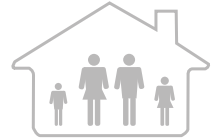


September/October 2022

# REALTOR® REPORT

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

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## RECAP ADU SEMINAR

**WATCH NOW**

Watch the recap of our ADU Seminar on August 4, and learn about accessory dwelling units.

<https://bit.ly/adusemsrar>

Want to know what we're up to?  
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## Support Local Homeless Charities

Help support the local charities that provide a broad range of housing-related services to needy residents of the San Fernando and Santa Clarita valleys by donating to the Charitable Foundation of the Southland Regional Association of Realtors.



Founded in 1990, the 501(c)(3) charitable non-profit annually raises funds that make a difference in the lives of homeless families, women with children, men, and the nonprofit charities dedicated to helping their neighbors

keep a roof overhead. Every tax-deductible donation goes a long way for local nonprofit charities that serve the homeless.



Commercial & Investment Division

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

## REALTOR® REPORT

*The Official Publication of SRAR*

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# 2023 BOARD OF DIRECTORS ELECTION

Voting for the 2023/2024 SRAR Board of Directors will begin September 27, 2022 and remain open through NOON, Tuesday, October 11, 2022. Members will elect seven (7) directors for a two-year term. Be sure to cast no more than 7 votes. Voting for more than 7 candidates will void the entire ballot. The primary method of voting is electronic by accessing the SRAR.com website, clicking on the election button and following the instructions. Voting is fast, simple, secure and confidential. All REALTOR® members in good standing are eligible to vote. All members may vote only once. Take an active role in the future of your association by exercising your right to vote for the individuals who will lead the association for the next two years.



**OLIVIA CHAVEZ SERRANO.**  
**SLATE CANDIDATE**

While working on my degree several years ago I had the opportunity to intern at the department of consumer affairs in the real estate division. I was responsible for reviewing complaints that came in from Spanish speaking consumers that we're misguided by real estate agents. I received my Bachelors of Science from CSUN and that internship led me to pursue my real estate license. I made a commitment to myself that I would always strive to provide value by getting involved, connecting with like-minded individuals and leading by example. I want to take it a step further continue growing and being of service. I have a passion for our industry but I know that that takes more than passion to make a difference. I understand the importance of showing up and taking action. Being part of a board requires teamwork, leadership and commitment.



**BOB KHALSA**  
**SLATE CANDIDATE**

I have served NAR, CAR, SRAR and SCV Division representing our membership's best interests. It's been a privilege to serve our Association on the BOD from 2013 to 2019 & 2021-2022, Grievance, Government Affairs, Commercial & Investment Division, Ethics & Arbitration Committees; Ethics Advocate and Ombudsman; and as SCV Council member since 2009 including being its President in 2013 & 2015. I am also a CAR director and a CAR Ombudsman besides serving on various committees and holding leadership positions incl Executive in 2022. I was selected and graduated from NAR's 2021 Leadership Academy. My extensive experience in Residential, Commercial Real Estate and Property Management, enables me to take a holistic approach to real estate matters that affect Agents and Brokers in their livelihood. An MBA Finance background gives me better oversight on our Association's financial health. Rest assured, I will continue to serve to the best of my abilities.



**STARR JAMES**  
**PETITION CANDIDATE**

I have been a realtor for 3 years now and started to be involved from the moment of my orientation when I was introduced to the leadership academy. I was the first person who has ever taken the road into leadership in their first month. I have been an active part of SRAR and have served on several committees every year. I attend as many events as I can and my attendance on committees is stellar. I have created events and groups that are now mainstays. I have loved every part and have grown so much from the incredible talent I have observed over the years. I now have learned and grown enough to be able to contribute to the BOD and help provide insight that will keep this BOD moving forward. I have had guidance and support from fellow Realtors and I'm confident that I can do this BOD to Justice.



**RANA LINKA**  
**SLATE CANDIDATE**

In my 46th year at Southland Regional Association of Realtors it may seem strange that I want to be on the board of directors again. The BOD has the difficult job of guiding 10,000+ people in their careers as real estate agents and brokers. The older experienced agents and brokers on BOD bring their knowledge and experience to the new agents. The newer agents bring new ideas and energy... a different experience. It's an important blend. The shared experience of old and new keeps us on our toes. We may not always agree but agree to listen to each other to help make decisions that are good for all. Our association continues to grow to be innovative to offer it's members the best, most complete information, knowledge, experience. I have been very fortunate to enjoy a wonderful career. I have been rewarded with many friendships, patience and knowledge. I have received both the Service Award and Realtor of the Year. I want to return what I have received back to the Members of our Association. Teach classes for new agents and MLS Fines class. I organized teaching Clear Cooperation rules to 10,000+ agents and brokers.

**Vote** **Vote** **Vote** **Vote** **Vote** **Vote** **Vote**



**Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓



**NANCY STARCZYK**  
**SLATE CANDIDATE**

After serving for 30 years in leadership, it is my belief that I provide a platform" of experience that can help guide, build and groom new leadership. Relationships have been established by me with legislators who represent our members in SRAR for 30 years. My knowledge of past community and legislative issues that affect our Association are far-reaching and invaluable. Additionally, I have experience in both Valleys. This gives me a unique perspective, I believe, having served as President 4 times in SCV and then as President of SRAR in 2017. Over all these years, I have voluntarily, proudly represented our Association and our Profession--within SRAR and with outside organizations. Using my connections, my spirit of cooperation and intense focus, I wish to continue as a Director.



**HOWARD KATCHEN**  
**SLATE CANDIDATE**

"Ask what SRAR can do for you and what you can do for SRAR and our real estate profession". Your ideas, thoughts, needs are very important and deserve to be heard, represented and acted upon. My aims: 1) Keep you informed 2) Be responsive to your needs 3) Seek your participation at SRAR and engage you in issues affecting our real estate profession and property owners. 4) Provide you with desired professional and personal benefits, resources and services. I stand for affordable housing, Diversity, Equity and Inclusion, to foster the next generation of SRAR leadership, sustainability, and your health, safety, financial wellbeing, Current C.A.R. Director, Vice Chair SRAR Governmental Affairs and Events/Community Relations Committees. Community service: Sherman Oaks Neighborhood Council, Neighbor Council Budget Advocates, Los Angeles County Assessor's Advisory Council. Education: USC, London School of Economics and London Business School. Your vote is appreciated and will help me help you!



**MICHAEL REGILIO**  
**SLATE CANDIDATE**

As a licensed Broker with over 37 years in real estate my experience and involvement in our industry is why I remain committed and feel qualified to serve another term on the Board of Directors. I possess a strong knowledge of the MLS system as well as other tools and products our members use daily. As an effective contributor of information and recommendations to the MLS Committee, CRMLS Operations Committee, and Board of Directors, I also consulted and advised for Glide, zipForms and other products. Our industry is constantly changing and we need to embrace those changes for the benefit all members of our Association, the MLS, and the clients we serve. If elected back to the Board of Directors I will continue to gain and share knowledge while engaging our membership as I have done in previous years of service.



**LOUISA HENRY**  
**SLATE CANDIDATE**

To make sure Realtors stay relevant and educated for our clients. Also to make changes in our Real Estate community as the board and members see fit to better our Profession. Also on a more personal note to work with the best in our profession and to learn from them, So that I may mentor new agents. I would also eventually like to teach new agents in our industry. My goal this year is getting my Brokers license as I have passed all classes and will be taking test soon.

**Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓ **Vote** ✓



# FSBO LISTINGS TYPICALLY SELL FOR MUCH LESS!

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

For Sale By Owner listings — known as FSBOs — typically soar in a hot market, yet that wasn't true over the last several crazy years while the current housing swings are pushing more sellers to work with real estate professionals rather than go it alone.

The volatile housing market over the last couple of years has driven more consumers toward using real estate professionals rather than attempting to complete a transaction independently. FSBOs made up only 7 percent of home sales in 2021 — the lowest share since 1981 — according to the latest Profile of Homebuyers and Homesellers from the National Association of Realtors.

That's a stark contrast from 15 years earlier when 12 percent of sellers went the FSBO route during the 2006 housing boom (and bust), the data shows.

While sellers also were in the driver's seat last year as bidding wars exploded and list prices soared, 90 percent of them still found value in working with a Realtor in 2021 to get their home sold, according to NAR research.

That may mean consumers are getting the message — a Realtor is a needed ally in any housing market. The top issues sellers sought professional guidance, according to NAR data, included:

- Pricing a home competitively
- Marketing to potential buyers
- Negotiating a deal
- Finding a trustworthy, reputable professional

Realtors bring value to their clients and to the communities they serve every day. The difference is real when working with a Realtor versus a non-member agent, and it's important for consumers to understand that distinction.

