

December 2021/January 2022

# REALTOR® REPORT

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



## JEFF PHILIPS

ELECTED 2022 SRAR  
PRESIDENT...PG.3

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Volume 101 • Issue 12

## DEDICATED TO ENDING ABUSE, EMPOWERING FAMILIES

### STRENGTH UNITED A CSUN COMMUNITY AGENCY LOOKS TOWARD THE DAY WHEN HOMES AND COMMUNITIES ARE FREE OF ABUSE AND VIOLENCE.

This local nonprofit envisions a time where:

- Every child has a safe and nurturing childhood;
- Every caregiver has the resources to develop healthy children, youth and families;
- Individuals are empowered through equal access to opportunities and resources allowing them to heal and thrive;
- Students are developed into leaders who use what they learn to enrich others' lives, strengthen communities and grow professionally;
- Volunteers become agents of positive change helping others and their community.

The Charitable Foundation of the Southland Regional Association of Realtors is proud to extend support to vital organization that are making the world a safer place. The Foundation recently presented \$5,000 donations to Strength United and six other local charities.

Strength United provides healing and support for those who have survived abuse. They attempt to take a traumatic event in an individual or family's life and turn it into a point of strength. SRAR's Charitable Foundation is proud of the volunteers and staff who move Strength United forward. For more information about Strength United, call their 24-Hour Support and Referral Lines at 818-886-0453 or 661-253-0258. To contribute to the Charitable Foundation, go to [SRAR.com](http://SRAR.com).



SRAR 2021 President, Diane Sydel, center, hands the Charitable Foundation donation to Kim Goldberg-Roth, executive director of Strength United. Nicole Roberts, right, is Strength United's development director.

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**whatsup** : social/networking events like mixers, expos and multicultural events

**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

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## REALTOR® REPORT

*The Official Publication of SRAR*

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# REALTOR JEFF PHILLIPS TO LEAD SRAR

**JEFF PHILLIPS WILL SERVE AS THE 2022 PRESIDENT OF THE 10,300-MEMBER SOUTHLAND REGIONAL ASSOCIATION OF REALTORS, ONE OF THE LARGEST LOCAL PROFESSIONAL ASSOCIATION IN THE NATION.**



**REALTOR JEFF PHILLIPS, SRAR 2021  
PRESIDENT-ELECT**

Phillips has an extensive track record with the Van Nuys-based SRAR, serving on multiple committees — the governmental affairs, technology, events, multiple listing service committee — before joining the Board of Directors in 2017.

In addition to the Board of Directors, Phillips this year is on the executive and finance committees as well as the Santa Clarita Valley Council.

He joined the Southland Regional Association of Realtors in 2013 and will be leading a Board of Directors that includes the following professionals:

Eugenia “Gina” Aguilar, Liliana Alfonso, Bryan Almeida, Anthony Bedgood, Filip Crispino, Winnie Davis, Louisa Henry/SCV Chair, Robert Johnson, Kristen Kalski, Bob Khalsa, Erika Kauzlarich-Bird, Vilma Letosky, Rana Linka, Patti Petralia, Rich Pisani, Gaye Rainey, Michael Regilio, Nancy Starczyk, Diane Sydel, Fred Tazartes, Dan Tresieras, and Gina Uzunyan.

Phillips will be officially installed at the Association’s 102nd Annual Ball on Saturday, Jan. 29, at the Sheraton Universal Hotel’s grand ballroom. To attend, please go to [SRAR.com](https://www.srar.com). Thank you to the sponsors of SRAR’s 102nd Annual Ball:

- SUPRA
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## REALTORS PRAISE INFRASTRUCTURE LEGISLATION

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

Passage with bipartisan support of a massive \$1 trillion infrastructure package drew praise from real estate professionals nationwide, including from the president of the 1.5 million-member National Association of Realtors.

“NAR is encouraged by the bipartisan support for the infrastructure bill,” said Charlie Oppler, noting that 19 Republican senators supported the measure. The measure passed the House in a 228-206 vote. Thirteen Republicans supported it, while six Democrats voted against it. President Biden was expected to sign the bill within days.

“We supported many elements of this legislation,” Oppler said, “including significant investment in the power grid, managing climate risks, and repairing and replacing aging roads, bridges, ports, airports, and railways. These improvements will make communities more resilient and sustainable.”

The bipartisan Infrastructure Investment and Jobs Act would put \$550 billion in new money into transportation projects, the utility grid and broadband.

The package includes \$110 billion for

roads, bridges and other major projects, along with \$66 billion for passenger and freight rail and \$39 billion for public transit.

It also would put \$65 billion into



broadband, a priority for many lawmakers after the coronavirus pandemic highlighted inequities in internet access for households and students across the country.

“We ... commend Congress for including a historic \$65 billion investment in broadband,” Oppler said. “Our country has a dire need for broadband expansion, and NAR has long championed this cause. This new funding will ensure all communities have affordable access to a worldclass communications infrastructure and provide opportunities to rural, underserved, and low-income areas.”

The legislation would also invest \$55

billion into water systems, including efforts to replace lead pipes.

“While this bill contains critical investments in America,” Oppler said.

“We continue to have concerns over the use of guarantee fees charged by GSEs as a funding source.

“The nation faces critical challenges as Americans struggle to meet their mortgage obligations, find affordable housing amidst a supply shortage, and confront a widening homeownership gap among racial groups,” he said.

“We look forward with Congress and the administration to ensure this redirected money does not diminish the vital GSE mission to provide affordable housing and equal access to credit in America.”

Washington has tried and failed for years to pass a major bill to upgrade critical transportation and utility infrastructure, which has come under more pressure from extreme weather.



# INVENTORY HITS RECORD LOW

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

The inventory of homes and condominiums listed for sale throughout the San Fernando Valley slid to a record low in November — a mere 550 active listings, the Southland Regional Association of Realtors reported Thursday.

The listing total was down 38.9 percent from a year ago for the second largest monthly decline in a consecutive string of drops dating back to June 2019.

Over 35 years — since the Association started keeping the statistic — the Valley has averaged 5,272 listings each month.

However, since 2009, as the national economy began recovered from the Great Recession, the monthly listing tallies slid dramatically below historical levels, culminating in November 2019 as listings dropped below the 1,000-listing benchmark for the first time on record — and, with only two exceptions, stayed there.

