

March/April 2022

REALTOR[®] REPORT

The Official Publication of Southland Regional Association of Realtors[®]

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Volume 102 • Issue 3

Settlement Addresses Unequal Treatment of REOs

The National Fair Housing Alliance and a coalition of local fair housing organizations recently reached a \$53 million agreement with Fannie Mae to compensate for unequal treatment of real estate owned — known as REOs — properties in Black and Hispanic communities.

The fair housing coalition provided evidence that after the subprime crisis caused disproportionate numbers of foreclosures in Black and Latino communities, REOs in Black and Latino areas were allowed to fall into disrepair, while REOs in White neighborhoods were maintained.

The case established that marketing and maintenance of REO properties is covered under the Fair Housing Act. It is likely to be followed by other actions against large lenders who maintained foreclosed properties in communities of color after the subprime crisis of 15 years ago.

"Realtors applaud this agreement," said Leslie Rouda Smith, president of the 1.5 million-member National Association of Realtors. "Fannie Mae ... agreeing to pay this restitution sends a clear message that the maintenance and marketing of foreclosed homes must be done fairly in all areas." Realtors have played an increasingly important role in the market for maintaining and marketing REO properties, especially as bulk sales to investors decline. Rouda Smith said NAR is "committed to supporting local communities and expanding opportunities for homeownership for all Americans, in accordance with our Code of Ethics and the Fair Housing Act."

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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REALTOR® REPORT

The Official Publication of SRAR

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LACK OF INVENTORY DURING JANUARY CONTINUES TO LIMIT HOMEBUYER OPTIONS

Trailing year-ago tallies for the fifth consecutive month, a total of 297 single-family homes closed escrow throughout the Santa Clarita Valley during January, the Southland Regional Association of Realtors reported recently.

That figure was down 16.2 percent from a year ago. Local Realtors also assisted the close of escrow of 56 condominiums, down 24.3 percent from January 2021.

“Monthly home sales have been trailing the prior year since September despite buyer demand for housing remaining high, even during the holiday season,” said Louisa Henry, chair of the Santa Clarita Valley Division Council of the Southland Regional Association of Realtors. “A sharp drop in the number of properties listed for sale appears to be the primary culprit for the decline in sales. Anyone thinking of selling should act now: it’s an incredible sellers’ market.”

The Association reported a mere 183 active home and condominium listings at

the end of January, a decline of 8.5 percent from the prior year.

That was up from the record low 155 listings reported in December, though it ranked as the second-lowest total for any month since the Association started reporting the statistic in 2006.

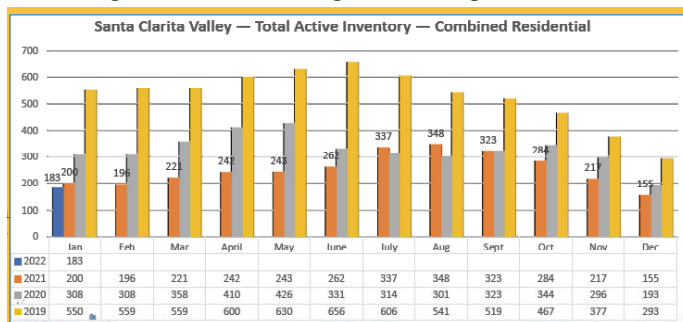
“Listings have been on a steady decline for multiple years,” said Tim Johnson, the Association’s chief executive officer. “Owners who may be hesitating to sell

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.

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.

The median price of homes that changed owners during January came in at \$825,000, an increase of 19.6 percent over January 2021 and a mere 0.6 percent below the record high \$830,000 price set in June.



CAMPAIGN TO REPEAL ARTICLE 34 ADVANCES

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

A campaign to right the wrongs of the past and advance fair housing won a major victory recently with approval in the State Senate of Constitutional Amendment 2.

Authored by Senators Ben Allen, D-Santa Monica, and Scott Wiener, D-San Francisco, SCA-2 passed out of the State Senate and is now pending in the State Assembly.

If approved by the Assembly and signed by the governor, SCA 2 would repeal Article 34 from the California State Constitution.

“Article 34 was created in response to the Federal Housing Act of 1949, part of President Truman’s Fair Deal to help lower-income post-war families move into better living situations,” the measure’s authors wrote. “Society had very different attitudes about race, ethnicity, class, and poverty 70 years ago. There were far (fewer) tools for residents to alter or block plans for new housing — no California Environmental Quality Act, Brown Act, or Coastal Act, and far fewer lawsuits.”

Weiner and Allen said SCA 2 will give voters an opportunity to eliminate an obstacle enshrined in the California Constitution in a bygone era, which undermines elected officials’ ability to address California’s acute housing and homelessness challenges.”

Supporters of SCA 2 say Article 34 is outdated and suppresses the ability to address today’s housing supply crisis, that it holds back the development of affordable housing, an issue which impacts all Californians.

Article 34 requires approval by a majority of voters to proceed with low-income affordable housing and mixed-income developments that may have subsidized units financed in whole or in part by a government entity.

Article 34 makes it purposely difficult for affordable housing units to even break ground.

Article 34 was proposed and passed in 1950 with support from the California Real Estate Association — which was the previous name for the California Association of Realtors — in response to passage of the federal Housing Act of 1949.

Officially making racial segregation in public housing illegal, the Housing Act of 1949 triggered efforts in California to sidestep the new federal law.

At the time, it was argued that Article 34 was giving voters more power to control the value of their property, when in reality, it was an effort to preserve segregation in California.

C.A.R. has evolved since 1950 and has strongly supported the various previous efforts to repeal Article 34 including in 1993 with Proposition 168.

The Realtor Party of California is committed to leading the effort to expand fair housing and to address issues like Article 34, which C.A.R. was often active in creating.

The Association is relentlessly pursuing fair and equitable housing for all, and as such, is successfully advocating to repeal Article 34.



U.S. OWNERSHIP HITS RECORD ANNUAL INCREASE

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

The homeownership rate throughout the United States climbed to 65.5 percent in 2020, up 1.3 percent from 2019 for the largest annual increase on record.

