

February/March 2022

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

SANTA CLARITA REALTORS GET A HOME!...PG.3



28033 Smyth Dr, Valencia, CA 91355 | APN: 2810-043-124

THIRD HIGHEST IN NATION

LOS ANGELES SELLERS GAINED \$267K IN 2021...PG.4

SAN FERNANDO VALLEY

HOME PRICE INCHES CLOSER TO \$1 MILLION...PG.5

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Volume 102 • Issue 2

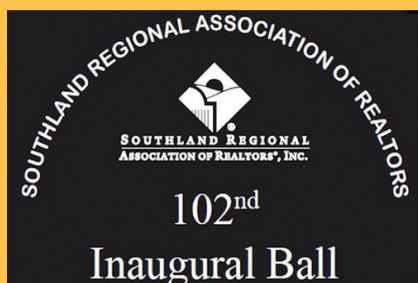
SRAR Ball Postponed to March 25

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



Interest Rate Update

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

January 27

30-Year FRM — 3.55 percent

15-Year FRM — 2.8 percent

January 20

30-Year FRM — 3.56 percent

15-Year FRM — 2.79 percent

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involve : community involvement and charity drives

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REALTOR® REPORT

The Official Publication of SRAR

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SANTA CLARITA REALTORS GET A HOME!

The search and negotiations took only several months, yet hundreds of Realtors in the Santa Clarita Valley for years if not decades have wanted an office of their own. That hankering became reality recently when the Southland Regional Association of Realtors purchased a two-story, 4,750 sq. ft. commercial building not far from Magic Mountain.

“This is something Santa Clarita members and staff have been asking about for eight to ten years or longer,” said SRAR’s 2021 Past President Diane Sydell. A motion was made, and “low and behold it passed.”

If only it had been that easy. It took convincing SRAR’s 22-member board of directors, creation of a six-member search committee, and a commitment from two of the Association’s top leaders who volunteered to work on behalf of the 11,000-member SRAR at a reduced commission.

“And, in addition to bringing the purchase in under budget,” said Jeff Phillips, SRAR’s 2022 president, “the transaction benefited the Association’s Charitable Foundation,” which provides grants to local homeless shelters.

Sydell said the two brokers, Gina Uzunyan, with Koenig Properties, and Bob Khalsa, with United America Realty, pictured to the left, also volunteered to donate \$30,000 to the Foundation.

Once the search got underway, several properties were located and offers were made, but they didn’t pan out.

“When this building came along,” said Nancy Starczyk, a past SRAR president and



local leader, “we immediately found it very desirable. We’re very fortunate. With this purchase, we have our own home.”

Tim Johnson, SRAR’s CEO, said the building is in a business park with a campus-like environment and is located in close proximity to restaurants and minutes from Town Center.

“It has a great reception area, a kitchen, and, most importantly, ample space for events and conference rooms for education and training sessions,”

Starczyk said. The currently rented office space is now on a month-to-month lease, awaiting completion of a build-out of SRAR’s new property located at 28033 Smyth Drive, Valencia.



Left to right, Erika Kautzsch-Bird, Diane Sydell, Gina Uzunyan, and Nancy Starczyk

SANTA CLARITA REALTORS HAVE ROOM TO GROW IN NEW VALENCIA ‘HOME’

The recently acquired two-story building in Valencia will host meetings, education sessions and events for local Realtor members of the 11,000-member Southland Regional Association of Realtors. The Association currently is securing architectural plans and a contractor to implement the build-out of the facility with improvements designed to better serve members and Association staff. A “Grand Opening” will be scheduled once the remodel of the space has been completed. The search committee that brought the proposal to SRAR’s board of directors included: Realtors and SRAR leaders Diane Sydell, Nancy Starczyk, Gina Uzunyan, Bob Khalsa, Jeff Kahn and Dana Potter.

- ✓ Warehouse has been outfitted with HVAC and epoxied floor
- ✓ Well designed office layout with additional mezzanine storage
- ✓ 1 ground level roll up door & extra power for heavy equipment
- ✓ Private location with abundant parking
- ✓ Surrounded by a wide variety of amenities
- ✓ Owner user or investment potential
- ✓ Close proximity to I-5 Fwy & 126 FWY



LOS ANGELES SELLERS GAINED \$267K IN 2021

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

Six of the ten Metropolitan areas nationwide that saw the highest dollar gains for homesellers in 2021 were in California with the Los Angeles-Long Beach-Anaheim region posting the third highest dollar gain for sellers at \$267,500.

Yes, it's sweet to be selling a home in California, especially in this market!

Considering while some sellers got less, many received more as a result of ongoing competition pitting homebuyer against homebuyer.

The San Jose-Sunnyvale-Santa Clara region posted the highest seller dollar gain during 2021 at \$575,000.

That was followed by San Francisco-Oakland-Hayward at \$462,000 and the L.A. Metro region at \$267,500. The fourth and only non-California region in the top seven spots was Seattle-Tacoma-Bellevue, Washington, at \$264,606.

The year-end 2021 U.S. home sales report released recently by ATTOM also showed that homesellers nationwide realized a profit of \$94,092 on the typical sale in 2021, up 45 percent from \$64,931 in 2020 and up 71 percent

from \$55,000 two years ago.

Profits rose in more than 90 percent of housing markets and the latest figure, based on median purchase and resale prices, marked the highest level in the United States since at least 2008.

The \$94,092 profit reported nationwide on the median-priced home sale in 2021 represented a 45.3 percent ROI — return on investment — compared to the original purchase price, up from 33.6 percent last year and from 30.6 percent in 2019.

Both raw profits and ROI have improved nationwide for 10 straight years. Moreover, last year's gain in ROI — up nearly 12 percentage points — was the biggest annual increase since 2013.