For example, Realtors bring a proven difference in making a transaction successful. Plus, Realtors abide by a strict Code of Ethics, observe standards of professionalism and are highly trained in the industry.

Nowhere is the difference more stark than in the high sales price Realtors yield for their clients who are selling.

FSBO listings sold at a national median of \$260,000 in 2021 — significantly lower than the median of

agent-assisted homes at \$318,000, according to NAR.

"As members of the National Association of Realtors, we are unified by the Realtor brand," said NAR President Leslie Rouda Smith. "It's important for consumers to un-

derstand that distinction. Realtors need to engage with consumers in conversations that articulate our value"





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

# FINANCIAL LITERACY SERIES

**Come and join us!**  
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Open to the public.*  
**Sept. 14, 21, and 29**

## Setting Financial Homeownership Expectations

Setting Financial Expectations can help establish financial security for the future

Owning a home is an important personal and financial goal

**Sept. 14 — 1 to 2 pm — Zoom**

## Wealth Building

Achieve financial independence. Understand personal finances. Make confident, intentional choices

**Sept. 21 — 11 am to 1 pm — Zoom**



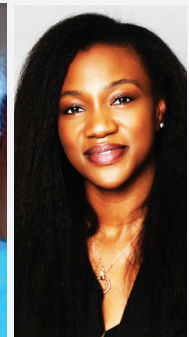
Houtan Hormozian



Jonathan Sarrow



Phillip Atwan



Kenya Hughes

## Secrets of Mortgage Qualification

Collateral Analysis — FICO Score and CREDIT History — Before, During, After Mortgage Application — Employment, Income Stability

**Sept. 29 — 1 to 2 pm — Zoom**

To register for one or all three sessions,  
go to [SRAR.com](https://www.srar.com) or email [TheresaM@SRAR.com](mailto:TheresaM@SRAR.com)

Expert Speakers include: Houan Hormozian, CAMP Pres. 2022-2023; Kenya Hughes, Real Estate Consultant; Jonathan Sarrow, Board member of SHE IS HOPE, and; Phillip Atwan, Senior V.P., Exchange Resources, Inc.

## Realtor Foundation Assists 7 Charities

The Charitable Foundation of the 11,000-member Southland Regional Association of Realtors recently awarded grants of \$5,000 each to seven local nonprofits that serve unhoused men, women and children.

Founded in 1990, the 501(c)(3) non-profit annually raises funds that make a difference in the lives of thousands of local residents and help support the

charities working to keep neighbors housed and off the streets.

**Pictured, left to right:** Julia Dick and Hilary Mandel, L.A. Family Housing; Anthony Cantrell, CSUN Strength United; Ken Kraft, Hope of the Valley; Jeff Phillips, SRAR president; Jim Ezell, SRAR Foundation Trustee; Diane Sydel, SRAR Charitable Foundation chair; Janet Morris, MAPS Charities; Rich Pisani, SRAR 2022 president-elect; David Prentice, SFV Rescue Mission; Susan Stearns and Holly Rasey, New Horizons; Barbara Kingston, MAPS Charities; Chris Najarro, Bridge to Home.



## 60% OF RENTERS SAW RENT HIKE IN LAST 12 MONTHS

Nearly 60 percent of renters say their rents increased in the past 12 months, with a ratio of nearly 1 in 3 seeing rent increases of 10 percent or more, according to a newly released Freddie Mac survey.

Just 38 percent of renters saw their wages increase, and a third say their raise won't cover their increased rent. Nearly one in five who experienced a rent increase say they are now extremely likely to miss a payment.

"The surge in rents that took place over the last 12 months has created even greater housing uncertainty for the most vulnerable renters," said Kevin Palmer, head of Freddie Mac Multifamily. "Our survey shows that the national housing affordability crisis is worsening, and that inflation is a key driver.

"Freddie Mac Multifamily is charging toward a record year for our affordable housing work," Palmer said, "but it's going to take a concerted, sustained and comprehensive effort to turn the tide."

Freddie Mac's survey sought to gauge the impact of rising prices on consumers' housing choices, and it included a panel of questions specific to renters. The nationwide online survey was conducted this year from June 6 to 10 among a representative sample of 2,000 American consumers, aged 18 and older. An in-depth look at the survey's results is available at [FreddieMac.com](https://www.FreddieMac.com).

Surveyed households were almost universally impacted — 96 percent — by higher prices in the past 12 months, with the highest percentage, 66 percent, pointing to increased costs for groceries and household supplies as the main drivers.

Among the other most cited cost increases were those for transportation, eating out and utilities.

The survey also found that nearly three-quarters of renter households who have changed their homebuying plans this year said they've become at least somewhat less likely to buy a house over the past 12 months. Among those less likely to buy, other significant reasons for not buying were high home prices, noted by 50 percent of respondents, while 34 percent brought up rising interest rates, and 39 percent

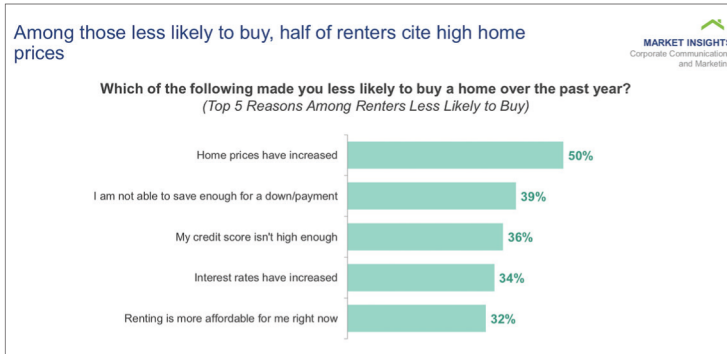
said they had difficulty coming up with a downpayment.

Freddie Mac makes home possible for millions of families and individuals by

homebuyers and renters in communities nationwide.

Freddie Mac's mission is to build a better housing finance system for homebuyers, renters, lenders and taxpayers.

Learn more at [FreddieMac.com](https://www.FreddieMac.com), Twitter [@FreddieMac](https://twitter.com/FreddieMac) and Freddie Mac's blog [FreddieMac.com/blog](https://www.FreddieMac.com/blog).



providing mortgage capital to lenders. Since its creation by Congress in 1970, Freddie Mac has made housing more accessible and affordable for






## HOUSING ISSUES WITH FEDERAL REPRESENTATIVES

### VIRTUAL FORUM



**REGISTER**

Click here to register or visit [www.srar.com](https://www.srar.com) to register



**PARTICIPATE**

Southland Regional Association of REALTORS® is holding a **VIRTUAL forum on housing issues with our federal representatives** and we would be honored to have you participate.



**DATE & TIME**

September 9, 2022  
9:00 AM - 10:00 AM  
Via Zoom

## MEET YOUR FEDERAL REPRESENTATIVES



**BRAD SHERMAN**  
Congressman



**MIKE GARCIA**  
Congressman

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# NAVIGATING A SEA OF CHANGE AND RESISTANCE

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

Housing affordability and availability crises, rising rents, year-round brush fire threats, climate change, energy issues, and a shortage of potable water — when it comes to governing, there's no shortage of prime-time, existential issues.

Yet seven local elected officials, in a tradition of talking with constituents as old as the nation itself, found time recently to meet with leaders of the local real estate community.

Organized by the Southland Regional Association of Realtors, with participation from eight surrounding Associations of Realtors and 155 attendees, the officials ran a gantlet of questions around press-ing issues of the day.

For example, water and the proposed Delta Tunnel Project, which now goes by the name of the Delta Convey-ance.

Assembly-man Adrin Nazarian said he supports the project, which would build a 45-mile tunnel that would divert water from the Sacramento River and route it under the Sacramento-San Joaquin Delta so that it can be shipped to farms and cities hundreds of miles away.

"We have an aging system over 100 years old of moving water," Nazarian said. "We are one major systemic event away from destroying our way of life. If we don't get

water in the L.A. Region ... we can only imagine how devastat-ing it would be."

Water and transportation issues can "make or break our standard of living, he said. "We don't want to be behold-ing to water brokers."

The seven elected officials generally concurred that regarding water, like the need for affordable and available hous-ing, action is needed now. Yet the devil truly is in the details.

Assemblywoman Suzette Valladares said, "we need to capture, convey, and store water. ... Fifty percent of California's water gets pushed out into the Pacific Ocean," yet the

Nazarian believes more must be done to draw water from underground.