More Americans are likely to own a home now than during any year since the Great Recession — 65.4 percent homeownership rate in 2010.

However, Black Americans continue to face significant obstacles along the path to homeownership, according to the National Association of Realtors.

The homeownership rate for Black Americans of 43.4 percent trails behind that of a decade ago when the Black ownership rate hit 44.2 percent in 2010.

Conversely, White Americans at 72.1 percent; Asian Americans, 61.7 percent; and Hispanic Americans, 51.1 percent, all achieved decade-long highs in homeownership in 2020, with the rate for Hispanic Americans setting a record and reaching above 50 percent for the first time.

NAR's 2022 Snapshot of Race and Home Buying in America report examines homeownership trends and challenges by race and location to explain current racial disparities in the housing market. Using data from the 2021 Profile of Home Buyers and

"Housing affordability and low inventory have made it even more challenging for all buyers to enter into homeownership, but even more so for Black Americans."

Housing affordability has eroded for many consumers since the start of the pandemic due to the combination of record-high home prices and record-low inventory.

Since 2019, home prices nationally have spiked 30 percent — or about \$80,000 for a typical home, while housing inventory has declined to under one million units available for sale.

Approximately half of all homes currently listed for sale are affordable to households with at least \$100,000 income. Nationwide, nearly half of all Asian households annually earn more than \$100,000. However, 35 percent of White households, 25 percent of Hispanic households and only 20 percent of Black households have incomes greater than \$100,000.

NAR's analysis found that the most affordable states for Black households to purchase a home are Maryland, West

severely cost-burdened — defined as spending more than 50 percent of monthly income on rent.

Nationwide, NAR estimates that 47

Education Level of Household Head and Student Debt by Race/Ethnicity

	Racial and Ethnic Distribution			
	Black/African-American	Asian/Pacific Islander	Hispanic/Latino	White/Caucasian
Less than high school	*	*	3%	*
High School diploma	15	6	19	16
Associates degree	15	5	16	13
Bachelor's degree	28	39	26	31
Some graduate work	8	6	3	7
Master's degree/MBA/law degree	30	30	26	27
Doctoral degree	4	13	6	7
Have student loan debt	41%	18%	26%	22%
Median student loan debt amount	\$45,000	\$24,400	\$35,500	\$30,000

* Less than 1 percent

Source: 2021 Profile of Home Buyers and Sellers

percent of White renter households and 36 percent of Black renter households can afford to buy a typical home when comparing the qualifying income to purchase a home and the median income of renter households.

"Black households not only spend a bigger portion of their income on rent, but they are also more likely to hold student debt and have higher balances," Lautz added. "This makes it difficult for Black households to save for a downpayment and as a result, they often use their 401(k) or retirement savings to enter homeownership."

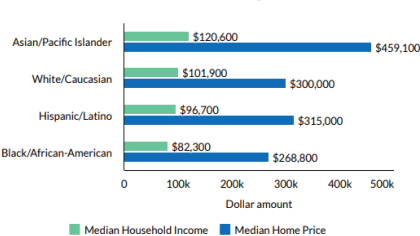
Black households at 41 percent are more than twice as likely as Asian households, 18 percent, and nearly twice as likely as White households, 22 percent, to have student loan debt. Approximately a quarter of Hispanic households reported having student loan debt. Student debt is often a major impediment for prospective home buyers in saving for a downpayment. Black and Hispanic applicants — 7 percent each — were rejected for mortgage loans at greater rates than White and Asian applicants — 4 percent and 3 percent, respectively.

Black Americans at 14 percent and Hispanic Americans at 12 percent were at least twice as likely than White Americans, 6 percent, to tap into their 401(k) or pension funds as a downpayment source for a home purchase. Such actions can diminish future wealth growth.

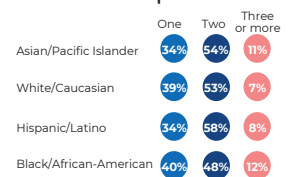
Conversely, almost four out of 10 White Americans, 38 percent, used the funds from the sale of their primary residence to serve as a downpayment for a home compared to only 25 percent of Hispanic, 21 percent of Black and 16 percent of Asian Americans. View NAR's Snapshot of Race & Home Buying in America report here: <https://www.nar.realtor/research-and-statistics/research-reports/a-snapshot-of-race-and-home-buying-in-america>.

Quick Look: Home Buyer Finances

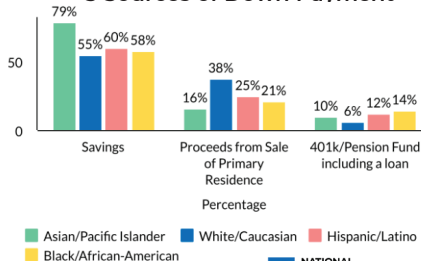
Median Household Income & Median Home Price



Income earners per household



3 Sources of Down Payment



Sellers, the report looks at the characteristics of who purchases homes, why they purchase, what they purchase and the financial background for buyers based on race.

"As the gap in homeownership rates for Black and White Americans has widened, it is important to understand the unique challenges that minority home buyers face," said Jessica Lautz, NAR vice president of demographics and behavioral insights.

Virginia, Kansas, Ohio and Indiana.

Conversely, the least affordable states for Black households are Utah, Oregon, California, Nevada and Rhode Island.

In terms of renter households, half of Black Americans spend more than 30 percent of their monthly income on rent.

Almost three out of 10 Black renter households, 28 percent, and one in five White renter households, 20 percent, are

PREVENTING BIAS IN HOME VALUATIONS

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

The Consumer Financial Protection Bureau recently outlined options to ensure that computer models used to help determine home valuations are accurate and fair.

“It is tempting to think that machines crunching numbers can take bias out of the equation, but they can’t,” said CFPB Director Rohit Chopra. “This initiative is one of many steps we are taking to ensure that in-person and algorithmic appraisals are fairer and more accurate.”

When underwriting a mortgage, lenders typically require an appraisal, which is an estimate of the value of the home. While traditional appraisals are conducted in-person, many lenders also employ algorithmic computer models.

