

January/February 2022

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

NEW CEO FOR STATE REALTORS' ASSOCIATION...PG.2

WITH GRATITUDE AND A WISH
FOR A HAPPY NEW YEAR!...PG.3

WHIRLWIND YEAR AHEAD FOR BUYERS...PG.4

STICKER SHOCK ON INSURANCE PREMIUMS...PG.4

HIGHER MORTGAGE LOAN LIMITS
TAKE EFFECT...PG.6

WHAT'S NEW IN 2022?
TWO LEGISLATIVE DAYS IN 2022!...PG.7

Volume 102 • Issue 1

NEW CEO FOR STATE REALTORS' ASSOCIATION

The California Association of Realtors announced on Dec. 20 it has named John Sebree as its next chief executive officer.

He was selected by C.A.R.'s leadership team after an extensive nationwide search.

Sebree succeeds Joel Singer, who announced his retirement earlier this year after 43 years of service at C.A.R., including 32 years as CEO.

"With extensive knowledge of organized real estate and the legislative process, he is well-positioned to positively impact members' business success and ... public policy impact," 2022 C.A.R. President Otto Catrina said.

Sebree has been Chief Executive Officer of Missouri Realtors since September 2014. Prior to his move to Missouri, Sebree served

as Senior Vice President of Public Policy for Florida Realtors for 11 years. Prior to that, he worked in the Government Affairs division of the National Association of Realtors in Washington, DC for 13 years.

"John brings experience, inspiration and a forward-thinking perspective that will position C.A.R. membership for success in an always evolving environment," said Joel Singer. "It's been a great pleasure and honor to work with outstanding colleagues and leadership in serving the Association and the Realtor community," Singer said.



COVID Update

NEW STATE ORDERS REGARDING WEARING OF MASKS INDOORS

Effective as of Dec. 15, by order of the California Department of Public Health, masks are required to be worn in all indoor public settings, regardless of vaccine status.

The key requirements of the statewide order are:

- Masks are required at open houses and showings regardless of vaccination status
- The order took effect statewide Dec. 15 and runs through Jan. 15, at which time it may be extended
- Local cities/counties may continue to have stricter mask requirements
- In workplaces, employers remain subject to the Cal/OSHA COVID-19 Emergency Temporary Standards, but clients are required to wear masks if visiting any real estate brokerage open to the public

This order supersedes all prior face covering guidance. Go to the California Department of Public Health website to read the complete order.

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edu : educational classes, training and risk management

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

com : commercial events and classes

whatsnew : new member services and benefits

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REALTOR® REPORT

The Official Publication of SRAR

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WITH GRATITUDE AND A WISH FOR A HAPPY NEW YEAR!

BY JEFF PHILLIPS, PRESIDENT, AND DAVID WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

As the New Year dawns and 2021 slides into the rear view mirror, the Charitable Foundation of the 11,000-member Southland Regional Association of Realtors extends thanks to the many real estate professionals, affiliates, volunteers, staff, and residents of the San Fernando and Santa Clarita valleys who opened their hearts to help our neighbors in need.



REALTOR JEFF PHILLIPS, SRAR 2022
PRESIDENT

for a local school organized by the Association had to be shelved due to the ongoing pandemic.

SRAR staff and volunteers purchased the toys, which were donated to the Spark of Love campaign. A crew from the Lake Balboa station of the L.A. County Fire Department collected the bounty of gifts. Over 29 years the Spark of Love campaign has collected and distributed nearly 10 million toys for teenagers and students in Los Angeles, San Bernardino, Orange, Ventura, and Riverside counties.

2021 had its ... issues, yet your generosity made the holiday season brighter. For that, we all can be grateful.



In addition to grants provided earlier in the year, the Charitable Foundation ended 2021 with \$7,000 donations to Hope of the Valley and the San Fernando Valley Rescue Mission.

David Prentice, the Mission's director, accepts the gift from Wendy Furth, the Foundation's chair, in the photo on the left. Ken Craft, president of Hope of the Valley, is on the right.

Both nonprofits were among seven local charities to receive \$5,000 grants from the Foundation earlier in 2021. An additional seven charities received \$2,000 grants.

The Foundation, along with donations from individual Realtors, also provided funds to purchase thousands of dollars worth of toys to ensure that local students had something to make them smile on Christmas Day. The annual party



WHIRLWIND YEAR AHEAD FOR BUYERS

BY JEFF PHILLIPS, PRESIDENT, AND DAVID WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Americans will have a better chance to find a home in 2022, but will face a competitive seller's market as first-time buyer demand outmatches inventory.

Additionally, with listing prices, rents and mortgage rates all expected to climb while incomes rise, 2022 will present a mixed bag of housing affordability challenges and opportunities, according to the Realtor.com 2022 Housing Forecast.

"Whether the pandemic delayed plans or created new opportunities to make a move, Americans are poised for a whirlwind year of homebuying in 2022. With more sellers expected to enter the market as buyer competition remains fierce, we anticipate strong home sales growth at a more sustainable pace than in 2021," said Danielle Hale, Realtor.com chief economist.

