

August/September 2021

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

70% STILL SELL ABOVE LIST

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SOUTHLAND REGIONAL

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Volume 101 • Issue 8



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

REALTOR® REPORT

The Official Publication of SRAR

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70% STILL SELL ABOVE LIST

TORRID MARKET SHOWS SIGNS OF COOLING STATEWIDE

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

Despite an impressive performance in the first six months of the year, California's residential housing market's momentum appears to be moderating as a few more properties are listed for sale and rising prices push buyers to their limits.

June home sales were up 28.3 percent from a year ago, but down slightly month-to-month, the California Association of Realtors reported recently.

With exceptional sales growth in June, the state housing market ended the first half of the year with a year-to-date increase of 33.6 percent.

Higher priced markets continued to do well while sales of lower-priced properties remained below last year's levels.

"We're starting to see what a difference, just a slight uptick in inventory and listings can do to help lessen the buying frenzy and create a sense of normalcy," said C.A.R. President Dave Walsh. "The market is still extremely competitive, with 70 percent of homes selling above list price; however, the number of new listings increased in June, and both the share of listings with a reduced price and median reduction amount increased, giving buyers more opportunities to purchase."

California's median home price set a record high for the fourth consecutive month in June as the median price increased 0.2 percent on a month-to-month basis to \$819,630 in June, up from May's \$818,260. The median was up 30.9 percent from the \$626,170 price recorded in June 2020. The median price in California also remained above the \$800,000 benchmark for the third consecutive month.

The pace of growth in home prices appeared to be decelerating, however, as the change between May and June remained below one percent, and the increase was the smallest in the past four months.

On a year-over-year basis, the statewide median price increased more than 30 percent for the third consecutive month.

"Tight supply, low rates and the change in the mix of sales continue to be the primary factors pushing up home prices to record levels," said Jordan Levine, C.A.R. vice president and chief economist. "However, we are expecting price growth to slow from this point on as the top end of the market begins moderating."

With pending sales down for the first time in 14 months, closed sales — which have declined five out of the last six months — will likely remain lackluster as the market enters the second half of the year. Other key points from C.A.R.'s June 2021 resale housing report included:

price gain of 48.1 percent in June, followed by Siskiyou, 40.5 percent, and Santa Barbara, 39.2 percent.

Twenty-five counties set new record high median prices in June. Lake had the smallest price growth of all counties with a 3.9 percent increase from June 2020.

• Higher-priced markets continued to do well while sales of lower-priced properties remained below last year's levels. The million-dollar market increased in demand by triple-digits year-over-year, with sales of homes priced \$2 million and above surging 141 percent from a year ago.

Sales of homes priced below \$300,000, on the other hand, continued to fall precipitously, with the year-over-year growth rate declining 48 percent in June.

Tight housing supply continues to be the primary constraining factor for sales in the lower price segment. The state has sold more homes in the million-dollar market than the sub \$500,000 market in the 2nd quarter,

California June 2021 Sales and Price Report

\$819,630
Median Home Price
0.2% MTM

CA Median Price set a new high but growth expected to slow

More new listings added but still below pre-pandemic level

1.7
Months of Supply

-11.0%
YTY % Chg. in Pending Sales

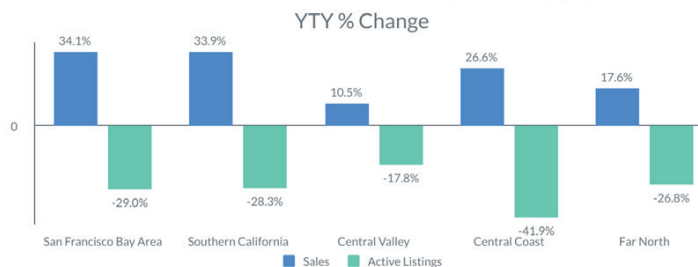
Pending sales declined for the first time since May 2020



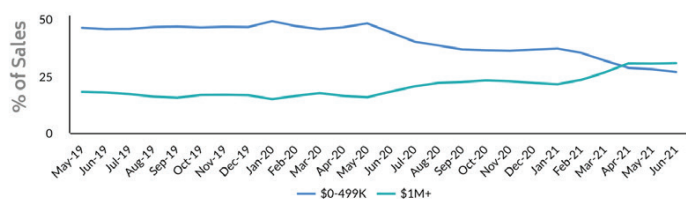
CALIFORNIA ASSOCIATION OF REALTORS®

www.car.org/marketdata

Demand continues to outpace supply



Mix of sales changed rapidly in the past year



• At the regional level, four of the five major regions in the state set new record high median prices in June, with each region increasing by more than 20 percent from a year ago. The San Francisco Bay Area continue to grow at the fastest pace with a year-over-year gain of 35.0 percent, followed by Southern California at 30.3 percent.

• All 51 counties tracked by C.A.R. experienced price growth on a year-over-year basis, with 47 of them reported a double-digit rate increase in median price from last year. Del Norte had the largest

a condition that has not been observed in California in the past.