These models use data drawn from many sources to value homes. The technical term for these models is automated valuation models. Both in-person and algorithmic appraisals appear to be susceptible to bias and inaccuracy, absent appropriate safeguards.

Obtaining an accurate estimate of a home’s worth is one of the most important steps in the mortgage process for homebuyers. Inaccurate valuations, both too high and too low, can pose risks to consumers.

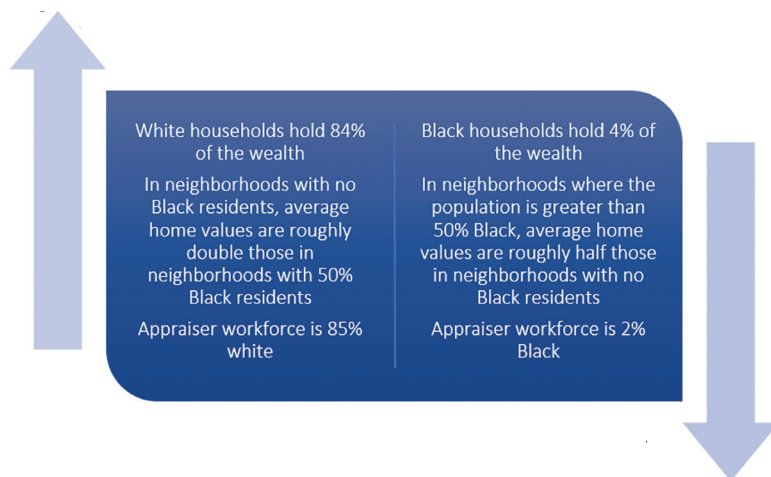
Overvaluing homes can put family wealth at-risk, create reselling challenges, and lead

to higher rates of foreclosure. Homes can be overvalued for numerous reasons.

For example, during the run-up to the 2008 collapse of the housing bubble, housing prices became inflated for reasons that included lenders extending mortgage credit — often with toxic or predatory terms — without regard to borrowers’ ability to repay. In other situations, supply can become

Federal Housing Finance Agency recently identified discriminatory statements in some home appraisals, and both Fannie Mae and Freddie Mac have found appraisal disparities for communities and borrowers of color.

Homeowners and homebuyers are often dependent on appraisers’ views of a community and of the people who live within it. When those views are negative,



constricted and unable to keep pace with demand.

Low valuations can jeopardize home sales and prevent homeowners from refinancing, which makes it harder to build wealth or make repairs.

Systematically low valuations driven by biased appraisers may exacerbate existing disparities in the housing market. The

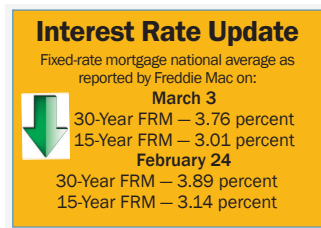
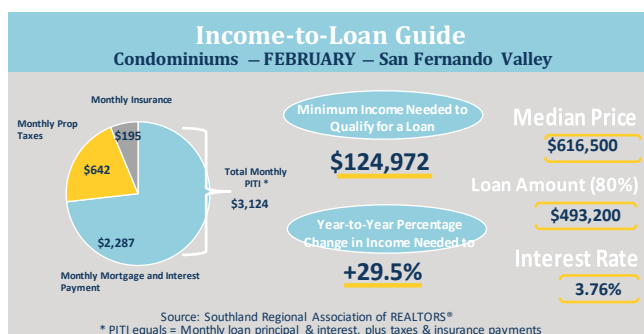
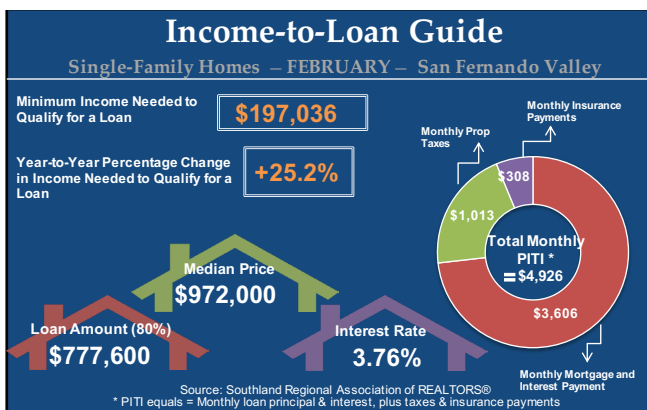
the undervaluing of homes can be the result.

The CFPB is particularly concerned that without proper safeguards, flawed versions of automated valuation models could digitally redline certain neighborhoods and further embed and perpetuate historical lending, wealth, and home value disparities.

HIGHER PRICES TRIGGER NEED FOR HIGHER INCOMES

As prices soared over the last several years to stratospheric heights, buyers now need to earn much more to qualify for a home loan.

The 25.2 percent increase for single-family homes and 29.5 percent for condominiums in the minimum income needed to qualify for a loan during February were both record highs since the Southland Regional Association of Realtors started tracking the statistic in 2016. Those jumps translated to an income of \$197,036 for a median-priced home and \$124,972 for a median-priced condominium. Median is the mid-point of all closed escrows during February, which means half the homes sold for more than the median price and half for less. The monthly home payment was \$3,606 and the condominium monthly payment was \$3,124.





Home Buyers and Fair Housing

In addition to being asked about their recent home buying experience, recent home buyers were also asked if they had experienced or witnessed discrimination during their real estate transaction.

• **When asked about their neighborhood and whether or not the majority of residents are the same race as them,** 74 percent of Asian/Pacific Islander, 69 percent of Black/African-American, and 55 percent of Hispanic/Latino home buyers said that the majority of their neighborhood were not the same race as them.

This is compared to only 16 percent of White/Caucasian home buyers saying that the majority of their neighborhood is not the same race as them. Sixty-nine percent of White/Caucasian home buyers said that the majority of the neighborhood was the same race as them.

In comparison, 26 percent of Hispanic/Latino, 17 percent of Black/African-American, and 15 percent of Asian/Pacific Islander home buyers said that the majority of their neighborhood was the same race as them.