"L.A. gets water from the north, the east, and a small amount from underground water," he said. "We need to extract more from underground, but it's polluted. ... We need a major investment in infrastruc-ture." Making underground water potable will take 50 to 70 years, he said. Of the seven, only Laurene Weste, mayor of the City of Santa Clarita ex-pressed confidence in her local water district.

"They won't issue a building permit if there isn't water available," she said. "We can accommodate the growth."

Just like water, on many issues there is an urgency, a call to action, "a need to have an all hands on deck approach," said Assemblywoman Suzette Valladares.

The dire need for more housing led the list, especially since they said too often there is extreme public resistance, pushback on even innocuous project proposals.

"A lot of projects come forward," said Alicia Weintraub, a council member for the City of Calabasas, "but wind up be-ing denied because they don't have a lot of local support." She said she believes more local control would yield more workforce housing.



state has not built new reservoirs.

Assemblyman Tom Lackey thinks the Delta Conveyance project is "a distraction" noting that "we barely have enough water to provide for the demand we have now."

In addition to the Delta Conveyance,

## SYMBIUM: VISUALIZE BUILDING OPTIONS, STARTING WITH ADUs

Symbium, a source of essential real estate business services and a subsidiary of the California Association of Realtors, recently announced a technology partnership that will feature Symbium as a freely-accessible property information portal to help C.A.R. members learn what construction options are possible on any California property.

The partnership is the first of its kind and further solidifies C.A.R.'s position as a leader in providing high value technology tools and educational content to its members at a pivotal time when the California housing market is in transition and planning departments are faced with unprecedented backlogs of permit applications and public inquiries.

This housing and planning bottleneck has made it more critical for real estate agents to identify opportunities for engaging their buyers and sellers in new, creative ways and for MLS services to supply agents with

web-based tools like Symbium so that they can better serve their clients.

Though Symbium's property portal is freely accessible by anyone, C.A.R. members will learn, through exclusive educational content, how they can add further value in any real estate transaction by accessing and visualizing what construction opportunities exist and what's possible to build on any California property, starting with accessory dwelling units or ADUs.

Symbium will help agents to accomplish the following in a matter of clicks:

- Visualize whether and where an ADU is allowed on any California property
- Explore different ADU designs and visualize how they will fit on a property
- Generate an ADU report for a listing presentation, disclosure packet, or to explain the potential ROI of a property to buyers or sellers of California real estate
- Access complete permit history for most California properties, and
- Understand zoning and land use potential.

## AFFORDABILITY CRISIS LIMITS OPTIONS

Underbuilding and the growing affordability crisis dramatically limited the pace of household formation, particularly among millennials in the past decade.

In fact, the number of adults aged 25 to 34 years living at home with parents surged by 2.5 million since 2010 and more than doubled from 2000 to 2020, increasing by 4 million people, a recent study found.

Even based on a conservative assumption of two adults per millennial households, the increase since 2010 would represent an enormous pool of 1.25 million potential households, reflecting the large scale of pent-up housing demand that could be unlocked if there was sufficient affordable and available housing.

Moreover, it is worth noting that this does not consider what would likely be significant demand from single-person millennial households.

The addition of this demand from unformed households would significantly increase the underbuilding gap, further highlighting the need for dramatic policy intervention.



## UNEMPLOYMENT RATE BACK TO LOWEST LEVEL SINCE 1969

We celebrated the recovery of all jobs lost in 2020 while the unemployment rate dipped back to the lowest level since 1969.

A recent jobs report showed that the labor market remains strong despite other signs of economic weakness. This unexpected surge in hiring, however, also put further pressure on the Fed to act aggressively in its fight against inflation.

Aggressive interest rate hikes from the Fed are a potential threat to the economy at this point of the business cycle and could trigger further slowdown in economic activity in the upcoming quarters. With interest rates expected to rise while home prices remain elevated, the housing market will continue to face growing affordability challenges in the near term.

- California housing market continues to show signs of a slowdown: The recent daily-average weekly-sales number for week ending August 6 fell to the lowest this year and neared the lowest number recorded

during the pandemic induced shutdown in 2020. Consistent with a softening single-digit price growth and an increasing share of active listings with price reduction reaching 41.4 percent, nearly 8/10 members of the California Association of Realtors indicated in the latest survey that buyers were indeed expecting lower prices. This combined with recent dip in mortgage rates will hopefully boost sales activity again in the coming weeks.

- Mortgage rates dip below 5 percent but will likely bounce back: While mortgage rates remained volatile due to the tug of war between decades-high inflation and the possibility of a recession, the 30-year fixed-rate mortgage dipped below 5 percent for the first time in nearly four months averaging 4.99 percent for the week ending Aug. 4. The week prior, the 30-year FRM averaged 5.30 percent and the same week of last year it averaged 2.77 percent. Supply constraints and a tight labor market will likely push rates back up, especially since the Fed is determined to bring inflation down even at a cost of a slight economic downturn.

- Strong jobs report cast doubt on the possibility of the recession: Nonfarm payrolls rose 528,000 in July, pushing the

unemployment rate down to 3.5 percent. The unemployment rate is now back to its pre-pandemic level and tied for the lowest since 1969. Meanwhile, wage growth surged higher, as average hourly earnings jumped 0.5 percent from the prior month and 5.2 percent from the same time last year. The increase could have an effect on Fed's monetary policy tightening decision as strong wage growth adds fuel to an inflation picture that already has consumer prices rising at their fastest pace since early 1980s.

- More prospective buyers are actively searching for a home: The share of prospective buyers who were actively engaged in the process to buy a home rose to 49 percent in the second quarter 2022, after declining for three consecutive quarters. Fewer competitors and a cooling off in demand for housing due to affordability constraints, led to a significant growth in housing inventory, which might have encouraged those who remained in the market to be more aggressive in their home search. An increasing number of homes with a price reduction might also have provided buyers an incentive to get back into the market.

*Congratulations Mel Wilson and Nancy Starczyk!*

### SAN FERNANDO VALLEY BUSINESS JOURNAL TOP 200 IN REAL ESTATE

*We would like to offer our sincere gratitude for their continued dedication to the profession. These members have gone above and beyond to ensure the real estate industry continues to grow stronger for its members and our community.*



Mel Wilson, past Southland Regional Association of REALTORS® president and Los Angeles mayoral candidate, was named as one of San Fernando Valley Business Journal's Top 200 influential people in real estate for 2022. Mel's extensive career as a legislative housing advocate includes two terms on the Los Angeles Metro board, and as vice president of the Los Angeles Fire

Commission. He is a founding member of the Valley Economic Alliance and past president of the United Chambers of Commerce. Mel was a CSUN Matador and the university's first All-American football player and was inducted into CSUN's Athletic Hall of Fame. He played for the New York Giants, Kansas City Chiefs, and Calgary Stampers.

Past Southland Regional Association of REALTORS® president, Nancy Starczyk, was named as one of the Top 200 influential people in real estate for 2022 by the San Fernando Valley Business Journal. A long-time Southern California native, Nancy has dedicated her career to advocating for homeownership and property rights for all.



She served as regional chair and chair of SRAR's Government Affairs Committee, chair for the Santa Clarita Valley Chamber of Commerce, and she currently sits on nine boards. She extends her commitment to the real estate industry as a director for both the California and National Association of REALTORS. Nancy has been named Woman of the Year for the 38th Assembly District and received the SRAR Community Service Award.

## DECLINE IN HOME PRICES UNLIKELY

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

The chief economist for the 1.5-million member National Association of Realtors recently told a U.S. Senate Committee that he does not foresee a nationwide decline in home prices despite indications that price growth is slowing.

Lawrence Yun testified before the Banking, Housing, and Urban Affairs committee that the potential for weaker sales should increase available inventory in some markets, but not enough to diminish persistent affordability constraints which, for many Americans, have kept homeownership out of reach over recent years.

"In the near term, I do not expect the situation to change appreciably," Yun said. "Historic under-supply in the market, combined with continued demand, will likely drive ongoing issues with affordability for many Americans."

"Any short-term price adjustments, if they occur, will be less consequential compared to the immense longer-term housing affordability challenges we face as a country," Yun said.

The hearing — titled "Priced Out: The State of Housing in America" — comes as the nation confronts a 6 million-unit housing shortage. This decades-in-the-making

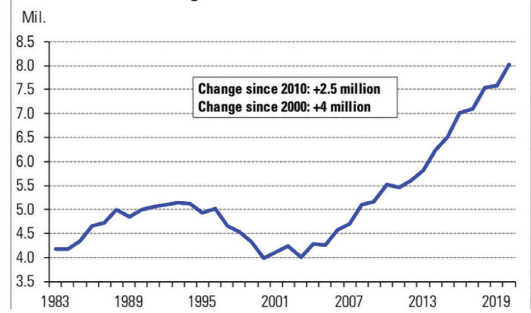
phenomenon has helped sustain year-over-year price growth for a record 124 consecutive months. A study of other circumstances in the market is also particularly compelling given COVID's impact on U.S. housing and recent, dramatic fluctuations in mortgage interest rates.