Interest Rate Update

National average as reported by Freddie Mac on:

July 15

30-Yr FRM — 2.88 percent

15-Yr FRM — 2.22 percent

July 8

30-Yr FRM — 2.9 percent

15-Yr FRM — 2.2 percent



2022 BOARD OF DIRECTORS ELECTION

Voting for the 2022/2023 SRAR Board of Directors will begin September 27, 2021 and remain open through NOON, Tuesday, October 12, 2021. Members will elect fourteen(14) directors for a two-year term. Be sure to cast no more than 14 votes. Voting for more than 14 candidates will void the entire ballot. The primary method of voting is electronic by accessing the SRAR.com website, clicking on the the election button and following the instructions. Voting is fast, simple, secure and confidential. All REALTOR® members in good standing are eligible to vote. All members may vote only once; therefore, members who request a written ballot will be blocked from voting online. Take an active role in the future of your association by exercising your right to vote for the individuals who will lead the association for the next two years.



VILMA LETOSKY
SLATE CANDIDATE

Throughout my years of being a Realtor/Broker/Owner and a Director of SRAR and CAR, I have enjoyed the leadership so much that I have been able to share some of my experience with my agents and my fellow Realtors. I am happy to share that this year is my 30th anniversary of being a Realtor. Serving my Community and helping homeowners to make their dream of homeownership a reality has been deeply fulfilling and rewarding, however, I feel that I have much more to give back to my Association and my community and this is one of the reason I would like to continue to be a SRAR Director to advocate for our industry.



RICH PISANI
SLATE CANDIDATE

I joined SRAR in 2010. In 2013 I began serving on the MLS COMMITTEE, it's VICE CHAIR in 2016 and CHAIR in 2017. Also in 2013 began serving on the GRIEVANCE COMMITTEE. Serving as it's VICE CHAIR in 2018 and Chair in 2019. I successfully completed the LEADERSHIP INSTITUTE in 2013 and was elected to the Board of Directors in 2019. I am dedicated to my community, served several years on the Greater Valley Glen Council, and as it's Treasurer. I am a passionate animal lover and work closely with GreySave, a Greyhound Adoption group finding forever homes for retired Greyhounds. A portion of proceeds from every closing is donated to GreySave. I look forward to further serving our Association on it's BOARD OF DIRECTORS making thoughtful and important changes for the benefit of a terrific future for our members.



GINA UZUNYAN
SLATE CANDIDATE

2016 SRAR president, 2019 Realtor of the year, 2021 Governmental Affairs Chair, CAR Board of Director, Past SRAR Board of Director, Past NAR Director, Legislative Key Contact. Actions speak louder than words, when I'm not selling I'm advocating protecting our profession. No matter how busy, I make time to assist my fellow Realtors & volunteer at SRAR. Having served on almost all standing committees, my 35+ years of Real Estate experience puts me in a unique position to be of service for ALL our members. Broker/Owner of a full time service Real Estate firm, I specialize in selling & leasing Residential Multi-Units, Commercial, Land Developments properties. Owned & operated an independent escrow & mortgage company, licensed mortgage broker, this experience gives me understanding & prospective of the entire Real Estate industry that's second to none. More than ever, we need capable leadership to represent Realtors. It will be my honor to recieve your vote, Thank You.



LOUISA HENRY
SLATE CANDIDATE

To make sure Realtors stay relevant and educated for our clients. Also to make changes in our Real Estate community as the board and members see fit to better our Profession, Also on a more personal note to work with the best in our profession and to learn from them, So that I may mentor new agents. I would also eventually like to teach new agents in our industry. My goal this year is getting my Brokers license as I have passed all classes and am waiting on a test date.



FILIP S. CRISPINO
SLATE CANDIDATE

I would bring in the perspective of an Agent Realtor in the field. I would connect with our membership population that is starting their career and those who are just beginning to truly make this a professional business. Bring a fresh perspective to the Board with the goal/intention of positively broadening our engagement with fellow members.



KRISTEN KALSKI
SLATE CANDIDATE

As a Board of Director member for the past 2 years, we have made some significant changes and decisions for our 10,000+Members. I value the opportunity to work as a team to better our association, our members, our profession, and the communities we serve. I want to continue to add value to our members and our profession. I have been a part of SRAR since 2000, at first as an affiliate, then as a Realtor. I value education and I am finishing up my Master of Science in Real Estate, Finance and Investment. My goal is to continue to grow in my leadership skills by contributing this knowlege to SRAR, CAR, and my clients.

Vote ✓

Vote ✓

Vote ✓

Vote ✓

Vote ✓

Vote ✓

Vote ✓

2022 BOARD OF DIRECTORS ELECTION



ROBERT L. JOHNSON
SLATE CANDIDATE

We have 10,000+ members at SRAR. Each one of those members has a voice. REALTORS are in this fight together to preserve homeowner private property rights along with our livelihood in this industry. We all see the disruption taking place. I am ready for the challenge as I know there are many different viewpoints of our fellow members on various issues. As a director, I will place the welfare of the association before my own personal interest, and keep the viewpoints of our members in mind. Doing this will help me make the right decision's for the good of our association. My experience as a C.A.R. Director and member of various committees at the local and state level has lead to experience of taking issues of importance to the association and report those matters of concern or actions taken by the association back to my constituency.