"Affordability will increasingly be a challenge as interest rates and prices rise, but remote work may expand search areas and enable younger buyers to find their first homes sooner than they might have otherwise," Hale said. "And with more than 45 million millennials within the prime

first-time buying ages of 26-35 heading into 2022, we expect the market to remain competitive."

The study forecasts 2022 home sales will rise 6.6 percent year-over-year to hit their highest level in 16 years as buyers remain active and for-sale inventory begins to recover from recent steep declines.

2022 buyers will face a competitive seller's market, with record-high listing prices, fast-paced sales and limited for-sale home options as existing-home listings continue to lag behind pre-COVID levels. The new construction supply gap of 5.2 million new homes may shrink somewhat in 2022 as builders continue to ramp up production with a projected increase of 5 percent year-over-year.

With prospective sellers planning to increasingly enter the market this winter, Americans can look forward to more opportunities to make a successful home purchase.

Affordability will be a growing consideration as mortgage rates and home prices rise, but a growing economy, strong employment market and workplace flexibility will enable more home shoppers to successfully buy their first homes without breaking their budgets.

Additionally, with rents forecasted to grow at a faster annual pace — up 7.1

percent — than for-sale home prices in 2022, homebuying may become the more affordable option, when compared to renting in many markets. Despite the challenging market, the homeownership rate is expected to grow slightly in 2022 to 65.8 percent.

Millennials will fuel fierce first-time buying competition for limited inventory through 2025.

Millennial housing demand has been rising for years, but the pandemic ignited a first-time buying frenzy as the decade-long housing shortage converged with new opportunities for young buyers to pursue their first homes.

Recent survey data shows millennials account for 53 percent of prospective buyers who plan to purchase their first home within the next year.

Despite positive signs of inventory's return to growth in 2022, this first-time buyer demand is expected to outmatch both new and existing- home inventory.

As a result, home shoppers will face fierce competition in 2022 — and for at least the next three years as millennials finish their first-time buying years, the relatively smaller Gen Z population increasingly enters the housing market, and more older Americans begin downsizing for retirement.

STICKER SHOCK ON INSURANCE PREMIUMS

Homeowners who are renewing their home insurance policies are finding their rates are drastically climbing.

Insurance companies point to rising material costs and climate change as the main reasons behind the increases. Premiums are up, on average, by 4 percent. The average annual homeowner insurance premium is \$1,398, according to the Insurance Information Institute, known as Triple-I. Since 2017, premium rates are up 11.4 percent, a rate that is faster than inflation.

Insurance companies say homeowners should brace themselves for further rises.

Homes near areas prone to natural disasters are seeing some of the steepest spikes. Insured damage from tornadoes, hurricanes, severe storms, wildfires, and other natural disasters reached \$82 billion this year.

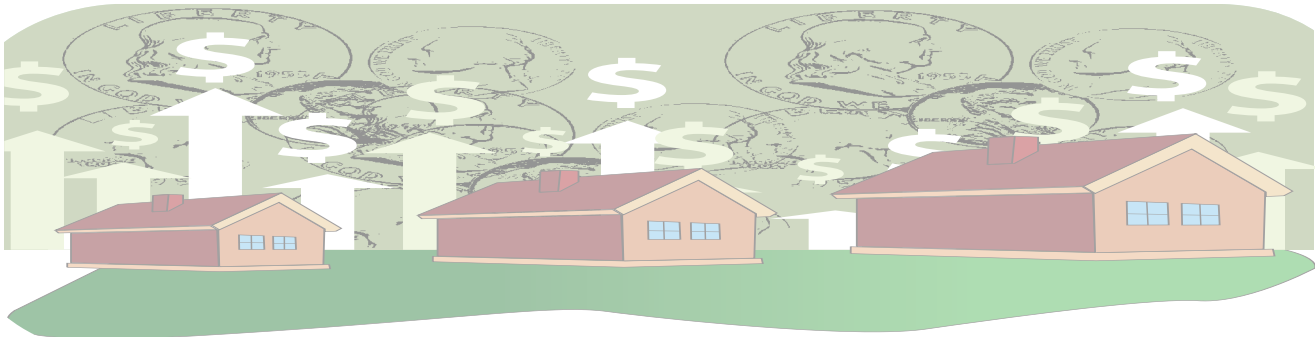
"Climate risk is continuing to put pressure on all things weather-related," Dan Porfilio, the chief insurance officer at Triple-I, told The Washington Post. "We are seeing more severe hurricanes, more severe wildfires, and the science isn't as clear on tornado events in terms of whether they're changing in frequency or not. But what we definitely do know is that severity is going up."

After natural disasters that can destroy hundreds or thousands of homes, building material prices in those markets are elevated for about six or nine months, says Robert Dietz, chief economist of the National Association of Home Builders.

In general, it's getting costlier to rebuild homes due to supply constraints and rising material costs such as lumber prices that are also driving up insurance premiums.

