

September/October 2021

# REALTOR® REPORT

*The Official Publication of Southland Regional Association of Realtors®*

**BEGINNING SEPT. 18**

**INCLUDING RENT  
PAYMENTS EXPANDS  
ACCESS TO CREDIT...PG. 3**

**VALLEY SALES UP 12%,  
INVENTORY POSTS SMALL  
GAIN...PG. 4**

**L.A. FAMILY HOUSING**

**LEADING THE  
WAY HOME...PG. 4**



**2022 BOARD OF  
DIRECTORS  
ELECTION...PG. 5,6,7**

**Vote**

**Volume 101 • Issue 9**

## Buyers Beware

# Properties in High Fire Zones, On Dead End Roads, May Be Denied Building Permits

Recent changes in Cal Fire regulations may upend buyers' construction plans if the property is on a "dead-end road" of more than 800 feet, and the property lies within a Very High Fire Hazard Severity Zone and within a Local Responsibility Area.

Since July 1 of this year, those properties are subject to Cal Fire regulation 14 CCR 1273.08 and may be denied a building permit on that basis alone.

The regulation applies to parcels zoned for less than one acre. Parcels zoned

for more than one acre will allow for longer roads.

A number of Cal Fire regulations that have

only applied within State Responsibility Areas now apply to properties within LRAs. These include rules pertaining to turn arounds, water supply, signage, and road surfaces that make it difficult or impossible to get building permits. The dead-end road rule may be of most concern since it is difficult to remedy.

The July 1 expansion adds properties in Local Responsibility Areas within the very high fire hazard severity zones to the ones within the state responsibility area. Owners should to your NHD representative to determine where the property lies. Cal Fire's FHSZ Viewer can also help identify the correct zone. See this link: <https://egis.fire.ca.gov/FHSZ/>

Though property constructed or repaired after being destroyed by a wildfire may not be covered by the new regulations, there may still be restrictions if the new building increases square footage, changes the use, and or involves building where no structure previously existed on the site.

Real estate agents should not make any representation that a buyer may build on a property, or even that a property may be remodeled. Rather, an agent should strongly advise the buyer to consult with their own expert, such as a contractor or other expert, including checking with the fire authorities, to determine whether the property may be substantially remodeled or is buildable, even when there is an existing structure.

See Section B5 of the Statewide Advisory that reiterates this advice to buyers as to future repairs, replacements and remodels. The California Association of Realtors has heard from many members in the affected areas and is reviewing what legislative or regulatory solutions are viable to address this issue.



## ADVERTISING



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**involve** : community involvement and charity drives

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

**future** : leadership opportunities and committee involvement

**com** : commercial events and classes

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SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

# REALTOR® REPORT

*The Official Publication of SRAR*

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Beginning Sept. 18

## INCLUDING RENT PAYMENTS EXPANDS ACCESS TO CREDIT

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

*An important step in correcting decades of inequity that has kept primarily Black and Hispanic consumers from buying a home will be taken on Sept. 18.*

On that day Fannie Mae will launch a new feature in its automated underwriting system to incorporate consumers' rent payments in the mortgage credit evaluation process. Fannie Mae's Desktop Underwriter will enable single-family lenders — with permission from mortgage applicants — to automatically identify recurring rent payments in the applicant's bank statement data, information which will deliver a more inclusive credit assessment.

For qualified renters who may have limited credit history but a strong rent payment history, Fannie Mae's enhancement hopes to create new opportunities for homeownership while promoting safe and sound lending — only consistent rent payments will be considered.

Any records of missed or inconsistent rent payments identified in the bank statement data will not negatively affect the applicant's ability to qualify for a loan sold to Fannie Mae.

"Many renters believe they will never be able to buy their own home because of insufficient credit," said Hugh R. Frater, Fannie Mae's chief executive officer. "We can responsibly expand mortgage eligibility by including positive rent payment history in underwriting risk assessments."

This will be the first time any largescale automated mortgage underwriting system will leverage electronic bank statement data to consider positive rent payment history, Frater said.

It is but one important step in correcting the housing inequities of the past, he said, creating a more inclusive mortgage credit evaluation process going forward, and encouraging the housing system to develop new ways of safely assessing and determining mortgage

eligibility in order to fairly serve all potential homeowners.

"U.S. Bank is committed to housing equity, and allowing us to expand sustainable homeownership opportunities for underserved markets and consumers by factoring in rent payment history is an important and welcome change," said Tom Wind, U.S. Bank's executive vice president.

Credit history is a key element in evaluating a borrower's ability to make a mortgage payment, but fewer than 5 percent of renters today have their rent payments reported on their credit bureau report, putting many prospective first-time homebuyers at a disadvantage.

Approximately 20 percent of the U.S. population overall has little established credit history — a group in which Black and Hispanic consumers are disproportionately represented.