NEAL ADLER
SLATE CANDIDATE

Have been a member of SRAR since January 1994 and been active in the association. Served as member, Vice-Chair and Chair for Pro Standards and Grievance Committee, BOD rep for Ethics and Arbitration. I have nearly 23 years experience in Grievance, Pro Standards, Ethics and Arbitration. Have been certified by CAR and Strauss Center for Dispute Resolution at Pepperdine Law School in Mediation and Dispute Resolution. Have served on SRAR BOD since 2019.



BRYAN ALMEDIA
SLATE CANDIDATE

I would like to be a director because I feel like I can bring youthfulness and fresh ideas to a Board that is in desperate need of just that. We need new innovative ways of continuing to connect and provide value to our membership, and someone that would go out there and be able to connect with our younger audience and still inspire our more seasoned individuals at the same time I believe I would be perfect in doing just that!



WINNIE DAVIS
SLATE CANDIDATE

Honored to have served as a past President, founded local leadership program & chaired many committees. Active in Real Estate Sales 40+ years specializing in Listings, Sales & Investments & Property management. Named #1 Sales Title for yrs. NAR & CAR Director, serving & chaired several committees representing concerns at the National & State level. Our industry will see more changes in this decade than in the last 100 yrs. Would like to continue serving with my knowledge and experience on the SRAR Board to serve our members. I am excited to live in these interesting times & more excited about you, allowing me to continue assisting our Association into the future! Your vote is important to me & I appreciate & am thankful for your vote & support!



ERIKA KAUZLARICH-BIRD
SLATE CANDIDATE

I have already been a director for a number of years. Being a part of the association has given me tremendous passion for our industry and our members. I would like the opportunity to continue to serve, utilizing my talents to best serve our real estate community, with professionalism and passion.



MICHAEL DEAN VINCENT
SLATE CANDIDATE

I have been with organized real estate since 2009, when asked to join and have only been absent when term limits require. I have been President and Chairman of Santa Clarita Valley Division, Governmental Affairs both SFV and SCV, MLS both SFV and SCV and Executive committee along with liaison for 3 years for the BOD. I am currently an Independent broker and am applying to come back to Board of Directors after serving my 1 year hiatus per the rules we created when I was with the BOD. I am ready to get back to helping my local association do all that it can to help it's local members in the real estate industry. Here to protect our members and make a difference.

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

2022 BOARD OF DIRECTORS ELECTION



EUGENIA (GINA) AGUILAR
SLATE CANDIDATE

With over 30 years as a Realtor and now a Broker/Manager, I have had vast experience in organized Real Estate and serving our association for over 15 years. I have served numerous terms on the Grievance, Professional Standards, Ethics and Arbitration Committee, Equal Opportunity Housing Committee as well as an Ombudsman and Advocate. My role has expanded in serving as an Ombudsman for CAR. My people skills and calm demeanor have been an essential part of serving our Membership. Serving my association has been an honor and a pleasure. It has allowed me to meet and work with true Real Estate professionals with a common vision of raising the bar in our industry.



FREDERICK P. TAZARTES
SLATE CANDIDATE

I have been a Realtor for over 15 years, in the time I have worked for 3 different Brokerages. I started as an agent and progressed into management and compliance. I am involved with the MLS and Grievance Committees and on the SCV Committee. I would like to be involved with the Board as we enter some interesting times in Real Estate. My current company is involved with 4 different MLS Boards and it is interesting to see how each Board is dealing with the current state of Real Estate. I would like to be part of the Board and as they make decisions that will affect the future of SRAR and Real Estate in general. I believe that my current experience and my past experience of working for major financial institutions that were related to Real Estate would provide usefully for the Board as we move forward.



FRED SABINE
SLATE CANDIDATE

My experience at SRAR goes back many years and includes Past President 2011 and Realtor of the year. I also have been a CAR Director since 2008 and have just been approved a second term as CREPAC Trustee. I believe that my CAR experience with CREPAC and 4 years as an IMPAC Trustee (Co-vice Chair 2016) will be an asset in helping guide the Southland Regional Association of Realtors for the next 2 years.



GAYE RAINEY
SLATE CANDIDATE

I have been a member of SRAR for 43 years. I served as President of SRAR in 2015. I am currently serving on the SRAR Board of Directors, MLS, Professional Standards, and Procuring Cause Committee. I am a CAR Director, Vice Chairman of the CAR MLS Committee, member of CAR Professional Standards Committee and Risk Management Forum. I also serve on the NAR MLS Committee. I am an active Real Estate agent and Broker of Record for a productive Real Estate Office. Through my continuing service, I see what is happening in our profession from the local, State and National levels and always strive to make it better and serve our members and clients at the highest level. I believe in the values of our profession and will always work diligently on your behalf to promote these values.



ANTHONY BEDGOOD
SLATE CANDIDATE

I have found a passion in giving back to our Association. When I participated in the Leadership program, I met colleagues and mentors that fueled my desire to do my part for REALTORS and the clients we serve. I have not been licensed for a long time, but I started into leadership quite early. I am on the SCV Council as well as the Co-chair for the SCV Networking Meetings. I am also an active member in the SCV GA. In the valley, I am the Vice chair of YPN and also serving my second year on the Grievance committee. This experience has given me the tools and the desire to continue to serve the association as a board member. I can offer fresh perspectives and enthusiasm. I appreciate the opportunity!