Home insurance costs are rising faster in some states than others. For example, Colorado saw a 21% jump in average annual premiums for homeowners insurance from 2017 to 2020. Texas' rates are up 18%; Virginia's are up 14.8%; Maryland's are up 13.4%; and California's are up 9.6%, according to Triple-I data.

On average, homeowners spend nearly 2% of their household income on home insurance, according to an analysis by Bankrate.com.



SALES RISE 18% IN 2021 EVEN WITH RECORD PRICES, NEAR ZERO INVENTORY

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Sales of existing single-family homes and condominiums took off during 2021 even as resale prices hit record highs and inventory plummeted to never before seen lows, the Southland Regional Association of Realtors reported Friday.

At the end of December, there were a record low 381 active home and condo listings for the entire San Fernando Valley. That number is shocking considering that in 2007 the average monthly listing tally was 6,633 and the record high set in July 1992 totalled 14,976 listings, according to the Association's historical statistics.

"By any measure, 2021 was an extraordinary year," said Jeff Phillips, the 2022 president of the Southland Regional Association of Realtors.

"Following the economic shutdown of 2020 and working with restrictions in the midst of an ongoing pandemic," he said, "Realtors and their clients managed to post the first positive year for home and condo sales after three consecutive annual declines."

Local Realtors assisted buyers and sellers in 5,800 home and 2,126 condominium closed escrows during 2021 — an increase of 17.9 percent and 18.2 percent, respectively.

Those transactions generated more than \$8.0 billion for the local economy, not including the added jolt from landscaping, remodeling, and appliance and furniture purchases that typically accompany changes in ownership.

"Pent-up demand for housing combined with record-low interest rates on home loans brought buyers to the market in numbers," said Tim Johnson, the Association's chief executive officer. "Multiple offers were common as buyers scrambled to get into a home, pushing prices up along the way." Association statistics put the annual home price at a record high of \$918,983, an increase of 16.8 percent over 2020. The annual local home price has risen every year since 2012, an unprecedented string of yearly hikes that started with the price at a low of \$363,117.

San Fernando Valley home prices peaked during the boom before the Great Recession at \$611,933 in 2007, then fell 28.6 percent in 2008 with three subsequent annual declines before taking off in 2011. "Few people expected Valley home prices to ever come near the \$1 million mark," Phillips said, "yet that appeared likely in mid-2021 as inventory came not even close to meeting demand for housing while buyers kept

bidding prices higher." Similarly, condominium resale prices went through the same boom-bust-boom cycle as homes. Peaking at \$394,917 in 2006, the condominium annual price dropped by double digits in 2008 and 2009 as it headed to its low point of \$217,367 in 2011, only to rise again the following year and in each of the subsequent years. Compared to 2020, the condominium annual price jumped 13.8 percent last year to a record \$535,167. The 381 active listings reported at the end of December were down 45.6 percent from a year ago. At the then current pace of sales, that represented a mere 0.6-month supply, which itself was a record low and only the second time it has ever been less than a 1-month supply. "The expectation is that 2022 will be a solid year for local home sales," Johnson said. "But now there are more obstacles — rising though still favorable rates, a resurgence of Covid, an inventory that is exceptionally tight and, of course, higher consumer

prices on everything from gasoline to food." Pending escrows, a gauge of future real estate activity, at the end of December totalled 449, which was down 21.2 percent from a year ago.