Additionally, Fannie Mae's National Housing Survey found that Black consumers identify an insufficient credit score or credit history as their single biggest obstacle to getting a mortgage and do so at a much higher rate compared to white consumers — 29 percent to 18 percent.

According to Fannie Mae research, lenders factoring in first-time homebuyers' history of consistent rent payments is one significant difference between applicants qualifying and not qualifying for a loan. In a recent sample of mortgage applicants who had not owned a home in the past three years and did not receive a favorable recommendation through Desktop Underwriter, 17 percent could have received an Approve/ Eligible

recommendation if their rental payment history had been considered.



### Interest Rate Update

National average as reported  
by Freddie Mac on:

#### August 19

30-Yr FRM — 2.86 percent

15-Yr FRM — 2.16 percent

#### August 12

30-Yr FRM — 2.87 percent

15-Yr FRM — 2.15 percent

## Realtors Applaud Consideration of Rental Payment History When Underwriting Loans

The California Association of Realtors issued the following statement by its President Dave Walsh in response to the announcement by Fannie Mae that it will consider rental payment history when underwriting loans for buyers.

"California Realtors applaud this change to Fannie Mae's automatic underwriting system, which will open the door to homeownership for thousands of Californians," Walsh said.

"Rental payments are often the largest ongoing payment history for non-homeowners and can be a good indication of credit worthiness," he said. "In fact, according to C.A.R.'s 2021 Renter Survey, 73 percent of renters said homeownership is important to them and cited credit scores, in addition to a downpayment, as a major limiting factor.

"For years, C.A.R. has advocated for the use of alternative credit scoring and broadening ways to identify creditworthy buyers," Walsh said. "The actions taken ... by Fannie Mae and its regulator, the Federal Housing Finance Agency, are a positive step in that direction."



## VALLEY SALES UP 12%, INVENTORY POSTS SMALL GAIN

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

For the first time since November, the number of properties listed for sale in the San Fernando Valley rose during June above the 800-listing benchmark even as home and condominium sales surged 12 percent ahead of year ago totals and the median price rose by double-digits, the Southland Regional Association of Realtors reported recently.

A total of 823 active listings were reported at the end of July, down 12.4 percent from a year ago, but a number not seen in eight months.

January through May saw listings in the 600 range, including the record low 620 listings of April. For perspective, since 2003 through 2020 the San Fernando Valley has averaged 2,906 active listings per month.

“Rising inventory suggests multiple possibilities,” said Diane Sydel, president of the Southland Regional Association of Realtors. “It’s partly seasonal as the peak sales months pass, but it’s also a step in the direction of a new normal, with owners starting to be willing to list properties for sale while buyers resist ever-rising resale prices.”

That’s not to say the market has shifted dramatically, Sydel said. It’s still a sellers’ market, there are still plenty of homes seeing multiple buyers, and there still are not nearly

enough properties available to meet demand and release pressure on prices. Realtors helped close escrow on 531 single-family homes during July, an increase of 12.0 percent from a year ago, yet off 4.2 percent from this June.

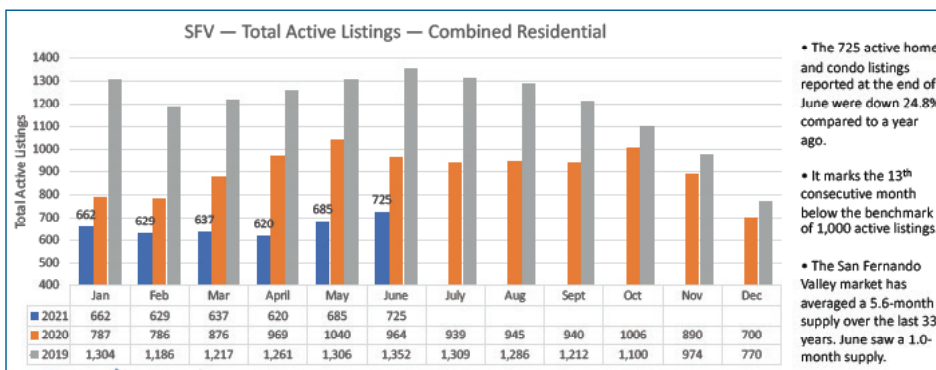
A total of 190 condominiums changed owners last month. That was up 11.8 percent from July 2020 and 12.4 percent ahead of June’s total.

While local sales appear stronger locally than in other parts of the state, Tim Johnson, the Association’s chief executive officer expects changes as the year progresses.

slowing if not taming price increases. The home median price of \$920,000 was up 15.0 percent from July 2020, but down 3.7 percent from the record high \$955,000 set in June.

Similarly, the condo median price of \$530,000 was up 9.3 percent over 12 months ago, but still below the condo record of \$540,000 set this April.

Pending escrows — a measure of future sales activity — support the idea that the market is moderating. There were a total of 722 open escrows at the end of July. That was down 10.4 percent from July 2021.



