

October/November 2021

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

REALTOR OF THE YEAR

**REALTORS PICK RANA LINKA
FOR TOP HONOR...PG.3**

**BIDEN MOVES TO
INCREASE HOUSING
SUPPLY...PG.4**



Rana Linka
2021 Realtor of the Year

**ALL OPTIONS ON THE TABLE
IN BID TO BUILD
MORE HOUSING...PG.5**

**LOAN DEBT STOPS
MILLENNIALS FROM
BUYING A HOME...PG.6**

**SOUTHLAND REGIONAL ASSOCIATION
OF REALTORS® SEE'S CANDIES
FUNDRAISING EVENT!PG.7**



Realtors Commend Gov. Newsom for Signing Housing Legislation

Dave Walsh, president of the 200,000-member California Association of Realtors, issued the following statement in response to Gov. Gavin Newsom's recent signing of three important housing bills — Senate Bill 8 (Skinner), SB 9 (Atkins) and SB 10 (Weiner) — that will make a meaningful impact on the state's housing crisis:

"Today, California took an important step toward solving our state's housing supply crisis," Walsh said. "SB 8, SB 9 and SB 10 are prudent, reasonable actions in the path forward to helping the state reach its housing goals and create greater homeownership opportunities for working Californians."

"California Realtors thank Gov. Gavin Newsom, Senate President pro Tem Toni Atkins, and Senators Scott Weiner and Nancy Skinner for their vision, leadership and commitment," Walsh said. "It is because of their determination that more Californians will become homeowners and reap the tremendous benefits that come with it."

Interest Rate Update

Fixed-rate mortgage national average as reported by Freddie Mac on:



September 16

30-Year FRM — 2.86 percent

15-Year FRM — 2.12 percent

September 9

30-Year FRM — 2.88 percent

15-Year FRM — 2.19 percent

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REALTOR® REPORT

The Official Publication of SRAR

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REALTOR OF THE YEAR

REALTORS PICK RANA LINKA FOR TOP HONOR

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

Rana Linka, a 45-year veteran of the local residential real estate industry, was selected recently as the 2021 Realtor of the Year by the 10,300-member Southland Regional Association of Realtors.

"I'm a lucky person," Linka said. "I found something I love doing and I've been doing it for 45 years. I've been 58 years in a good marriage and I have a wonderful career. I'm very pleased."



Realtor Diane Sydel,
2021 SRAR President

The award was presented by Brian Hatkoff, the 2020 recipient of the Realtor of the Year honor. Hatkoff noted that the honor is awarded to professionals who "give of themselves."

... Who make all Realtors better at what we do."

Linka was one of multiple professionals honored in the 23rd Annual Awards Gala presented by the Association, which serves the San Fernando and Santa Clarita valleys.

Realtor Jerry Ascencio was tapped to receive the 2021 Association Service Award, which honors members who consistently show up to take on the challenges needed for any major professional association to succeed.

"I'm floored. I'm honored," Ascencio said. "Service is one of my passions. I'm honored and privileged to be of service."

Ascencio thanked Realtor Wendy Furth for long ago tapping him on the shoulder, urging him to get involved.

"Maybe some saw me in all these years of service," he said. "I'm pleased to see others now following."

In announcing Ascencio's selection, Eric Domeyer, the 2020, Service Award recipient, said that Ascencio "runs circles around the energizer bunny" and can "squeeze more into one day than an average agent does in a week."

Ascencio is a 32-year member of SRAR and a past national president of the National Association of Hispanic Real Estate Professionals.

The Association also honored two professionals who are quick to be of assistance — Barry Judis and John Schroeder. Both were selected as the recipients of the 2021 Affiliate Award.

"What an honor," Schroeder said. "I look forward to staying involved."

Realtor Diane Sydel, the Association's 2021 president, took the opportunity to recognize two "outstanding members who are positive, powerful, productive and always proactive. They are dedicated to our Association."

Sydel presented Realtors Erika Kauzlarich-Bird and Gina Uzunyan with the President's Award.

"I'm touched for this honor," Kauzlarich-Bird said.

Sydel noted that Uzunyan's leadership brought the Association "the most successful local, state, and federal forums."

"You've created events," she said, "that will continue into the coming years."



Rana Linka
2021 Realtor of the Year

Cindy Wu.



Jerry Ascencio
2021 Association
Service Award



Erika Kauzlarich-Bird
President's Award



Barry Judis
2021 Affiliate Award



John Schroeder
2021 Affiliate Award



Gina Uzunyan
President's Award

Uzunyan thanked Sydel, the Association, and the "past leaders who mentored me." She said that to accomplish things "you have to have passion."

She said that part of her passion for real estate includes a passion for the Association.

"It has made me what I am," Uzunyan said. "I wholeheartedly thank you for this award and your friendship. ... We serve because we're very proud, because we care."