• **Looking at ways recent home buyers witnessed or experienced discrimination in a real estate**

transaction, the most common discrimination was steering towards or away from specific neighborhoods with 50 percent of Hispanic/Latino, 48 percent of Asian/Pacific Islander, and 46 percent of Black/African-American home buyers having experienced this.



Black/African-American and Asian/Pacific Islander home buyers were more likely to report witnessing or experiencing discrimination with more strict requirements for themselves, or the type of loan product offered. Asian/Pacific Islander home buyers were the most likely to report purchase offers being denied for possibly discriminatory reasons, and to witness or experience discrimination based on a home appraisal.

• **When recent home buyers were asked whether they experienced discrimination in a real estate transaction,** 7 percent of Black/African-American, 6 percent of Hispanic/Latino, and 4 percent of Asian/Pacific Islander home buyers experienced discrimination based on race.

Three percent of Black/African-American, and 2 percent of Asian/Pacific Islander and Hispanic/Latino home buyers experienced discrimination based on color.

Thirty-nine percent of Black/African-American, 38 percent of Asian/Pacific Islander, 36 percent of Hispanic/Latino, and 28 percent of White/Caucasian home buyers did not experience discrimination in their real estate transaction but believe that it exists. Seven percent of Black/African-American, and 1 percent of White/Caucasian home buyers reported the discrimination against them to a government agency.

CA COVID-19 RENT RELIEF

Do you need help with rent or utilities?

You may be eligible for the CA COVID-19 Rent Relief program.

Financial assistance is available from the State of California for income eligible renters and their landlords who have been impacted by COVID-19 and have past due rent or utilities, or who need help with upcoming rent or utilities.

Both renters and landlords are encouraged to apply.

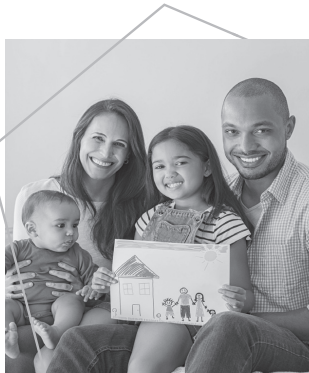
Assistance is available for unpaid rent dating back to April 1, 2020, as well as for future rent.

Assistance is also available for unpaid utility payments dating back to April 1, 2020, or for future utility payments, which will both be compensated at 100% of cost, limited to a total of 12 months, and paid directly to the utility provider.

Assistance from the CA COVID-19 Rent Relief program does not count as earned income and will not affect eligibility for any other state benefit assistance programs.

All applicant information is kept private and will not be shared.

Income eligible applicants may qualify regardless of immigration status and will not be required to show proof of citizenship.



How do I apply?

To check eligibility and apply, visit [HousingIsKey.com](https://housingiskey.com) or call 833-430-2122.

For in-language assistance, to get help with eligibility requirements or filling out an application, schedule an appointment with a local organization near you by calling 833-687-0967.

The CA COVID-19 Rent Relief program is an official State of California sponsored program.



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Market Tidbits

Home Sellers Taking Property Tax Base with Them

Although official statistics from the State Board of Equalization and from individual county assessors will not surface for some time, there are some preliminary indications that some homeowners are taking advantage of recently enacted changes to move to a new home without losing their Proposition 13-protected property tax base on their current home.

A survey of more than 800 California Realtors conducted late last year by the California Association of Realtors showed roughly 30 percent had worked with a seller who has or will transfer their property tax base to another home.

For nearly 1 out of 4 of those, the ability to transfer their property tax base was the motivating factor in the sale, which suggests that property tax portability could help to unlock some additional inventory in 2022.

• Active Listings Statewide Trending Up After Long Winter

After falling in absolute terms for 14 of the preceding 15 weeks leading into the new year, active listings have been rising in California in seven out of the first eight weeks of 2022. The total number of active listings statewide recently rose above 20,000 for the first time since Christmas and were approaching levels seen at the beginning of March 2021. If the trend continues, listings could rise on a year-to-year basis for the first time in more than two years in March, which will provide much needed inventory to potential homebuyers.

• California Existing Home Sales Hold Up Despite Higher Rates

Despite the rapid rise in interest rates so far this year, existing home sales continue to hold up well. In fact, the first four weeks of February saw more homes close in California than during the same four weeks in January. Given that January's pace of sales was still roughly 5 percent above pre-pandemic levels, this suggests broader resiliency for the market. Sales are still down on a year-to-year basis from the nearly 15-year highs where the market began 2021, but maintaining or exceeding last month's level despite higher rates and still-depressed inventory levels is an encouraging sign that buyer demand remains relatively robust.

• Global Tensions a Double-Edged Sword for Economy

The ongoing conflict developing between Russia and the Ukraine will introduce competing economic and housing market impacts in the weeks and months ahead. On the downside, this will introduce more inflationary pressures as global oil supplies from Russia are impacted by sanctions. Increased financial market volatility is likely as well, which could introduce macroeconomic headwinds as consumer pull back from lost wealth and rising prices. On the other hand, global turmoil will likely increase demand for U.S. dollars and for U.S. Treasuries, which could alleviate some of the recent upward pressure on interest rates and could result in less domestic inflationary pressures.



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!

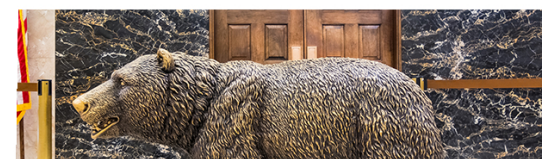


HOMEOWNERSHIP FOR ALL

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SOUTHLAND REGIONAL
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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
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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.