“To have only 550 active home and condo listings in a market as vast as the San

Fernando Valley is difficult to comprehend,” said Diane Sydell, the Association’s 2021 president.

“Is it any surprise,” she asked, “that homes sell quickly, often for more than the asking price, while buyers scramble over each other to be the first in line to buy a home?”

The 550 listings reported at the end of November stand in stark contrast to the record-high listing total: 14,976 reported in July 1992.

This November’s total represented a 0.9-month supply at the current pace of sales, which also differs dramatically from the 33-year average of a 5.6-month supply.

Local Realtors during November assisted the close of escrow on 471 single-family homes and 172 condominiums. Both were down slightly from a year ago — off 0.4 percent and 0.6 percent, respectively.

“The local market definitely is showing signs of cooling in a return to seasonal patterns and as a result of the dearth of listings,” said Tim Johnson, the Association’s

post a positive annual sales total for the first time in four years.”

Indeed, Association statistics show that 2021 has surpassed a year ago by 8.1 percent even without December sales included. And, if the closing month is lackluster, the annual total nonetheless will be at or higher than 15 percent.

The 471 single-family homes that changed owners last month had a median price of \$930,000, up 14.8 percent from a year ago yet 3.1 percent below the record high \$960,000 median set in September.

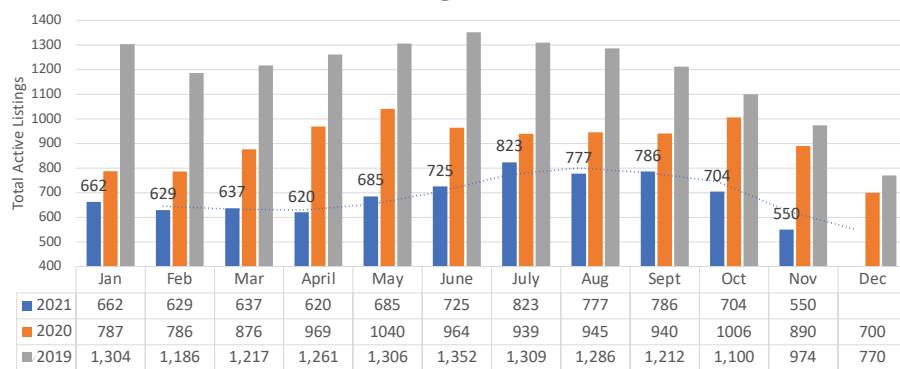
Similarly, the condominium median price of \$565,000 was 15.3 percent ahead of November 2020 yet 2.6 percent below the condo record high of \$580,000 set in October.

“Both housing categories have been on a steady incline that dates back several years,” Sydell said, “yet shot up dramatically in the wake of the coronavirus pandemic and resulting economic shutdown, dramatic events that prompted buyers to seek larger

homes to accommodate work-at-home needs and take advantage of new-found flexibility to work from any location.”

Pending escrows, a measure of future sales activity, show continued slowing as the year winds down. The Association reported a total of 608 open escrows at the end of November. That was

SFV — Total Active Listings — Combined Residential



chief executive officer. “Despite slowing sales, 2021 already is ahead of 2020 and will

down 7.7 percent from 12 months ago.

## REALTORS APPLAUD HUD'S EFFORTS TO NARROW THE RACIAL HOMEOWNERSHIP GAP

National Association of Realtors President Leslie Rouda Smith issued the following statement after the Department of Housing and Urban Development announced on Tuesday that lending programs known as Special Purpose Credit Programs further the goals of the Fair Housing Act:

“The National Association of Realtors is committed to eliminating the racial homeownership gap, which today stands at nearly 30 percentage points between Black and White Americans,” Smith said. “Special Purpose Credit Programs are an innovative approach to addressing a problem that has persisted for decades. We look forward to learning more about these programs and how they can potentially benefit homebuyers around the country. Realtors applaud HUD for its efforts to help Americans of every background build wealth through homeownership.”

SPCPs allow lenders to create special lending programs that focus on a particular group in order to remediate for past discrimination. Authorized already under the Equal Credit Opportunity Act and utilized by the Department of Justice in resolution of cases of discrimination, HUD’s opinion that such programs are also consistent with the Fair Housing Act may encourage lenders to explore SPCPs as a means of opening up credit opportunities to groups that have been historically shut out of the credit market.



## PROFILE OF BUYERS, SELLERS

# BUYERS DESIRE BEING CLOSE TO FAMILY, FRIENDS

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

Among repeat home buyers and home sellers over the last year, a key factor for moving was the desire to live closer to family and friends, while an equally important motivator was the need for more space or a bigger home.

Sellers as a whole were able to benefit in these transactions, typically earning their full asking price, and selling in one week.

These driving forces to move as well as further sales figures appeared in the National Association of Realtors' 2021 Profile of Home Buyers and Sellers, a yearly report — now in its 40th year — that analyses

## Key Highlights

- Homes typically sold at a record pace of one week and received full asking price from July 2020 through June 2021.
- Tenure in the home dropped from 10 years to eight years, the largest year-over-year decline in the history of the data set.
- Eighty-seven percent of buyers used an agent or broker, and 90% of sellers hired an agent to sell their home.

demographics, preferences and experiences of buyers and sellers across America.

"During the pandemic, buyers and sellers have been driven by the desire to be close to family and friends, as well as the need for a larger home," said Jessica Lautz, vice president of demographics and behavioral insights at NAR.

Among sellers, as a group they traded up in price, size and newer residences, as 46 percent purchased a larger home and 28 percent purchased the same size home.

Relocating to be closer to family had been increasing in recent years, according to Lautz, however, the COVID-19 outbreak accelerated that trend.

In past years, convenience to work and affordability had ranked as top factors for reasons to move.

The 2021 NAR report comprises an entire year of research in which buyers and sellers purchased or sold a home during the COVID-19 pandemic. The pandemic likely spurred occupants to shorten their home stay,

as tenure in the home decreased to eight years from 10 years, according to the report. This was the largest single-year change in home tenure since NAR began collecting such data.