Sydel and Jeff Kahn, the MC of the Awards, also acknowledged the graduates of the Association's Leadership Institute, which grooms the next generations of SRAR leaders. The 2021 class included: Bobby Chatih, Orville Dias, Tisha Janigian, Teresita Millado, Nidia Reyes, Renee Roque, Rodrigo Suerte Felipe, Maria Valencia, and Cindy Wu.

Sydel thanked the staff of SRAR and

the leadership of Tim Johnson, its chief executive officer.

Sydel also thanked members of the 2021 Board of Directors for their service, including: Neal Adler, Gina Aguilar, Liliana Alfonso, Winnie Davis, Jeff Kahn, Kristen Kalski, Howard Katchen, Erika Kauzlarich-Bird, Bob Khalsa, Vilma Letosky, Rana Linka, Patti Petralia, Jeff Phillips, Rich Pisani, Dana Potter, Gaye Rainey, Michael Regilio, Nancy Starczyk, Nicole Stinson, Nancy Troxell Carnahan, and

Jeff Philips is SRAR's 2021 President-Elect.

Nicole Stinson is the 2021 chair of the Association's Santa Clarita Valley Division. Louisa Henry is the Division's Chair-Elect.

Members of the Santa Clarita Council included: Diana Arias, Anthony Bedgood, Steve Corn, Sarah Darabi, Phyllis Grekin, Richard Hall, Louisa Henry, Bob Kellar, Bob Khalsa, Imelda Leano, Michael Regilio, Nancy Sraczyk, Fred Tazartes, and Dean Vincent.



2021 Board of Directors

Neal Adler	Rana Linka
Gina Aguilar	Jeff Phillips
Liliana Alfonso	Patti Petralia
Winnie Davis	Rich Pisani
Jeff Kahn	Dana Potter
Kristen Kalski	Gaye Rainey
Howard Katchen	Michael Regilio
Erika Kauzlarich-Bird	Nancy Starczyk
Bob Khalsa	Nicole Stinson
Vilma Letosky	Nancy Troxell Carnahan
	Cindy Wu

2021 SCV Council

Diana Arias	Bob Kellar
Anthony Bedgood	Bob Khalsa
Steve Corn	Imelda Leano
Sarah Darabi	Michael Regilio
Phyllis Grekin	Nancy Starczyk
Richard Hall	Fred Tazartes
Louisa Henry	Dean Vincent

BIDEN MOVES TO INCREASE HOUSING SUPPLY

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

As part of its Build Back Better agenda, the Biden Administration recently announced a series of initiatives intended to produce more affordable housing and extend a lifeline to households paying 50 percent or more of their income to keep a roof overhead.

The following summarizes the announcement that came from the White House on Sept. 1 and some of the extensive measures multiple federal agencies will implement as they await action from Congress.

The large and long-standing gap between the supply and demand of affordable homes for both renters and homeowners makes it harder for families to buy their first home and drives up the cost of rent. Higher housing costs also crowd out other investments families can and should make to improve their lives, such as investments in education.

As supply constraints have intensified, large investors have stepped up their real estate purchases, including of single-family homes in urban and suburban areas.

One out of every six homes purchased in the second quarter of 2021 was acquired by investors, and reports indicate that in some markets, that number is one in four.

Within investor purchases, typically more than 35 percent of purchases are made by investors who own more than ten properties.

Large investor purchases of single-family homes and conversion into rental properties speeds the transition of neighborhoods from homeownership to rental and drives up home prices for lower cost homes, making it harder for aspiring first-time and first-generation homebuyers, among others, to buy a home.

At the same, these purchases are unlikely to meaningfully boost supply in the lower-cost portions of the rental market, as investors charge more for rent to recoup higher purchase costs.

President Biden says he is committed to using every tool available in government to produce more affordable housing supply as quickly as possible, and to make supply available to families in need of affordable, quality housing — rather than to large investors.

The Administration announced a number of steps that will create, preserve, and sell to homeowners and non-profits nearly 100,000 additional affordable homes for homeowners and renters over the next three years, with an emphasis on the lower and middle segments of the market.

Specifically, federal agencies will:

- **Boost the supply of quality, affordable rental units** by relaunching the partnership between the Department of Treasury's Federal Financing Bank and the Department of Housing and Urban Development Risk Sharing Program in order to enable eligible state housing finance agencies to provide low-cost capital for affordable housing development;

- **Raising Fannie Mae's and Freddie Mac's equity cap** for the Low-Income Housing Tax Credit, which is the largest federal program for the construction and rehabilitation of affordable rental housing;

- **Making more funding available to Community Development Finance Institutions and non-profit housing groups** for affordable housing production under the Capital Magnet Fund.

- **Boost the supply of manufactured housing and 2-4 unit properties** by expanding financing through Freddie Mac. Along with Fannie Mae's and the Federal Housing Administration's existing policies, these steps will enable more Americans to purchase homes, and increase the availability of rental units throughout the country.