“Inventory is likely to grow as the off-season sets in and the year winds down,” Johnson said. “That should normalize the market, especially if active listings get back to where they used to be at over 1,000 listings per month or much higher.”

Even the slight increase in listings seen during July appeared to have the effect of



## L.A. Family Housing

### Leading the Way Home

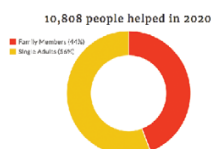
L.A. Family Housing understands that no two stories of people experiencing homelessness are the same — each person is unique.



That’s how its process of outreach and engagement connects with participants, with housing placement and appropriate supportive services. That’s how LAFH in 2020 helped 10,908 people transition off the streets and into long-term housing stability. The Charitable Foundation of the Southland Regional Association of Realtors is proud to give LAFH \$5,000 to further its mission to house people stranded in L.A.’s hyper-expensive housing market. The Foundation each year extends

That’s how its process of outreach and engagement connects with participants, with housing placement and appropriate

We helped **10,808** people connect with and retain housing in 2020.



support to multiple local non-profits that have helped thousands of people find a path home.

SRAR President Diane Sydel, center, is pictured giving the check to Chelsea Mottern, L.A. Family Housing, grants manager, right, and Melanie Ber-



ringer, L.A. Family Housing, community engagement manager. 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.



# 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 TRESILLAS**  
**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** 



# 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®

## TOP 10 MEMBER BENEFITS

INCLUDED IN SRAR DUES & MLS FEES



**FREE** - An easy program for CMAs, Buyer Tours, Property Reports and Flyers with QR codes & smartphone reports for you & your clients.



A tool to streamline the tenant screening & rental application process. Along with a rental application, each application package includes a TransUnion credit report (with score), criminal background check & national eviction report.



**FREE** - A NAR exclusive online database providing REALTORS® with residential & commercial data from over 147 million parcels Nationally!

**FREE** 45 hour CE courses.  
Access through CAR.org.



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



**FREE** - Statewide tax & public records with MLS listings, photos & sales data, neighborhood searches, distressed property flags, market & trend reports & more! Access from CRISnet.

**Ombudsman & Ethics Advocate** Our service can help you resolve disputes without having to file a complaint or walk you through each step of the complaint process if you choose to file.



**Monday through Friday**  
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**Saturday & Sunday**  
8:30am-5:00pm.

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**Online Chat - SRAR.COM/services**



**TECH SUPPORT**



**FREE** - A listing syndication service that delivers a Broker controlled platform.



**REALTYZAM**

Easy to use accounting software exclusively for Real Estate Agents providing ease in tracking expenses including mileage & receipt storage. Generate reports to give direct to tax preparers.

**Main Office**  
7232 Balboa Blvd  
Lake Balboa, CA 91406  
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

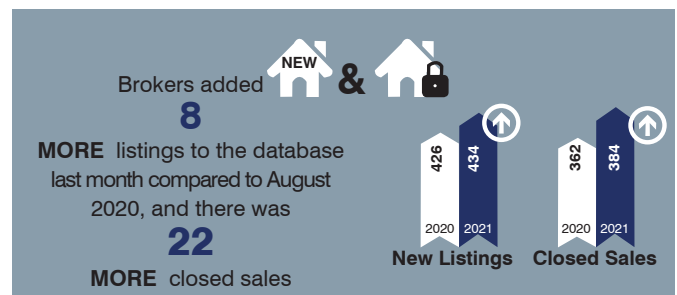
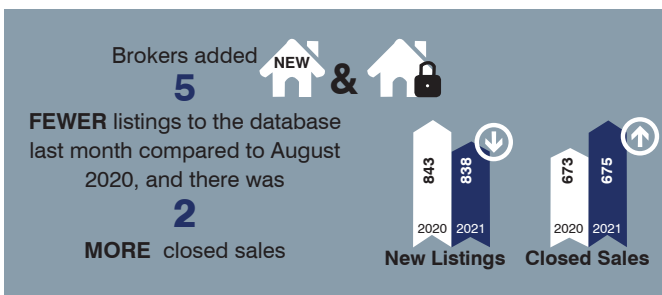
## Market Snapshot (August 2021):



The median sale price for  
single family homes  
**increased by**  
**8%**  
from this time last year