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



Southland Regional Association of REALTORS®

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

Main Office
7232 Balboa Blvd
Lake Balboa, CA 91406
818-786-2110

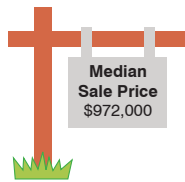


**SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.**

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

Statistics

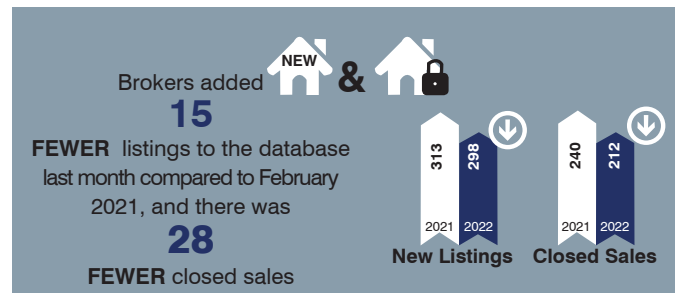
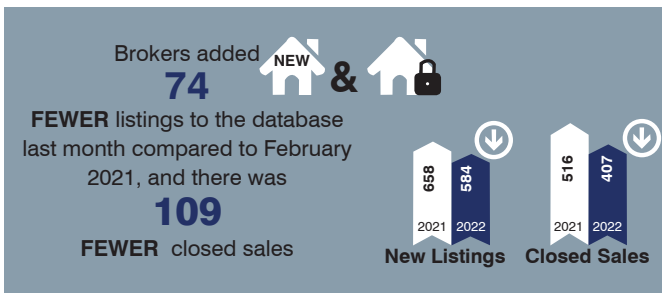
Market Snapshot (February 2022):



The median sale price for
single family homes
increased by
15%
from this time last year



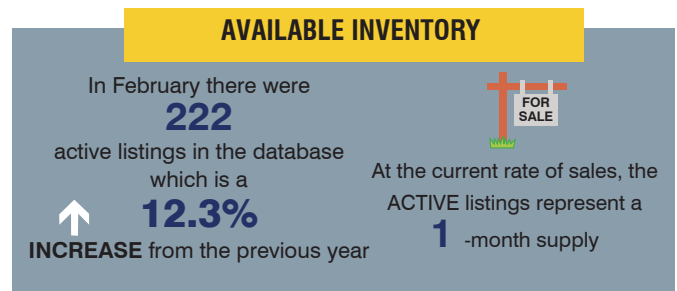
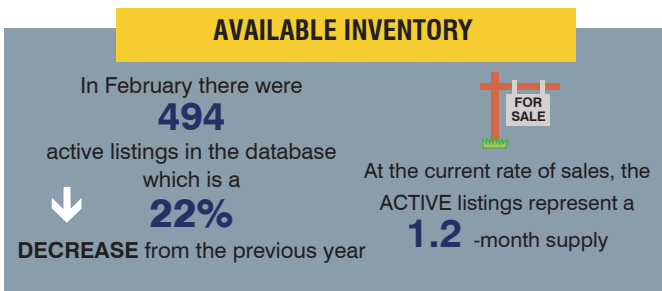
The median sale price for
single family homes
increased by
15%
from this time last year



The total dollar value of
to date sales **decreased**
\$89,432,000
from February 2021



The total dollar value of
to date sales **Decreased**
\$5,007,000
from February 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

1,220

RESIDENTIAL PROP.
ESCROW OPENED

1,109

RESIDENTIAL PROP.
ESCROW CLOSED

899

FEBRUARY 2022 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	61	105	107	144	167	584	636	1,220
TOTAL ACTIVE LISTINGS	79	102	82	108	123	494	648	1,142
AVERAGE DAYS ON MARKET	87	46	44	62	47	56	64	60
AVERAGE LIST PRICE IN THOUSANDS	756.6	1,513.6	2,059.8	1,196.0	1,674.0	1,453.7	1,099.9	1,252.9
MEDIAN LIST PRICE IN THOUSANDS	700.0	1,099.0	1,147.8	890.0	990.0	900.0	634.0	750.0
BOMS	24	41	23	42	43	173	170	343
AVERAGE BOM PRICE IN THOUSANDS	751.1	1,151.3	987.7	1,054.3	2,026.9	1,268.1	811.5	1,041.8
BOM TO SALE RATIO	40.0	48.8	31.1	45.7	44.3	34.6	34.6	38.2
EXPIRATIONS	7	3	6	7	5	28	51	79
PENDING SALES								
NEW ESCROWS OPENED	64	109	84	114	151	522	587	1,109
TOTAL YTD ESCROWS OPENED	126	189	151	220	253	939	1,128	2,067
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	29	26	21	15	18	21	29	25
NEW OPEN ESCROWS AVERAGE LIST PRICE	713.2	1,168.3	945.2	1,085.2	1,171.3	1,059.3	711.1	875.0
CLOSED SALES								
NEW ESCROWS CLOSED	60	84	74	92	97	407	492	899
TOTAL YTD ESCROWS CLOSED	122	159	139	206	218	844	954	1,798
VOLUME OF NEW SALE DOLLARS IN MILLIONS	38.613	100.4386	88.322	85.318	119.792	432.483	373.85824	806.341
VOLUME OF TOTAL YTD SALES IN MILLIONS	79.158	181.6326	157.023	198.880	262.681	879.374	707.023	1,586.398
AVERAGE SALE PRICE IN THOUSANDS	643.5	1,195.7	1,193.5	927.4	1,235.0	1,062.6	759.9	896.9
MEDIAN SALE PRICE IN THOUSANDS	660.0	930.0	865.0	885.0	938.0	866.0	585.0	725.0
COOP SALES	46	73	58	84	80	341	424	765
PERCENT OF COOP SALES	76.7	86.9	78.4	91.3	82.5	83.8	86.2	85.1
AVERAGE DAYS ON MARKET	31	26	27	23	23	26	39	33
SALES AT LIST PRICE	81	69	62	72	80	334	371	705
PERCENT OF SALES AT LIST PRICE	85	82.1	83.8	78.3	82.5	82.1	75.4	78.4
SALES TO LISTING INVENTORY RATIO	75.9	82.4	90.2	85.2	78.9	82.4	75.9	78.7
FINAL SALE TO NEW LISTING RATIO	98.4	80.0	69.2	63.9	58.1	69.7	77.4	73.7
CLOSED SALES								
FORCLOSURE/REO	1	0	1	1	0	3	6	9
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	1	1	0	2	1	3
STANDARD	56	79	67	84	90	376	441	817
OTHER	3	5	5	6	7	26	43	69