DAN TRESIERRAS
SLATE CANDIDATE

Proud to have served as President for 2019 of Southland Regional Association of Realtors, a Board of Director for over a 10 year period, and a Board of Director for CAR for over the last 10 years. It is my desire to serve again and continue to be a part of this Great Organization. I have 43 years of full time Real Estate experience and a wealth of working Transactional Experience. Born and raised here in the San Fernando Valley. Served 4 years in the U.S. Navy as a hospital Corpsman attached to the Marine Corps at Camp Pendleton and later served overseas. I would appreciate your vote, Thank You.

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

SEVEN LOCAL CHARITIES GET REALTOR GRANTS

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

The Charitable Foundation of the Southland Regional Association of Realtors recently presented grants to seven local nonprofit organizations that assist homeless individuals and families in crisis.

In a reception held in Studio City, Diane Syddell, SRAR president, presented checks in the amount of \$5,000 to:

- Hope of the Valley
- ONEGeneration
- MAPS Charities — Mission to Assist and Provide for Seniors

- Bridge to Home
- San Fernando Valley Rescue Mission
- L.A. Family Housing
- Strength United

The Charitable Foundation in May also donated \$2,000 to each of the following nonprofit organizations:

- Santa Clarita Valley Senior Center
- Operation Gratitude
- Northridge Hospital Foundation
- New Horizons
- Santa Clarita Valley Kids Holiday Party

“Each of these organizations provides

invaluable services to needy members of our community,” said Wendy Furth, chair of the SRAR Charitable Foundation. “We need more affordable housing for everyone, and these are the people and nonprofits that fill the gap, working tirelessly to keep people in a home and off the streets.

“It’s gratifying that Realtors play a role in making that happen,” Furth said. In the coming weeks this page will profile each of the recipients.



Left to right: Marilyn Sappington, San Fernando Valley Rescue Mission, community relations manager; Sue Sexton, OneGeneration, director of development; Cecily Lerner, Mission to Assist and Provide for Seniors, nonprofit consultant; Wendy Furth, SRAR Charitable Foundation, chair; David Prentice, SFV Rescue Mission, director; Tim Johnson, SRAR, chief executive officer; Klara Zimmerman, MAPS, director; Jeff Phillips, SRAR, president-elect; Diane Syddell, SRAR president; Ken Craft, Hope of the Valley, president; Nicole Roberts, Strength United, development director; Chelsea Mottern, L.A. Family Housing, grants manager; Kim Goldberg-Roth, Strength United, executive director; and Melanie Berringer, L.A. Family Housing, community engagement manager. Not photographed: Michael Foley, Bridge to Home, executive

Support Local Housing Charities

Help support the local charities that provide a broad range of housing-related services to needy residents of the San Fernando and Santa Clarita valleys by donating to the Charitable Foundation of the Southland Regional Association of Realtors.

Founded in 1990, the 501(c)(3) charitable nonprofit annually raises funds that make a difference in the lives of homeless families, women with children, men, and the nonprofit charities dedicated to helping their neighbors keep a



roof overhead. Every tax-deductible donation goes a long way for organizations like this year’s recipients of grants from the SRAR Foundation, including Hope of the Valley, ONEGeneration, MAPS, Bridge to Home, SFV Rescue Mission, L.A. Family Housing, and Strength United. To see the full list of recipients over the decades and to make a tax-deductible

donation, go to SRAR.com and click on the SRAR Charitable Foundation link located near the top of the left column. The Foundation is dedicated to improving the social and economic well being of our communities.

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

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

Statistics

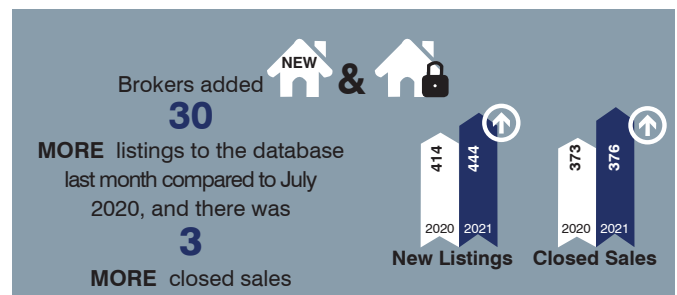
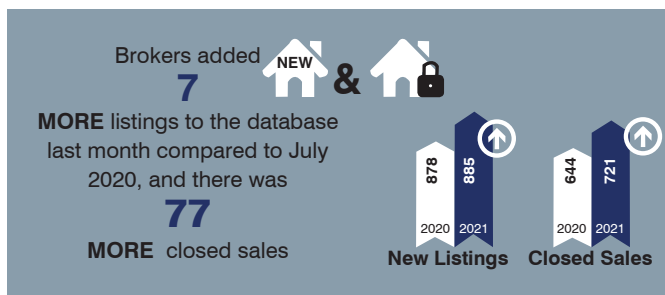
Market Snapshot (July 2021):



The median sale price for
single family homes
increased by
15%
from this time last year