Profits shot up as the national median home price rose 16.9 percent in 2021 to \$301,000, another annual record.

The combination of rising prices and profits came during a year when a decade-long boom in the national housing market steamed ahead both because of and in spite of the Coronavirus pandemic, which caused widespread economic damage and continues to threaten a recovery that began to take hold in 2021.

A surge of buyers financially unscathed by the pandemic continued flooding the real estate market throughout year. They were driven heavily by a combination of

historically low interest rates and a desire by many households to trade congested virus-prone locations for the perceived safety and wider spaces of a single-family more removed home and yard.

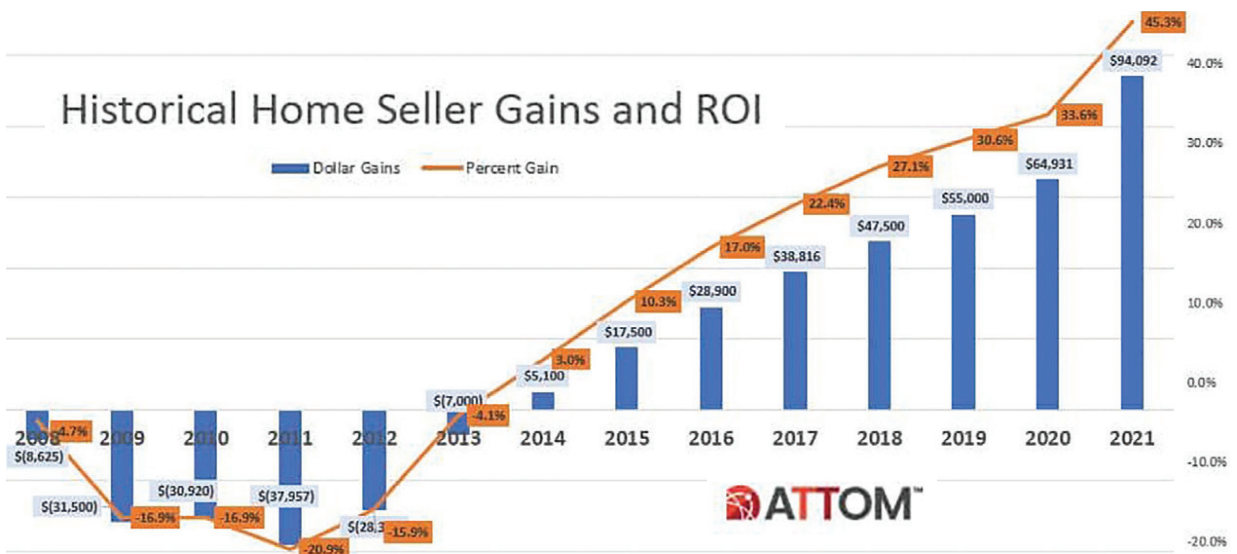
As they chased a tight supply of homes for sale, prices spiked and so did seller profits.

A few signs that prices could flatten out in 2022 emerged late last year in the form of declining affordability, lower investor profits and rising foreclosure activity.

That was layered over rising inflation and already rising mortgage interest rates this year. But the current imbalance in demand and supply suggests that there is room for at least some additional price gains.

“What a year 2021 was for home sellers and the housing market all around the U.S.,” said Todd Teta, chief product officer at ATTOM. “Prices went through the roof, kicking profits and profit margins up at a pace not seen for at least a decade. All that happened as the virus pandemic raged on, which actually helped drive the increases instead of stifle them,”

The West region had 16 of the 20 metro areas with the highest ROIs on typical home sales last year, led by Boise, Idaho, at 121.8 percent return on investment.



HOME PRICE INCHES CLOSER TO \$1 MILLION

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

The median price of single-family homes that changed owners during January set a record high at \$967,000, the Southland Regional Association of Realtors reported Friday.

The home price was up 15.8 percent from a year ago, breaking the prior record of \$960,000 set in September.

The condominium median price of \$570,000 was up 17.5 percent over January 2021, yet 1.7 percent below the condo record high of \$580,000 set in October.

“With homes selling within a few weeks, limited inventory, continued strong demand, and interest rates, while higher than a few weeks ago, still very attractive, the upward pressure on prices remains unrelenting,” said Jeff Phillips, president of the 11,000-member Southland Regional Association of Realtors. “Prices will continue rise this year, unless owners realize now is a great time to sell and listings expand dramatically. I’d be surprised if either happened.”

At the end of January a total of 443 home and condominiums were listed for sale throughout the San Fernando Valley.

That was up from the record low of 381 listings in December, yet down 33.1 percent from a year ago.

“Listings have been on a steady decline for multiple years,” said Tim Johnson, the Association’s chief executive officer. “Owners who may be hesitating to sell for fear their property taxes might go up with the purchase of a replacement residence may find that is not necessarily the case because of Proposition 19, a new law that took effect Feb. 16.”

Johnson urged owners to contact

their Realtor or local tax assessor to learn about Proposition 19. This page also will feature a report on the measure in the coming weeks.

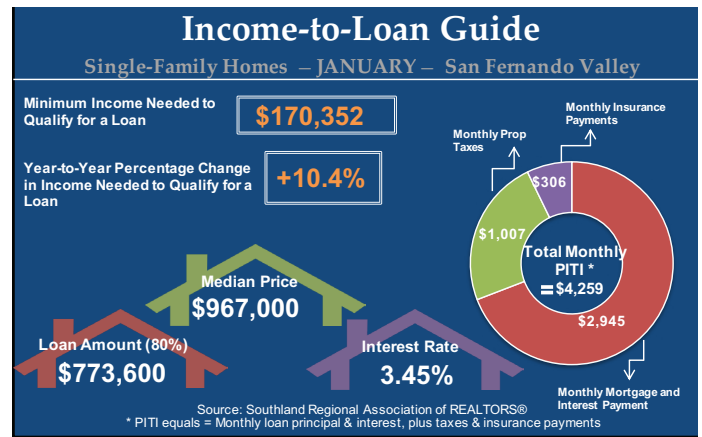
Yet in the absence of a change of heart by current owners, Johnson said only a massive, ongoing building campaign can provide the inventory needed to give buyers in all price ranges more options and ease pressure off prices.