SELLING PRICE RANGE	AVG. SELL TIME	ACTIVE NO. LISTINGS	PRICE REDUCTION	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 200,000	39	20	3	3	291038	38.5
200,000 - 249,999	29	10	6	10	13000	4.1
250,000 - 299,999	66	22	17	11	17842	5.5
300,000 - 349,999	40	23	26	5	-6585	-2.5
350,000 - 399,999	43	69	44	14	-452	-0.8
400,000 - 449,999	36	53	70	14	-10958	-3.1
450,000 - 499,999	21	68	57	11	-13463	-3.5
500,000 - 549,999	35	62	54	13	-13403	-3
550,000 - 599,999	33	59	54	19	-8799	-2.1
600,000 - 699,999	34	114	92	20	-23964	-4.3
700,000 - 799,999	37	119	91	25	-20500	-3.4
800,000 - 899,999	26	85	87	21	-38057	-5.9
900,000 - 999,999	32	74	54	20	-26252	-3.6
1,000,000 - 1,499,999	30	161	130	27	-64410	-7
1,500,000 - 1,999,999	28	74	39	8	-90421	-6.6
2,000,000 - 2,499,999	19	40	19	3	-101030	-5.9
2,500,000 - 2,999,999	36	23	15	6	-58767	-4.3
3,000,000 OR MORE	38	62	20	7	-22765	-1.8
TOTALS	33	1142	898	229	-29446	-3.8

LISTINGS

2,361

2022 RMLS TOTAL - \$ VOLUME

\$1,586,398,000

SALES

1,798

EN: Arleta, Kagel 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, Mission Hills, North Hills, Northridge WS: Bell Canyon, Calabasas, Canoga Park, Hidden Hills, Monte Nido, West Hills, Winnetka, Woodland Hills

*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	1,220	899	806.3	73.7
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	1,088	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	2,342	1,806	1,586.4	77.3
AVG. SALE PRICE			\$636,060				\$681,115				\$671,901				\$750,036				\$876,216					

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR FEBRUARY 2022

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	39	75	73	111	125	423	490	913
TOTAL ACTIVE LISTINGS	52	71	56	81	88	348	526	874
AVERAGE DAYS ON MARKET	94	48	39	64	43	56	63	60
AVERAGE LIST PRICE IN THOUSANDS	810.1	1,852.2	2,680.8	1,370.7	2,030.8	1,762.9	1,176.3	1,409.8
MEDIAN LIST PRICE IN THOUSANDS	725.0	1,450.0	1,750.0	1,049.0	1,279.0	1,100.0	644.9	830.0
BOMS	15	24	13	34	30	116	134	250
AVERAGE BOM PRICE IN THOUSANDS	738.7	1,461.7	1,383.1	1,167.2	2,605.7	1,569.0	835.9	1,176.0
BOM TO SALE RATIO	36.6	46.2	28.3	55.7	40.0	42.2	34.9	37.9
EXPIRATIONS	5	1	6	4	4	20	44	64
PENDING SALES								
NEW ESCROWS OPENED	49	73	52	90	115	379	450	829
TOTAL YTD ESCROWS OPENED	91	121	95	161	191	659	858	1,517
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	30	21	21	15	20	21	30	26
NEW OPEN ESCROWS AVERAGE LIST PRICE	763.3	1,410.0	1,184.2	1,211.8	1,352.4	1,230.9	719.7	953.4
CLOSED SALES								
NEW ESCROWS CLOSED	41	52	46	61	75	275	384	659
TOTAL YTD ESCROWS CLOSED	84	92	86	149	159	570	761	1,331
VOLUME OF NEW SALE DOLLARS IN MILLIONS	28.458	76.2166	72.860	63.616	106.224	347.374	303.84224	651.216
VOLUME OF TOTAL YTD SALES IN MILLIONS	59.417	134.5456	126.643	160.436	225.169	706.209	585.201	1,291.410
AVERAGE SALE PRICE IN THOUSANDS	694.1	1,465.7	1,583.9	1,042.9	1,416.3	1,263.2	791.3	988.2
MEDIAN SALE PRICE IN THOUSANDS	688.0	1,150.0	995.0	980.0	1,035.0	972.0	590.0	800.0
COOP SALES	31	43	36	54	61	225	331	556
PERCENT OF COOP SALES	75.6	82.7	78.3	88.5	81.3	81.8	86.2	84.4
AVERAGE DAYS ON MARKET	35	29	22	26	28	40	35	
SALES AT LIST PRICE	33	40	35	50	61	219	286	505
PERCENT OF SALES AT LIST PRICE	80.5	76.9	76.1	82	81.3	79.6	74.5	76.6
SALES TO LISTING INVENTORY RATIO	78.8	73.2	82.1	75.3	85.2	79.0	73.0	75.4
FINAL SALE TO NEW LISTING RATIO	105.1	69.3	63.0	55.0	60.0	65.0	78.4	72.2
CLOSED SALES								
FORCLOSURE/REO	1	0	1	1	0	3	6	9
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	1	0	1	1	2
STANDARD	38	48	41	54	69	250	337	587
OTHER	2	4	4	5	6	21	39	60