- **Make more single-family homes available to individuals, families, and non-profit organizations** — rather than large investors — by prioritizing homeownership and limiting the sale to large investors of certain FHA-insured and HUD-owned properties, in addition to expanding and creating exclusivity periods in which only governmental entities, owner occupants, and qualified non-profit organizations are able to bid on certain FHA-insured and government-owned properties.

- **Work with state and local governments to boost housing supply by leveraging existing federal funds to spur local action**, exploring federal levers to help states and local governments reduce exclusionary zoning, and launching learning and listening sessions with local leaders.

Even before the pandemic, 11 million families — or nearly a quarter of renters — paid more than half of their income

Realtors Applaud Affordable Housing Plans

The National Association of Realtors "applauds the administration's new effort to address America's housing supply crisis and to prevent the expansion of corporate landlords at the expense of homeownership," said Charlie Oppler, N.A.R. president.

"Distressed homeowners should have the opportunity to buy-back their homes," Oppler said, "but if not, other worthy homeowners should receive next priority. Affordable homeownership brings a magnitude of benefits to families, communities and our national economy, and now is the time to ensure we continue that support."

The administration's plan to make available 100,000 new homes is just a small fraction of the roughly 6 million units needed to fill the gap in housing supply.

"The current state of the market does not afford many Americans from low- and middle-income households the opportunity to purchase and own a home and continues to hold back the true potential of our market and our overall economy," Oppler said.

California Realtors commend increase in homebuying opportunities

"California's housing supply crisis has lingered for decades and has only been exacerbated by the COVID-19 crisis," said Dave Walsh, president of the California Association of Realtors. "The only way to get out of this crisis will be through bold action taken by all levels of government, and the comprehensive proposal put forward (by the Biden Administration) will help increase homeownership and other housing opportunities, especially for communities of color."

"C.A.R. has long advocated for prospective homebuyers to receive priority when a home with a government-backed mortgage goes into default. The Federal Housing Administration, Fannie Mae and Freddie Mac have a public role and mission to support and promote homeownership," Walsh said. "HUD's action to make more real estate-owned single-family homes available to individuals and families and Fannie Mae and Freddie Mac's extension of their 'First Look' program will go a long way to help make more single-family homes available for homebuyers, rather than large investors."

Support Local Homeless Charities

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.

The 501(c)(3) charitable non-profit 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. 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.



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ALL OPTIONS ON THE TABLE IN BID TO BUILD MORE HOUSING

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

All levels of government — city, county, state, federal — play vital rolls in the ongoing effort to house people living on local streets, manufactured homes and all other building alternatives should be used to increase the housing stock, and few alterations are expected in 1031 tax exchange rules, which play an outsized role in California real estate.

Those opinions were expressed by U.S. Senator Alex Padilla and U.S. Congressman Brad Sherman in a recent Zoom issues forum organized by the Southland Regional Association of Realtors and attended by more than 110 local real estate leaders, owners, and brokers.

With an estimated 40 percent of all 1031 tax exchanges nationwide happening in California, Senator Padilla said that modifying 1031 rules — which allow owners to defer capital gains tax by swapping an existing property for one of equal or greater value — was not near the top of any lists that he had seen.

“I’ll make it abundantly clear to the chairman overseeing that issue on what it means to California,” Padilla said.

Rep. Sherman said he doubted that Congress will pass any measures that will change how people are taxed.

“Nobody wants to eliminate 1031 exchanges just to eliminate it,” he said. “There’s talk of reform, but I don’t think it passes in its current form.”

In the search for additional revenue, Congress is more likely, he said, to increase the corporate tax rate or pass measures aimed at international taxation rates.

“Who do you tax if a TV set is designed in Japan, manufactured in Taiwan, and sold in Los Angeles at a profit?” Sherman asked.

Much discussion was devoted to solving the lack of housing throughout California.

Sherman said use of a tax credit may be appealing and have a one-time impact, but the federal government needs to focus on policy that encourages construction of more homes.

“There are all kinds of proposals, but if you don’t build more housing, you don’t have more people housed. We need to encourage more construction, then we have to balance maintaining neighborhoods as people expected when they bought their homes and, at the same time, allowing more homes to be built,” Sherman said.

Local governments know best what is needed, yet the federal government, with its deep pocket, plays a vital role in setting national policy that encourages construction.

“There are so many underlying issues ” when it comes to homelessness, Sen. Padilla said. “Mental health, unemployment ... everybody has to do their part: city, county, state, and federal government.”

With that in mind, Sen. Padilla and Rep. Sherman favored extending federal regulations to treat manufactured homes the

same as traditionally built housing.

“I think it’s time,” Padilla said. The quality of today’s manufactured homes is such that “you can’t tell the difference,” Padilla said. “Plus, they may be more affordable and more efficient.”

Sherman concurred: “If we’re going to encourage housing, we should encourage it — it doesn’t matter the manner of construction.”