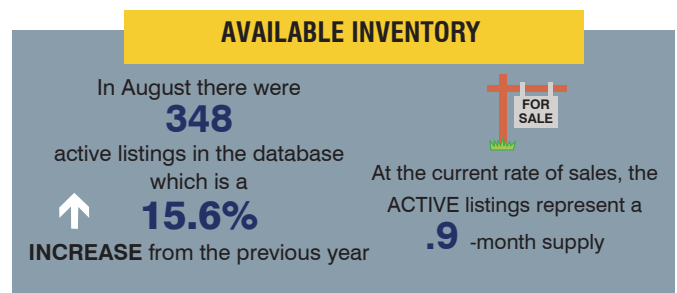
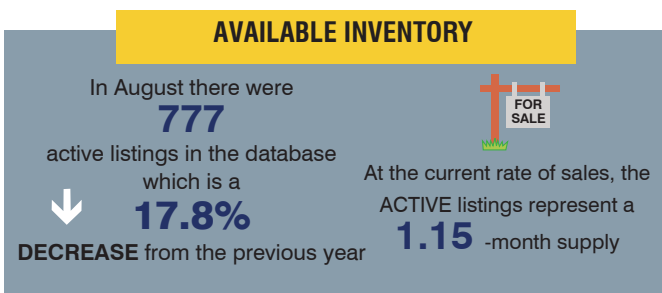
The median sale price for  
single family homes  
**increased by**  
**22.6%**  
from this time last year



The total dollar value of  
to date sales **increased**  
**\$1,965,822,000**  
from August 2020



The total dollar value of  
to date sales **increased**  
**\$1,255,197,000**  
from August 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

AUGUST 2021 SFV RESIDENTIAL MLS SUMMARY									
MONTHLY RESIDENTIAL SALES STATISTICS									
RESIDENTIAL PROPERTIES LISTED		RESIDENTIAL PROP. ESCROW OPENED		RESIDENTIAL PROP. ESCROW CLOSED					
1,669		1,496		1,306					
ACTIVE INVENTORY									
EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL		
121	154	146	201	216	838	831	1,669		
TOTAL LISTINGS	146	149	147	208	777	947	1,724		
AVERAGE DAYS ON MARKET	47	45	63	49	53	56	55		
AVERAGE LIST PRICE IN THOUSANDS	1,171.7	1,244.8	1,226.9	1,954.9	1,327.1	976.3	1,134.4		
MEDIAN LIST PRICE IN THOUSANDS	875.0	799.0	849.0	999.0	829.0	649.0	750.0		
BOMS	48	48	65	86	285	231	516		
AVERAGE BOM PRICE IN THOUSANDS	1,081.5	1,141.4	951.3	1,099.3	996.8	791.7	905.0		
BOM TO SALE RATIO	30.6	42.5	41.4	46.2	42.2	36.6	39.5		
EXPIRATIONS	12	7	9	9	41	52	93		
PENDING SALES									
98	145	115	207	200	765	731	1,496		
NEW ESCROWS OPENED	987	948	1,265	1,471	5,412	4,895	10,307		
TOTAL YTD ESCROWS OPENED	741	24	25	22	22	27	25		
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	18	1,209.3	945.9	1,204.1	1,035.0	675.1	859.1		
NEW OPEN ESCROWS AVERAGE LIST PRICE	628.4								
CLOSED SALES									
95	124	113	157	186	675	631	1,306		
NEW ESCROWS CLOSED	719	929	1,191	1,411	5,214	4,623	9,837		
TOTAL YTD ESCROWS CLOSED	63,248	139,948.6	140,764	212,534	684,177	440,861.24	1,125,038		
VOLUME OF NEW SALE DOLLARS IN MILLIONS	449,395	1,118,812.6	1,027,809	1,061,897	5,285,338	3,299,018	8,584,356		
VOLUME OF TOTAL YTD SALES IN MILLIONS	665.8	1,128.6	1,129.9	896.6	1,142.7	698.7	861.4		
AVERAGE SALE PRICE IN THOUSANDS	673.5	910.0	790.0	835.0	829.0	550.0	712.5		
MEDIAN SALE PRICE IN THOUSANDS	76	109	98	131	160	549	1,123		
COOP SALES	80.0	87.9	86.7	83.4	85.0	87.0	86.0		
PERCENT OF COOP SALES	77	25	19	23	23	24	23		
AVERAGE DAYS ON MARKET	21	100	98	145	558	509	1,067		
SALES AT LIST PRICE	77	100	138	145	509	509	1,067		
PERCENT OF SALES AT LIST PRICE	81.1	80.6	86.7	87.9	82.7	80.7	81.7		
SALES TO LISTING INVENTORY RATIO	74.8	84.9	75.8	106.8	86.9	66.6	75.8		
FINAL SALE TO NEW LISTING RATIO	78.5	80.5	77.4	78.1	86.1	75.9	78.3		
CLOSED SALES									
FORCLOSURE/REO	0	0	1	2	0	3	4		
SELLER CONCESSIONS	0	0	0	0	0	0	0		
SHORT SALE	0	0	0	0	0	0	0		
STANDARD	83	120	107	134	177	621	1,203		
OTHER	12	4	5	21	9	51	95		
SELLING PRICE RANGE									
AVG. SELL TIME	SELLING TIME	PRICE CHANGE	PRICE REDUCTION	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION	%		
74	20	10	5	19933	4.1	4.1	4.1		
LESS THAN 200,000	44	31	14	11428	4.1	4.1	4.1		
200,000 - 249,999	32	46	24	-5885	-2.5	-2.5	-2.5		
250,000 - 299,999	23	52	48	-13985	-4.8	-4.8	-4.8		
300,000 - 349,999	16	110	67	-18869	-22.5	-22.5	-22.5		
350,000 - 399,999	24	71	80	-9574	-2.9	-2.9	-2.9		
400,000 - 449,999	21	79	87	-18067	-4.3	-4.3	-4.3		
450,000 - 499,999	24	82	76	-18147	-15.5	-15.5	-15.5		
500,000 - 549,999	17	102	73	-17926	-3.7	-3.7	-3.7		
550,000 - 599,999	24	157	145	-28418	-11.4	-11.4	-11.4		
600,000 - 699,999	20	226	159	-26023	-4	-4	-4		
700,000 - 799,999	19	143	143	-39356	-5.4	-5.4	-5.4		
800,000 - 899,999	23	93	87	-40327	-5	-5	-5		
900,000 - 999,999	26	222	160	-5619	-5.3	-5.3	-5.3		
1,000,000 - 1,499,999	27	95	66	-39030	-3	-3	-3		
1,500,000 - 1,999,999	25	44	28	-18534	-1.9	-1.9	-1.9		
2,000,000 - 2,499,999	31	30	13	-150902	-77.6	-77.6	-77.6		
2,500,000 - 2,999,999	23	87	25	-154603	2.9	2.9	2.9		
3,000,000 OR MORE	23	1724	1305	-19748	-14.6	-14.6	-14.6		
TOTALS									
							12,355		
							2021 RMLS TOTAL - \$ VOLUME		
							\$8,584,356,000		
							SALES		
							9,837		
*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.									