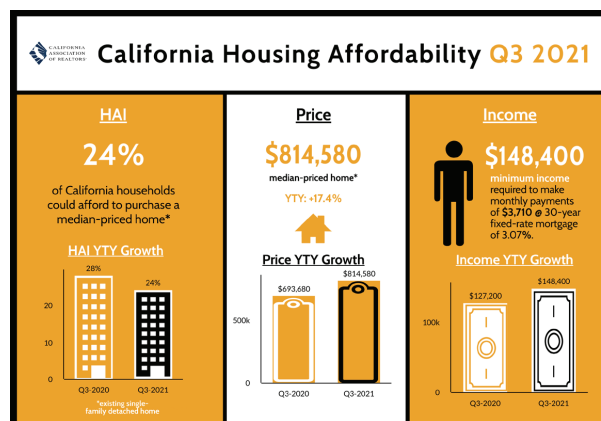
In general, buyers said they expected to live in their homes for a median of 12 years, while 18 percent said that they were never moving. Historically, tenure in the home has been six to seven years, but experienced an increase to nine to 10 years following the Great Recession.

"Home sellers have historically moved when something in their lives changed — a new baby, a marriage, a divorce or a new job," Lautz said. "The pandemic has impacted everyone, and for many this became an impetus to sell and make a housing trade."

The market over the last year saw homes reach record-high prices, paving the way for sellers to secure maximum profits on transactions and leaving buyers to grapple with historically high housing costs. As a result, home buyers typically bought their homes for 100 percent of the seller's asking price, with another 35 percent purchasing their home for beyond the asking price, according to the report. Home sellers reported selling their homes for a median of \$85,000 more than their purchase prices, a jump from \$66,000 last year.

On average, buyers said finding a home to purchase took eight weeks.

For a second straight year, buyers reported that just finding the right home to buy continued to be "the most difficult task" for them in the home buying process.



## Fannie, Freddie to Back Home Loans of Nearly \$1 Million in 2022

The rapid rise in home prices over the past year has prompted Fannie Mae and Freddie Mac to revisit the maximum size of home mortgages they will back for 2022, increasing the limit to nearly \$1 million in regions with high housing costs, such as California and New York.

That marks a sharp jump compared to this year: The government-backed enterprises currently back single-family mortgages to \$548,250 in many parts of the country and to \$822,375 in pricier areas.

On Tuesday the Federal Housing Finance Agency announced it would increase the 2022 conforming loan limits for mortgages acquired by Fannie Mae and Freddie Mac to \$647,200 on one-unit properties and a cap of \$970,800 in high-cost areas.

"Conforming loans provide safe and affordable mortgages to California's homebuyers across the state," said 2022 C.A.R. President Otto Cartrina. "If loan limits were not allowed to increase every year to keep up with home prices, first-time and moderate-income homebuyers across the state would not have access to affordable mortgage capital, which reduces homeownership opportunities for those who need it the most."

Realtors — locally, statewide, and nationally — have long advocated for loan limits to reflect an area's cost of housing. As a result of those efforts, areas with high median home prices have benefited from a loan limit above the national conforming loan limit.

The conforming loan limit determines the maximum size of a mortgage that government-sponsored enterprises Fannie Mae and Freddie Mac can buy or "guarantee." Non-conforming or "jumbo loans" typically have tighter underwriting standards and sometimes carry higher mortgage interest rates than conforming loans, increasing monthly payments and hampering the ability of families in California to purchase homes by making them less affordable.

## San Fernando Valley Rescue Mission Success Center Offers Shelter, Guidance

The San Fernando Valley Rescue Mission provides shelter and guidance for homeless families at its Home Again Family Success Center in Northridge.

The family shelter offers families the opportunity to recover from the devastating effects of homelessness by meeting the basic needs of food, clothing, and shelter while identifying the underlying reasons for becoming homeless and establishing a plan of restoration.

The Mission's Renewed Hope Recovery Program, located in Hollywood, serves homeless men living with issues of substance abuse and other self-destructive behaviors.

The Charitable Foundation of the Southland Regional Association of Realtors was proud to extend a \$5,000 grant to the Mission and six other local nonprofits that help our neighbors in need. SRAR President Diane Sydell, center, is pictured with David Prentice, the Mission's director, and Marilyn Sappington, community relations coordinator. To volunteer or to help a homeless person, go to [sfvrescuemission.org](http://sfvrescuemission.org).



## Interest Rate Update

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

**November 24**

30-Year FRM — 3.10 percent

15-Year FRM — 2.42 percent

**November 18**

30-Year FRM — 3.10 percent

15-Year FRM — 2.39 percent

## Closing Costs: HIGH HURDLE FOR FIRST-TIME, LOW- INCOME BUYERS

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

Fannie Mae's most recent analysis on affordable housing solutions showed closing costs are a steep obstacle to sustainable homeownership for first-time and low-income first-time homebuyers, including Black and Hispanic borrowers.

In its analysis released Dec. 2 of approximately 1.1 million home purchase loans Fannie Mae acquired in 2020, Fannie Mae found that more than 14 percent of low-income first-time homebuyers had closing costs equal to or exceeding their downpayment.

If this group of borrowers had median closing costs as a percent of purchase price equal to the median for all buyers, their costs would have been reduced by \$3,580 — a meaningful change that could lower the barrier to homeownership.

The authors, Mark Palim and Nuno Mota, make the case that closing costs are regressive, meaning that low-income homebuyers pay more in median relative closing costs than all borrowers.

Here are the key recommendations that emerged from the analysis, areas where policymakers, regulators, and the mortgage industry could work together to reasonably reduce origination costs for first-time homebuyers without adding undue credit risk.

- **Cap closing costs for qualifying first-time and low-income homeowners on a dollar-cost basis.** This would allow first-time homeowners to know at the outset what their closing costs would be, to budget appropriately, and to enhance their ability to shop for the lowest-cost mortgage based on the mortgage terms.

- **For mortgages to first-time and low-income homebuyers, require lenders, investors, insurers, the GSEs, and other mortgage-market participants — not borrowers — to pay for services needed to manage risk.** These could include credit reports, appraisals, and title insurance. For instance, in some of its low-income mortgage programs, Fannie Mae provides an appraisal credit to lenders. If these costs can be reduced or eliminated for consumers, it would be critical to ensure that other fees were not introduced to take their place.

- **Local jurisdictions could explore ways**

to expand existing programs that waive or reduce one-time taxes and government fees borne by first-time and low-income homebuyers.

- **Federal, state, and local efforts to fund closing cost assistance programs, particularly in jurisdictions with high relative closing costs, could be expanded to help first-time and low-income first-time homebuyers.**

- **Renew the effort to make the forms consumers receive, the Loan Estimate and Closing Disclosure, simpler and more transparent.**

This could include efforts to create new tools and homebuyer education resources to help borrowers compare and shop for services based on price.