California's U.S. Senator Alex Padilla, above and Congressman Brad Sherman participated in a recent Zoom call with over 110 members and leaders of the Southland Regional Association of Realtors.



Victory on Eviction Moratorium

The U.S. Supreme Court ended the Centers for Disease Control and Prevention eviction moratorium on Aug. 26 giving much-needed relief to America’s small housing providers facing financial hardship for more than a year.

In a 6-3 ruling, a majority of justices agreed that the stay on the lower court’s order finding the CDC’s eviction moratorium to be unlawful was no longer justified.

In their order, the justices wrote: “The moratorium has put the applicants, along with millions of landlords across the country, at risk of irreparable harm by depriving them of rent payments with no guarantee of eventual recovery. Despite the CDC’s determination that landlords should bear a significant financial cost of the pandemic, many landlords have modest means.”

The case was brought by the Georgia and Alabama Associations of Realtors and other property providers, with help from the National Association of Realtors.

In May of this year, U.S. District Judge Dabney Friedrich for the District of Columbia had struck down the ban as unlawful, but she stayed her ruling pending appeal. The case wound up twice before the D.C. Circuit Court of Appeals and Supreme Court.

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LOAN DEBT STOPS MILLENNIALS FROM BUYING A HOME

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

Six out of ten millennials who do not own a home say the burden of student loan debt is delaying their ability to buy a home making them, by far, the most affected population, a recent national poll discovered.

The findings also show that Americans burdened with high student debt see an impact on their daily lives.

They often must choose between investing in their retirement, purchasing a home, getting married, starting a family, or general savings.

“Housing affordability is worsening, leaving future homebuyers with student debt at a severe disadvantage,” said Charlie Oppler, president of the National Association of Realtors, which commissioned and recently released the new poll.

“Younger Americans shouldn’t have to choose between education and homeownership,” he said.

The new research also uncovers that only 23 percent of student loan debt holders understood the costs of attending college before taking out loans. Moreover, 35 percent of those student loan debt holders did not fully understand their potential for earnings following graduation.

According to the report, 51 percent of all student loan holders say their debt delayed them from purchasing a home. Thirty-six percent of student loan debt holders say student loan debt delayed their decision to move out of a family member’s home, a percentage that rises to 52 percent among Black debt holders.

Ultimately, the report shows that 31 percent of millennials and 28 percent of Black student debt holders would use their additional funds to purchase a home in the future with no student loan debt.

“Aside from just purchasing a home, this report finds that more than half of those with student loan debt have delayed some form of major life choice,” Oppler said. “Student loan debt isn’t just seeping into housing

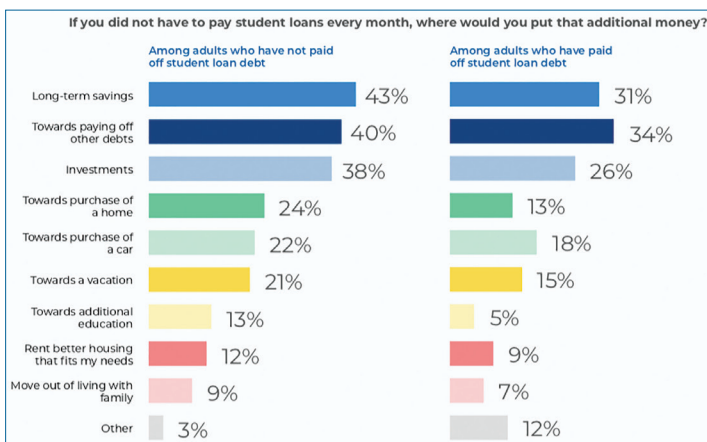
affordability. It’s also plaguing other aspects of people’s lives.”

To address the growing debt burden, NAR supports a multi-pronged approach. Financial education should be expanded to aid students as they face decisions about financing their education, while aid programs should be simplified. For those who hold debt, opportunities to consolidate and be expanded to aid students as they face decisions about financing their refinance debt at lower rates will help debt holders lower monthly debt payments, make large purchases, and make wise life choices. Finally, Realtors favor expanding tax preferences for employers who assist employees with their student debt as well as tax forgiveness for debt holders who have their debt forgiven or paid off by their

examining research during the past eight years to gauge the impact of student loan debt on future homebuyers. The data pattern now affirms that student loan debt is one of the most significant barriers standing between a potential buyer and the ability to purchase a home. The findings from the new poll build on last year’s annual survey of successful homebuyers, “Profile of Home Buyers and Sellers,” which showed that student loan debt was the most significant factor delaying their ability to save among buyers who had difficulty saving for a down payment. This research found Black homebuyers were more than twice as likely to have student debt than White homebuyers, with a median amount of \$10,000 more than White buyers.

The “Impact of Student Loan Debt” poll was modeled off NAR reports from 2016 and 2017, with a narrower scope.

The research themes are comparable, but the newest report considers the current federal government stimulus package and how the COVID-19 pandemic has affected debt in our country.