Interest Rate Update

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



January 13

30-Year FRM — 3.45 percent

15-Year FRM — 2.62 percent

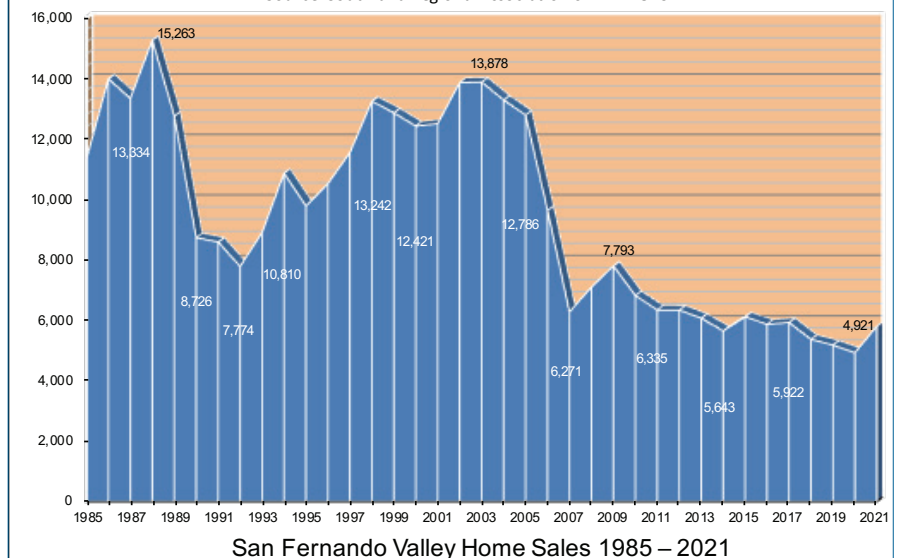
January 6

30-Year FRM — 3.22 percent

15-Year FRM — 2.43 percent

2021 Annual Single-Family Home Sales Rise 18%

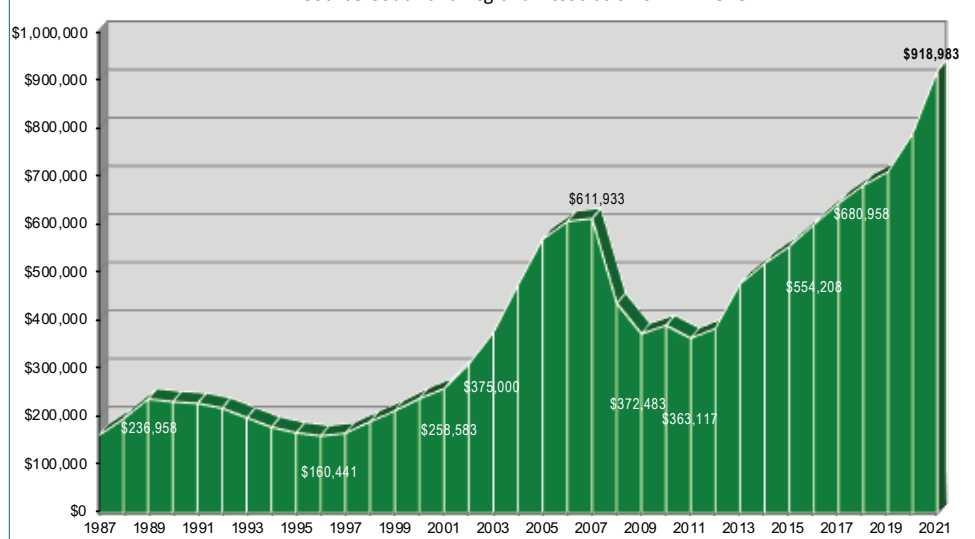
Source: Southland Regional Association of REALTORS®



San Fernando Valley Home Sales 1985 – 2021

2021 Single-Family Annual Price Sets Record High at \$918,983

Source: Southland Regional Association of REALTORS®



HIGHER MORTGAGE LOAN LIMITS TAKE EFFECT

Conforming loan limits for mortgages backed by Fannie Mae and Freddie Mac have jumped in most of the country to \$647,200, an increase of \$98,950 from 2021's limit of \$548,250. The higher levels are in response to rising home prices over the past year, especially in high housing cost regions.

However, in areas where the local median home value exceeds the baseline conforming loan limit, the limits are higher. In higher-priced locations such as San Francisco, Los Angeles and New York, the conforming loan limits for 2022 increased to \$970,800. In 2021, that baseline was \$822,375.

The new loan limits took effect Jan. 1.

The Federal Housing Finance Agency's House Price Index shows that home prices rose 18.05 percent, on average, between the third quarters of 2020 and 2021. The 2022 conforming loan limits increased by the same percentage, the FHFA reports.



COVID Update

New State Orders Regarding Wearing of Masks Indoors

By order of the California Department of Public Health, masks are required to be worn in all indoor public settings, regardless of vaccine status.

The key requirements of the state-wide order are:

- Masks are required at open houses and showings regardless of vaccination status

- The order took effect state-wide Dec. 15 and runs through Jan. 15, at which time it may be extended

- Local cities/counties may continue to have stricter mask requirements

- In workplaces, employers remain subject to the Cal/OSHA COVID-19 Emergency Temporary Standards, but clients are required to wear masks if visiting any real estate brokerage open to the public.

Go to the California Department of Public Health website to read the complete order.

SRAR Ball Postponed to March 25

The 11,000-member Southland Regional Association of Realtors thanks the sponsors of the Association's 102nd Annual Ball.

To ensure the health and safety of attendees, SRAR President Jeff Phillips and staff have decided to postpone the 2022 Installation Dinner Dance until the evening of Friday, March 25, at the Sheraton Universal Hotel. All existing tickets for January 29th will be transferred to the new date. Tickets may still be purchased at www.srar.com for the new date.

- **SUPRA**

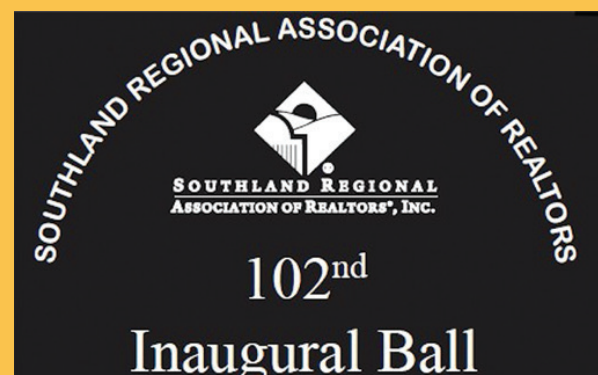
- **Spile, Leff & Goor, LLP**

- **Logix Federal Credit Union**
Mortgage Lending

- **FivePoint**

- **CRMLS**

- **Alliance West Mortgage**





CALIFORNIA ASSOCIATION OF REALTORS®

What's new in 2022?