- **Permit greater flexibility in how certain credit-risk management, title insurance, and settlement services are performed.** For instance, Fannie Mae has allowed for automated valuation models to be used in lieu of a formal appraisal for many of its refinance loans for low-

technology and improved use of data can reduce or eliminate the need for a traditional appraisal.

Alternative paths to achieving the proper levels of risk management should be explored, particularly those that reduce costs to consumers.

Lender and loan origination costs plus title and settlement costs represent up to 75 percent of all closing costs — with low-income first-time homebuyers paying the highest costs relative to the purchase price of the home.

Black and white Hispanic low-income first-time homebuyers on average paid higher closing costs relative to purchase price than their white non-Hispanic or Asian counterparts.

Implementing some of the suggested solutions that could reduce or eliminate closing as a barrier to homeownership.

**5.2%**  
of all buyers

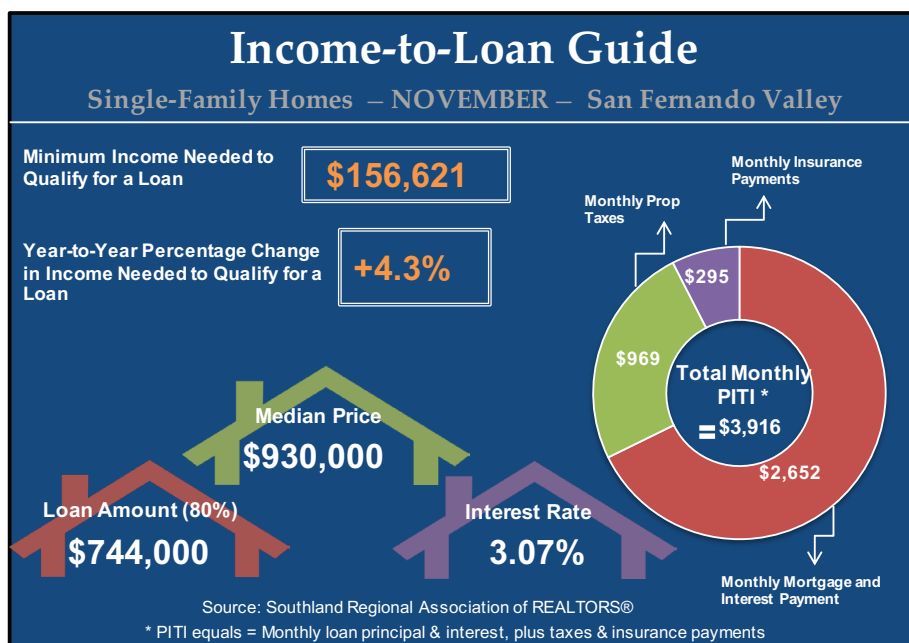
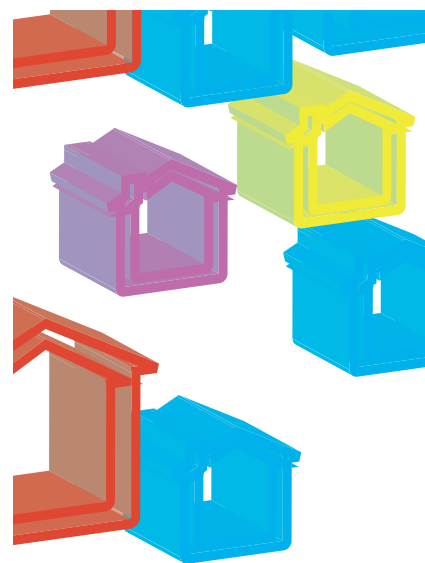
have closing costs that are greater than or equal to their down payment amount.

**9.5%**  
of first-time homebuyers

have closing costs that are greater than or equal to their down payment amount.

**14.5%**  
of low-income first-time homebuyers

have closing costs that are greater than or equal to their down payment amount.



SOUTHLAND REGIONAL ASSOCIATION OF REALTORS



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Credit Card Number: \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_ Total Amount \$ \_\_\_\_\_

Exp Date: \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_ Security Code: \_\_\_\_\_ Billing Zip Code: \_\_\_\_\_

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2022  
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 19, 2022**



**ABC's of  
Commercial  
Real Estate**  
9am-10:30am

Brian Hatkoff, CCIM

[SRAR.com/CiclassJanuary2022](https://www.srar.com/CiclassJanuary2022)

**January 26, 2022**



**Intro to  
Commercial  
Leasing**  
9am-10:30am

Bob Khalsa Gina Uzunyan

[SRAR.com/CiclassJanuary2022](https://www.srar.com/CiclassJanuary2022)

**February 16, 2022**



**Effective  
Commercial  
Purchase  
Agreements**

Bruce Hatkoff, Esq.

[SRAR.com/CiclassFebruary2022](https://www.srar.com/CiclassFebruary2022)

**March 23, 2022**



**Keys to  
Financing  
Commercial  
Real Estate**

Arnie Garfinkle, All Star Group

[SRAR.com/CiclassMarch2022](https://www.srar.com/CiclassMarch2022)

**April 27, 2022**



**Overview of  
Commercial Real  
Estate Investment  
Analysis**

Brian Hatkoff, CCIM

[SRAR.com/CiclassApril2022](https://www.srar.com/CiclassApril2022)

**May 25, 2022**



**Tax & Legal  
Impact on  
Real Estate**

Tony Watson, Robert Hall & Associates

[SRAR.com/CiclassMay2022](https://www.srar.com/CiclassMay2022)

**June 6, 2022**



**Effective  
Commercial  
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[SRAR.com/CiclassJune2022](https://www.srar.com/CiclassJune2022)

**July 20, 2022**



**Overview of  
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Brian Hatkoff, CCIM

[SRAR.com/CiclassJuly2022](https://www.srar.com/CiclassJuly2022)

**August 24, 2022**



**Deferring Capital  
Gains Through  
1031 Exchange**

Dino Champagne

[SRAR.com/CiclassAugust2022](https://www.srar.com/CiclassAugust2022)

**September 28, 2022**



**Due Diligence  
in Commercial  
Real Estate  
Transactions**

Brian Hennessey, SVP Avison Young

[SRAR.com/CiclassSeptember2022](https://www.srar.com/CiclassSeptember2022)