EN: Arieta, 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, North Hills, Northridge

WS: Bell Canyon, Calabasas, Canoga Park, Hidden Hills, Monte Nido, West Hills, Winnetka, Woodland Hills

EN: Arleta, Kagel Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar ES: Calhena 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, Granada Hills, Mission Hills, North Hills, Northridge WS: Bell Canyon, Calabasas, Canoga Park, Hidden Hills, Monte Nido, West Hills, Winnetka, Woodland Hills



# SAN FERNANDO VALLEY

	2016					2017					2018					2019					2020					2021	
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST			
	1,257	760	448.4	60.5	1,255	886	572.0	70.6	1,393	821	539.4	58.9	1,502	750	475.0	42.0	1,186	867	594.5	73.1	1,165	1,009	891.5	86.0			
JAN																											
FEB	1,402	730	433.9	52.1	1,256	804	505.4	64.0	1,370	740	498.2	54.0	1,202	697	420.2	48.4	1,231	775	535.3	63.0	1,231	945	747.7	86.3			
MAR	1,552	1,050	640.1	67.7	1,732	1,167	739.9	67.4	1,577	1,095	793.1	69.4	1,659	980	650.7	59.1	1,163	1,007	683.8	86.6	1,592	1,329	847.7	86.2			
APR	1,656	1,111	658.9	67.1	1,580	1,116	697.6	70.6	1,251	878	655.5	57.9	1,653	1,192	793.7	72.1	878	456	480.7	78.5	1,529	1,350	907.2	85.7			
MAY	1,633	1,169	680.5	71.6	1,794	1,317	862.1	73.4	1,801	1,244	841.7	69.1	1,847	1,264	838.9	43.8	1,279	620	422.5	48.5	1,572	1,244	913.6	85.7			
JUNE	1,742	1,299	785.0	74.6	1,734	1,481	955.8	85.4	1,776	1,262	848.0	71.1	1,605	1,253	855.0	78.1	1,398	929	645.8	87.0	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	1,669	1,496	859.1	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 AUGUST 2021