TWO Legislative Days in 2022!

Wednesday, March 2
FULLY-VIRTUAL event

&

Wednesday, April 27
LIVE event

2022 will be the year to create a bigger and better
"New Normal" for California's Real Estate Industry!

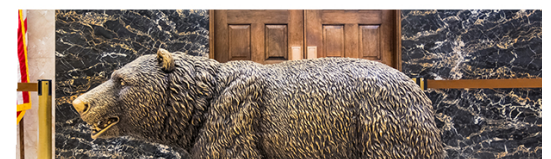


HOMEOWNERSHIP FOR ALL

on.car.org/carlegislateday



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2022 COMMERCIAL & INVESTMENT DIVISION EDUCATION SERIES

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 22, 2022



**Effective
Commercial
Lease
Agreements**

Bruce Hatkoff, Esq.

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

July 20, 2022



**Overview of
Commercial Real
Estate Investment
Analysis**

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.



SOUTHLAND REGIONAL
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To get reminders on Commercial Classes, text COM to 313-131



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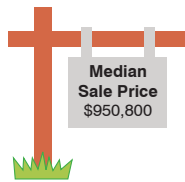


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ASSOCIATION OF REALTORS®, INC.**

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661-299-2930

Statistics

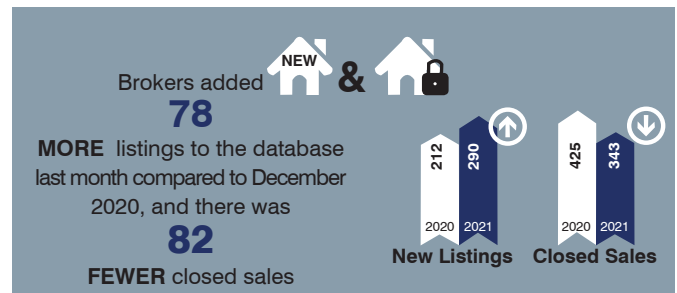
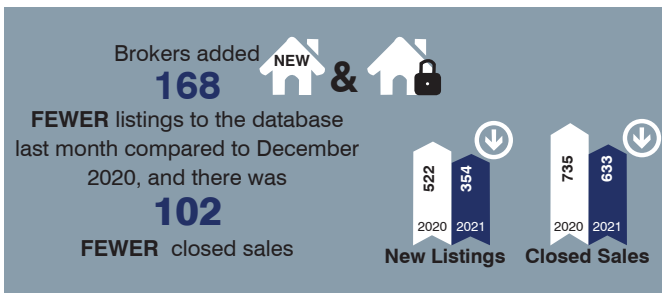
Market Snapshot (December 2021):



The median sale price for
single family homes
increased by
12%
from this time last year



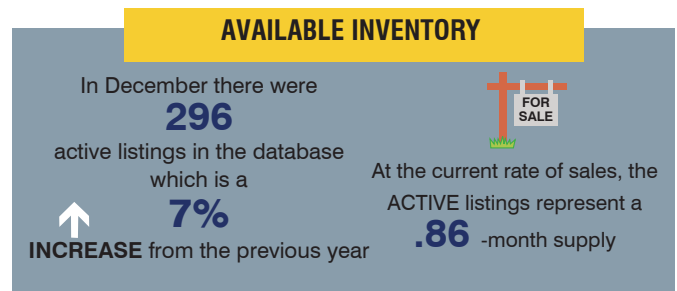
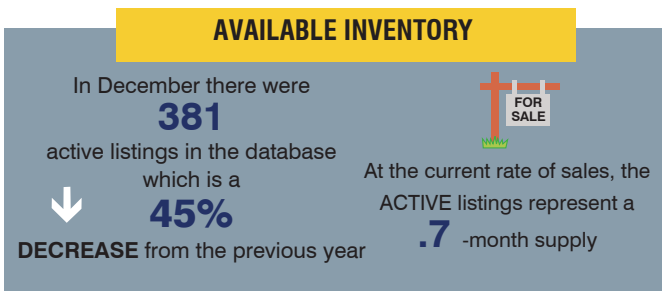
The median sale price for
single family homes
increased by
12.5%
from this time last year



The total dollar value of
to date sales **increased**
\$2,101,510,000
from December 2020