Solving the Valley’s Homeless Puzzle

Hope of the Valley’s mission is ambitious ... and daunting — prevent, reduce and eliminate poverty, hunger and homelessness.

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care, one-by-one they help people in need. Hope’s 200 staffers at 17 locations, nine shelters, and a job center, do it

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our neighbors who are most in need.

Diane Sydel, SRAR president, is pictured with Ken

Craft, Hope’s CEO and founder, presenting him with a \$5,000 charitable donation. Realtors are proud to stand with Hope of the Valley.





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2021
Commercial
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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



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Brian Hatkoff, CCIM

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July 21, 2021



Effective
Commercial
Lease
Agreements

Bruce Hatkoff, Esq.

SRAR.com/CiclassJuly2021

August 18, 2021



Tax & Legal
Impact on
Real Estate

Tony Watson, Robert Hall & Associates

SRAR.com/CiclassAugust2021

Tuesday, September 28, 2021



Due Diligence
in Commercial
Real Estate
Transactions

Brian Hennessey, SVP Avison Young

SRAR.com/CiclassSeptember2021

October 20, 2021



Overview of
Commercial
Real Estate
Investment Analysis

Brian Hatkoff, CCIM

SRAR.com/CiclassOctober2021

November 17, 2021



Property
Management for
Investment
Real Estate

Bill Waldman, Waldman Real Estate

SRAR.com/CiclassNovember2021

*Due to COVID-19, the SRAR's Commercial and Investment Division will be offering 2021 classes for free, until further notice.
While The ABC's of Commercial Real Estate and Introduction to Leasing are always free, all other classes are normally in-person and \$25.00.
All classes require registration found under the calendar at: srar.com/events or at the link noted in each box above. Take 5 or more classes to get
a Certificate of Completion in early 2022. Classes do NOT contribute to continuing education credits.*



SOUTHLAND REGIONAL
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Statistics

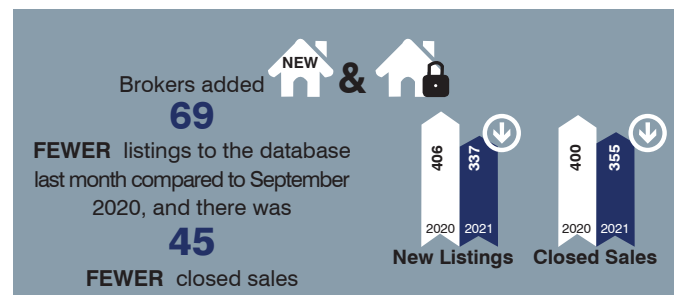
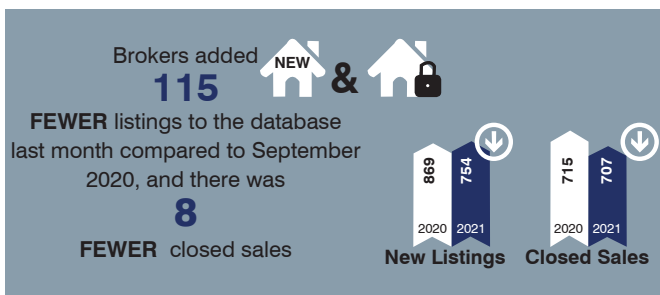
Market Snapshot (September 2021):



The median sale price for
single family homes
increased by
16%
from this time last year



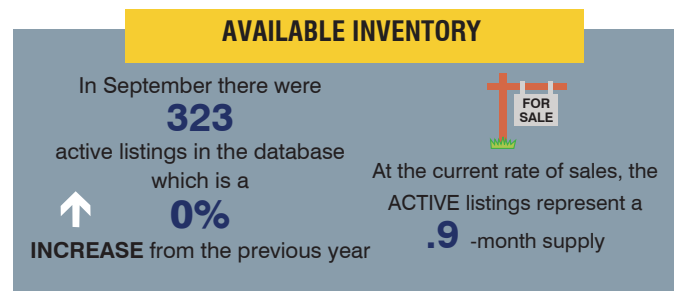
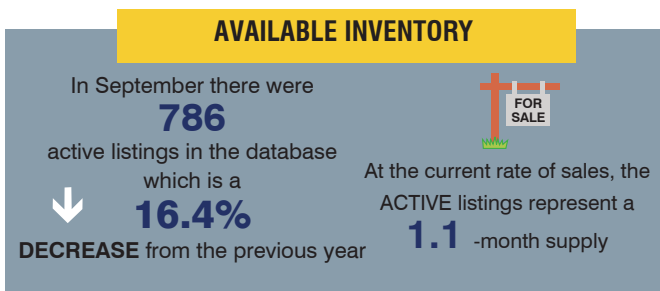
The median sale price for
single family homes
increased by
18%
from this time last year



The total dollar value of
to date sales **increased**
\$2,027,129,000
from September 2020



