



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS® INC.

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Santa Clarita January Home Sales Rise 5%; Median Home Price of \$530,000 Up 10%

Realtors helped close escrow on 113 single-family home sales during January throughout the Santa Clarita Valley, which was up 4.6 percent compared to 12 months ago, the Southland Regional Association of Realtors reported today.

Fifty-five condominiums also changed owners during January, down 3.5 percent from the year ago tally. Both home and condo sales showed steep declines from December sales totals, a drop that follows what typically is a heavy yearend rush to close escrows combined with seasonal forces.

“We fully expect 2016 to continue to reflect ongoing improvements in the local residential resale market,” said M. Dean Vincent, president of the Santa Clarita Valley Division of the Southland Regional Association of Realtors. “Barring any unexpected, sudden jolts, that means low interest rates will continue to fuel solid sales and modest price increases with the severe lack of inventory preventing the market from overheating.”

Vincent and Realtor leaders statewide have expressed ongoing concern that rising resale prices push too many prospective homebuyers out of the market.

“No doubt, the lack of inventory will fuel additional price gains,” he said, “though hopefully this year will see only low, single-digit hikes. The lack of inventory and dwindling affordability are major issues limiting local and statewide home sales.”

There were 485 active listings throughout the Santa Clarita Valley at the end of January. That was down 12.5 percent from a year ago. Of that total 363 were homes and 122 condominiums.

At the current pace of sales the 485 active listings represent a 2.9-month supply, well below the 3.4-month inventory of January 2015 and the desired 6-month backlog — or about 2,900 listings — which could balance market forces.

“New home construction is underway again in Santa Clarita, which once it hits the market may ease upward pressure on existing housing resale prices,” said Jim Link, the Association’s chief executive officer. “Interest rates are still low and there are plenty of fully qualified buyers out there eager to snap up a median- or lower-priced home. There simply are not enough homes listed to satisfy demand.”

The median price of single-family homes that changed owners during January came in at \$530,000, up 10.4 percent over a year. It was the second time that number was posted, first in May of last year, and again in January, with both being the highest monthly median since December 2007. The January median price was 17.6 percent below the record high of \$643,000 set in April 2006.

The condominium median price of \$306,000 was down 2.7 percent from January 2015. The condo monthly median may have peaked last year with the \$330,000 median posted in July and again in November.

Standard sales involving traditional buyers and sellers captures 91.1 percent of the combined residential resale market last month. There were a mere two single-family foreclosure-related REOs, or 1.2 percent of the total market. Realtors reported zero condominium REOs last month, which was the first time that’s happened since the Association started keeping these statistics.

There were a total of 10 short sales, representing 6.0 percent of the combined residential resale market, of which only two were condominiums.

The Southland Regional Association of Realtors® is a local trade association with more than 9,500 members serving the San Fernando and Santa Clarita Valleys. SRAR is one of the largest local associations in the nation.

Southland Regional Association of REALTORS®

Santa Clarita Valley

January 2016 — Single-Family Resales

	Closed Escrows	Average Price	Median Price	New Listings	Active Listings
Jan. 2016	113	\$556,500	\$530,000	201	363
Jan. 2015	108	\$511,800	\$480,000	244	418
Change 2014-2015	5	\$44,700	\$50,000	-43	-55
	4.6%	8.7%	10.4%	-17.6%	-13.2%
Dec. 2015	238	\$515,200	\$518,000	12	362
Change Dec./Jan.	-125	41,300	12,000	189	1
	-52.5%	8.0%	2.3%	1575.0%	0.3%

Condominium Resale Statistics

	Closed Escrows	Average Price	Median Price	New Listings	Active Listings
Jan. 2016	55	\$313,300	\$306,500	107	122
Jan. 2015	57	\$301,800	\$315,000	83	136
Change 2014-2015	-2	\$11,500	-\$8,500	24	-14
	-3.5%	3.8%	-2.7%	28.9%	-10.3%
Dec. 2015	99	\$308,000	\$309,000	51	88
Change Dec./Jan.	-44	\$5,300	-\$2,500	56	34
	-44.4%	1.7%	-0.8%	109.8%	38.6%

Current Month

	2015	2014	Difference
Total Active Listings	485	554	-12.5%
Months Supply at Current Pace of Sales	2.9	3.4	
A five- or six-month supply reflects a balanced market			
Combined Residential Total Sales	168	165	1.8%
Pending Escrows - Measures future activity	251	248	1.2%

Change compared to record-high median price

Single-family median of \$643,000 set in April 2006	% Change	\$ Change
Condominium Median of \$397,000 set in January 2006	-17.6%	-\$113,000
	-22.8%	-\$90,500