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	86	101	92	161	172	612	638	1,250
TOTAL ACTIVE LISTINGS	97	87	91	117	165	557	737	1,294
AVERAGE DAYS ON MARKET	65	46	46	63	50	54	57	55
AVERAGE LIST PRICE IN THOUSANDS	750.0	1,515.0	1,685.1	1,363.2	2,290.1	1,607.3	1,032.5	1,279.9
MEDIAN LIST PRICE IN THOUSANDS	700.0	1,249.0	960.0	900.0	1,140.9	950.0	650.0	799.0
BOMS	32	23	28	53	68	204	174	378
AVERAGE BOM PRICE IN THOUSANDS	757.3	1,339.6	1,557.7	1,019.8	1,251.9	1,165.9	859.7	1,024.9
BOM TO SALE RATIO	45.7	28.8	38.9	43.4	47.6	41.9	33.5	37.5
EXPIRATIONS	3	9	4	6	5	27	36	63
<b>PENDING SALES</b>								
NEW ESCROWS OPENED	63	106	80	165	157	571	595	1,166
TOTAL YTD ESCROWS OPENED	511	657	618	1,010	1,145	3,941	3,799	7,740
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	18	25	23	19	20	21	29	25
NEW OPEN ESCROWS AVERAGE LIST PRICE	708.4	1,388.6	1,274.5	1,001.4	1,375.0	1,182.0	694.1	933.0
<b>CLOSED SALES</b>								
NEW ESCROWS CLOSED	70	80	72	122	143	487	520	1,007
TOTAL YTD ESCROWS CLOSED	508	635	597	943	1,089	3,772	3,556	7,328
VOLUME OF NEW SALE DOLLARS IN MILLIONS	49.720	110.0306	105.250	120.393	182.935	568.329	379.15224	947.481
VOLUME OF TOTAL YTD SALES IN MILLIONS	345.957	902.4426	845.528	917.180	1,445.271	4,456.378	2,651.404	7,107.781
AVERAGE SALE PRICE IN THOUSANDS	710.3	1,375.4	1,461.8	986.8	1,279.3	1,167.0	729.1	940.9
MEDIAN SALE PRICE IN THOUSANDS	695.0	1,030.0	895.0	927.0	1,000.0	925.0	560.0	780.0
COOP SALES	54	66	60	100	124	404	449	853
PERCENT OF COOP SALES	77.1	82.5	83.3	82.0	86.7	83.0	86.3	84.7
AVERAGE DAYS ON MARKET	22	21	23	24	23	24	24	24
SALES AT LIST PRICE	55	62	59	108	115	399	422	821
PERCENT OF SALES AT LIST PRICE	78.6	77.5	81.9	88.5	80.4	81.9	81.2	81.5
SALES TO LISTING INVENTORY RATIO	72.2	92.0	79.1	104.3	86.7	87.4	70.6	77.8
FINAL SALE TO NEW LISTING RATIO	81.4	79.2	78.3	75.8	83.1	79.6	81.5	80.6
<b>CLOSED SALES</b>								
FORCLOSURE/REO	0	0	1	2	0	3	3	6
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0
STANDARD	62	77	68	101	137	445	479	924
OTHER	8	3	3	19	6	39	38	77

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST 2021

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	35	53	54	40	44	226	193	419
TOTAL ACTIVE LISTINGS	30	59	58	30	43	220	210	430
AVERAGE DAYS ON MARKET	73	50	43	60	45	52	54	53
AVERAGE LIST PRICE IN THOUSANDS	495.0	665.6	554.0	695.4	668.5	617.5	778.9	696.3
MEDIAN LIST PRICE IN THOUSANDS	410.0	634.9	499.0	590.0	569.0	570.0	600.0	588.9
BOMS	16	15	20	12	18	81	57	138
AVERAGE BOM PRICE IN THOUSANDS	474.6	685.8	558.6	648.8	522.6	570.9	584.3	576.4
BOM TO SALE RATIO	64.0	34.1	48.8	34.3	41.9	43.1	51.4	46.2
EXPIRATIONS	1	3	3	3	4	14	16	30
<b>PENDING SALES</b>								
NEW ESCROWS OPENED	35	39	35	42	43	194	136	330
TOTAL YTD ESCROWS OPENED	230	330	330	255	326	1,471	1,096	2,567
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	18	23	29	27	28	25	21	24
NEW OPEN ESCROWS AVERAGE LIST PRICE	484.3	721.9	465.2	727.6	580.2	602.5	591.6	598.0
<b>CLOSED SALES</b>								
NEW ESCROWS CLOSED	25	44	41	35	43	188	111	299
TOTAL YTD ESCROWS CLOSED	211	329	332	248	322	1,442	1,067	2,509
VOLUME OF NEW SALE DOLLARS IN MILLIONS	13.528	29.9186	22.434	20.370	29.598	115.848	61.70924	177.557
VOLUME OF TOTAL YTD SALES IN MILLIONS	103.438	216.3706	182.281	144.717	182.154	828.960	647.615	1,476.575
AVERAGE SALE PRICE IN THOUSANDS	541.1	679.9	547.2	582.0	688.3	616.2	555.9	593.8
MEDIAN SALE PRICE IN THOUSANDS	480.1	625.0	545.5	570.0	555.0	555.0	529.8	550.0
COOP SALES	22	43	38	31	36	170	100	270
PERCENT OF COOP SALES	88.0	97.7	92.7	88.6	83.7	90.4	90.1	90.3
AVERAGE DAYS ON MARKET	19	17	19	22	21	25	22	22
SALES AT LIST PRICE	22	38	39	30	30	159	87	246
PERCENT OF SALES AT LIST PRICE	88	86.4	95.1	85.7	69.8	84.6	78.4	82.3
SALES TO LISTING INVENTORY RATIO	83.3	74.6	70.7	116.7	100.0	85.5	52.9	69.5
FINAL SALE TO NEW LISTING RATIO	71.4	83.0	75.9	87.5	97.7	83.2	57.5	71.4
<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	1	1
STANDARD	21	43	39	33	40	176	103	279
OTHER	4	1	2	2	3	12	6	18