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR FEBRUARY 2022

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	22	30	34	33	42	161	146	307
TOTAL ACTIVE LISTINGS	27	31	26	27	35	146	122	268
AVERAGE DAYS ON MARKET	74	40	56	57	59	57	64	60
AVERAGE LIST PRICE IN THOUSANDS	653.5	738.1	722.0	671.9	776.8	716.6	770.7	741.3
MEDIAN LIST PRICE IN THOUSANDS	559.9	675.0	599.0	549.9	535.0	589.0	599.9	599.0
BOMS	9	17	10	8	13	57	36	93
AVERAGE BOM PRICE IN THOUSANDS	771.7	713.1	473.7	574.1	691.2	655.9	720.8	681.0
BOM TO SALE RATIO	47.4	53.1	35.7	25.8	59.1	43.2	33.3	38.8
EXPIRATIONS	2	2	0	3	1	8	7	15
PENDING SALES								
NEW ESCROWS OPENED	15	36	32	24	36	143	137	280
TOTAL YTD ESCROWS OPENED	35	68	56	59	62	280	270	550
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	24	36	21	17	12	22	27	24
NEW OPEN ESCROWS AVERAGE LIST PRICE	549.7	678.3	556.8	610.1	592.9	604.7	682.8	642.9
CLOSED SALES								
NEW ESCROWS CLOSED	19	32	28	31	22	132	108	240
TOTAL YTD ESCROWS CLOSED	38	67	53	57	59	274	193	467
VOLUME OF NEW SALE DOLLARS IN MILLIONS	10.155	24.2226	15.462	21.702	13.568	85.109	70.01624	155.125
VOLUME OF TOTAL YTD SALES IN MILLIONS	19.740	47.0876	30.380	38.445	37.512	173.165	121.823	294.988
AVERAGE SALE PRICE IN THOUSANDS	534.4	756.9	552.2	700.1	616.7	644.8	648.3	646.4
MEDIAN SALE PRICE IN THOUSANDS	460.0	755.0	510.0	665.0	550.0	616.5	558.0	600.0
COOP SALES	15	30	22	30	19	116	93	209
PERCENT OF COOP SALES	78.9	93.8	78.6	96.8	86.4	87.9	86.1	87.1
AVERAGE DAYS ON MARKET	23	22	26	14	22	34	27	
SALES AT LIST PRICE	18	29	27	22	19	115	85	200
PERCENT OF SALES AT LIST PRICE	94.7	90.6	96.4	71	86.4	87.1	78.7	83.3
SALES TO LISTING INVENTORY RATIO	70.4	103.2	107.7	114.8	62.9	90.4	88.5	89.6
FINAL SALE TO NEW LISTING RATIO	86.4	106.7	82.4	93.9	52.4	82.0	74.0	78.2
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	1	0	0	1	0	1
STANDARD	18	31	26	30	21	126	104	230
OTHER	1	1	1	1	1	5	4	9

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR FEBRUARY 2022

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	15	9	49	17	15	46	10	43	204	58	262
TOTAL ACTIVE LISTINGS	31	18	26	15	10	30	5	24	159	71	230
AVERAGE DAYS ON MARKET	73	66	71	97	44	49	13	41	61	64	62
AVERAGE LIST PRICE IN THOUSANDS	1,011.6	1,187.0	818.7	1,078.1	1,166.5	1,080.2	1,139.5	1,244.0	1,068.0	740.0	966.7
MEDIAN LIST PRICE IN THOUSANDS	980.0	984.9	730.0	825.0	929.0	975.0	1,199.0	1,077.0	939.0	560.0	875.0
BOMS	1	3	24	6	6	22	5	15	82	21	103
AVERAGE BOM PRICE IN THOUSANDS	1,225.0	853.3	898.0	878.3	1,155.8	978.2	1,160.0	938.2	962.6	856.7	941.0
BOM TO SALE RATIO	14.3	21.4	61.5	37.5	85.7	51.2	125.0	46.9	50.6	35.6	46.6
EXPIRATIONS	3	1	2	1	1	3	0	2	13	4	17
PENDING SALES											
NEW ESCROWS OPENED	9	1	67	14	10	47	11	36	195	68	263
TOTAL YTD ESCROWS OPENED	19	16	102	25	16	89	17	73	357	125	482
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	55	25	24	23	15	31	15	13	24	38	28
NEW OPEN ESCROWS AVERAGE LIST PRICE	761.3	999.7	821.3	822.2	774.3	857.9	1,107.3	954.3	866.6	658.1	812.7
CLOSED SALES											
NEW ESCROWS CLOSED	7	14	39	16	7	43	4	32	162	59	221
TOTAL YTD ESCROWS CLOSED	17	21	79	38	20	70	11	69	325	98	423
VOLUME OF NEW SALE DOLLARS IN MILLIONS	5.704	14.7086	31.330	11.795	7.201	38.428	4.473	31.961	145.598	37.01724	182.615
VOLUME OF TOTAL YTD SALES IN MILLIONS	13.693	21.8756	64.019	28.796	17.950	61.316	12.250	63.965	283.864	59.546	343.411
AVERAGE SALE PRICE IN THOUSANDS	814.8	1,050.6	803.3	737.2	1,028.7	893.7	1,118.1	998.8	898.8	627.4	826.3
MEDIAN SALE PRICE IN THOUSANDS	788.0	1,000.0	750.0	740.0	999.9	875.0	1,150.0	880.0	852.0	559.0	788.0
COOP SALES	6	11	31	14	4	37	4	29	136	50	186
PERCENT OF COOP SALES	85.7	78.6	79.5	87.5	57.1	86.0	100.0	90.6	84.0	84.7	84.2
AVERAGE DAYS ON MARKET	62	26	23	46	26	14	14	30	42	33	33
SALES AT LIST PRICE	5	7	33	15	5	40	3	27	135	44	179
PERCENT OF SALES AT LIST PRICE	71.4	50	84.6	93.8	71.4	93	75	84.4	83.3	74.6	81
SALES TO LISTING INVENTORY RATIO	22.6	77.8	150.0	106.7	70.0	143.3	80.0	133.3	101.9	83.1	96.1
FINAL SALE TO NEW LISTING RATIO	46.7	155.6	79.6	94.1	46.7	93.5	40.0	74.4	79.4	101.7	84.4
CLOSED SALES											
FORCLOSURE/REO	0	0	0	0	0	0	0	0	0	4	4
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0	0	1	1
STANDARD	6	14	38	14	7	39	4	31	153	52	205
OTHER	1	0	1	2	0	3	0	1	8	0	10