The total dollar value of
to date sales **increased**
\$555,465,000
from December 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 January/February 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	891.2	86.6
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	1,231	945	747.7	76.8
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	1,126	83.5
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	689	480.7	78.5	1,529	1,350	1,224.8	88.3
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	1,136.5	79.1
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	66.5	1,629	1,409	1,286.7	86.5
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	79	1,739	1,337	1,226.4	78.5
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	78.3	1,669	1,306	1,125	78.3
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	79.8	1,581	1,345	1,207.2	85.1
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	79.5	1,419	1,302	1,140.7	91.8
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	102.2	1,108	1,277	1,118	115.3
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	151.6	784	1,297	1,140.4	165.4
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	15,515	12,449	9,337.2	82.2	17,018	15,178	13,299.2	92.9
AVG. SALE PRICE			\$605,843			\$636,060				\$681,115				\$671,901				\$750,036				\$876,216		

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR DECEMBER 2021

ACTIVE INVENTORY	FN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	37	51	39	59	63	249	348	597
TOTAL ACTIVE LISTINGS	54	69	36	67	61	287	562	849
AVERAGE DAYS ON MARKET	92	63	69	91	70	77	78	78
AVERAGE LIST PRICE IN THOUSANDS	767.6	1,808.9	2,026.2	1,411.7	2,123.4	1,614.4	907.9	1,146.7
MEDIAN LIST PRICE IN THOUSANDS	680.0	1,395.0	1,275.0	988.0	1,375.0	1,049.0	585.0	759.9
BOMS	11	15	15	30	23	94	111	205
AVERAGE BOM PRICE IN THOUSANDS	762.5	1,413.7	1,229.3	981.2	1,999.4	1,313.4	688.4	975.0
BOM TO SALE RATIO	16.9	22.4	21.4	22.9	15.5	19.5	20.7	20.2
EXPIRATIONS	3	12	12	5	15	47	72	119
PENDING SALES								
NEW ESCROWS OPENED	49	50	43	88	82	312	405	717
TOTAL YTD ESCROWS OPENED	744	905	855	1,477	1,633	5,614	5,645	11,259
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	41	22	27	28	33	30	34	32
NEW OPEN ESCROWS AVERAGE LIST PRICE	715.8	1,427.2	1,429.3	1,015.3	1,311.6	1,169.2	739.3	926.4
CLOSED SALES								
NEW ESCROWS CLOSED	65	67	70	131	148	481	536	1,017
TOTAL YTD ESCROWS CLOSED	761	944	878	1,503	1,661	5,747	5,566	11,313
VOLUME OF NEW SALE DOLLARS IN MILLIONS	47.553	102.2176	90.386	149.677	185.256	575.089	388.83524	963.924
VOLUME OF TOTAL YTD SALES IN MILLIONS	526.952	1,338.5456	1,221.892	1,505.465	2,207.011	6,799.865	4,140.468	10,940.332
AVERAGE SALE PRICE IN THOUSANDS	731.6	1,525.6	1,291.2	1,142.6	1,251.7	1,195.6	725.4	947.8
MEDIAN SALE PRICE IN THOUSANDS	695.0	1,140.0	915.0	980.0	1,025.0	950.8	550.0	785.0
COOP SALES	53	58	56	109	120	396	484	880
PERCENT OF COOP SALES	81.5	86.6	80.0	83.2	81.1	82.3	90.3	86.5
AVERAGE DAYS ON MARKET	31	27	28	26	29	31	30	30
SALES AT LIST PRICE	49	50	51	94	104	348	416	764
PERCENT OF SALES AT LIST PRICE	75.4	74.6	72.9	71.8	70.3	72.3	77.6	75.1
SALES TO LISTING INVENTORY RATIO	120.4	97.1	194.4	195.5	242.6	167.6	95.4	119.8
FINAL SALE TO NEW LISTING RATIO	175.7	131.4	179.5	222.0	234.9	193.2	154.0	170.4
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	1	0	1	0	1
STANDARD	61	60	62	114	139	436	504	940
OTHER	4	7	8	16	9	44	32	76