"When the Federal Reserve essentially went all-in in the early months of the pandemic ... the decline in mortgage rates and the cautious reopening of the economy boosted housing demand," said Yun, who is also NAR's senior vice president of research. "The housing market always responds to changes in mortgage rates."

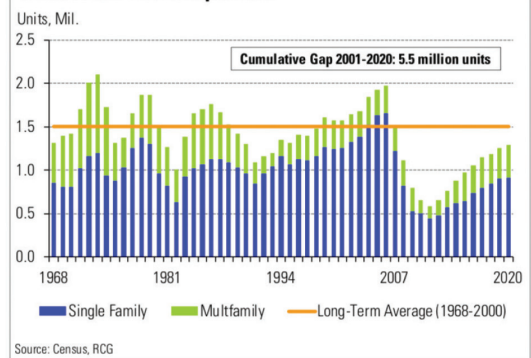
Interest rates, which had been consistently in the 4-to-5 percent range in the decade preceding COVID-19, hovered near record percent lows of around 3 percent throughout much of 2020 and 2021. NAR's most recent Existing Home Sales report found that the average commitment rate for a 30-year, conventional, fixed-rate mortgage in June was up to 5.52 percent.

"Any increases in available inventory observed over the first half of this year have been offset by the corresponding increases in consumer costs," Yun said, explaining that rate increases of roughly 2.5 percentage points have added about \$800 per month to a median-priced house payment. "This

Adults 25 to 34 Living At Home with Parents



Residential Unit Completions



affordability crunch is felt most acutely as we move down the income scale and by minority households, given the current income distribution in America.

"That is why housing supply must be addressed to moderate home price and rent gains."

## AFFORDABILITY AT LOWEST POINT IN 15 YEARS

California housing affordability slid to its lowest level in nearly 15 years in second-quarter 2022 as home prices set record highs and interest rates surge, the California Association of Realtors reported recently.

Sixteen percent of California households could afford to purchase the \$883,370 median-priced home in the second quarter of 2022, down from 24 percent in first-quarter 2022 and down from 23 percent in second-quarter 2021.

A minimum annual income of \$199,200 was needed to purchase a median-priced home and to make monthly payments of \$4,980, including principal, interest and taxes on a 30-year fixed-rate mortgage at a 5.39 percent interest rate.

One-fourth of California homebuyers were able to purchase the \$677,000 median-priced condo or townhome. A minimum annual income of \$152,800 was required to make a monthly payment of \$3,820.

In the Southern California region, housing affordability deteriorated in all counties. Orange County was the least affordable at 12 percent, while San Bernardino County was the most affordable at 30 percent of households able to purchase the \$493,000 median-priced home. For the state as a whole, Lassen County, at 54 percent, remained the most affordable county in California in the second quarter of 2022, followed by Kings, 39 percent, Glenn, 36 percent, and Shasta, 36 percent.

### Top 10 Most Expensive Cities in the U.S.

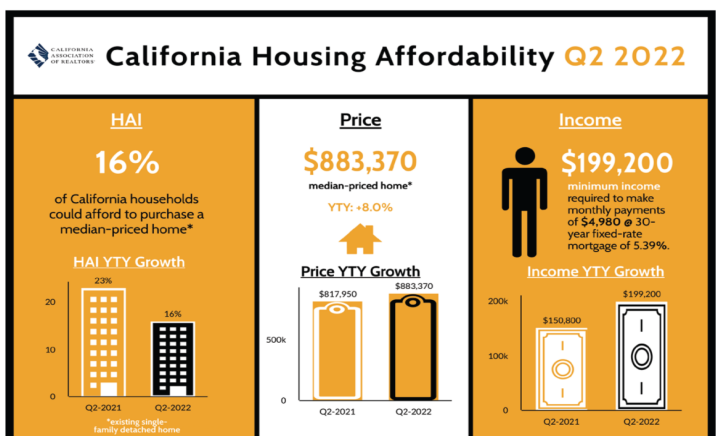
The top 10 most expensive markets in the U.S., half of which were in California, included:

- 1 San Jose-Sunnyvale-Santa Clara, Calif. \$1,900,000, 11.8%
- 2 San Francisco-Oakland-Hayward, Calif. \$1,550,000, 11.9%
- 3 Anaheim-Santa Ana-Irvine, Calif. \$1,300,000 17.2%
- 4 Urban Honolulu, Hawaii \$1,145,000 17.3%
- 5 San Diego-Carlsbad, Calif. \$965,900, 13.6%
- 6 Boulder, Colo. \$933,400, 11.8%
- 7 Naples-Immokalee-Marco Island, Fla. \$850,000 28.9%
- 8 Los Angeles-Long Beach-Glendale, Calif. \$825,700, 9.2%
- 9 Seattle-Tacoma-Bellevue, Wash. \$818,900, 14.4% and
- 10 Boston-Cambridge-Newton, Mass.-N.H. \$722,200, 8.9%

Source: National Association of Realtors

The top 10 metro areas with the largest year-over-year price gains all recorded increases greater than 25%, with seven of those markets located in Florida. Those included:

- 1 Fayetteville-Springdale-Rogers, Ark.-Mo., 31.9%
- 2 Lakeland-Winter Haven, Fla., 31.4%
- 3 Naples-Immokalee-Marco Island, Fla., 28.9%
- 4 North Port-Sarasota-Bradenton, Fla., 28.8%
- 5 Myrtle Beach-Conway-North Myrtle Beach, S.C.-N.C., 28.5%
- 6 Tampa-St. Petersburg-Clearwater, Fla., 28.0%
- 7 Cape Coral-Fort Myers, Fla., 27.8%
- 8 Punta Gorda, Fla., 27.4%
- 9 Ocala, Fla., 26.7%, and
- 10 Ogden-Clearfield, Utah, 25.5%.





# 2022 COMMERCIAL & INVESTMENT DIVISION EDUCATION SERIES

2022  
Commercial  
Real Estate  
Education  
Series

All Classes Listed Below Are Held On Wednesdays 9:00am - 12:00pm  
The Classes are all free and are all via zoom until decided otherwise

**January 19, 2022**



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

Brian Hatkoff, CCIM

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

**January 26, 2022**



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

Bob Khalsa Gina Uzunyan

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

**February 16, 2022**



**Effective  
Commercial  
Purchase  
Agreements**

Bruce Hatkoff, Esq.

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

**March 23, 2022**



**Keys to  
Financing  
Commercial  
Real Estate**

Arnie Garfinkle, All Star Group

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

**April 27, 2022**



**Overview of  
Commercial Real  
Estate Investment  
Analysis**

Brian Hatkoff, CCIM

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

**May 25, 2022**



**Tax & Legal  
Impact on  
Real Estate**

Tony Watson, Robert Hall & Associates

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

**June 22, 2022**



**Effective  
Commercial  
Lease  
Agreements**

Bruce Hatkoff, Esq.

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

**July 20, 2022**



**Overview of  
Commercial Real  
Estate Investment  
Analysis**

Brian Hatkoff, CCIM

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

**August 24, 2022**



**Deferring Capital  
Gains Through  
1031 Exchange**

Dino Champagne

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

**September 28, 2022**



**Due Diligence  
in Commercial  
Real Estate  
Transactions**

Brian Hennessey, SVP Avison Young

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

**October 26, 2022**



**Property  
Management for  
Investment  
Real Estate**

Bill Waldman, Waldman Real Estate

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

**November 16, 2022**



**Overview of  
Commercial Real  
Estate Investment  
Analysis**

Brian Hatkoff, CCIM

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

*Due to COVID-19, the SRAR's Commercial and Investment Division will be offering 2022 classes for free, until further notice. While The ABC's of Commercial Real Estate and Introduction to Leasing are always free, all other classes are normally in-person and \$25.00. All classes require registration found under the calendar at: [srar.com/events](https://www.srar.com/events) or at the link noted in each box above. 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®

## TOP 10 MEMBER BENEFITS

INCLUDED IN SRAR DUES & MLS FEES



**FREE** - An easy program for CMAs, Buyer Tours, Property Reports and Flyers with QR codes & smartphone reports for you & your clients.