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR FEBRUARY 2022

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	0	0	30	0	15	15	5	29	94	11	105
TOTAL ACTIVE LISTINGS	0	0	19	1	17	4	2	20	63	12	75
AVERAGE DAYS ON MARKET	0	0	38	147	44	4	13	11	30	70	36
AVERAGE LIST PRICE IN THOUSANDS	0.0	0.0	506.5	245.0	430.1	624.8	805.0	672.7	551.5	614.8	561.6
MEDIAN LIST PRICE IN THOUSANDS	0.0	0.0	425.0	245.0	375.0	525.0	560.0	680.0	525.0	569.9	549.9
BOMS	0	0	9	1	3	3	1	6	23	4	27
AVERAGE BOM PRICE IN THOUSANDS	0.0	0.0	520.9	500.0	471.7	512.2	1,050.0	719.7	587.3	658.5	597.8
BOM TO SALE RATIO	0.0	0.0	128.6	33.3	42.9	37.5	50.0	26.1	46.0	40.0	45.0
EXPIRATIONS	0	0	2	0	0	0	0	0	2	1	3
PENDING SALES											
NEW ESCROWS OPENED	0	0	24	1	5	16	3	25	74	8	82
TOTAL YTD ESCROWS OPENED	1	0	36	5	16	25	6	49	138	20	158
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	0	0	12	9	28	20	5	12	14	15	15
NEW OPEN ESCROWS AVERAGE LIST PRICE	0.0	0.0	511.0	500.0	364.8	550.9	511.3	643.2	554.3	853.0	583.4
CLOSED SALES											
NEW ESCROWS CLOSED	0	0	7	3	7	8	2	23	50	10	60
TOTAL YTD ESCROWS CLOSED	0	0	21	5	18	17	2	43	106	26	132
VOLUME OF NEW SALE DOLLARS IN MILLIONS	0.000	0.0006	3.539	2.251	3.200	5.369	1.290	13.333	28.982	6.59524	35.577
VOLUME OF TOTAL YTD SALES IN MILLIONS	0.000	0.0006	11.282	3.656	7.680	10.253	1.290	26.004	60.166	14.880	75.045
AVERAGE SALE PRICE IN THOUSANDS	0.0	0.0	505.6	750.3	457.1	671.1	645.0	579.7	579.6	659.5	592.9
MEDIAN SALE PRICE IN THOUSANDS	0.0	0.0	480.0	720.0	440.0	611.0	602.0	620.0	600.0	630.0	602.0
COOP SALES	0	0	6	3	7	7	1	18	42	10	52
PERCENT OF COOP SALES	0.0	0.0	85.7	100.0	100.0	87.5	50.0	78.3	84.0	100.0	86.7
AVERAGE DAYS ON MARKET	0	14	8	29	23	6	21	20	20	20	20
SALES AT LIST PRICE	0	0	7	3	6	6	2	19	43	8	51
PERCENT OF SALES AT LIST PRICE	0	0	100	100	85.7	75	100	82.6	86	80	85
SALES TO LISTING INVENTORY RATIO	0.0	0.0	36.8	300.0	41.2	200.0	100.0	115.0	79.4	83.3	80.0
FINAL SALE TO NEW LISTING RATIO	0.0	0.0	23.3	0.0	46.7	53.3	40.0	79.3	53.2	90.9	57.1
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	7	1	7	8	2	23	48	10	58
OTHER	0	0	0	2	0	0	0	0	2	0	2



	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	375	253	120.5	67.5	416	263	140.6	63.2	368	199	104.5	54.1	357	214	122.2	59.9	361	310	202.3	85.9	348	278	203.16	79.9
FEB	349	259	121.3	74.2	404	250	126.8	61.9	374	220	117.0	45.5	388	267	145.9	68.8	397	316	200.69	79.6	367	281	218.2	76.6
MAR	520	412	198.1	79.2	481	375	201.5	78.0	465	313	166.0	67.3	354	320	184	90.4	526	447	317.76	85				
APR	571	339	164.3	59.4	560	370	194.7	62.9	503	375	205.6	74.6	282	274	157.7	97.2	502	448	322.17	89.2				
MAY	568	445	380.1	78.3	554	431	237.7	77.8	533	429	235.5	53.1	433	203	113.7	46.9	446	454	332.89	101.8				
JUNE	544	537	290.1	98.7	595	464	254.0	78.0	520	373	205.8	71.7	388	325	191.4	83.8	518	478	365.17	92.3				
JUL	497	429	223.8	86.3	542	387	214.2	71.4	488	424	244.1	86.9	491	436	266.4	88.8	542	474	364.14	87.5				
AUG	493	433	231.1	87.8	524	445	238.0	56.0	392	427	238.1	55.7	525	436	271.5	83	541	464	363.15	85.8				
SEPT	462	401	211.4	86.8	431	308	168.6	53.6	404	335	186.2	82.9	481	470	292.4	97.7	439	439	317.21	100				
OCT	361	374	195.5	103.6	407	312	164.5	76.7	325	330	191.1	101.5	519	494	340.4	95.2	409	414	301.12	101.2				
NOV	327	326	171.3	99.7	310	328	177.6	105.8	271	312	191.1	101.5	348	409	268.1	117.5	332	414	295.91	124.7				
DEC	210	373	196.4	177.6	204	261	142.4	127.9	170	326	191.38	191.8	262	514	333.8	196.2	212	420	307.55	198.1				
TOTAL	5,277	4,581	2,503.9	86.8	5,319	4,085	2,213.6	76.1	4,813	4,083	2,259.5	84.8	4,828	4,362	2,687.5	93.8	5,225	5,078	3,690.06	102.6	715	559	418.5	78.3
AVG. SALE PRICE		\$546,583				\$541,884				\$553,392				\$616,116				\$726,676						

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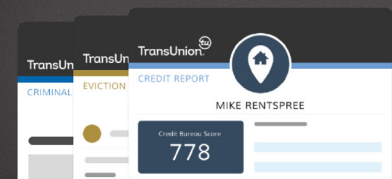
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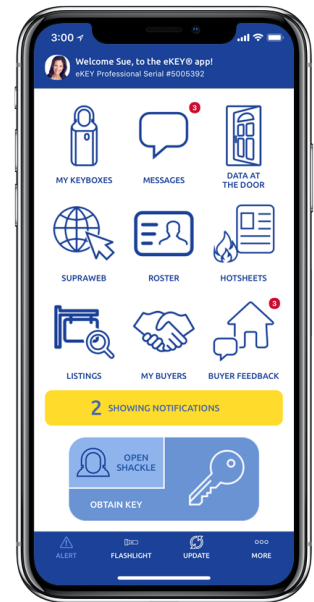
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