The total dollar value of
to date sales **increased**
\$838,483,000
from September 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



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	1,581	1,365	851.0	84.6			
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 SEPTEMBER 2021

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	68	87	78	176	161	570	651	1,221
TOTAL ACTIVE LISTINGS	100	85	83	154	157	579	756	1,335
AVERAGE DAYS ON MARKET	70	49	55	50	45	53	54	54
AVERAGE LIST PRICE IN THOUSANDS	762.1	1,677.0	1,460.6	1,387.3	2,219.4	1,558.0	928.6	1,201.6
MEDIAN LIST PRICE IN THOUSANDS	699.9	1,309.9	960.0	969.9	1,299.0	975.0	629.0	799.0
BOMS	21	23	28	47	49	168	162	330
AVERAGE BOM PRICE IN THOUSANDS	694.3	1,183.1	1,082.8	986.3	1,280.1	1,078.5	723.4	904.2
BOM TO SALE RATIO	37.5	24.5	37.3	29.7	32.7	31.5	32.1	31.8
EXPIRATIONS	4	10	4	9	10	37	49	86
PENDING SALES								
NEW ESCROWS OPENED	65	72	77	127	150	491	548	1,039
TOTAL YTD ESCROWS OPENED	571	727	693	1,136	1,285	4,412	4,302	8,714
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	27	21	20	16	30	23	29	26
NEW OPEN ESCROWS AVERAGE LIST PRICE	686.7	1,297.3	1,420.7	900.7	1,337.1	1,145.4	742.8	933.0
CLOSED SALES								
NEW ESCROWS CLOSED	56	94	75	158	150	533	505	1,038
TOTAL YTD ESCROWS CLOSED	560	730	677	1,100	1,238	4,305	4,054	8,359
VOLUME OF NEW SALE DOLLARS IN MILLIONS	40.430	137.0146	104.748	163.056	193.903	639.149	380.02824	1,019.177
VOLUME OF TOTAL YTD SALES IN MILLIONS	383.375	1,040.7976	958.723	1,079.305	1,638.120	5,100.321	3,025.505	8,125.826
AVERAGE SALE PRICE IN THOUSANDS	722.0	1,457.6	1,396.6	1,032.0	1,292.7	1,199.2	752.5	981.9
MEDIAN SALE PRICE IN THOUSANDS	690.0	1,245.0	1,025.0	920.0	1,035.0	960.0	555.0	820.0
COOP SALES	43	81	52	133	123	432	433	865
PERCENT OF COOP SALES	76.8	86.2	69.3	84.2	82.0	81.1	85.7	83.3
AVERAGE DAYS ON MARKET	23	22	19	21	22	31	26	
SALES AT LIST PRICE	48	62	60	133	107	410	383	793
PERCENT OF SALES AT LIST PRICE	85.7	66	80	84.2	71.3	76.9	75.8	76.4
SALES TO LISTING INVENTORY RATIO	56.0	110.6	90.4	102.6	95.5	92.1	66.8	77.8
FINAL SALE TO NEW LISTING RATIO	82.4	108.0	96.2	89.8	93.2	93.5	77.6	85.0
CLOSED SALES								
FORCLOSURE/REO	1	1	0	0	0	2	3	5
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	1	1
STANDARD	50	87	70	148	143	498	469	967
OTHER	5	6	5	10	7	33	31	64

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER 2021

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	28	44	24	43	45	184	176	360
TOTAL ACTIVE LISTINGS	39	56	35	30	47	207	212	419
AVERAGE DAYS ON MARKET	59	57	60	62	52	57	53	55
AVERAGE LIST PRICE IN THOUSANDS	519.5	697.9	551.3	579.5	715.0	626.2	778.4	703.2
MEDIAN LIST PRICE IN THOUSANDS	485.0	634.9	425.0	570.0	620.0	570.0	590.0	578.0
BOMS	8	15	15	11	12	61	52	113
AVERAGE BOM PRICE IN THOUSANDS	482.5	715.2	520.2	742.3	546.5	608.4	792.9	693.3
BOM TO SALE RATIO	25.8	41.7	50.0	31.4	28.6	35.1	39.1	36.8
EXPIRATIONS	2	2	4	4	2	14	12	26
PENDING SALES								
NEW ESCROWS OPENED	18	44	41	36	40	179	147	326
TOTAL YTD ESCROWS OPENED	243	370	366	292	362	1,633	1,245	2,878
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	35	29	31	18	21	26	31	28
NEW OPEN ESCROWS AVERAGE LIST PRICE	467.0	685.2	504.7	614.7	592.8	587.1	592.2	589.4
CLOSED SALES								
NEW ESCROWS CLOSED	31	36	30	35	42	174	133	307
TOTAL YTD ESCROWS CLOSED	242	365	357	283	364	1,611	1,199	2,810
VOLUME OF NEW SALE DOLLARS IN MILLIONS	15.302	25.5706	15.933	21.832	26.801	105.439	82.56424	188.002
VOLUME OF TOTAL YTD SALES IN MILLIONS	118.740	241.9416	189.751	166.549	208.955	925.936	729.828	1,655.764
AVERAGE SALE PRICE IN THOUSANDS	493.6	710.3	531.1	623.8	638.1	606.0	620.8	612.4
MEDIAN SALE PRICE IN THOUSANDS	450.0	700.0	481.0	555.0	522.0	535.0	565.0	550.0
COOP SALES	27	34	25	30	38	154	119	273
PERCENT OF COOP SALES	87.1	94.4	83.3	85.7	90.5	88.5	89.5	88.9
AVERAGE DAYS ON MARKET	20	27	24	25	24	23	24	
SALES AT LIST PRICE	30	26	24	31	30	141	105	246
PERCENT OF SALES AT LIST PRICE	96.8	72.2	80	88.6	71.4	81	78.9	80.1
SALES TO LISTING INVENTORY RATIO	79.5	64.3	85.7	116.7	89.4	84.1	62.7	73.3
FINAL SALE TO NEW LISTING RATIO	110.7	81.8	125.0	81.4	93.3	94.6	75.6	85.3
CLOSED SALES								
FORCLOSURE/REO	0	0	0	0	0	0	0	0
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0
STANDARD	31	36	30	33	40	170	123	293
OTHER	0	0	0	2	2	4	10	14