Local Realtors assisted in 297 single-family home sales during January, according to SRAR statistics.

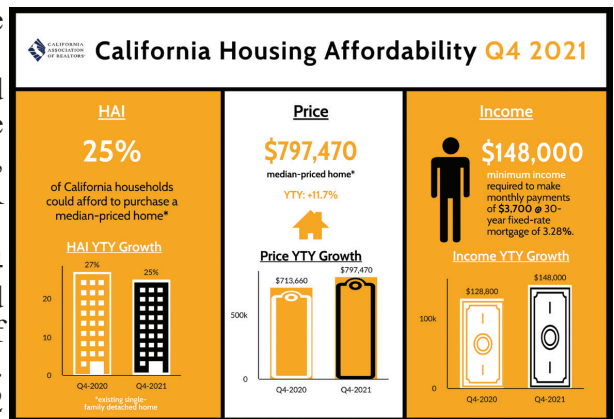
That was down 27.4 percent from a year and got the year off to one of its slowest starts on record.

Additionally, 142 condominiums closed escrow last month, a decrease of 4.1 percent from a year ago.

“You can’t sell what you don’t have,” said Phillips. “The market may slow slightly as rates rise, yet sales likely will remain solid and we believe they will pick up as the year progresses.” The 443 active listings reported by the Association represented a 1.0-month supply at the current pace of sales. Pending escrows, an indicator of future activity, totalled 439, which was down 27.6 percent from January 2021.



The income-to-loan guide provided by the Southland Regional Association of Realtors for January showed that a minimum income needed to buy a median priced single-family home was \$170,352, up 10.4 percent from a year ago. The increase reflects rising prices and higher interest rates. Keep in mind that “median” means that of the 297 homes sold last month half were priced higher and half were sold for less than the median price. For a \$967,000 purchase price, with an 80 percent loan of \$773,600 at an interest rate of 3.45 percent, the monthly PITI – principal and interest, taxes and insurance – payment would be \$4,259.



30-Year Mortgage Rate Surges to 3.69%

Mortgage rates continue to rise and are nearly a full percentage point higher than a year ago.

While still favorable, house hunters should brace themselves for rates near 4 percent before the end of the year, economists said.

Interest Rate Update

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

February 10

30-Year FRM – 3.69 percent
15-Year FRM – 2.93 percent

February 3

30-Year FRM – 3.55 percent
15-Year FRM – 2.77 percent

“The normalization of the economy continues as mortgage rates jumped to the highest level since the emergence of the pandemic,” says Sam Khater, Freddie Mac’s chief economist. “Rate increases are expected to continue due to a strong labor market and high inflation, which likely will have an adverse impact on homebuyer demand.”

New Statewide Indoor Mask Rules

The California Department of Public Health has issued new guidance regarding its statewide indoor masking rules with the state masking rules requiring only unvaccinated persons to wear masks in indoor public settings. The change took effect Feb. 16.

Keep in mind that L.A. County has extended rules making masking in indoor required regardless of vaccination status, including open houses and showings.

In other locales, however, universal indoor masking shall remain required only in specified settings — such as public transport, primary schools, healthcare, etc. Only unvaccinated persons are required to mask in all indoor public settings.

The state guidance recommended that fully vaccinated individuals continue indoor masking when the risk may be high. This applies to real estate activities such as showings and open houses. Note: This is a reversion to previous policy before the Omicron variant surge. Please check with local cities/counties where restrictions can be stricter.

And as a reminder, in settings where masks are required only for unvaccinated individuals, businesses, venue operators or hosts may choose to:

- Provide information to all patrons, guests and attendees regarding vaccination requirements and allow vaccinated individuals to self-attest that they are in compliance prior to entry.
- Implement vaccine verification to determine whether individuals are required to wear a mask.
- Require all patrons to wear masks.
- No person can be prevented from wearing a mask as a condition of participation in an activity or entry into a business.



Want Insight on Valley Home Sales? Go to SRAR.com/mls/statistics

Online Foreclosure Prevention, Mortgage Relief Workshop

Homeowners who need help with their current mortgage will gain insight and assistance with English or Spanish online workshops set for Wednesday, Feb. 23 from 7 p.m. to 8 p.m. by the Neighborhood Housing Services of Los Angeles County.

In this free workshop, NHS will guide owners through the details of the foreclosure process and offer options for assistance for those in crisis. The workshop also will provide information on the L.A. County mortgage relief program.

If the property owner has experienced financial distress between March 1, 2020, and Dec. 31, 2021, as a result of COVID-19 and the property is located in a community highly

impacted by COVID-19, they should consider applying for mortgage relief. Approved applicants can receive up to \$30,000 to help offset mortgage delinquencies. Program eligibility includes residents of L.A. County. Residents of L.A. City are ineligible.

- The property must be owner occupied

- Up to 80 percent area median income for 1-unit property owners
- Up to 150 percent area median income for 2-4 unit property owners.
- Counseling with HUD-approved counselor from partner agency required

If an owner is at risk of foreclosure, default or is worried about losing their home, register by going online to nhs-la-county.org.



CALIFORNIA MORTGAGE RELIEF PROGRAM



HOW TO APPLY



STEP 1

...

Visit
camortgagerelief.org



STEP 2

...

Select
"Apply now"



STEP 3

...

Submit your
application and
documents for
review and
processing



STEP 4

...

