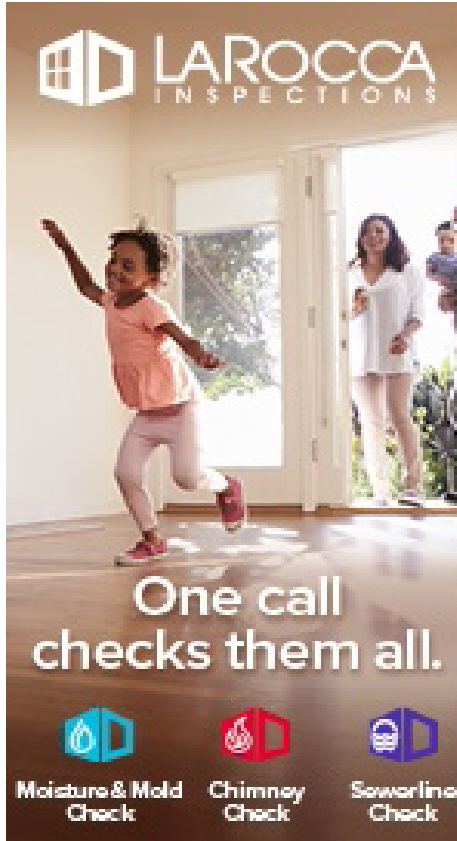
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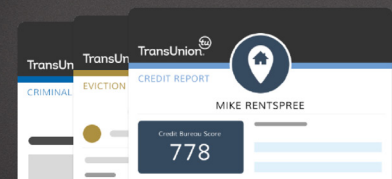
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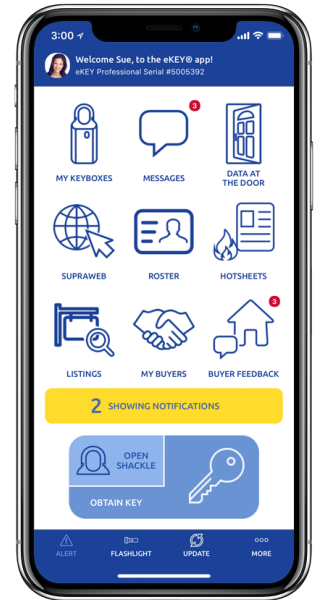
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