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

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	19	17	76	29	24	75	15	60	315	92	407
TOTAL ACTIVE LISTINGS	29	19	55	29	22	57	10	44	265	76	341
AVERAGE DAYS ON MARKET	51	40	37	51	39	57	41	35	45	37	43
AVERAGE LIST PRICE IN THOUSANDS	865.0	1,413.7	913.7	866.7	990.8	908.8	1,107.2	942.3	956.5	740.5	908.4
MEDIAN LIST PRICE IN THOUSANDS	829.0	1,260.8	750.0	774.9	875.0	829.9	999.0	815.0	835.0	499.9	815.0
BOMS	8	5	30	11	7	28	6	25	120	25	145
AVERAGE BOM PRICE IN THOUSANDS	945.7	1,097.2	849.2	758.5	897.9	891.3	1,109.7	855.0	884.5	710.3	854.5
BOM TO SALE RATIO	66.7	71.4	50.0	37.9	38.9	36.8	35.3	32.1	40.4	36.8	39.7
EXPIRATIONS	1	0	2	1	0	0	0	5	9	2	11
<b>PENDING SALES</b>											
NEW ESCROWS OPENED	12	11	75	22	21	74	13	71	299	90	389
TOTAL YTD ESCROWS OPENED	101	66	435	190	141	513	102	529	2,077	561	2,638
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	25	18	16	11	20	17	12	19	17	23	19
NEW OPEN ESCROWS AVERAGE LIST PRICE	694.3	813.0	731.3	705.7	788.5	803.4	1,123.4	968.0	826.0	622.9	779.0
<b>CLOSED SALES</b>											
NEW ESCROWS CLOSED	12	7	60	29	18	76	17	78	297	68	365
TOTAL YTD ESCROWS CLOSED	109	61	418	190	141	481	97	514	2,011	514	2,525
VOLUME OF NEW SALE DOLLARS IN MILLIONS	9.326	5.4386	51.562	21.599	15.704	65.480	18.967	78.168	266.242	41.62224	307.864
VOLUME OF TOTAL YTD SALES IN MILLIONS	78.483	56.5026	333.627	140.012	124.546	391.531	108.175	458.326	1,691.203	329.334	2,020.537
AVERAGE SALE PRICE IN THOUSANDS	777.1	776.8	859.4	744.8	872.4	861.6	1,115.7	1,002.1	896.4	612.1	843.5
MEDIAN SALE PRICE IN THOUSANDS	810.0	735.0	725.0	720.0	750.0	820.0	1,100.0	867.5	820.0	510.0	785.0
COOP SALES	11	7	51	28	12	70	16	71	266	64	330
PERCENT OF COOP SALES	91.7	100.0	85.0	96.6	66.7	92.1	94.1	91.0	89.6	94.1	90.4
AVERAGE DAYS ON MARKET	25	13	12	23	17	12	15	17	27	19	19
SALES AT LIST PRICE	10	5	58	29	13	72	15	67	269	49	318
PERCENT OF SALES AT LIST PRICE	83.3	71.4	96.7	100	72.2	94.7	88.2	85.9	90.6	72.1	87.1
SALES TO LISTING INVENTORY RATIO	41.4	36.8	109.1	100.0	81.8	133.3	170.0	177.3	112.1	89.5	107.0
FINAL SALE TO NEW LISTING RATIO	63.2	41.2	78.9	100.0	75.0	101.3	113.3	130.0	94.3	73.9	89.7
<b>CLOSED SALES</b>											
FORCLOSURE/REO	0	0	0	0	0	1	0	0	1	3	4
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	6	56	28	18	70	17	74	280	61	341
OTHER	1	1	4	1	0	5	0	4	16	0	20

## SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST 2021

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	0	0	30	5	18	21	7	38	119	15	134
TOTAL ACTIVE LISTINGS	1	0	22	2	17	10	3	28	83	13	96
AVERAGE DAYS ON MARKET	37	0	36	6	39	21	10	41	35	82	41
AVERAGE LIST PRICE IN THOUSANDS	947.0	0.0	442.5	492.5	410.0	533.3	579.6	561.2	499.1	746.3	532.5
MEDIAN LIST PRICE IN THOUSANDS	947.0	0.0	399.0	450.0	397.0	540.0	570.0	553.1	495.0	650.0	499.9
BOMS	0	0	11	0	10	4	4	13	42	5	47
AVERAGE BOM PRICE IN THOUSANDS	0.0	0.0	429.4	0.0	425.8	542.2	540.0	674.7	525.7	521.0	525.2
BOM TO SALE RATIO	0.0	0.0	50.0	0.0	52.6	22.2	100.0	54.2	48.3	41.7	47.5
EXPIRATIONS	0	0	1	0	0	0	0	0	1	2	3
<b>PENDING SALES</b>											
NEW ESCROWS OPENED	0	0	25	3	17	19	7	37	108	20	128
TOTAL YTD ESCROWS OPENED	0	2	171	9	138	133	26	297	776	102	878
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	0	0	21	9	21	17	22	18	19	25	20
NEW OPEN ESCROWS AVERAGE LIST PRICE	0.0	0.0	423.5	423.3	482.9	542.2	600.6	552.9	509.5	486.2	505.9
<b>CLOSED SALES</b>											
NEW ESCROWS CLOSED	0	0	22	0	19	18	4	24	87	12	99
TOTAL YTD ESCROWS CLOSED	0	2	164	7	141	125	24	283	746	93	839
VOLUME OF NEW SALE DOLLARS IN MILLIONS	0.000	0.0006	11.066	0.000	9.443	9.277	3.900	14.056	47.741	7.54924	55.290
VOLUME OF TOTAL YTD SALES IN MILLIONS	0.000	1.9606	74.245	3.762	65.327	65.153	14.028	157.537	382.012	50.888	432.900
AVERAGE SALE PRICE IN THOUSANDS	0.0	0.0	503.0	0.0	497.0	515.4	975.0	585.7	548.7	629.1	558.5
MEDIAN SALE PRICE IN THOUSANDS	0.0	0.0	440.0	0.0	415.0	505.5	565.0	537.0	503.5	520.0	505.0
COOP SALES	0	0	20	0	17	12	3	20	72	11	83
PERCENT OF COOP SALES	0.0	0.0	90.9	0.0	89.5	66.7	75.0	83.3	82.8	91.7	83.8
AVERAGE DAYS ON MARKET	0	27	0	16	13	15	14	18	13	17	17
SALES AT LIST PRICE	0	0	20	0	14	17	3	23	77	9	86
PERCENT OF SALES AT LIST PRICE	0	0	90.9	0	73.7	94.4	75	95.8	88.5	75	86.9
SALES TO LISTING INVENTORY RATIO	0.0	0.0	100.0	0.0	111.8	180.0	133.3	85.7	104.8	92.3	103.1
FINAL SALE TO NEW LISTING RATIO	0.0	0.0	73.3	0.0	105.6	85.7	57.1	63.2	73.1	80.0	73.9
<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	21	0	18	17	4	22	82	12	94
OTHER	0	0	1	0	1	1	0	2	5	0	5







	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	541	517	19.0	89.0						
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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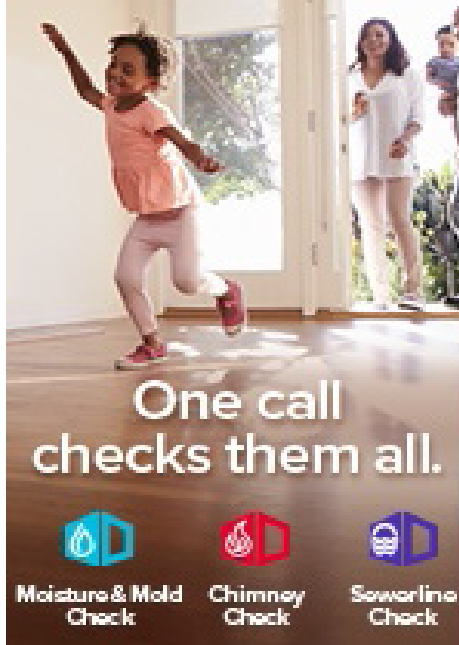
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**Patrick Pace**  
34 years as a partner,

**Deborah Brent**  
33 years,  
**Steve Neuman**  
32 years,  
**Art O'Hare**  
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**Carlos Ordonez**  
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**Mike Salas**  
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**Alain Bezamat**  
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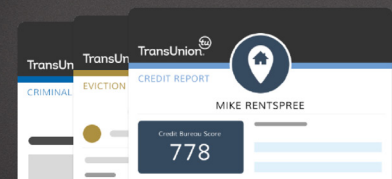
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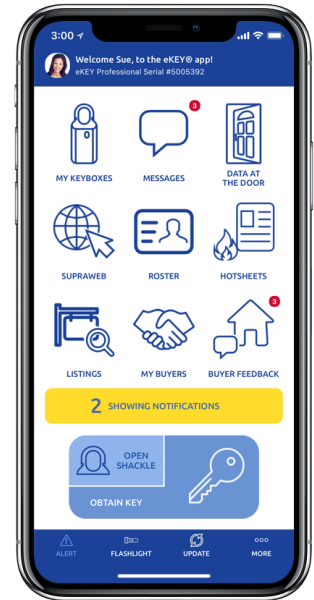


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