Check your email
or application
portal for the
status on your
application

ELIGIBILITY

California homeowners may qualify if they:

1. ARE AT OR BELOW 100% OF AREA MEDIAN INCOME
2. OWN A SINGLE FAMILY HOME, CONDO OR MANUFACTURED HOME (PERMANENTLY AFFIXED)
3. FACED A PANDEMIC-RELATED HARDSHIP AFTER JAN. 1, 2021
4. HAVE MISSED AT LEAST TWO MORTGAGE PAYMENTS PRIOR TO THE PROGRAM START DATE

*Applicants are encouraged to explore alternative workout options and may need to provide documentation.

APPLY TODAY

- Visit camortgagerelief.org and create your account.
- Applicants can save their work and return to finish their application and submit required information.

NEED ASSISTANCE?

- Assistance is available through the homeowner's mortgage servicer or by calling a HUD-certified housing counselor at 1-800-569-4287.



Don't wait. Get caught up!

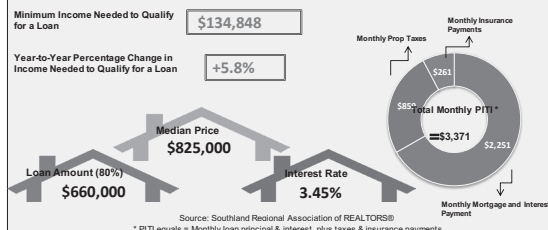
VISIT CAMORTGAGERELIEF.ORG

Funded through the American Rescue Plan Act of 2021's Homeowners Assistance Fund, the California Mortgage Relief Program is run by the CalHFA Homeowner Relief Corporation as part of the state's Housing is Key initiative.



Income-to-Loan Guide

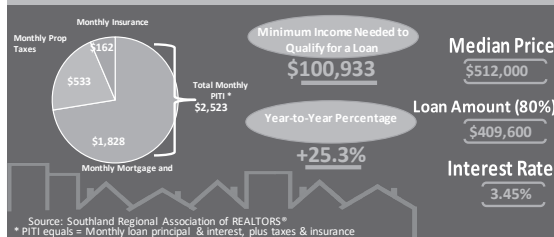
Single-Family Homes – JANUARY – Santa Clarita Valley



The income-to-loan guides above and below offer snapshots of how much house a buyer could afford based on their current income. For example, in Santa Clarita during January, the median price of all homes that closed escrow came in at \$825,000. For an 80 percent loan of \$660,000, that means a minimum income of \$135,848 was needed to qualify for a loan. Keep in mind that "median" means half of the homes sold for more and half sold for less, which also means the income needed would be commensurately lower or higher.

Income-to-Loan Guide

Condominiums – JANUARY – Santa Clarita Valley



SRAR Installation Coming 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 postponed 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.

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- 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/carlegislativeday



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.



2022 COMMERCIAL & INVESTMENT DIVISION EDUCATION SERIES

C 2022
R Commercial
E Real
S 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
ASSOCIATION OF REALTORS®, INC.

Southland Regional Association of REALTORS®
"The Voice of Real Estate in the San Fernando and Santa Clarita Valleys"

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

COMMERCIAL
Real Estate



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Lake Balboa, CA 91406
818-786-2110



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

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

Statistics

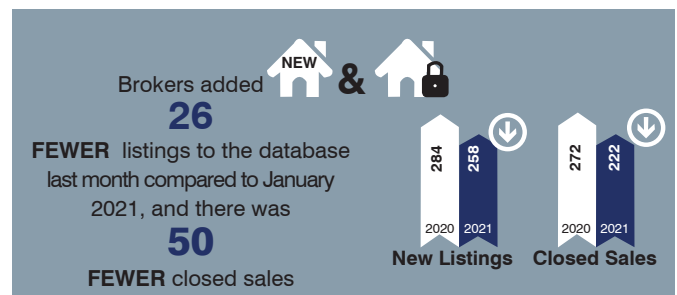
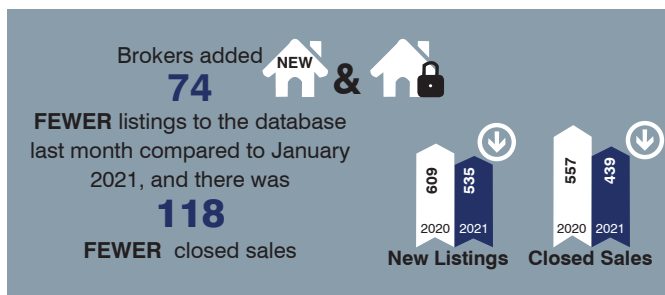
Market Snapshot (January 2022):



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



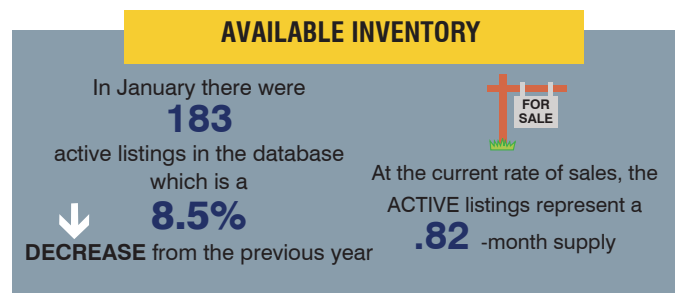
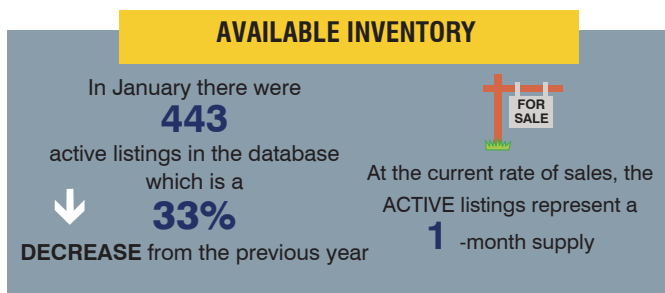
The median sale price for
single family homes
increased by
19.5%
from this time last year