**October 26, 2022**



**Property  
Management for  
Investment  
Real Estate**

Bill Waldman, Waldman Real Estate

[SRAR.com/CiclassOctober2022](https://www.srar.com/CiclassOctober2022)

**November 16, 2022**



**Overview of  
Commercial Real  
Estate Investment  
Analysis**

Brian Hatkoff, CCIM

[SRAR.com/CiclassNovember2022](https://www.srar.com/CiclassNovember2022)

*Due to COVID-19, the SRAR's Commercial and Investment Division will be offering 2022 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](https://www.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 2023. Classes do NOT contribute to continuing education credits.*



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Southland Regional Association of REALTORS®  
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To get reminders on Commercial Classes, text COM to 313-131



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Canyon Country, CA 91351  
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# Statistics

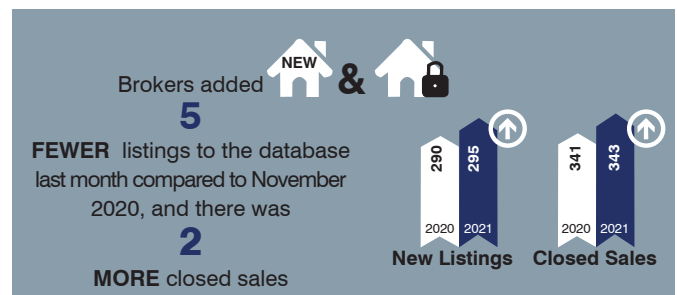
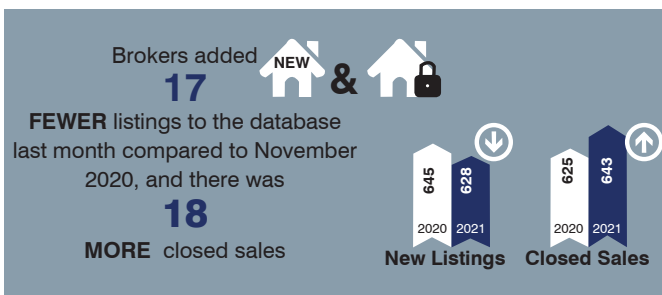
## Market Snapshot (November 2021):



The median sale price for  
single family homes  
**increased by**  
**14%**  
from this time last year



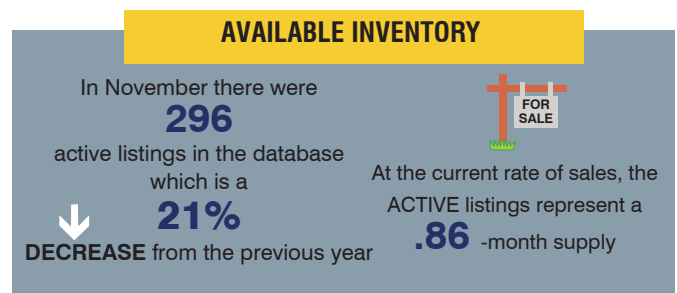
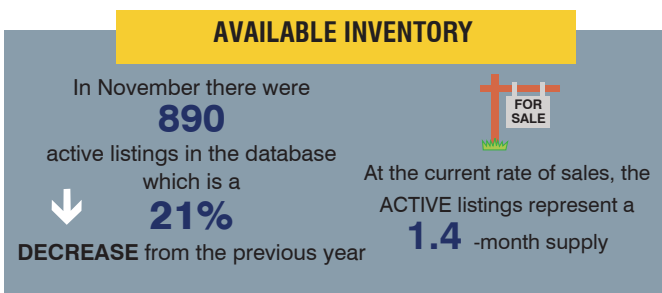
The median sale price for  
single family homes  
**increased by**  
**14%**  
from this time last year



The total dollar value of  
to date sales **increased**  
**\$2,108,736,000**  
from November 2020



The total dollar value of  
to date sales **increased**  
**\$840,223,000**  
from November 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

12      Realtor® Report      December 2021/January 2022      www.srar.com



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

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

	2016				2017				2018				2019				2020				2021			
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST
JAN	1,257	760	448.4	60.5	1,255	886	572.0	70.6	1,393	821	539.4	58.9	1,502	750	475.0	42.0	1,186	867	594.5	73.1	1,165	1,009	891.5	86.0
FEB	1,402	730	433.9	52.1	1,256	804	505.4	64.0	1,370	740	498.2	54.0	1,202	697	420.2	48.4	1,231	775	535.3	63.0	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	1,419	1,375	836.9	85.6
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	1,108	1,256	914.6	86.0
DEC	759	1,152	692.3	151.8	685	1,088	651.8	158.8	703	959	616.5	136.4	677	1,064	737.98	157.2	913	1,384	1,083.3	87.2				
TOTAL	1,7361	13,005	7,787.9	74.9	17,276	14,032	8,925.2	82	17,885	12,412	8,454	69.86	17,005	13,086	8,792.5	76.9	12,515	12,216	9,337.2	79.86				
AVG. SALE PRICE			<b>\$605,843</b>			<b>\$636,060</b>				<b>\$681,115</b>				<b>\$671,901</b>				<b>\$764,341</b>						