Change from this cycle's record-low median price

Single-Family median of \$340,000 set in November 2011	% Change	\$ Change
Condominium median of \$170,000 set in July 2012	55.9%	\$190,000
	80.3%	\$136,500

Change from record-high sales

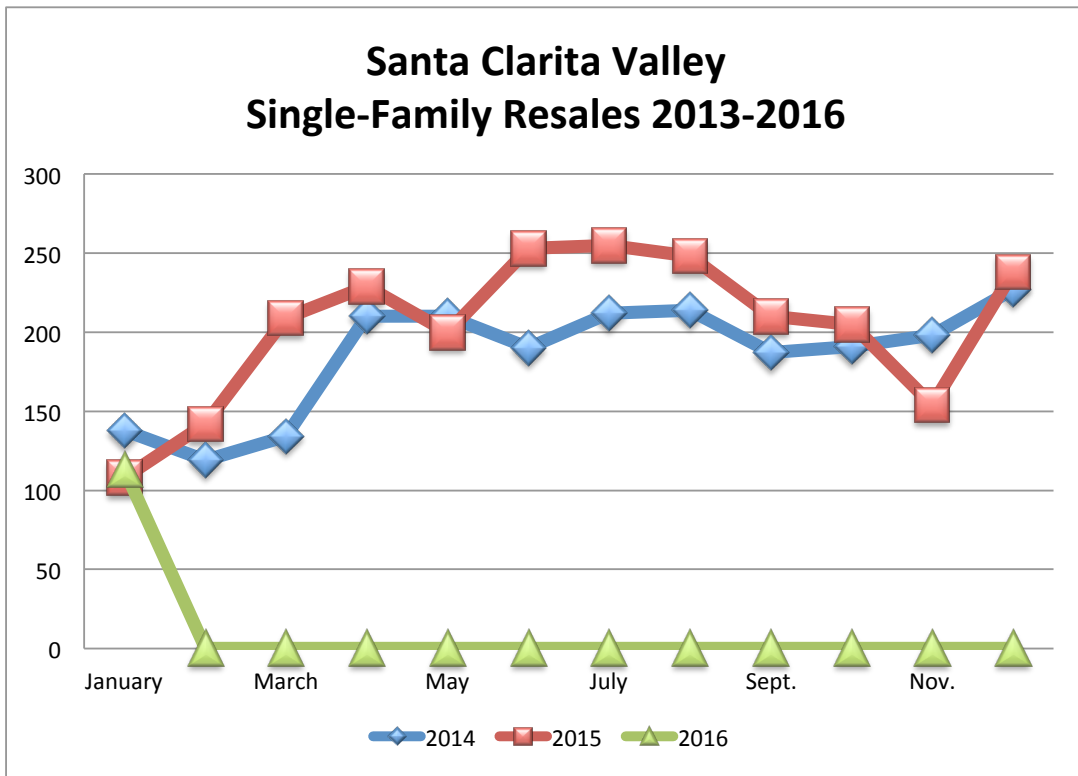
Single-family sales high 405 set June 2005	% Change	Sales
Condominium sales record high of 204 set April 2003	-72.1%	-292
	-73.0%	-149

Change from record-low sales

Single-family sales of 99 set January 2008	% Change	Sales
Condominium sales of 31 set January 2008	14.1%	14
	77.4%	24

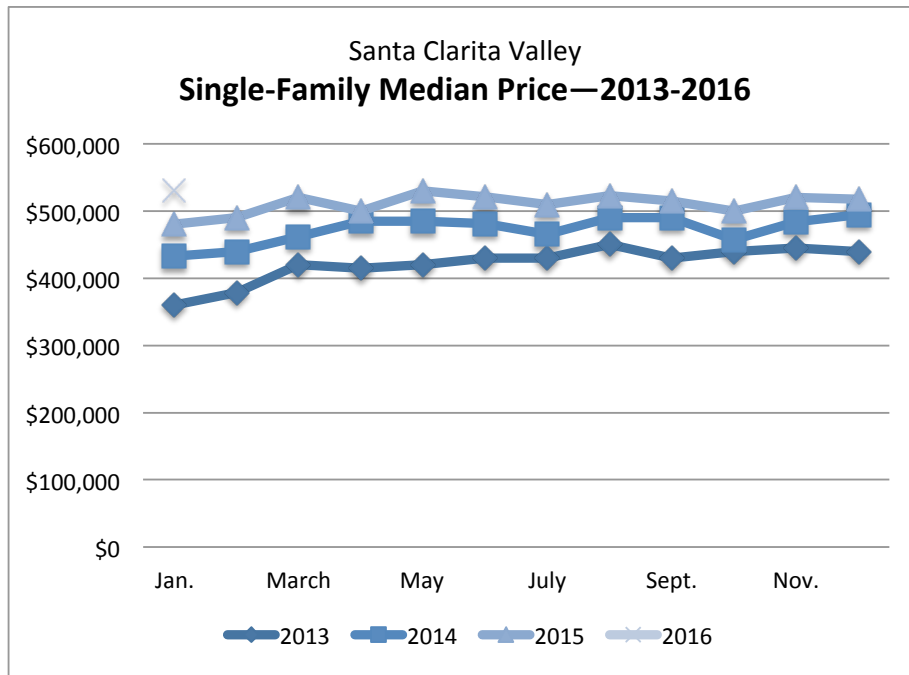
Santa Clarita Valley: Single-Family Closed Escrows — 1998-2016