The total dollar value of
to date sales **decreased**
\$60,897,000
from January 2021



The total dollar value of
to date sales **decreased**
\$9,680,000
from January 2021



City Sign Ordinances

SAN FERNANDO AND SANTA CLARITA VALLEY

Listed below for your reference, are the specific municipal regulations, along with the regulations for L.A. and Ventura Counties that apply in unincorporated areas or those cities without specific municipal codes. SRAR highly advises REALTORS® to check the current laws, and follow these best practices as they will help preserve our rights as REALTORS® to use temporary signs:

1. Only post temporary signs (directional or open house) when you have an open house.
2. Always observe time and placement restrictions for signage.
3. Always obtain a property owner's permission before placing a temporary sign on someone's property whether their property is residential or commercial.
4. Never place temporary signs in the medians or rights of way - meaning along the streets or sidewalk and observe Americans with Disabilities Act regulations.
5. Decrease visual clutter by "piggy backing" off of other directional signs, placing your directional signs only when your directions divert from other directions.

The following are the regulations from each municipality in areas where our members frequently work:

Agoura Hills:

For Sale - 1 sign per unit, shall not exceed 6 square ft. in area and 6 ft. in height
Open House/Directional - Maximum of 4 signs, size may not exceed 3 square ft. in area or 4 ft. in height
Other - No flags, balloons or banners, Signs can not be located on a public right-of-way

Beverly Hills:

For Sale - 1 - 150 square in. sign including riders
Open House/Directional - Not allowed
Other - Must obtain annual sign permit sticker from city

Burbank:

For Sale - Sign shall not exceed 7 square feet including riders. Maximum of 2 riders
Open House/Directional - Maximum of 4 signs, size may not exceed 24" x 24" in area or 3ft. in height
Other - See municipal code for details

Calabasas:

For Sale - 1 - 6 square ft. sign
Open House/Directional - Maximum of 2 signs, size may not exceed 3 square ft. in area.
Other - Signs can not be located on a public right-of-way

Hidden Hills:

For Sale - Not allowed
Open House/Directional - Not allowed
Other - Call for details

Los Angeles City:

For Sale - 1 or more unlighted signs. Total area of signs not to exceed 12 square ft.
Open House/Directional - Not specified
Other - See municipal code for details

Malibu:

For Sale - 1 sign per unit, shall not exceed 6 square ft. in area and 6 ft. in height
Open House/Directional - Signs can not exceed 3 square ft. in area or 4 ft. above ground level
Other - No more than 2 pole flags not exceeding 2 square ft. or 5 ft. in height

shall be used

San Fernando:

For Sale - Sign shall not exceed 6 square ft. in area and 6 ft. in height. Rider no larger than 6" X 24"
Open House/Directional - Permitted between 9am and sunset
Other - See municipal code for details

Santa Clarita:

For Sale - Maximum height of 6ft
Open House/Directional - Not permitted on sidewalks, parkways or medians.
Other - Price information prohibited

Simi Valley:

For Sale - Sign shall not exceed 12 square ft. and 6 ft. in height
Open House/Directional - Not permitted on sidewalks or medians
Other - See municipal code for details

West Hollywood:

For Sale - 1 - 432 square inch sign per frontage & 2 - 76 square inch riders
Open House/Directional - 1 per corner, 4 per intersection 18" X 24" Tue., Sat. & Sun. 11am to 7pm
Other - 4 flags per open house. See municipal code for details

Westlake Village:

For Sale - 1 sign per unit, shall not exceed 6 square ft. in area and 5 ft. in height
Open House/Directional - 1 open house sign on property. No directional signs permitted in community
Other - See municipal code for details

Los Angeles County: (unincorporated areas, and municipalities without regulations)

For Sale - 1 or more unlighted signs. Total area of signs not to exceed 12 square ft.
Open House/Directional - No ordinance
Other - See municipal code for details

Ventura County: (unincorporated areas, and municipalities without regulations)

For Sale - 1 free standing sign that does not exceed 12 square ft. or 8 ft. in height
Open House/Directional - 1- 3 square foot sign per frontage not to exceed 4 ft. in height
Other - See municipal code for details

RESIDENTIAL PROPERTIES LISTED

1,122

JANUARY 2022 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP. ESCROW OPENED

1,018

RESIDENTIAL PROP. ESCROW CLOSED

907

ACTIVE INVENTORY

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	69	117	85	118	146	535	587	1,122
TOTAL ACTIVE LISTINGS	80	110	63	83	107	443	654	1,097
AVERAGE DAYS ON MARKET	84	45	57	72	46	59	70	66
AVERAGE LIST PRICE IN THOUSANDS	753.1	1,422.7	1,882.4	1,223.2	1,722.7	1,402.2	894.1	1,099.3
MEDIAN LIST PRICE IN THOUSANDS	710.0	925.0	900.0	899.0	1,100.0	899.9	597.5	729.9
BOMS	18	33	26	35	34	146	158	304
AVERAGE BOM PRICE IN THOUSANDS	704.3	1,080.7	1,022.2	846.7	1,145.9	983.0	745.3	859.4
BOM TO SALE RATIO	29.0	44.0	39.4	30.4	28.1	33.3	33.8	33.5
EXPIRATIONS	5	2	7	12	2	28	61	89