A tool to streamline the tenant screening & rental application process. Along with a rental application, each application package includes a TransUnion credit report (with score), criminal background check & national eviction report.



**FREE** - A NAR exclusive online database providing REALTORS® with residential & commercial data from over 147 million parcels Nationally!



**FREE** 45 hour CE courses.  
Access through CAR.org.

**FREE** - Create, edit & complete contracts and forms for real estate transactions. Online program includes branding, template creation, auto fill, smart forms and more!!



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**Monday through Friday**

8:30am-9:00pm

**Saturday & Sunday**

8:30am-5:00pm.

Call - 866.922.0108

Online Chat - SRAR.COM/services



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**FREE** - A listing syndication service that delivers a Broker controlled platform.



**REALTYZAM**

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.

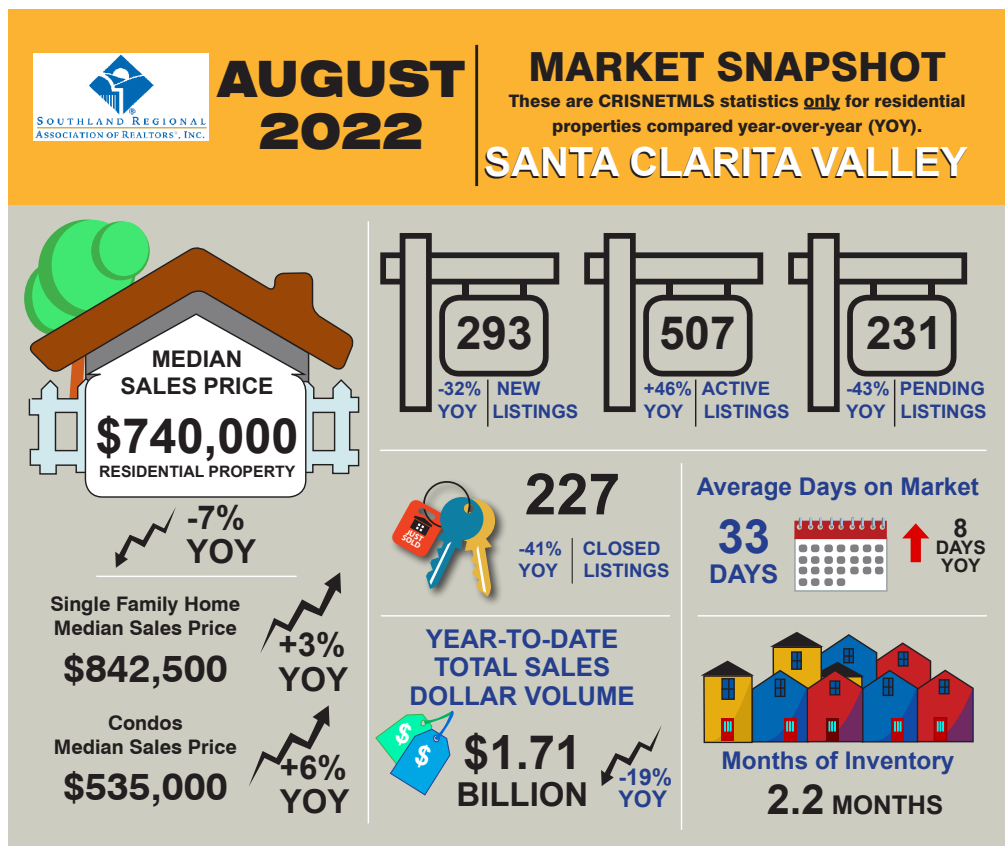
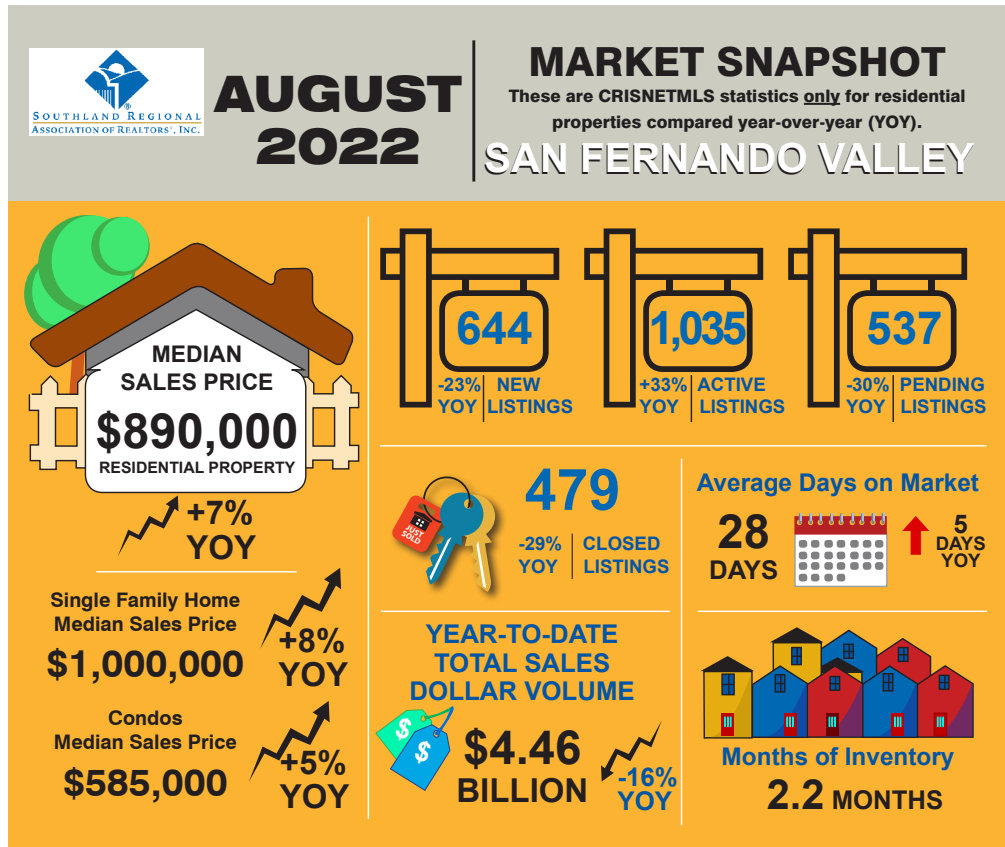
**Main Office**  
7232 Balboa Blvd  
Lake Balboa, CA 91406  
818-786-2110



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

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

# Statistics Market Snapshot (August 2022):



# 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

1,435

RESIDENTIAL PROP. ESCROW OPENED

1,114

RESIDENTIAL PROP. ESCROW CLOSED

960

AUGUST 2022 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	128	128	148	157	644	791	1,435
TOTAL ACTIVE LISTINGS	148	196	241	260	1,035	1,451	2,486
AVERAGE DAYS ON MARKET	69	58	51	59	57	65	62
AVERAGE LIST PRICE IN THOUSANDS	802.4	1,426.2	1,176.4	1,704.3	1,466.7	1,015.7	1,203.5
MEDIAN LIST PRICE IN THOUSANDS	760.0	950.0	965.0	1,180.0	955.0	599.0	750.0
BOMS	32	40	57	55	221	206	427
AVERAGE BOM PRICE IN THOUSANDS	733.3	1,065.8	1,008.2	1,412.5	1,113.6	925.7	1,023.0
BOM TO SALE RATIO	47.1	57.1	39.3	46.8	46.1	42.8	44.5
EXPIRATIONS	6	8	10	15	50	83	133

PENDING SALES

NEW ESCROWS OPENED	67	85	155	125	537	577	1,114
TOTAL YTD ESCROWS OPENED	524	636	1,023	1,045	3,972	4,229	8,201
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	28	30	42	37	35	38	37
NEW OPEN ESCROWS AVERAGE LIST PRICE	704.9	1,131.8	997.4	1,147.2	1,057.4	768.4	907.7

CLOSED SALES

NEW ESCROWS CLOSED	68	70	145	118	479	481	960
TOTAL YTD ESCROWS CLOSED	530	636	1,004	1,060	3,969	4,193	8,162
VOLUME OF NEW SALE DOLLARS IN MILLIONS	50,646	84,269	146,637	147,636	523,440	360,823	884,263
VOLUME OF TOTAL YTD SALES IN MILLIONS	376,656	779,772	1,014,908	1,354,826	4,455,637	3,207,675	7,663,312
AVERAGE SALE PRICE IN THOUSANDS	744.8	1,203.8	1,011.3	1,251.1	1,092.8	750.2	921.1
MEDIAN SALE PRICE IN THOUSANDS	710.0	819.0	935.0	1,100.0	890.0	555.0	750.0
COOP SALES	54	55	128	105	406	423	829
PERCENT OF COOP SALES	79.4	78.6	88.3	89.0	84.8	87.9	86.4
AVERAGE DAYS ON MARKET	23	27	28	28	28	33	31
SALES AT LIST PRICE	50	36	89	57	278	301	579
PERCENT OF SALES AT LIST PRICE	73.5	51.4	61.4	48.3	58	62.6	60.3
SALES TO LISTING INVENTORY RATIO	45.9	35.7	60.2	45.4	46.3	33.1	38.6
FINAL SALE TO NEW LISTING RATIO	81.9	54.7	98.0	75.2	74.4	60.8	66.9