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR DECEMBER 2021

ACTIVE INVENTORY	FN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	14	19	19	25	28	105	82	187
TOTAL ACTIVE LISTINGS	19	20	14	22	19	94	121	215
AVERAGE DAYS ON MARKET	73	70	90	61	65	70	85	79
AVERAGE LIST PRICE IN THOUSANDS	681.6	774.3	574.9	640.7	579.6	655.2	675.1	666.4
MEDIAN LIST PRICE IN THOUSANDS	580.0	754.9	520.0	559.0	450.0	599.0	570.0	584.9
BOMS	8	7	5	9	3	32	25	57
AVERAGE BOM PRICE IN THOUSANDS	837.4	646.7	483.4	751.4	715.7	704.8	614.2	665.0
BOM TO SALE RATIO	33.3	17.1	23.8	30.0	8.3	21.1	19.5	20.4
EXPIRATIONS	4	3	5	3	3	18	22	40
PENDING SALES								
NEW ESCROWS OPENED	18	33	27	28	31	137	97	234
TOTAL YTD ESCROWS OPENED	305	486	445	382	459	2,077	1,584	3,661
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	28	36	33	27	35	32	38	35
NEW OPEN ESCROWS AVERAGE LIST PRICE	501.0	640.5	564.6	681.1	774.1	645.8	639.0	643.0
CLOSED SALES								
NEW ESCROWS CLOSED	24	41	21	30	36	152	128	280
TOTAL YTD ESCROWS CLOSED	310	485	444	386	464	2,089	1,603	3,692
VOLUME OF NEW SALE DOLLARS IN MILLIONS	12.595	28.2766	15.210	19.707	22.379	98.166	78.31624	176.482
VOLUME OF TOTAL YTD SALES IN MILLIONS	153.427	323.6246	241.228	237.657	268.523	1,224.459	994.717	2,219.177
AVERAGE SALE PRICE IN THOUSANDS	524.8	689.7	724.3	656.9	621.6	645.8	611.8	630.3
MEDIAN SALE PRICE IN THOUSANDS	480.0	713.0	480.0	600.0	525.0	549.0	539.9	542.0
COOP SALES	20	39	15	27	31	132	118	250
PERCENT OF COOP SALES	83.3	95.1	71.4	90.0	86.1	86.8	92.2	89.3
AVERAGE DAYS ON MARKET	25	34	14	29	28	30	29	29
SALES AT LIST PRICE	21	30	17	24	27	119	86	205
PERCENT OF SALES AT LIST PRICE	87.5	73.2	81	80	75	78.3	67.2	73.2
SALES TO LISTING INVENTORY RATIO	126.3	205.0	150.0	136.4	189.5	161.7	105.8	130.2
FINAL SALE TO NEW LISTING RATIO	171.4	215.8	110.5	120.0	128.6	144.8	156.1	149.7
CLOSED SALES								
FORCLOSURE/REO	0	1	0	0	0	1	0	1
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0
STANDARD	22	39	21	27	36	145	125	270
OTHER	2	1	0	3	0	6	3	9

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR DECEMBER 2021

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	12	4	31	13	10	20	7	26	123	49	172
TOTAL ACTIVE LISTINGS	28	18	24	12	6	25	3	15	131	70	201
AVERAGE DAYS ON MARKET	83	103	72	113	61	82	15	60	81	72	78
AVERAGE LIST PRICE IN THOUSANDS	930.1	1,424.8	775.7	1,271.0	937.3	987.1	959.3	1,058.4	1,027.6	693.7	911.3
MEDIAN LIST PRICE IN THOUSANDS	875.0	1,225.0	730.0	774.9	725.0	850.0	890.0	925.0	875.0	550.0	799.0
BOMS	3	6	15	6	3	11	0	8	52	20	72
AVERAGE BOM PRICE IN THOUSANDS	616.7	1,121.5	772.7	653.8	784.7	860.5	0.0	876.6	825.5	603.0	763.7
BOM TO SALE RATIO	17.6	120.0	26.8	30.0	15.8	18.6	0.0	16.7	22.3	23.3	22.6
EXPIRATIONS	1	2	4	3	0	2	0	3	15	5	20
PENDING SALES											
NEW ESCROWS OPENED	10	6	41	19	12	30	8	33	159	55	214
TOTAL YTD ESCROWS OPENED	152	85	628	278	200	707	139	718	2,907	811	3,718
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	47	81	36	22	22	20	15	20	28	31	29
NEW OPEN ESCROWS AVERAGE LIST PRICE	751.4	1,182.5	822.5	754.8	856.4	826.9	1,077.4	864.0	848.3	547.1	770.9
CLOSED SALES											
NEW ESCROWS CLOSED	17	5	56	20	19	59	9	48	233	86	319
TOTAL YTD ESCROWS CLOSED	156	88	635	281	208	723	139	731	2,961	800	3,761
VOLUME OF NEW SALE DOLLARS IN MILLIONS	12.698	4.5346	48.582	14.567	15.592	51.971	10.262	47.933	206.138	47.54224	253.679
VOLUME OF TOTAL YTD SALES IN MILLIONS	113.057	79.9556	504.690	207.523	182.681	597.238	156.419	665.674	2,507.237	499.403	3,006.640
AVERAGE SALE PRICE IN THOUSANDS	746.9	906.8	867.5	728.4	820.6	880.9	1,140.2	998.6	884.7	552.8	795.2
MEDIAN SALE PRICE IN THOUSANDS	805.0	1,000.0	740.0	725.0	800.0	855.0	1,124.5	850.0	820.0	480.0	760.0
COOP SALES	12	4	49	18	19	54	6	45	207	75	282
PERCENT OF COOP SALES	70.6	80.0	87.5	90.0	100.0	91.5	66.7	93.8	88.8	87.2	88.4
AVERAGE DAYS ON MARKET	51	25	24	23	25	16	26	27	27	27	27
SALES AT LIST PRICE	9	1	50	15	16	51	7	39	188	61	249
PERCENT OF SALES AT LIST PRICE	52.9	20	89.3	75	84.2	86.4	77.8	81.3	80.7	70.9	78.1
SALES TO LISTING INVENTORY RATIO	60.7	27.8	233.3	166.7	316.7	236.0	300.0	320.0	177.9	122.9	158.7
FINAL SALE TO NEW LISTING RATIO	141.7	125.0	180.6	153.8	190.0	295.0	128.6	184.6	189.4	175.5	185.5
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	15	5	55	19	17	56	9	45	221	81	302
OTHER	2	0	1	1	2	3	0	3	12	0	15