PENDING SALES

NEW ESCROWS OPENED	69	80	70	114	106	439	579	1,018
TOTAL YTD ESCROWS OPENED	69	80	70	114	106	439	579	1,018
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	34	28	29	28	21	27	35	35
NEW OPEN ESCROWS AVERAGE LIST PRICE	677.7	1,156.8	1,133.0	950.2	1,455.4	1,096.1	719.7	882.0

CLOSED SALES

NEW ESCROWS CLOSED	62	75	66	115	121	439	468	907
TOTAL YTD ESCROWS CLOSED	62	75	66	115	121	439	468	907
VOLUME OF NEW SALE DOLLARS IN MILLIONS	40.545	81.2418	69.481	123.692	142.888	457.847	340.94624	798.794
VOLUME OF TOTAL YTD SALES IN MILLIONS	40.545	81.2416	69.481	123.692	142.888	457.847	340.946	798.794
AVERAGE SALE PRICE IN THOUSANDS	683.9	1,083.2	1,052.7	1,075.6	1,180.9	1,042.9	728.5	860.7
MEDIAN SALE PRICE IN THOUSANDS	680.0	850.0	760.0	927.0	960.0	825.0	549.0	700.0
COOP SALES	52	65	51	88	105	361	418	779
PERCENT OF COOP SALES	83.9	86.7	77.3	76.5	86.8	82.2	89.3	85.9
AVERAGE DAYS ON MARKET	26	29	28	29	29	28	34	31
SALES AT LIST PRICE	56	55	49	91	94	345	345	690
PERCENT OF SALES AT LIST PRICE	90.3	73.3	74.2	79.1	77.7	78.6	73.7	76.1
SALES TO LISTING INVENTORY RATIO	77.5	68.2	104.8	138.6	113.1	99.1	71.6	82.7
FINAL SALE TO NEW LISTING RATIO	89.9	64.1	77.6	97.5	82.9	82.1	79.7	80.8

CLOSED SALES

FORCLOSURE/REO	0	0	0	1	0	1	5	6
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	1	1
STANDARD	59	73	59	106	112	409	442	851
OTHER	3	2	7	8	9	29	20	49

RESIDENTIAL LISTINGS

1,122

2022 RMLS TOTAL - \$ VOLUME

\$798,794,000

SALES

907

EN: Arleta, Kagal Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar

ES: Cahuenga Pass, Lake Hollywood, North Hollywood, Sherman Oaks, Studio City, Toluca Lake, Valley Glen, Valley Village, Van Nuys

CS: Encino, Lake Balboa, Reseda, Tarzana, Van Nuys

WN: Chatsworth, Arleta, Kagal Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar

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

AT THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

SAN FERNANDO VALLEY
COMPARABLE SALES ANALYSIS 2017-2022
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)
TOTAL MONTH BY MONTH

	2017				2018				2019				2020				2021				2022			
	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	1,255	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	1,122	907	798.8	80.8
FEB	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	1,732	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	1,580	1,116	697.6	70.6	1,646	1,149	784.9	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	1,794	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	1,734	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	1,726	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	1,414	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	1,455	1,274	786	85.3	1,592	945	617.3	54.0	1,445	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	1,306	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	1,066	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	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	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	1,122	907	798.8	80.8
AVG. SALE PRICE			\$636,060				\$681,115				\$671,901				\$750,036				\$876,216					

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY 2022

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	49	67	53	84	105	358	443	801
TOTAL ACTIVE LISTINGS	60	74	43	61	78	316	525	841
AVERAGE DAYS ON MARKET	83	46	57	74	47	60	70	66
AVERAGE LIST PRICE IN THOUSANDS	804.6	1,773.9	2,501.3	1,415.1	2,102.7	1,700.7	931.0	1,220.2
MEDIAN LIST PRICE IN THOUSANDS	750.0	1,374.9	1,699.0	998.5	1,350.0	1,099.0	597.5	799.0
BOMS	15	22	16	27	24	104	122	226
AVERAGE BOM PRICE IN THOUSANDS	756.3	1,240.3	1,313.3	924.3	1,423.5	1,142.0	793.6	953.9
BOM TO SALE RATIO	34.9	55.0	39.0	30.3	28.6	35.0	31.9	33.2
EXPIRATIONS	4	1	6	10	2	23	49	72
PENDING SALES								
NEW ESCROWS OPENED	46	49	43	80	80	298	442	740
TOTAL YTD ESCROWS OPENED	46	49	43	80	80	298	442	740
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	37	37	26	30	24	30	42	37
NEW OPEN ESCROWS AVERAGE LIST PRICE	689.3	1,446.8	1,500.9	1,072.5	1,757.3	1,320.6	749.6	979.5
CLOSED SALES								
NEW ESCROWS CLOSED	43	40	41	89	84	297	383	680
TOTAL YTD ESCROWS CLOSED	43	40	41	89	84	297	383	680
VOLUME OF NEW SALE DOLLARS IN MILLIONS	30.959	58.3756	54.563	106.950	118.945	369.792	289.14024	658.931
VOLUME OF TOTAL YTD SALES IN MILLIONS	30.959	58.3756	54.563	106.950	118.945	369.792	289.140	658.931
AVERAGE SALE PRICE IN THOUSANDS	720.0	1,459.4	1,330.8	1,201.7	1,416.0	1,245.1	754.9	969.0
MEDIAN SALE PRICE IN THOUSANDS	715.0	1,175.0	825.0	1,010.0	1,250.5	967.0	550.0	770.0
COOP SALES	36	33	32	69	73	243	343	586
PERCENT OF COOP SALES	83.7	82.5	78.0	77.5	86.9	81.8	89.6	86.2
AVERAGE DAYS ON MARKET	28	21	30	31	28	32	31	
SALES AT LIST PRICE	39	30	30	69	66	234	280	514
PERCENT OF SALES AT LIST PRICE	90.7	75	73.2	77.5	78.6	78.8	73.1	75.6
SALES TO LISTING INVENTORY RATIO	71.7	54.1	95.3	145.9	107.7	94.0	73.0	80.9
FINAL SALE TO NEW LISTING RATIO	87.8	59.7	77.4	106.0	80.0	83.0	86.5	84.9
CLOSED SALES								
FORCLOSURE/REO	0	0	0	1	0	1	4	5
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	1	1
STANDARD	41	38	36	81	77	273	361	634
OTHER	2	2	5	7	7	23	17	40