CLOSED SALES

FORCLOSURE/REO	0	1	0	0	1	1	2
SELLER CONCESSIONS	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	1
STANDARD	63	66	135	109	443	450	893
OTHER	5	3	10	9	35	29	64

SELLING PRICE RANGE

AVG. SELL TIME	ACTIVE NO. LISTINGS	REDUCED \$	\$ AVERAGE PRICE REDUCTION %	
LESS THAN 200,000	34	6	25510	11.9
200,000 - 249,999	18	5	10841	3.9
250,000 - 299,999	39	8	10967	3.6
300,000 - 349,999	32	12	6307	30
350,000 - 399,999	26	19	4596	0.9
400,000 - 449,999	36	33	9915	1.1
450,000 - 499,999	24	23	7472	0.9
500,000 - 549,999	35	29	10835	1.5
550,000 - 599,999	35	24	18900	2.8
600,000 - 699,999	34	45	24929	2.6
700,000 - 799,999	28	53	24987	2.6
800,000 - 899,999	31	53	21645	2.1
900,000 - 999,999	22	21	4446	1.1
1,000,000 - 1,499,999	30	77	1065271	2.9
1,500,000 - 1,999,999	32	40	88561	4.1
2,000,000 - 2,499,999	34	18	104482	4.1
2,500,000 - 2,999,999	33	7	62286	1.9
3,000,000 OR MORE	35	12	375885	6.3
TOTALS	31	483	205258	1.3

2022 RMLS TOTAL - \$ VOLUME

\$7,663,312,000

LISTINGS

11,732

SALES

8,162

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, Granada Hills, 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
<b>JAN</b>	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
<b>FEB</b>	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
<b>MAR</b>	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	1,479	1,197	1,116.3	80.9
<b>APR</b>	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	1,452	1,114	1,112.9	76.7
<b>MAY</b>	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	1,594	1,072	1,045.4	67.3
<b>JUNE</b>	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	1,666	1,159	1,099.3	69.6
<b>JUL</b>	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	1,560	890	826.3	88.7
<b>AUG</b>	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	1,435	1,114	884.2	60.3
<b>SEPT</b>	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				
<b>OCT</b>	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				
<b>NOV</b>	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				
<b>DEC</b>	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				
<b>TOTAL</b>	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	13299.2	92.9	11,528	8,352	7,689.5	74.8
<b>AVG. SALE PRICE</b>		<b>\$636,060</b>				<b>\$681,115</b>				<b>\$671,901</b>				<b>\$750,036</b>				<b>\$876,216</b>						

## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR AUGUST 2022

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	67	87	82	119	122	477	617	1,094
TOTAL ACTIVE LISTINGS	113	127	131	194	206	771	1,132	1,903
AVERAGE DAYS ON MARKET	68	58	50	49	61	57	66	62
AVERAGE LIST PRICE IN THOUSANDS	851.3	1,754.3	2,739.6	1,280.2	1,964.1	1,726.1	1,102.2	1,355.0
MEDIAN LIST PRICE IN THOUSANDS	795.0	1,350.0	1,399.0	1,038.9	1,288.0	1,100.0	599.0	825.0
BOMS	23	25	22	44	44	158	154	312
AVERAGE BOM PRICE IN THOUSANDS	737.0	1,436.5	1,538.4	1,101.8	1,584.0	1,296.7	992.8	1,146.7
BOM TO SALE RATIO	46.9	53.2	50.0	38.6	44.0	44.6	40.4	42.4
EXPIRATIONS	5	8	3	8	12	36	69	105
<b>PENDING SALES</b>								
NEW ESCROWS OPENED	55	68	52	125	99	399	448	847
TOTAL YTD ESCROWS OPENED	380	475	408	779	811	2,853	3,258	6,111
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	27	35	29	39	36	35	40	37
NEW OPEN ESCROWS AVERAGE LIST PRICE	736.1	1,484.0	1,495.7	1,081.2	1,288.8	1,207.8	787.9	985.7
<b>CLOSED SALES</b>								
NEW ESCROWS CLOSED	49	47	44	114	100	354	381	735
TOTAL YTD ESCROWS CLOSED	376	461	410	756	820	2,823	3,256	6,079
VOLUME OF NEW SALE DOLLARS IN MILLIONS	39.005	72.3946	66.672	124.403	135.428	437.901	294.53124	732.432
VOLUME OF TOTAL YTD SALES IN MILLIONS	288.531	726.1436	641.855	846.026	1,191.591	3,694.146	2,573.297	6,267.442
AVERAGE SALE PRICE IN THOUSANDS	796.0	1,540.3	1,515.3	1,091.3	1,354.3	1,237.0	773.0	996.5
MEDIAN SALE PRICE IN THOUSANDS	750.0	1,305.0	935.0	980.0	1,190.2	1,000.0	559.0	825.0
COOP SALES	41	36	32	100	90	299	334	633
PERCENT OF COOP SALES	83.7	76.6	72.7	87.7	90.0	84.5	87.7	86.1
AVERAGE DAYS ON MARKET	20	26	28	29	27	35	31	
SALES AT LIST PRICE	35	26	24	70	46	201	245	446
PERCENT OF SALES AT LIST PRICE	71.4	55.3	54.5	61.4	46	56.8	64.3	60.7
SALES TO LISTING INVENTORY RATIO	43.4	37.0	33.6	58.8	48.5	45.9	33.7	38.6
FINAL SALE TO NEW LISTING RATIO	73.1	54.0	53.7	95.8	82.0	74.2	61.8	67.2
<b>CLOSED SALES</b>								
FORCLOSURE/REO	0	0	1	0	0	1	1	2
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	1	1
STANDARD	46	43	40	108	92	329	354	683
OTHER	3	4	3	6	8	24	25	49

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST 2022

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	16	41	46	29	35	167	174	341
TOTAL ACTIVE LISTINGS	35	63	65	47	54	264	319	583
AVERAGE DAYS ON MARKET	73	56	56	60	52	58	62	60
AVERAGE LIST PRICE IN THOUSANDS	644.5	764.8	657.8	748.3	713.3	709.0	708.9	708.9
MEDIAN LIST PRICE IN THOUSANDS	588.8	679.0	600.0	623.0	590.0	629.0	600.0	610.0
BOMS	9	12	18	13	11	63	52	115
AVERAGE BOM PRICE IN THOUSANDS	723.9	745.0	488.1	691.6	726.8	654.4	727.2	687.3
BOM TO SALE RATIO	47.4	38.7	69.2	41.9	61.1	50.4	52.0	51.1
EXPIRATIONS	1	3	5	2	3	14	14	28
<b>PENDING SALES</b>								
NEW ESCROWS OPENED	12	37	33	30	26	138	129	267
TOTAL YTD ESCROWS OPENED	144	269	228	244	234	1,119	971	2,090
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	29	27	32	53	39	37	33	35
NEW OPEN ESCROWS AVERAGE LIST PRICE	562.0	688.5	558.5	648.3	607.9	622.5	700.3	660.1
<b>CLOSED SALES</b>								
NEW ESCROWS CLOSED	19	31	26	31	18	125	100	225
TOTAL YTD ESCROWS CLOSED	154	278	226	248	240	1,146	937	2,083
VOLUME OF NEW SALE DOLLARS IN MILLIONS	11.641	21.8586	17.598	22.234	12.208	85.539	66.29124	151.831
VOLUME OF TOTAL YTD SALES IN MILLIONS	88.125	203.3326	137.917	168.882	163.235	761.492	634.378	1,395.870
AVERAGE SALE PRICE IN THOUSANDS	612.7	705.1	676.8	717.2	678.2	684.3	662.9	674.8
MEDIAN SALE PRICE IN THOUSANDS	539.9	660.0	500.0	615.0	550.0	585.0	545.0	555.0
COOP SALES	13	28	23	28	15	107	89	196
PERCENT OF COOP SALES	68.4	90.3	88.5	90.3	83.3	85.6	89.0	87.1
AVERAGE DAYS ON MARKET	29	29	31	26	29	27	28	
SALES AT LIST PRICE	15	20	12	19	11	77	56	133
PERCENT OF SALES AT LIST PRICE	78.9	64.5	46.2	61.3	61.1	61.6	56	59.1
SALES TO LISTING INVENTORY RATIO	54.3	49.2	40.0	66.0	33.3	47.3	31.3	38.6
FINAL SALE TO NEW LISTING RATIO	118.8	75.6	56.5	106.9	51.4	74.9	57.5	66.0
<b>CLOSED SALES</b>								
FORCLOSURE/REO	0	0	0	0	0	0	0	0
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0
STANDARD	17	27	26	27	17	114	96	210
OTHER	2	4	0	4	1	11	4	15



## SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR AUGUST 2022

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	13	9	48	27	17	40	4	53	211	72	283
TOTAL ACTIVE LISTINGS	44	25	76	39	31	75	9	85	384	138	522
AVERAGE DAYS ON MARKET	84	79	43	47	70	49	63	48	55	62	57
AVERAGE LIST PRICE IN THOUSANDS	848.8	1,032.3	991.6	1,054.6	978.2	968.9	1,161.6	1,058.5	997.6	1,452.4	1,117.8
MEDIAN LIST PRICE IN THOUSANDS	800.0	900.0	795.0	850.0	950.0	899.0	1,199.9	949.0	899.0	539.9	825.0
BOMS	7	3	20	7	3	11	1	13	65	13	78
AVERAGE BOM PRICE IN THOUSANDS	757.6	1,251.9	776.5	806.5	932.5	1,012.7	1,089.0	1,043.6	905.0	616.4	856.9
BOM TO SALE RATIO	116.7	300.0	58.8	41.2	20.0	32.4	14.3	41.9	44.8	23.6	39.0
EXPIRATIONS	3	2	4	6	2	3	2	4	26	8	34
<b>PENDING SALES</b>											
NEW ESCROWS OPENED	12	2	45	15	9	33	7	47	170	51	221
TOTAL YTD ESCROWS OPENED	71	42	352	143	87	359	67	343	1,464	467	1,931
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	55	28	34	32	35	46	31	30	36	31	35
NEW OPEN ESCROWS AVERAGE LIST PRICE	824.6	699.5	799.3	832.2	759.0	872.8	1,365.1	898.3	865.6	594.0	802.9
<b>CLOSED SALES</b>											
NEW ESCROWS CLOSED	6	1	34	17	15	34	7	31	145	55	200
TOTAL YTD ESCROWS CLOSED	70	48	356	148	90	360	66	339	1,477	468	1,945
VOLUME OF NEW SALE DOLLARS IN MILLIONS	4.995	0.8996	28.868	12.991	14.354	30.374	7.834	28.200	128.515	36.33624	164.851
VOLUME OF TOTAL YTD SALES IN MILLIONS	58.452	50.5216	294.476	121.673	83.913	331.628	80.118	338.817	1,359.599	313.467	1,673.066
AVERAGE SALE PRICE IN THOUSANDS	832.5	899.0	849.0	764.2	956.9	893.4	1,119.1	909.7	886.3	660.7	824.3
MEDIAN SALE PRICE IN THOUSANDS	850.0	899.0	740.0	720.0	924.0	880.0	1,180.0	842.5	842.5	520.0	780.0
COOP SALES	6	0	29	16	14	30	6	28	129	48	177
PERCENT OF COOP SALES	100.0	0.0	85.3	94.1	93.3	88.2	85.7	90.3	89.0	87.3	88.5
AVERAGE DAYS ON MARKET	57	38	33	31	35	21	28	34	21	31	
SALES AT LIST PRICE	3	0	19	14	8	16	5	15	80	30	110
PERCENT OF SALES AT LIST PRICE	50	0	55.9	82.4	53.3	47.1	71.4	48.4	55.2	54.5	55
SALES TO LISTING INVENTORY RATIO	13.6	4.0	44.7	43.6	48.4	45.3	77.8	36.5	37.8	39.9	38.3
FINAL SALE TO NEW LISTING RATIO	46.2	11.1	70.8	63.0	88.2	85.0	175.0	58.5	68.7	76.4	70.7
<b>CLOSED SALES</b>											
FORCLOSURE/REO	0	0	0	0	0	0	0	0	0	1	1
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0	0	0	0
STANDARD	6	1	33	17	13	32	7	29	138	49	187
OTHER	0	0	1	0	2	2	0	2	7	0	11

## SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST 2022

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	3	1	17	2	8	11	3	37	82	9	91
TOTAL ACTIVE LISTINGS	4	1	32	1	13	15	7	50	123	23	146
AVERAGE DAYS ON MARKET	64	5	47	12	36	36	37	35	39	99	48
AVERAGE LIST PRICE IN THOUSANDS	901.2	495.0	541.2	880.0	476.3	535.0	576.3	708.9	617.8	834.7	652.0
MEDIAN LIST PRICE IN THOUSANDS	880.0	495.0	469.2	880.0	489.0	530.0	560.0	699.9	570.0	659.0	575.0
BOMS	0	0	9	1	3	1	0	11	25	5	30
AVERAGE BOM PRICE IN THOUSANDS	0.0	0.0	458.7	430.0	455.3	499.9	0.0	580.3	512.3	931.7	582.2
BOM TO SALE RATIO	0.0	0.0	52.9	33.3	17.6	5.9	0.0	40.7	30.5	33.3	30.9
EXPIRATIONS	0	0	2	0	1	0	0	3	6	3	9
<b>PENDING SALES</b>											
NEW ESCROWS OPENED	0	0	14	5	7	8	5	22	61	12	73
TOTAL YTD ESCROWS OPENED	2	0	131	15	106	106	26	215	601	101	702
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	0	0	35	43	17	25	52	37	34	45	36
NEW OPEN ESCROWS AVERAGE LIST PRICE	0.0	0.0	483.5	504.5	418.1	662.7	590.6	589.3	548.2	594.2	555.7
<b>CLOSED SALES</b>											
NEW ESCROWS CLOSED	0	0	17	3	17	17	1	27	82	15	97
TOTAL YTD ESCROWS CLOSED	1	0	131	13	110	109	20	213	597	107	704
VOLUME OF NEW SALE DOLLARS IN MILLIONS	0.000	0.0006	7.518	2.695	8.619	10.045	0.530	16.715	46.123	8.33124	54.454
VOLUME OF TOTAL YTD SALES IN MILLIONS	0.950	0.0006	69.890	9.348	51.812	63.603	12.205	139.232	347.040	64.451	411.490
AVERAGE SALE PRICE IN THOUSANDS	0.0	0.0	442.2	898.3	507.0	590.9	530.0	619.1	562.5	555.4	561.4
MEDIAN SALE PRICE IN THOUSANDS	0.0	0.0	440.0	840.0	425.0	600.0	530.0	655.0	535.0	507.0	530.0
COOP SALES	0	0	17	3	14	17	1	24	76	14	90
PERCENT OF COOP SALES	0.0	0.0	100.0	100.0	82.4	100.0	100.0	88.9	92.7	93.3	92.8
AVERAGE DAYS ON MARKET	0	38	24	26	27	34	33	31	24	30	
SALES AT LIST PRICE	0	0	15	2	7	13	1	17	55	11	66
PERCENT OF SALES AT LIST PRICE	0	0	88.2	66.7	41.2	76.5	100	63	67.1	73.3	68
SALES TO LISTING INVENTORY RATIO	0.0	0.0	53.1	300.0	130.8	113.3	14.3	54.0	66.7	65.2	66.4
FINAL SALE TO NEW LISTING RATIO	0.0	0.0	100.0	150.0	212.5	154.5	33.3	73.0	100.0	166.7	106.6
<b>CLOSED SALES</b>											
FORCLOSURE/REO	0	0	0	0	0	0	0	0	0	0	0
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0	0	0	0
STANDARD	0	0	17	3	16	17	1	26	80	13	93
OTHER	0	0	0	0	1	0	0	1	2	0	4