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR SEPTEMBER 2021

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	13	5	60	31	7	55	11	60	242	82	324
TOTAL ACTIVE LISTINGS	30	18	52	36	12	46	5	52	251	96	347
AVERAGE DAYS ON MARKET	65	64	44	53	56	47	53	32	48	43	47
AVERAGE LIST PRICE IN THOUSANDS	903.2	1,489.0	932.4	918.8	969.9	979.2	960.0	1,031.4	998.3	725.2	922.8
MEDIAN LIST PRICE IN THOUSANDS	830.0	1,197.8	759.0	769.0	799.9	884.9	935.0	840.0	840.0	549.0	799.9
BOMS	9	3	31	10	7	23	4	20	107	34	141
AVERAGE BOM PRICE IN THOUSANDS	804.5	1,075.0	758.0	661.9	997.1	861.5	1,252.5	996.5	862.8	664.2	814.9
BOM TO SALE RATIO	150.0	25.0	52.5	40.0	38.9	32.9	36.4	33.3	41.0	49.3	42.7
EXPIRATIONS	1	1	4	0	0	3	1	4	14	4	18
PENDING SALES											
NEW ESCROWS OPENED	14	6	61	27	15	59	15	51	248	66	314
TOTAL YTD ESCROWS OPENED	112	72	493	216	155	569	116	578	2,311	616	2,927
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	38	22	21	39	28	36	24	20	28	23	27
NEW OPEN ESCROWS AVERAGE LIST PRICE	727.6	845.7	776.7	718.4	851.6	868.2	1,144.3	968.0	857.1	605.8	804.3
CLOSED SALES											
NEW ESCROWS CLOSED	6	12	59	25	18	70	11	60	261	69	330
TOTAL YTD ESCROWS CLOSED	114	73	480	215	159	551	108	573	2,273	584	2,857
VOLUME OF NEW SALE DOLLARS IN MILLIONS	3.711	11.3046	46.156	19.082	15.047	54.849	12.559	57.302	220.010	42.40824	262.418
VOLUME OF TOTAL YTD SALES IN MILLIONS	81.214	67.8066	381.813	159.080	139.593	446.380	120.734	514.829	1,911.448	371.827	2,283.275
AVERAGE SALE PRICE IN THOUSANDS	618.5	942.0	782.3	763.3	835.9	783.6	1,141.7	955.0	843.0	614.6	795.2
MEDIAN SALE PRICE IN THOUSANDS	589.0	850.0	720.0	790.0	775.0	795.0	1,145.0	871.2	800.0	540.0	782.0
COOP SALES	5	9	50	20	14	65	9	53	225	60	285
PERCENT OF COOP SALES	83.3	75.0	84.7	80.0	77.8	92.9	81.8	88.3	86.2	87.0	86.4
AVERAGE DAYS ON MARKET	18	16	25	29	18	14	20	23	22	23	23
SALES AT LIST PRICE	4	10	49	24	16	65	9	54	231	60	291
PERCENT OF SALES AT LIST PRICE	66.7	83.3	83.1	96	88.9	92.9	81.8	90	88.5	87	88.2
SALES TO LISTING INVENTORY RATIO	20.0	66.7	113.5	69.4	150.0	152.2	220.0	115.4	104.0	71.9	95.1
FINAL SALE TO NEW LISTING RATIO	46.2	240.0	98.3	80.6	257.1	127.3	100.0	100.0	107.9	84.1	101.9
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	0	0
STANDARD	6	11	58	24	18	67	11	59	254	63	317
OTHER	0	1	1	1	0	3	0	1	7	0	11