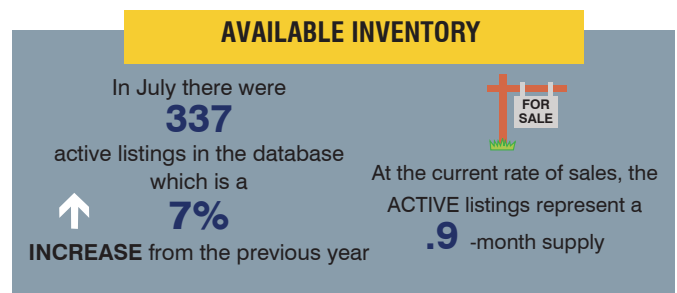
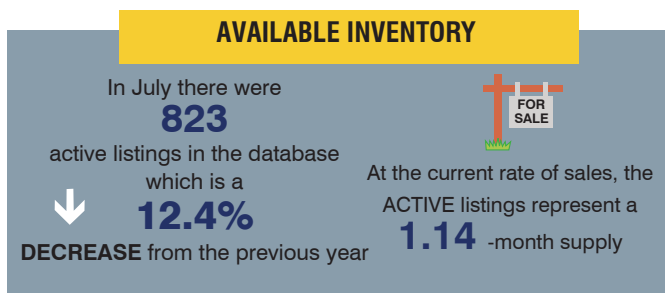
The median sale price for
single family homes
increased by
22%
from this time last year



The total dollar value of
to date sales **increased**
\$1,915,867,000
from July 2020



The total dollar value of
to date sales **increased**
\$1,021,824,000
from July 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

1,739

JULY 2021 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,337

RESIDENTIAL PROP. ESCROW CLOSED

1,365

ACTIVE INVENTORY

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	116	161	168	209	231	885	1,739
TOTAL ACTIVE LISTINGS	114	167	151	166	225	823	1,773
AVERAGE DAYS ON MARKET	72	49	48	56	44	52	53
AVERAGE LIST PRICE IN THOUSANDS	672.0	1,270.7	1,339.4	1,196.2	2,174.7	1,432.5	1,178.8
MEDIAN LIST PRICE IN THOUSANDS	650.0	1,029.0	849.0	850.0	999.9	875.0	765.0
BOMS	37	41	37	62	74	251	478
AVERAGE BOM PRICE IN THOUSANDS	641.1	1,015.5	1,219.4	977.1	1,352.3	1,080.1	927.0
BOM TO SALE RATIO	39.8	34.2	28.5	34.6	37.2	34.8	35.0
EXPIRATIONS	8	9	7	4	10	38	81

PENDING SALES

NEW ESCROWS OPENED	104	109	120	187	202	722	1,337
TOTAL YTD ESCROWS OPENED	656	849	836	1,067	1,283	4,691	8,901
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	20	18	21	22	21	21	22
NEW OPEN ESCROWS AVERAGE LIST PRICE	631.4	1,076.9	1,146.3	905.5	1,123.9	993.0	866.5

CLOSED SALES

NEW ESCROWS CLOSED	93	120	130	179	199	721	1,365
TOTAL YTD ESCROWS CLOSED	624	841	817	1,035	1,225	4,542	8,540
VOLUME OF NEW SALE DOLLARS IN MILLIONS	61.433	143,017.6	138,438	167,562	221,963	493,976.24	1,226,399
VOLUME OF TOTAL YTD SALES IN MILLIONS	386.136	979,235.6	900,905	921,973	1,414,891	4,603,140	7,465,191
AVERAGE SALE PRICE IN THOUSANDS	660.7	1,191.8	1,064.9	936.1	1,115.4	1,015.8	898.5
MEDIAN SALE PRICE IN THOUSANDS	680.0	925.0	820.0	880.0	915.0	850.0	750.0
COOP SALES	73	99	105	152	174	603	1,162
PERCENT OF COOP SALES	78.5	82.5	80.8	84.9	87.4	83.6	85.1
AVERAGE DAYS ON MARKET	25	22	17	17	23	21	22
SALES AT LIST PRICE	82	92	110	160	164	608	1,126
PERCENT OF SALES AT LIST PRICE	88.2	76.7	84.6	89.4	82.4	84.3	82.5
SALES TO LISTING INVENTORY RATIO	81.6	71.9	86.1	107.8	88.4	87.6	77.0
FINAL SALE TO NEW LISTING RATIO	80.2	74.5	77.4	85.6	86.1	81.5	78.5

CLOSED SALES

FORCLOSURE/REO	0	1	0	0	0	1	7
SELLER CONCESSIONS	0	0	0	0	0	0	0
SHORT SALE	0	1	0	0	0	1	1
STANDARD	83	108	118	167	190	666	1,255
OTHER	10	10	12	12	9	53	102