AUGUST 2022 SCV RESIDENTIAL MLS SUMMARY													RESIDENTIAL PROP. ESCROW OPENED		RESIDENTIAL PROP. ESCROW CLOSED					
MONTHLY RESIDENTIAL SALES STATISTICS													294		297					
ACTIVE INVENTORY													SCV TOT		EXT		TOTAL			
NEW LISTINGS													16		10		25			
TOTAL ACTIVE LISTINGS													65		29		51			
AVERAGE DAYS ON MARKET													44		135		507			
AVERAGE LIST PRICE IN THOUSANDS													853.1		1,050.3		905.5			
MEDIAN LIST PRICE IN THOUSANDS													810.0		850.0		820.0			
BOMS													7		24		90			
AVERAGE BOM PRICE IN THOUSANDS													757.6		831.2		704.0			
BOM TO SALE RATIO													116.7		41.4		36.4			
EXPIRATIONS													3		7		11			
PENDING SALES													12		16		12			
NEW ESCROWS OPENED													59		41		231			
TOTAL YTD ESCROWS OPENED													483		558		2,065			
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET													34		39		36			
NEW OPEN ESCROWS AVERAGE LIST PRICE													824.6		799.8		781.8			
CLOSED SALES													6		8		70			
NEW ESCROWS CLOSED													51		51		227			
TOTAL YTD ESCROWS CLOSED													487		469		2,074			
VOLUME OF NEW SALE DOLLARS IN MILLIONS													4.995		40.420		174.638			
VOLUME OF TOTAL YTD SALES IN MILLIONS													59.402		395.231		1,706.638			
AVERAGE SALE PRICE IN THOUSANDS													832.5		792.5		738.4			
MEDIAN SALE PRICE IN THOUSANDS													850.0		760.0		513.0			
COOP SALES													6		47		205			
PERCENT OF COOP SALES													100.0		92.2		90.3			
AVERAGE DAYS ON MARKET													57		33		88.6			
SALES AT LIST PRICE													3		29		135			
PERCENT OF SALES AT LIST PRICE													50		75		59.5			
SALES TO LISTING INVENTORY RATIO													12.5		56.7		43.5			
FINAL SALE TO NEW LISTING RATIO													37.5		114.3		86.4			
CLOSED SALES													37.5		100.0		77.5			
FORCLOSURE/REO													0		0		1			
SELLER CONCESSIONS													0		0		0			
SHORT SALE													0		0		0			
STANDARD													6		49		218			
OTHER													0		2		9			
SELLING PRICE RANGE													AVG. SELL TIME		PRICE CHANGE - PRICE REDUCTION		REDUCED \$		\$ AVERAGE PRICE REDUCTION %	
LESS THAN 200,000													8		1		0		-6000	
200,000 - 249,999													2		3		2		14.4	
250,000 - 299,999													68		8		1		14900	
300,000 - 349,999													26		13		5		11417	
350,000 - 399,999													27		27		9		4718	
400,000 - 449,999													27		28		8		7728	
450,000 - 499,999													30		38		9		24537	
500,000 - 549,999													24		20		9		4703	
550,000 - 599,999													19		19		7		7095	
600,000 - 699,999													31		65		26		16689	
700,000 - 799,999													30		51		32		26562	
800,000 - 899,999													35		88		21		26791	
900,000 - 999,999													55		63		12		47610	
1,000,000 - 1,499,999													26		100		25		37880	
1,500,000 - 1,999,999													38		26		3		119769	
2,000,000 - 2,499,999													33		5		2		65300	
2,500,000 - 2,999,999													0		4		0		0	
3,000,000 OR MORE													0		5		0		0	
TOTALS													30		668		171		24486	
LISTINGS													3,511		2022 RMLS TOTAL - \$ VOLUME		\$2,084,556,000		SALES	
374													294		297		2,649			

THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL  
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**SANTA CLARITA 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	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	449	381	302.7	84.9						
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	454	397	328	87.4						
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	497	399	281.73	69.8						
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	493	374	294.2	75.9						
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	426	301	241.71	70.4						
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	374	297	219.3	59.3						
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	3,408	2,708	2,089	75.5						
AVG. SALE PRICE	\$546,583				\$541,884				\$553,392				\$616,116				\$726,676													



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**involve** : community involvement and charity drives

**pol** : updates on real estate issues, political events and receptions with local officials

**future** : leadership opportunities and committee involvement

**com** : commercial events and classes

**whatsnew** : new member services and benefits

It's easy to sign up and you can unsubscribe at any time, just send a text message with only the word "STOP" in the reply from any message from us. Message and Data Rates May Apply.



## ADVERTISING

### ADVERTISE IN THE REALTOR® REPORT

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## REAL ESTATE

\$39 per month  
**100%  
COMMISSION**



**GOLD STAR REALTY**

We Offer:

Full Time Experienced Broker  
Equipped Offices & Conference Rooms  
Most Southland MLS Services  
Friendly and Helpful staff

**(818) 757-4567**

**20 YEARS IN BUSINESS**

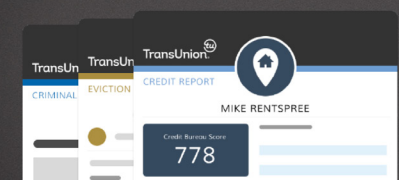
17815 Ventura Blvd., Suite 205, Encino

## REAL ESTATE

**rentspree PRO**

**Free Pro Version**  
(\$120/yr) for SRAR members only

- ✓ Completed Application
- ✓ TransUnion Credit Report
- ✓ TransUnion Score
- ✓ Criminal Background Check
- ✓ Eviction Check
- ✓ Document Upload
- ✓ Reference Checks



Exclusive Code: **SRARPro1Yr**  
<http://SRAR.rentspree.com>

# REALTOR® RESOURCE CENTER

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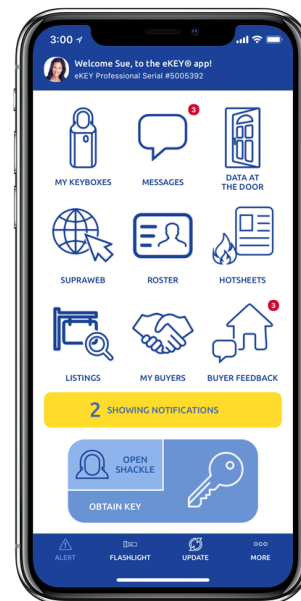
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New Apple Watch® compatibility!

More value  
than ever before...



[supraekey.com](http://supraekey.com)

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Southland Regional  
Association of Realtors® Inc.

**(818) 947-2246**

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- NCR FORMS
- DOOR HANGERS
- ENVELOPES
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- COLOR COPIES

**Fast Turn Around! Competitive Pricing!**

# SPOOKY GOLF TOURNAMENT



## OCTOBER 31

Scan the code to register:



# Happy HALLOWEEN

**\$170**

~~\$199~~

**GOLFER**

18 holes of golf with breakfast, lunch, and mixer

**\$100**

~~\$125~~

**ROOKIE**

2 hour lesson with lunch and mixer



**WOOD RANCH GOLF CLUB**

301 N Wood Ranch Pkwy  
Simi Valley, CA 93065



**TO REGISTER: [WWW.SRAR.COM/CHARITYGOLF2022](http://WWW.SRAR.COM/CHARITYGOLF2022)**



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## Realtyzam - 25% Discount for SRAR Members

Realtyzam is a super easy accounting app built exclusively for real estate agents. If you've been looking for a simple tool to track your expenses, log your mileage, store your receipts, and instantly generate the report you need for your taxes, then you'll love Realtyzam. **SRAR members save 25%!**


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# AREA Networking Meetings

Join real estate professionals for Area Networking Meetings online and in-person in the San Fernando and Santa Clarita Valleys.

This is a great opportunity for you to meet like-minded professionals in the area, network, and gain valuable information about the real estate industry.

### Commercial & Investment Network Meeting

 3rd Tuesday of every month


 Zoom  8 - 9:15 am

Contact Brian Hatkoff to join  
BHatkoff@aol.com

### All Real Estate Network

 Every Friday

 El Cariso Golf Course  
13100 Eldridge Ave.,  
Sylmar


 8:15 - 10 am

Contact Brian Hatkoff to join  
BHatkoff@aol.com

### Santa Clarita Valley Network Meeting

 2nd & 4th Friday of every month

 Black and Blue Lounge  
24300 Town Center Dr., Ste 110  
Valencia


 8:30 - 10:30 am

Contact Anthony Bedgood to join  
Anthony@bedgoodre.com

### Outwest Marketing Meeting

 Every Friday


 Rosie's BBQ (Back Room)  
8930 Corbin Ave.  
Northridge


 8 - 9:30 am

Contact Ron Henderson to join  
Ronh@mres.com | 818.999.3981

### Real Estate Network West

 1st & 3rd Wednesday of every month

 Sagebrush Cantina  
23527 Calabasas Rd.  
Calabasas

 12:30 - 2 pm

Contact Filip Crispino to join  
FilipCrispino@gmail.com