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER 2021

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	0	0	23	2	13	22	4	31	95	20	115
TOTAL ACTIVE LISTINGS	1	0	20	0	13	14	2	22	72	14	86
AVERAGE DAYS ON MARKET	67	0	39	0	33	19	5	46	35	50	38
AVERAGE LIST PRICE IN THOUSANDS	947.0	0.0	420.8	0.0	350.1	563.9	525.0	587.7	497.1	676.6	526.3
MEDIAN LIST PRICE IN THOUSANDS	947.0	0.0	428.0	0.0	349.0	510.0	430.0	529.9	470.0	515.0	475.0
BOMS	0	0	9	0	7	8	1	15	40	2	42
AVERAGE BOM PRICE IN THOUSANDS	0.0	0.0	509.7	0.0	395.8	574.9	619.0	581.3	532.4	974.5	553.4
BOM TO SALE RATIO	0.0	0.0	42.9	0.0	58.3	57.1	14.3	38.5	42.6	13.3	38.5
EXPIRATIONS	0	0	1	0	0	0	1	2	4	1	5
PENDING SALES											
NEW ESCROWS OPENED	0	0	27	4	21	18	5	33	108	16	124
TOTAL YTD ESCROWS OPENED	0	2	193	13	157	150	31	329	875	118	993
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	0	0	37	15	37	16	18	14	25	20	24
NEW OPEN ESCROWS AVERAGE LIST PRICE	0.0	0.0	466.9	447.5	419.4	535.1	525.7	573.7	503.7	528.2	506.8
CLOSED SALES											
NEW ESCROWS CLOSED	0	0	21	1	12	14	7	39	94	15	109
TOTAL YTD ESCROWS CLOSED	0	2	182	8	153	139	31	322	837	108	945
VOLUME OF NEW SALE DOLLARS IN MILLIONS	0.000	0.0006	9.521	0.260	5.162	7.333	4.301	21.054	47.630	7.16324	54.793
VOLUME OF TOTAL YTD SALES IN MILLIONS	0.000	1.9606	81.736	4.022	70.489	72.455	18.329	178.591	427.581	58.050	485.632
AVERAGE SALE PRICE IN THOUSANDS	0.0	0.0	453.4	260.0	430.1	523.8	614.4	539.8	506.7	477.5	502.7
MEDIAN SALE PRICE IN THOUSANDS	0.0	0.0	450.0	260.0	404.0	545.0	487.5	545.0	490.0	430.0	490.0
COOP SALES	0	0	21	1	11	14	7	32	86	14	100
PERCENT OF COOP SALES	0.0	0.0	100.0	100.0	91.7	100.0	100.0	82.1	91.5	93.3	91.7
AVERAGE DAYS ON MARKET	0	17	7	18	20	22	16	17	32	19	19
SALES AT LIST PRICE	0	0	18	1	10	10	6	35	80	10	90
PERCENT OF SALES AT LIST PRICE	0	0	85.7	100	83.3	71.4	85.7	89.7	85.1	66.7	82.6
SALES TO LISTING INVENTORY RATIO	0.0	0.0	105.0	0.0	92.3	100.0	350.0	177.3	130.6	107.1	126.7
FINAL SALE TO NEW LISTING RATIO	0.0	0.0	91.3	50.0	92.3	63.6	175.0	125.8	98.9	75.0	94.8
CLOSED SALES											
FORCLOSURE/REO	0	0	0	0	0	0	0	0	0	1	1
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0	0	0	0
STANDARD	0	0	18	1	10	14	6	38	87	13	100
OTHER	0	0	3	0	2	0	1	1	7	0	8

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Leslie Bashaar
27 years,
Manuel Escalante
27 years,
Saul Alvarado
25 years,
Erin Stokes
25 years,
Melody Cutler
24 years,

Ada Pena
24 years,
Fernando Garcia
22 years,
Marina Escalante
22 years,
Greg Chermakyan
22 years,
Salvador Najarro
22 years,
Icela Pabon
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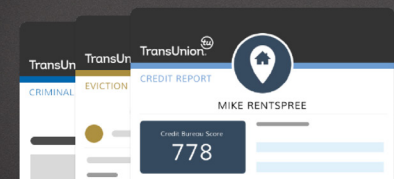
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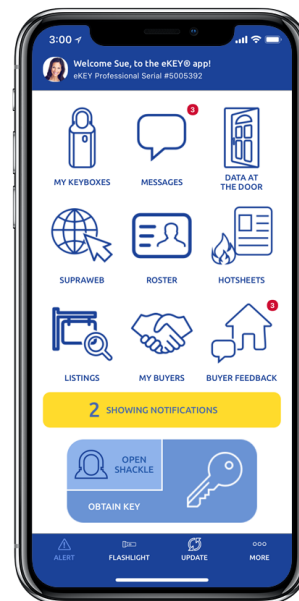


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