SELLING PRICE RANGE

AVG. SELL TIME	ACTIVE NO. LISTINGS	REDUCED \$	\$ AVERAGE PRICE REDUCTION %		
LESS THAN 200,000	30	24	2	12975	5.2
200,000 - 249,999	30	29	8	2383	0.8
250,000 - 299,999	27	56	21	3609	-1.7
300,000 - 349,999	19	57	50	42376	-4
350,000 - 399,999	17	116	64	-15744	-5
400,000 - 449,999	17	68	72	-18483	-4.8
450,000 - 499,999	20	67	73	-24633	-1
500,000 - 549,999	21	75	103	-25374	-1
550,000 - 599,999	27	100	63	-20173	-4.2
600,000 - 699,999	21	161	128	-27681	-4.9
700,000 - 799,999	26	207	161	-25808	-4
800,000 - 899,999	16	139	161	-1743	-5.8
900,000 - 999,999	19	109	97	36973	-4.2
1,000,000 - 1,499,999	26	244	225	-57452	-6
1,500,000 - 1,999,999	24	114	64	-46108	-3.6
2,000,000 - 2,499,999	19	50	27	-70461	-3.8
2,500,000 - 2,999,999	24	33	11	85280	1.8
3,000,000 OR MORE	40	93	28	197853	1.6
TOTALS	22	1773	1365	-16155	-330.9

LISTINGS

10,657

2021 RMLS TOTAL - \$ VOLUME

\$7,465,191,000

SALES

8,540

EN: Arleta, Kagal Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar ES: Cahuenga Pass, Lake Hollywood, North Hollywood, Sherman Oaks, Studio City, Toluca Lake, Valley Glen, Valley Village, Van Nuys CS: Encino, Lake Balboa, Reseda, Tarzana, Van Nuys WN: Chatsworth, Arleta, Encino, Granada Hills, Mission Hills, North Hills, Northridge WS: Bell Canyon, Calabasas, Canoga Park, Hidden Hills, Monte Nido, West Hills, Winnetka, Woodland Hills

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS



	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	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	1,629	1,409	913.2	85.2
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	1,739	1,337	866.5	85.1
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 JULY 2021

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	80	113	117	171	177	658	693	1,351
TOTAL ACTIVE LISTINGS	79	118	104	130	174	605	755	1,360
AVERAGE DAYS ON MARKET	68	46	46	52	43	49	52	51
AVERAGE LIST PRICE IN THOUSANDS	748.3	1,494.2	1,687.4	1,304.0	2,616.8	1,712.0	994.5	1,313.7
MEDIAN LIST PRICE IN THOUSANDS	715.0	1,180.0	960.0	900.0	1,250.0	985.0	649.0	800.0
BOMS	27	27	29	55	60	198	190	388
AVERAGE BOM PRICE IN THOUSANDS	691.7	1,202.3	1,390.5	1,008.9	1,557.8	1,214.2	790.3	1,006.6
BOM TO SALE RATIO	40.9	32.1	34.1	37.7	40.0	37.3	38.4	37.8
EXPIRATIONS	4	8	4	3	9	28	30	58
PENDING SALES								
NEW ESCROWS OPENED	73	74	80	150	157	534	492	1,026
TOTAL YTD ESCROWS OPENED	456	554	537	846	996	3,389	3,246	6,635
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	22	19	21	23	21	21	25	23
NEW OPEN ESCROWS AVERAGE LIST PRICE	704.7	1,271.6	1,424.4	989.1	1,257.2	1,133.4	753.8	951.4
CLOSED SALES								
NEW ESCROWS CLOSED	66	84	85	146	150	531	495	1,026
TOTAL YTD ESCROWS CLOSED	438	555	526	816	946	3,281	3,039	6,320
VOLUME OF NEW SALE DOLLARS IN MILLIONS	48.295	116.7496	111.386	146.167	191.559	614.155	393.85624	1,008.011
VOLUME OF TOTAL YTD SALES IN MILLIONS	296.226	792.4126	741.058	791.148	1,262.335	3,883.179	2,274.635	6,157.814
AVERAGE SALE PRICE IN THOUSANDS	731.7	1,389.9	1,310.4	1,001.1	1,277.1	1,156.6	795.7	982.5
MEDIAN SALE PRICE IN THOUSANDS	715.0	1,075.0	902.0	900.0	1,025.0	920.0	576.0	820.0
COOP SALES	49	67	67	125	133	441	423	864
PERCENT OF COOP SALES	74.2	79.8	78.8	85.6	88.7	83.1	85.5	84.2
AVERAGE DAYS ON MARKET	26	16	17	25	21	25	23	
SALES AT LIST PRICE	58	63	73	129	123	446	406	852
PERCENT OF SALES AT LIST PRICE	87.9	75	85.9	88.4	82	84	82	83
SALES TO LISTING INVENTORY RATIO	83.5	71.2	81.7	112.3	86.2	87.8	65.6	75.4
FINAL SALE TO NEW LISTING RATIO	82.5	74.3	72.6	85.4	84.7	80.7	71.4	75.9
CLOSED SALES								
FORCLOSURE/REO	0	0	0	0	0	0	5	5
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	1	0	0	0	1	0	1
STANDARD	57	73	77	135	141	483	451	934
OTHER	9	10	8	11	9	47	39	86