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

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	52	67	52	100	100	371	486	857
TOTAL ACTIVE LISTINGS	75	75	55	102	91	398	668	1,066
AVERAGE DAYS ON MARKET	83	55	73	69	61	68	66	66
AVERAGE LIST PRICE IN THOUSANDS	751.5	1,751.2	2,399.9	1,313.4	2,216.4	1,646.6	956.3	1,214.1
MEDIAN LIST PRICE IN THOUSANDS	729.9	1,349.9	1,699.0	965.0	1,399.0	995.0	599.0	775.0
BOMS	25	19	18	31	45	138	163	301
AVERAGE BOM PRICE IN THOUSANDS	689.5	1,331.4	1,369.1	1,094.6	1,424.3	1,197.1	941.9	1,058.9
BOM TO SALE RATIO	31.3	26.0	29.5	25.6	33.1	29.3	33.0	31.2
EXPIRATIONS	6	2	7	4	8	27	41	68
<b>PENDING SALES</b>								
NEW ESCROWS OPENED	59	65	56	117	147	444	537	981
TOTAL YTD ESCROWS OPENED	698	856	811	1,393	1,559	5,317	5,291	10,608
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	51	38	32	26	30	33	33	33
NEW OPEN ESCROWS AVERAGE LIST PRICE	742.6	1,360.4	1,243.7	1,197.0	1,650.0	1,316.4	732.4	996.7
<b>CLOSED SALES</b>								
NEW ESCROWS CLOSED	80	73	61	121	136	471	494	965
TOTAL YTD ESCROWS CLOSED	700	877	809	1,374	1,513	5,273	5,037	10,310
VOLUME OF NEW SALE DOLLARS IN MILLIONS	56.346	101.1566	72.375	127.761	185.253	542.891	363.84824	906.739
VOLUME OF TOTAL YTD SALES IN MILLIONS	482.224	1,236.6286	1,132.421	1,357.629	2,023.225	6,232.128	3,755.237	9,987.364
AVERAGE SALE PRICE IN THOUSANDS	704.3	1,385.7	1,186.5	1,055.9	1,362.2	1,152.6	736.5	939.6
MEDIAN SALE PRICE IN THOUSANDS	700.0	1,200.0	920.0	950.0	1,019.5	930.0	545.0	780.0
COOP SALES	63	62	49	111	110	395	429	824
PERCENT OF COOP SALES	78.8	84.9	80.3	91.7	80.9	83.9	86.8	85.4
AVERAGE DAYS ON MARKET	22	23	18	28	23	28	25	25
SALES AT LIST PRICE	65	51	42	105	99	362	369	731
PERCENT OF SALES AT LIST PRICE	81.3	69.9	68.9	86.8	72.8	76.9	74.7	75.8
SALES TO LISTING INVENTORY RATIO	106.7	97.3	110.9	118.6	149.5	118.3	74.0	90.5
FINAL SALE TO NEW LISTING RATIO	153.8	109.0	117.3	121.0	136.0	127.0	101.6	112.6
<b>CLOSED SALES</b>								
FORCLOSURE/REO	3	0	1	1	0	5	2	7
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	1	1
STANDARD	71	71	59	111	130	442	461	903
OTHER	6	2	1	9	6	24	30	54

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR NOVEMBER 2021

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	19	44	28	33	28	152	99	251
TOTAL ACTIVE LISTINGS	28	37	31	27	29	152	155	307
AVERAGE DAYS ON MARKET	86	59	63	55	69	66	68	67
AVERAGE LIST PRICE IN THOUSANDS	499.6	752.3	768.4	642.2	720.3	683.4	700.6	692.1
MEDIAN LIST PRICE IN THOUSANDS	430.0	735.0	550.0	589.0	530.9	569.0	584.9	579.0
BOMS	9	9	10	10	6	44	33	77
AVERAGE BOM PRICE IN THOUSANDS	498.1	799.2	716.1	601.8	535.8	637.9	641.2	639.3
BOM TO SALE RATIO	37.5	20.9	33.3	24.4	17.6	25.6	23.6	24.7
EXPIRATIONS	4	2	5	1	2	14	10	24
<b>PENDING SALES</b>								
NEW ESCROWS OPENED	19	48	30	30	37	164	111	275
TOTAL YTD ESCROWS OPENED	290	454	418	359	428	1,949	1,493	3,442
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	28	30	31	16	31	27	29	28
NEW OPEN ESCROWS AVERAGE LIST PRICE	530.7	653.7	492.7	659.6	582.2	595.0	661.8	621.9
<b>CLOSED SALES</b>								
NEW ESCROWS CLOSED	24	43	30	41	34	172	140	312
TOTAL YTD ESCROWS CLOSED	286	444	423	357	429	1,939	1,476	3,415
VOLUME OF NEW SALE DOLLARS IN MILLIONS	11.996	27.7126	14.487	29.711	18.765	102.672	108.58524	211.257
VOLUME OF TOTAL YTD SALES IN MILLIONS	140.832	295.3486	226.019	218.543	246.596	1,127.338	916.821	2,044.158
AVERAGE SALE PRICE IN THOUSANDS	499.8	644.5	482.9	724.6	551.9	596.9	775.6	677.1
MEDIAN SALE PRICE IN THOUSANDS	455.0	665.0	445.0	597.0	525.0	565.0	600.0	575.0
COOP SALES	19	41	28	32	29	149	125	274
PERCENT OF COOP SALES	79.2	95.3	93.3	78.0	85.3	86.6	89.3	87.8
AVERAGE DAYS ON MARKET	26	34	39	26	29	29	29	29
SALES AT LIST PRICE	22	31	19	37	25	134	102	236
PERCENT OF SALES AT LIST PRICE	91.7	72.1	63.3	90.2	73.5	77.9	72.9	75.6
SALES TO LISTING INVENTORY RATIO	85.7	116.2	96.8	151.9	117.2	113.2	90.3	101.6
FINAL SALE TO NEW LISTING RATIO	126.3	97.7	107.1	124.2	121.4	113.2	141.4	124.3
<b>CLOSED SALES</b>								
FORCLOSURE/REO	0	0	0	0	0	0	0	0
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	1	0	0	0	0	1	0	1
STANDARD	22	42	27	38	34	163	136	299
OTHER	1	1	3	3	0	8	4	12