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR DECEMBER 2021

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	0	0	10	0	4	7	0	14	35	5	40
TOTAL ACTIVE LISTINGS	0	0	7	1	6	5	0	5	24	10	34
AVERAGE DAYS ON MARKET	0	0	52	88	106	40	0	33	60	88	69
AVERAGE LIST PRICE IN THOUSANDS	0.0	0.0	504.0	259.0	451.4	682.9	0.0	585.2	534.9	794.0	611.1
MEDIAN LIST PRICE IN THOUSANDS	0.0	0.0	479.5	259.0	319.0	700.0	0.0	579.0	479.5	569.9	559.0
BOMS	0	0	2	1	4	3	0	3	13	6	19
AVERAGE BOM PRICE IN THOUSANDS	0.0	0.0	407.5	439.9	532.2	461.3	0.0	506.6	483.7	702.2	552.7
BOM TO SALE RATIO	0.0	0.0	9.5	50.0	22.2	27.3	0.0	10.3	15.3	37.5	18.8
EXPIRATIONS	0	0	1	0	0	3	0	0	4	0	4
PENDING SALES											
NEW ESCROWS OPENED	0	0	12	2	12	10	0	22	58	18	76
TOTAL YTD ESCROWS OPENED	1	2	249	18	202	190	35	406	1,103	159	1,262
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	0	0	22	13	21	25	0	23	22	32	25
NEW OPEN ESCROWS AVERAGE LIST PRICE	0.0	0.0	512.0	452.5	407.2	536.2	0.0	593.0	523.2	595.0	540.2
CLOSED SALES											
NEW ESCROWS CLOSED	1	0	21	2	18	11	3	29	85	16	101
TOTAL YTD ESCROWS CLOSED	1	2	254	17	212	191	40	408	1,125	153	1,278
VOLUME OF NEW SALE DOLLARS IN MILLIONS	0.960	0.0006	8.994	1.015	7.877	5.640	1.640	17.356	43.482	10.39224	53.874
VOLUME OF TOTAL YTD SALES IN MILLIONS	0.960	1.9606	114.190	8.267	95.084	102.026	23.359	229.509	575.355	84.855	660.210
AVERAGE SALE PRICE IN THOUSANDS	960.0	0.0	428.3	507.5	437.6	512.7	546.7	598.5	511.6	649.5	533.4
MEDIAN SALE PRICE IN THOUSANDS	960.0	0.0	425.0	465.0	415.0	516.0	550.0	590.0	487.5	590.0	505.0
COOP SALES	1	0	18	2	15	11	3	26	76	14	90
PERCENT OF COOP SALES	100.0	0.0	85.7	100.0	83.3	100.0	100.0	89.7	89.4	87.5	89.1
AVERAGE DAYS ON MARKET	115	27	9	28	21	7	19	23	26	24	24
SALES AT LIST PRICE	1	0	19	2	15	9	3	25	74	14	88
PERCENT OF SALES AT LIST PRICE	100	0	90.5	100	83.3	81.8	100	86.2	87.1	87.5	87.1
SALES TO LISTING INVENTORY RATIO	0.0	0.0	300.0	200.0	300.0	220.0	0.0	580.0	354.2	160.0	297.1
FINAL SALE TO NEW LISTING RATIO	0.0	0.0	210.0	0.0	450.0	157.1	0.0	207.1	242.9	320.0	252.5
CLOSED SALES											
FORCLOSURE/REO	0	0	0	0	0	0	0	0	0	0	0
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0	0	0	0
STANDARD	1	0	20	2	18	10	3	28	82	11	93
OTHER	0	0	1	0	0	1	0	1	3	0	8



SANTA CLARITA VALLEY

2021

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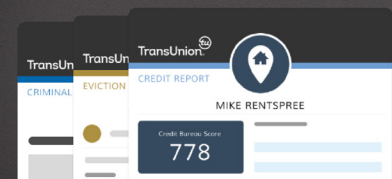
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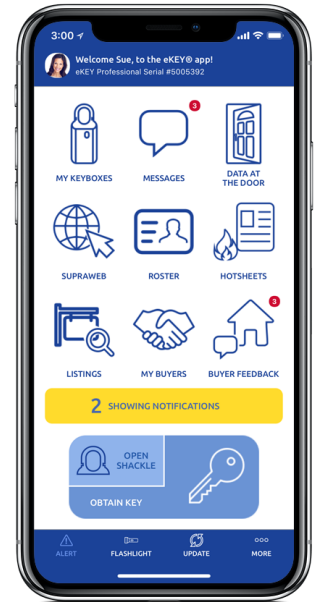
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