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JULY 2021

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	36	48	51	38	54	227	161	388
TOTAL ACTIVE LISTINGS	35	49	47	36	51	218	195	413
AVERAGE DAYS ON MARKET	80	55	53	70	45	59	61	60
AVERAGE LIST PRICE IN THOUSANDS	500.0	732.5	569.3	806.5	666.4	656.7	821.5	734.5
MEDIAN LIST PRICE IN THOUSANDS	530.0	665.0	499.0	575.0	487.0	565.0	633.0	589.0
BOMS	10	14	8	7	14	53	37	90
AVERAGE BOM PRICE IN THOUSANDS	504.4	655.2	599.1	727.3	471.6	579.3	590.9	584.1
BOM TO SALE RATIO	37.0	38.9	17.8	21.2	28.6	27.9	24.8	26.5
EXPIRATIONS	4	1	3	1	1	10	13	23
PENDING SALES								
NEW ESCROWS OPENED	31	35	40	37	45	188	123	311
TOTAL YTD ESCROWS OPENED	200	295	299	221	287	1,302	964	2,266
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	18	17	21	18	20	19	22	20
NEW OPEN ESCROWS AVERAGE LIST PRICE	458.8	665.1	590.0	566.6	658.9	594.2	574.9	586.6
CLOSED SALES								
NEW ESCROWS CLOSED	27	36	45	33	49	190	149	339
TOTAL YTD ESCROWS CLOSED	186	286	291	219	279	1,261	959	2,220
VOLUME OF NEW SALE DOLLARS IN MILLIONS	13.148	26.2696	27.052	21.395	30.404	118.268	100.12024	218.388
VOLUME OF TOTAL YTD SALES IN MILLIONS	89.910	186.8236	159.847	130.826	152.556	719.961	587.416	1,307.377
AVERAGE SALE PRICE IN THOUSANDS	487.0	729.7	601.2	648.3	620.5	622.5	671.9	644.2
MEDIAN SALE PRICE IN THOUSANDS	465.0	700.0	510.0	590.0	510.0	530.0	555.0	550.0
COOP SALES	24	32	38	27	41	162	136	298
PERCENT OF COOP SALES	88.9	88.9	84.4	81.8	83.7	85.3	91.3	87.9
AVERAGE DAYS ON MARKET	22	19	17	18	21	22	21	
SALES AT LIST PRICE	24	29	37	31	41	162	112	274
PERCENT OF SALES AT LIST PRICE	88.9	80.6	82.2	93.9	83.7	85.3	75.2	80.8
SALES TO LISTING INVENTORY RATIO	77.1	73.5	95.7	91.7	96.1	87.2	76.4	82.1
FINAL SALE TO NEW LISTING RATIO	75.0	75.0	88.2	86.8	90.7	83.7	92.5	87.4
CLOSED SALES								
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	26	35	41	32	49	183	138	321
OTHER	1	0	4	1	0	6	10	16

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JULY 2021

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	17	12	68	30	23	83	17	90	340	79	419
TOTAL ACTIVE LISTINGS	23	15	58	21	20	54	7	65	263	83	346
AVERAGE DAYS ON MARKET	45	35	33	37	40	42	16	33	37	37	37
AVERAGE LIST PRICE IN THOUSANDS	762.1	1,228.7	903.4	858.3	847.0	883.2	1,263.8	968.2	923.2	792.5	891.8
MEDIAN LIST PRICE IN THOUSANDS	759.9	1,150.0	750.0	739.9	775.0	800.0	1,197.0	850.0	825.0	598.0	799.0
BOMS	8	4	21	15	6	37	7	48	146	35	181
AVERAGE BOM PRICE IN THOUSANDS	719.5	1,649.9	687.1	832.8	740.8	824.0	1,114.4	929.1	867.2	797.5	853.7
BOM TO SALE RATIO	88.9	50.0	36.8	55.6	31.6	52.1	43.8	68.6	52.7	41.2	50.0
EXPIRATIONS	0	2	2	1	1	5	1	2	14	3	17
PENDING SALES											
NEW ESCROWS OPENED	8	6	50	32	16	80	20	77	289	58	347
TOTAL YTD ESCROWS OPENED	89	55	366	168	118	441	91	458	1,786	477	2,263
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	27	34	27	15	29	19	17	19	21	23	21
NEW OPEN ESCROWS AVERAGE LIST PRICE	673.3	819.8	802.9	711.4	754.4	800.5	1,139.0	984.5	857.8	625.7	819.0
CLOSED SALES											
NEW ESCROWS CLOSED	9	8	57	27	19	71	16	70	277	85	362
TOTAL YTD ESCROWS CLOSED	97	55	358	161	123	405	80	438	1,717	448	2,165
VOLUME OF NEW SALE DOLLARS IN MILLIONS	6.919	7.7706	46.224	20.968	17.414	60.363	18.909	65.919	244.485	60.71724	305.202
VOLUME OF TOTAL YTD SALES IN MILLIONS	69.158	51.7606	282.065	118.414	108.855	326.051	89.208	383.109	1,428.619	288.562	1,717.181
AVERAGE SALE PRICE IN THOUSANDS	768.8	971.3	810.9	776.6	916.5	850.2	1,181.8	941.7	882.6	714.3	843.1
MEDIAN SALE PRICE IN THOUSANDS	750.0	975.0	737.5	750.0	751.1	810.0	1,150.0	840.0	810.0	517.5	780.0
COOP SALES	8	6	51	25	17	67	14	63	251	76	327
PERCENT OF COOP SALES	88.9	75.0	89.5	92.6	89.5	94.4	87.5	90.0	90.6	89.4	90.3
AVERAGE DAYS ON MARKET	18	15	19	18	15	12	19	17	34	21	21
SALES AT LIST PRICE	7	6	54	26	16	68	12	63	252	67	319
PERCENT OF SALES AT LIST PRICE	77.8	75	94.7	96.3	84.2	95.8	75	90	91	78.8	88.1
SALES TO LISTING INVENTORY RATIO	39.1	53.3	98.3	128.6	95.0	131.5	228.6	107.7	105.3	102.4	104.6
FINAL SALE TO NEW LISTING RATIO	52.9	66.7	83.8	90.0	82.6	85.5	94.1	77.8	81.5	107.6	86.4
CLOSED SALES											
FORCLOSURE/REO	0	0	0	0	0	0	0	0	0	2	2
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0	0	1	1
STANDARD	8	6	56	27	18	70	15	67	267	74	341
OTHER	1	2	1	0	1	1	1	3	10	0	18