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
January		121	145	108	149	193	195	203	195	154	172	99	147	137	117	146	149	138	108	113
February		151	154	173	186	196	191	259	200	132	175	115	167	140	116	138	153	119	142	
March		217	241	172	249	276	284	391	387	229	261	151	176	200	165	180	200	134	209	
April		223	264	192	298	321	335	391	391	237	174	178	214	192	183	176	209	210	229	
May	172	237	243	212	316	344	342	370	362	234	179	220	196	215	173	186	196	210	200	
June	196	269	309	253	350	346	361	400	405	253	206	229	202	208	217	238	199	190	253	
July	194	313	275	223	315	271	390	352	366	237	194	237	235	176	187	203	221	212	255	
August	169	252	241	242	325	277	401	315	354	250	186	199	206	186	222	220	176	214	248	
Sept.	171	264	217	213	256	251	367	332	330	218	105	195	178	167	164	190	173	187	210	
October	165	214	200	209	229	291	335	288	280	201	116	207	197	144	176	217	179	191	205	
Nov.	138	219	182	194	238	246	267	299	235	183	111	172	162	148	198	167	171	198	154	
Dec.	190	191	217	219	248	263	326	269	221	203	114	192	178	168	217	247	244	227	238	
Total	2,671	2,688	2,410	3,159	3,275	3,794	3,869	3,726	2,531	1,993	2,194	2,258	2,081	2,135	2,308	2,270	2,230	2,451	113	
Bold = Record H		0.6%	-10.3%	31.1%	3.7%	15.8%	2.0%	-3.7%	-32.1%	-21.3%	10.1%	2.9%	-7.8%	2.6%	8.1%	-1.6%	-1.8%	9.9%		



Santa Clarita Valley Single-Family Median Price: 1998-2016

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Jan.	\$245,000	\$279,900	\$350,000	\$409,900	\$510,000	\$620,000	\$587,900	\$460,000	\$396,000	\$399,900	\$346,000	\$360,000	\$360,000	\$432,900	\$480,000	\$530,000
Feb.	\$247,000	\$285,000	\$335,000	\$416,000	\$525,000	\$590,000	\$570,000	\$490,000	\$408,000	\$410,000	\$385,000	\$358,000	\$379,000	\$439,500	\$490,000	
March	\$260,000	\$280,500	\$348,000	\$453,900	\$524,800	\$600,000	\$580,000	\$470,000	\$400,000	\$400,000	\$376,000	\$378,100	\$420,000	\$462,000	\$520,000	
April	\$265,900	\$290,000	\$369,900	\$450,000	\$552,000	\$643,000	\$595,000	\$480,000	\$410,000	\$420,000	\$375,000	\$375,000	\$415,000	\$485,000	\$500,000	
May	\$265,000	\$295,000	\$355,000	\$474,000	\$549,900	\$629,000	\$615,000	\$450,000	\$400,000	\$410,000	\$379,900	\$360,000	\$420,500	\$485,000	\$530,000	
June	\$274,000	\$319,000	\$380,000	\$502,000	\$569,000	\$610,000	\$605,000	\$450,000	\$410,000	\$400,000	\$370,000	\$360,000	\$430,000	\$481,000	\$521,000	
July	\$265,000	\$329,900	\$395,000	\$499,900	\$580,000	\$605,000	\$570,000	\$441,000	\$410,000	\$420,000	\$370,000	\$350,000	\$430,000	\$465,500	\$509,500	
Aug.	\$275,000	\$338,000	\$399,900	\$510,000	\$580,000	\$615,000	\$560,000	\$450,000	\$398,000	\$415,000	\$372,500	\$375,000	\$450,000	\$490,000	\$523,000	
Sept.	\$275,000	\$334,000	\$388,000	\$495,000	\$594,500	\$584,900	\$560,000	\$433,500	\$410,000	\$410,000	\$360,000	\$370,000	\$430,000	\$490,000	\$515,000	
Oct.	\$272,000	\$339,000	\$398,000	\$504,900	\$595,000	\$575,000	\$555,000	\$430,000	\$420,000	\$390,000	\$364,000	\$360,000	\$440,000	\$457,000	\$500,000	
Nov.	\$287,000	\$324,000	\$387,000	\$500,000	\$595,000	\$580,000	\$522,500	\$400,000	\$407,000	\$415,000	\$340,000	\$360,000	\$445,000	\$484,100	\$520,000	
Dec.	\$275,000	\$340,000	\$413,500	\$519,000	\$600,000	\$590,000	\$527,500	\$385,000	\$417,500	\$387,000	\$340,000	\$403,500	\$440,000	\$495,000	\$518,000	
Annual	\$267,158	\$312,858	\$376,608	\$477,883	\$564,600	\$603,492	\$570,658	\$444,958	\$407,208	\$406,408	\$364,867	\$367,467	\$421,625	\$472,250	\$510,542	
	10.0%	17.1%	20.4%	26.9%	18.1%	6.9%	-5.4%	-22.0%	-8.5%	-0.2%	-10.2%	0.7%	14.7%	12.0%	8.1%	