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY 2022

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	20	50	32	34	41	177	144	321
TOTAL ACTIVE LISTINGS	20	36	20	22	29	127	129	256
AVERAGE DAYS ON MARKET	88	41	59	65	45	56	70	63
AVERAGE LIST PRICE IN THOUSANDS	598.4	700.8	551.8	691.3	700.8	659.5	744.2	702.2
MEDIAN LIST PRICE IN THOUSANDS	535.0	599.0	599.0	546.0	490.0	550.0	599.0	575.0
BOMS	3	11	10	8	10	42	36	78
AVERAGE BOM PRICE IN THOUSANDS	444.7	761.5	556.3	584.8	479.6	589.2	581.7	585.7
BOM TO SALE RATIO	15.8	31.4	40.0	30.8	27.0	29.6	42.4	34.4
EXPIRATIONS	1	1	1	2	0	5	12	17
PENDING SALES								
NEW ESCROWS OPENED	23	31	27	34	26	141	137	278
TOTAL YTD ESCROWS OPENED	23	31	27	34	26	141	137	278
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	29	13	33	25	10	22	34	28
NEW OPEN ESCROWS AVERAGE LIST PRICE	654.3	698.5	547.0	662.3	526.2	621.8	623.0	622.4
CLOSED SALES								
NEW ESCROWS CLOSED	19	35	25	26	37	142	85	227
TOTAL YTD ESCROWS CLOSED	19	35	25	26	37	142	85	227
VOLUME OF NEW SALE DOLLARS IN MILLIONS	9.586	22.8666	14.918	16.743	23.944	88.056	51.80724	139.862
VOLUME OF TOTAL YTD SALES IN MILLIONS	9.586	22.8666	14.918	16.743	23.944	88.056	51.807	139.862
AVERAGE SALE PRICE IN THOUSANDS	504.5	653.3	596.7	643.9	647.1	620.1	609.5	616.1
MEDIAN SALE PRICE IN THOUSANDS	460.0	600.0	508.0	600.0	555.0	570.0	540.0	560.5
COOP SALES	16	32	19	19	32	118	75	193
PERCENT OF COOP SALES	84.2	91.4	76.0	73.1	86.5	83.1	88.2	85.0
AVERAGE DAYS ON MARKET	20	40	24	25	29	39	33	
SALES AT LIST PRICE	17	25	19	22	28	111	65	176
PERCENT OF SALES AT LIST PRICE	89.5	71.4	76	84.6	75.7	78.2	76.5	77.5
SALES TO LISTING INVENTORY RATIO	95.0	97.2	125.0	118.2	127.6	111.8	65.9	88.7
FINAL SALE TO NEW LISTING RATIO	95.0	70.0	78.1	76.5	90.2	80.2	59.0	70.7
CLOSED SALES								
FORCLOSURE/REO	0	0	0	0	0	0	1	1
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0
STANDARD	18	35	23	25	35	136	81	217
OTHER	1	0	2	1	2	6	3	9

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY 2022

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	10	10	49	13	4	46	9	38	179	74	253
TOTAL ACTIVE LISTINGS	28	10	36	12	4	29	6	15	140	87	227
AVERAGE DAYS ON MARKET	83	80	56	141	90	63	20	61	72	63	68
AVERAGE LIST PRICE IN THOUSANDS	972.5	1,481.4	840.7	1,050.0	968.2	1,031.9	939.4	1,169.5	1,013.5	655.9	876.4
MEDIAN LIST PRICE IN THOUSANDS	959.9	1,435.0	759.9	725.0	749.0	810.0	890.0	1,120.0	892.0	549.0	780.0
BOMS	4	1	18	2	4	18	7	14	68	19	87
AVERAGE BOM PRICE IN THOUSANDS	814.2	1,295.0	861.4	710.0	768.5	1,020.5	977.1	901.2	917.3	630.5	854.7
BOM TO SALE RATIO	40.0	14.3	42.9	9.1	30.8	66.7	100.0	36.8	41.0	47.5	42.2
EXPIRATIONS	0	2	0	1	1	4	1	0	9	3	12
PENDING SALES											
NEW ESCROWS OPENED	10	15	38	11	6	43	6	39	168	59	227
TOTAL YTD ESCROWS OPENED	10	15	38	11	6	43	6	39	168	59	227
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	90	74	21	20	26	28	16	18	31	32	31
NEW OPEN ESCROWS AVERAGE LIST PRICE	706.7	1,079.9	806.0	756.9	941.5	880.0	1,145.0	970.7	895.4	643.3	829.9
CLOSED SALES											
NEW ESCROWS CLOSED	10	7	42	22	13	27	7	38	166	40	206
TOTAL YTD ESCROWS CLOSED	10	7	42	22	13	27	7	38	166	40	206
VOLUME OF NEW SALE DOLLARS IN MILLIONS	7.990	7.1686	34.039	17.002	10.750	22.889	7.777	32.824	140.436	23.26324	163.699
VOLUME OF TOTAL YTD SALES IN MILLIONS	7.990	7.1686	34.039	17.002	10.750	22.889	7.777	32.824	140.436	23.263	163.699
AVERAGE SALE PRICE IN THOUSANDS	799.0	1,023.9	810.5	772.8	826.9	847.7	1,111.0	863.8	846.0	581.6	794.7
MEDIAN SALE PRICE IN THOUSANDS	800.0	1,060.0	742.0	745.0	830.0	820.0	1,138.0	865.0	825.0	480.0	785.0
COOP SALES	9	6	34	18	12	23	5	35	142	37	179
PERCENT OF COOP SALES	90.0	85.7	81.0	81.8	92.3	85.2	71.4	92.1	85.5	92.5	86.9
AVERAGE DAYS ON MARKET	27	49	26	24	29	15	27	34	39	35	35
SALES AT LIST PRICE	8	2	30	16	10	22	6	33	127	31	158
PERCENT OF SALES AT LIST PRICE	80	28.6	71.4	72.7	76.9	81.5	85.7	86.8	76.5	77.5	76.7
SALES TO LISTING INVENTORY RATIO	35.7	70.0	116.7	183.3	325.0	93.1	116.7	253.3	118.6	46.0	90.7
FINAL SALE TO NEW LISTING RATIO	100.0	70.0	85.7	169.2	325.0	58.7	77.8	100.0	92.7	54.1	81.4
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	1	0	0	0	0	0	1	0	1
STANDARD	10	6	41	21	11	27	6	38	160	35	195
OTHER	0	1	0	1	2	0	1	0	5	0	9