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JULY 2021

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	1	0	25	0	19	17	3	39	104	19	123
TOTAL ACTIVE LISTINGS	1	0	18	0	15	8	3	29	74	19	93
AVERAGE DAYS ON MARKET	6	0	45	0	28	23	20	34	33	49	37
AVERAGE LIST PRICE IN THOUSANDS	987.0	0.0	404.4	0.0	486.1	557.1	673.0	546.8	512.1	566.0	523.1
MEDIAN LIST PRICE IN THOUSANDS	987.0	0.0	395.0	0.0	380.0	549.0	570.0	515.0	460.0	564.0	480.0
BOMS	0	0	9	0	6	5	3	17	40	7	47
AVERAGE BOM PRICE IN THOUSANDS	0.0	0.0	450.8	0.0	416.5	505.8	1,139.7	548.6	545.7	651.9	561.5
BOM TO SALE RATIO	0.0	0.0	37.5	0.0	40.0	38.5	150.0	39.5	40.4	53.8	42.0
EXPIRATIONS	0	0	2	0	0	0	0	2	4	1	5
PENDING SALES											
NEW ESCROWS OPENED	0	0	23	0	18	20	3	23	87	13	100
TOTAL YTD ESCROWS OPENED	0	2	148	6	123	115	19	262	675	83	758
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	0	0	18	0	13	12	19	12	14	14	14
NEW OPEN ESCROWS AVERAGE LIST PRICE	0.0	0.0	499.0	0.0	442.9	468.4	1,096.3	550.7	514.6	467.6	508.5
CLOSED SALES											
NEW ESCROWS CLOSED	0	0	24	2	15	13	2	43	99	13	112
TOTAL YTD ESCROWS CLOSED	0	2	142	7	122	107	20	258	658	81	739
VOLUME OF NEW SALE DOLLARS IN MILLIONS	0.000	0.0006	10.649	0.667	6.488	7.193	1.215	25.456	51.668	7.27024	58.938
VOLUME OF TOTAL YTD SALES IN MILLIONS	0.000	1.9606	63.180	3.762	55.885	55.877	10.128	142.657	333.447	43.338	376.786
AVERAGE SALE PRICE IN THOUSANDS	0.0	0.0	443.7	333.5	432.5	553.3	607.5	592.0	521.9	559.2	526.2
MEDIAN SALE PRICE IN THOUSANDS	0.0	0.0	400.0	232.0	410.0	565.0	605.0	575.0	495.0	530.0	500.0
COOP SALES	0	0	22	2	13	8	2	40	87	12	99
PERCENT OF COOP SALES	0.0	0.0	91.7	100.0	86.7	61.5	100.0	93.0	87.9	92.3	88.4
AVERAGE DAYS ON MARKET	0	10	28	19	14	30	21	17	12	17	17
SALES AT LIST PRICE	0	0	24	1	11	12	2	37	87	12	99
PERCENT OF SALES AT LIST PRICE	0	0	100	50	73.3	92.3	100	86	87.9	92.3	88.4
SALES TO LISTING INVENTORY RATIO	0.0	0.0	133.3	0.0	100.0	162.5	66.7	148.3	133.8	68.4	120.4
FINAL SALE TO NEW LISTING RATIO	0.0	0.0	96.0	0.0	78.9	76.5	66.7	110.3	95.2	68.4	91.1
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	22	2	13	13	2	40	92	13	105
OTHER	0	0	2	0	2	0	0	3	7	0	7



	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		518	464	20.0	86.8	
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		542	447	20.0	89.9	
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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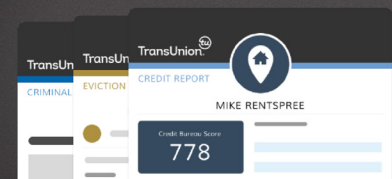
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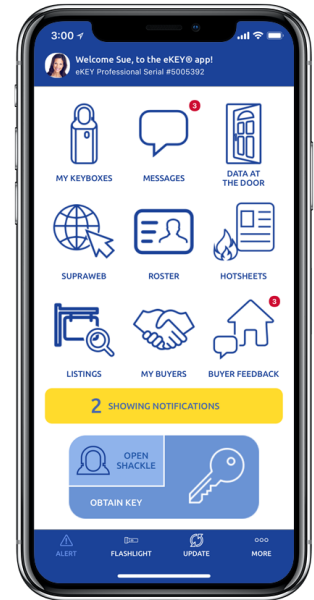


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