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

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	16	5	39	15	12	46	9	41	183	64	247
TOTAL ACTIVE LISTINGS	26	20	36	18	7	31	5	24	167	82	249
AVERAGE DAYS ON MARKET	73	90	78	67	50	59	34	43	66	62	65
AVERAGE LIST PRICE IN THOUSANDS	906.2	1,469.2	961.9	1,128.4	935.7	996.6	1,016.0	951.5	1,037.4	667.4	915.6
MEDIAN LIST PRICE IN THOUSANDS	875.0	1,300.0	789.0	825.0	975.0	899.0	1,000.0	826.0	899.0	570.0	799.9
BOMS	6	2	25	7	6	20	3	24	93	25	118
AVERAGE BOM PRICE IN THOUSANDS	896.2	1,196.4	742.5	804.7	941.6	885.7	1,150.0	848.7	851.0	546.9	786.6
BOM TO SALE RATIO	37.5	50.0	55.6	31.8	31.6	35.1	30.0	38.1	39.4	36.2	38.7
EXPIRATIONS	0	0	3	0	0	3	1	1	8	5	13
<b>PENDING SALES</b>											
NEW ESCROWS OPENED	8	8	57	24	17	57	9	49	229	83	312
TOTAL YTD ESCROWS OPENED	142	81	592	259	188	684	131	687	2,764	761	3,525
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	39	74	38	59	24	30	16	30	36	27	34
NEW OPEN ESCROWS AVERAGE LIST PRICE	791.2	1,370.6	827.0	721.3	795.8	825.5	1,143.5	889.4	856.8	548.2	774.7
<b>CLOSED SALES</b>											
NEW ESCROWS CLOSED	16	4	45	22	19	57	10	63	236	69	305
TOTAL YTD ESCROWS CLOSED	139	83	580	262	190	664	130	684	2,732	716	3,448
VOLUME OF NEW SALE DOLLARS IN MILLIONS	11.942	2.6306	32.585	16.729	18.218	50.172	12.928	52.907	198.109	40.89124	239.001
VOLUME OF TOTAL YTD SALES IN MILLIONS	100.359	75.4216	456.833	193.246	167.550	545.267	146.158	618.181	2,303.014	453.071	2,756.085
AVERAGE SALE PRICE IN THOUSANDS	746.3	657.5	724.1	760.4	958.8	880.2	1,292.8	839.8	839.4	592.6	783.6
MEDIAN SALE PRICE IN THOUSANDS	727.0	650.0	730.0	743.0	825.0	840.0	1,110.0	795.0	795.0	515.0	760.0
COOP SALES	15	4	44	19	14	46	9	58	209	61	270
PERCENT OF COOP SALES	93.8	100.0	97.8	86.4	73.7	80.7	90.0	92.1	88.6	88.4	88.5
AVERAGE DAYS ON MARKET	32	26	33	28	24	33	21	25	29	26	26
SALES AT LIST PRICE	11	3	41	18	13	48	7	49	190	50	240
PERCENT OF SALES AT LIST PRICE	68.8	75	91.1	81.8	68.4	84.2	70	77.8	80.5	72.5	78.7
SALES TO LISTING INVENTORY RATIO	61.5	20.0	125.0	122.2	271.4	183.9	200.0	262.5	141.3	84.1	122.5
FINAL SALE TO NEW LISTING RATIO	100.0	80.0	115.4	146.7	158.3	123.9	111.1	153.7	129.0	107.8	123.5
<b>CLOSED SALES</b>											
FORCLOSURE/REO	0	0	1	0	0	0	0	0	1	1	2
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	1	0	0	0	0	0	1	0	1
STANDARD	15	4	40	22	17	55	10	59	222	66	288
OTHER	1	0	3	0	2	2	0	4	12	0	14

## SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR NOVEMBER 2021

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	0	0	18	4	18	6	2	20	68	17	85
TOTAL ACTIVE LISTINGS	0	0	11	3	14	10	0	12	50	21	71
AVERAGE DAYS ON MARKET	0	0	46	25	17	59	0	31	36	44	38
AVERAGE LIST PRICE IN THOUSANDS	0.0	0.0	452.9	387.6	399.7	633.1	0.0	632.3	513.2	708.6	571.0
MEDIAN LIST PRICE IN THOUSANDS	0.0	0.0	439.9	439.9	370.0	570.0	0.0	650.0	449.0	545.0	469.9
BOMS	1	0	2	1	5	3	0	7	19	6	25
AVERAGE BOM PRICE IN THOUSANDS	960.0	0.0	435.2	999.0	406.8	456.7	0.0	623.7	557.8	760.3	606.4
BOM TO SALE RATIO	0.0	0.0	8.3	100.0	23.8	15.8	0.0	22.6	19.6	50.0	22.9
EXPIRATIONS	0	0	2	0	1	0	0	1	4	1	5
<b>PENDING SALES</b>											
NEW ESCROWS OPENED	1	0	21	2	16	10	2	29	81	13	94
TOTAL YTD ESCROWS OPENED	1	2	237	16	192	181	35	386	1,050	142	1,192
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	115	0	24	17	36	36	7	18	26	28	27
NEW OPEN ESCROWS AVERAGE LIST PRICE	960.0	0.0	446.0	767.0	420.2	506.5	486.5	611.5	522.9	684.5	545.3
<b>CLOSED SALES</b>											
NEW ESCROWS CLOSED	0	0	24	1	21	19	1	31	97	12	109
TOTAL YTD ESCROWS CLOSED	0	2	233	15	194	180	37	380	1,041	137	1,178
VOLUME OF NEW SALE DOLLARS IN MILLIONS	0.000	0.0006	10.902	0.436	7.934	11.638	0.655	18.305	49.869	7.04024	56.909
VOLUME OF TOTAL YTD SALES IN MILLIONS	0.000	1.9606	105.200	7.252	87.207	96.401	21.719	212.820	532.559	74.463	607.022
AVERAGE SALE PRICE IN THOUSANDS	0.0	0.0	454.2	436.0	377.8	612.5	655.0	590.5	514.1	586.6	522.1
MEDIAN SALE PRICE IN THOUSANDS	0.0	0.0	445.0	436.0	385.0	566.0	655.0	570.0	505.0	525.0	510.0
COOP SALES	0	0	21	1	19	17	1	29	88	11	99
PERCENT OF COOP SALES	0.0	0.0	87.5	100.0	90.5	89.5	100.0	93.5	90.7	91.7	90.8
AVERAGE DAYS ON MARKET	0	30	13	32	15	23	19	24	18	23	23
SALES AT LIST PRICE	0	0	21	0	18	17	1	28	85	10	95
PERCENT OF SALES AT LIST PRICE	0	0	87.5	0	85.7	89.5	100	90.3	87.6	83.3	87.2
SALES TO LISTING INVENTORY RATIO	0.0	0.0	218.2	33.3	150.0	190.0	0.0	258.3	194.0	57.1	153.5
FINAL SALE TO NEW LISTING RATIO	0.0	0.0	133.3	25.0	116.7	316.7	50.0	155.0	142.6	70.6	128.2
<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	23	1	20	19	1	31	95	10	105
OTHER	0	0	1	0	1	0	0	0	2	0	4