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY 2022

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	1	0	18	5	13	7	3	32	79	16	95
TOTAL ACTIVE LISTINGS	0	0	13	2	9	5	0	14	43	9	52
AVERAGE DAYS ON MARKET	0	0	40	60	73	38	0	10	38	77	44
AVERAGE LIST PRICE IN THOUSANDS	0.0	0.0	472.1	379.5	396.2	543.8	0.0	612.5	506.0	875.8	570.0
MEDIAN LIST PRICE IN THOUSANDS	0.0	0.0	470.0	259.0	340.0	495.0	0.0	599.9	495.0	800.0	540.0
BOMS	0	0	6	2	3	6	0	11	28	5	33
AVERAGE BOM PRICE IN THOUSANDS	0.0	0.0	483.2	699.3	436.5	608.1	0.0	650.5	586.1	904.0	634.3
BOM TO SALE RATIO	0.0	0.0	42.9	100.0	27.3	66.7	0.0	55.0	50.0	31.3	45.8
EXPIRATIONS	0	0	0	0	1	1	0	0	2	2	4
PENDING SALES											
NEW ESCROWS OPENED	1	0	12	4	11	9	3	26	66	13	79
TOTAL YTD ESCROWS OPENED	1	0	12	4	11	9	3	26	66	13	79
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	3	0	10	8	26	37	6	13	17	15	17
NEW OPEN ESCROWS AVERAGE LIST PRICE	940.0	0.0	554.5	692.2	450.1	652.6	590.3	595.0	582.3	554.0	577.6
CLOSED SALES											
NEW ESCROWS CLOSED	0	0	14	2	11	9	0	20	56	16	72
TOTAL YTD ESCROWS CLOSED	0	0	14	2	11	9	0	20	56	16	72
VOLUME OF NEW SALE DOLLARS IN MILLIONS	0.000	0.0006	7.743	1.405	4.481	4.884	0.000	12.672	31.184	8.28524	39.469
VOLUME OF TOTAL YTD SALES IN MILLIONS	0.000	0.0006	7.743	1.405	4.481	4.884	0.000	12.672	31.184	8.285	39.469
AVERAGE SALE PRICE IN THOUSANDS	0.0	0.0	553.1	702.5	407.3	542.7	0.0	633.6	556.9	517.8	548.2
MEDIAN SALE PRICE IN THOUSANDS	0.0	0.0	460.0	439.9	359.0	500.0	0.0	645.0	512.0	460.0	500.8
COOP SALES	0	0	11	1	10	6	0	17	45	13	58
PERCENT OF COOP SALES	0.0	0.0	78.6	50.0	90.9	66.7	0.0	85.0	80.4	81.3	80.6
AVERAGE DAYS ON MARKET	0	19	20	20	31	0	16	20	29	22	22
SALES AT LIST PRICE	0	0	12	1	9	7	0	20	49	13	62
PERCENT OF SALES AT LIST PRICE	0	0	85.7	50	81.8	77.8	0	100	87.5	81.3	86.1
SALES TO LISTING INVENTORY RATIO	0.0	0.0	107.7	100.0	122.2	180.0	0.0	142.9	130.2	177.8	138.5
FINAL SALE TO NEW LISTING RATIO	0.0	0.0	77.8	40.0	84.6	128.6	0.0	62.5	70.9	100.0	75.8
CLOSED SALES											
FORCLOSURE/REO	0	0	0	0	0	0	0	0	0	0	0
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0	0	0	0
STANDARD	0	0	14	2	8	9	0	19	52	15	67
OTHER	0	0	0	0	3	0	0	1	4	0	5



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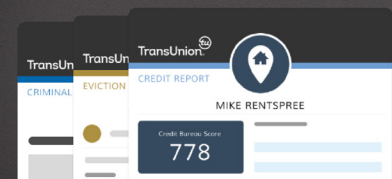
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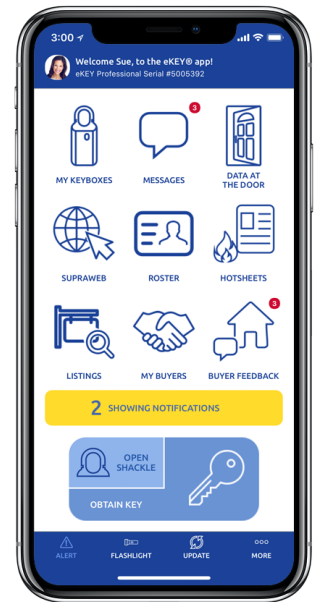
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