NOVEMBER 2021 SCV RESIDENTIAL MLS SUMMARY												
MONTHLY RESIDENTIAL SALES STATISTICS												
RESIDENTIAL PROPERTIES LISTED												
332												
RESIDENTIAL PROP. ESCROW OPENED												
406												
RESIDENTIAL PROP. ESCROW CLOSED												
414												
ACTIVE INVENTORY												
AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL		
16	5	57	19	30	52	11	61	251	81	332		
TOTAL ACTIVE LISTINGS	26	21	26	21	41	5	36	217	103	320		
AVERAGE DAYS ON MARKET	73	90	61	28	59	34	39	59	58	59		
AVERAGE LIST PRICE IN THOUSANDS	906.2	1,469.2	842.8	578.4	907.9	1,016.0	845.1	916.6	675.8	839.1		
MEDIAN LIST PRICE IN THOUSANDS	875.0	1,300.0	749.0	450.0	850.0	1,000.0	790.0	815.0	570.0	737.0		
BOMS	7	2	27	11	23	3	31	112	31	143		
AVERAGE BOM PRICE IN THOUSANDS	905.3	1,196.4	719.8	698.5	829.7	1,150.0	797.9	801.3	588.2	755.1		
BOM TO SALE RATIO	43.8	50.0	39.1	34.8	30.3	27.3	33.0	33.6	38.3	34.5		
EXPIRATIONS	0	0	5	1	3	1	2	12	6	18		
PENDING SALES												
9	8	78	26	33	67	11	78	310	96	406		
TOTAL YTD ESCROWS OPENED	143	83	829	380	865	166	1,073	3,814	903	4,717		
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	47	74	34	30	31	14	26	33	27	32		
NEW OPEN ESCROWS AVERAGE LIST PRICE	810.0	1,370.6	724.5	613.7	777.8	1,024.1	786.1	769.5	566.6	721.6		
CLOSED SALES												
16	4	69	23	40	76	11	94	333	81	414		
TOTAL YTD ESCROWS CLOSED	139	85	813	384	844	167	1,064	3,773	853	4,626		
VOLUME OF NEW SALE DOLLARS IN MILLIONS	11.942	2.6306	43.487	17.165	61.809	13.583	71.212	247.979	47.93124	295.910		
VOLUME OF TOTAL YTD SALES IN MILLIONS	100.359	77.3816	562.033	200.498	254.757	641.668	831.001	2,835.573	527.534	3,363.107		
AVERAGE SALE PRICE IN THOUSANDS	746.3	657.5	630.3	746.3	813.3	1,234.8	757.6	744.7	591.7	714.8		
MEDIAN SALE PRICE IN THOUSANDS	727.0	650.0	660.0	743.0	775.0	1,110.0	732.0	727.0	520.8	700.0		
COOP SALES	15	4	65	20	63	10	87	297	72	369		
PERCENT OF COOP SALES	93.8	100.0	94.2	87.0	82.9	90.9	92.6	89.2	88.9	89.1		
AVERAGE DAYS ON MARKET	32	27	32	30	32	20	25	28	25	25		
SALES AT LIST PRICE	11	3	62	18	65	8	77	275	60	335		
PERCENT OF SALES AT LIST PRICE	68.8	75	89.9	78.3	85.5	72.7	81.9	82.6	74.1	80.9		
SALES TO LISTING INVENTORY RATIO	61.5	20.0	146.8	109.5	185.4	220.0	261.1	153.5	78.6	129.4		
FINAL SALE TO NEW LISTING RATIO	100.0	80.0	121.1	121.1	133.3	100.0	154.1	132.7	100.0	124.7		
CLOSED SALES												
0	0	1	0	0	0	0	0	1	1	2		
FORCLOSURE/REO	0	0	0	0	0	0	0	0	0	0		
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0		
SHORT SALE	15	4	63	23	74	11	90	317	76	393		
STANDARD	1	0	4	0	2	0	4	14	0	18		
OTHER												
SELLING TIME - PRICE CHANGE - PRICE REDUCTION												
AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD										
AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD										
29	2	3										
LESS THAN 200,000	2	3										
200,000 - 249,999	4	4										
250,000 - 299,999	11	13										
300,000 - 349,999	10	10										
350,000 - 399,999	18	18										
400,000 - 449,999	39	20										
450,000 - 499,999	29	22										
500,000 - 549,999	18	33										
550,000 - 599,999	11	22										
600,000 - 699,999	39	59										
700,000 - 799,999	25	72										
800,000 - 899,999	23	51										
900,000 - 999,999	21	35										
1,000,000 - 1,499,999	33	44										
1,500,000 - 1,999,999	64	5										
2,000,000 - 2,499,999	3	2										
2,500,000 - 2,999,999	0	0										
3,000,000 OR MORE	0	0										
TOTALS	26	320										
		413										



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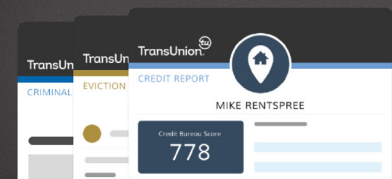
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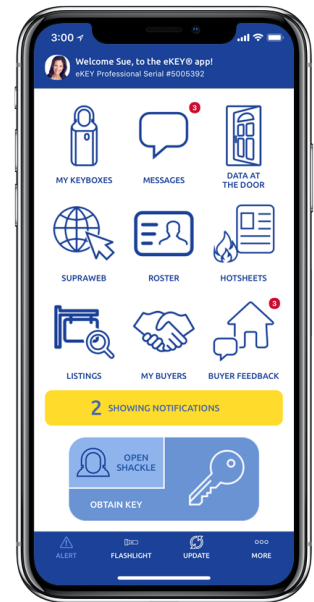
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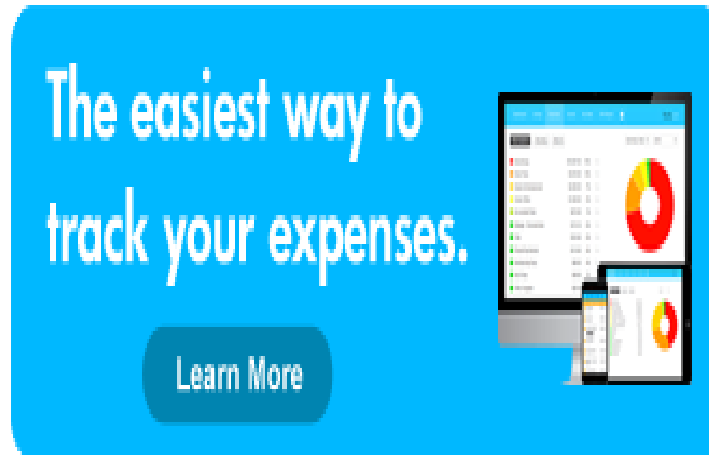
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