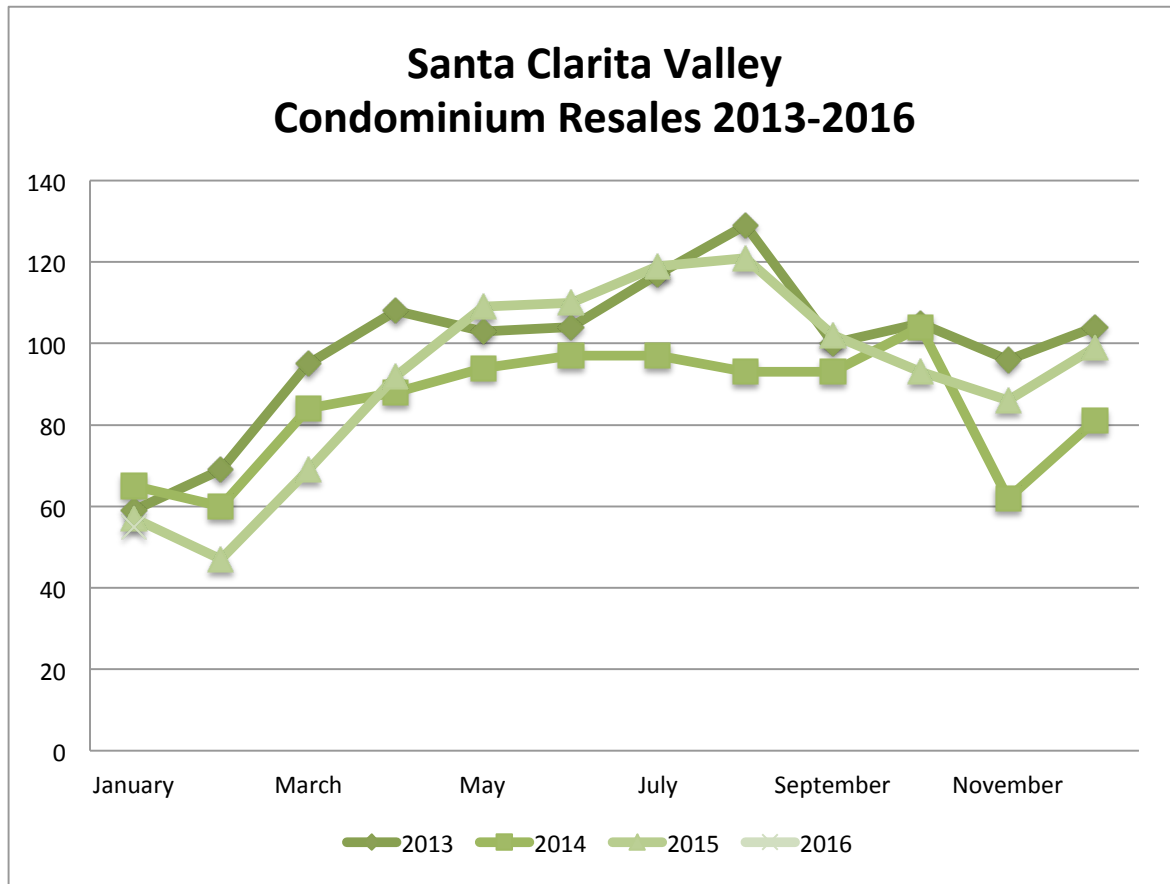


1997	1998	1999	2000
	\$202,000	\$222,800	\$235,000
	\$197,000	\$220,000	\$234,000
	\$191,000	\$216,000	\$244,000
	\$190,500	\$225,000	\$240,000
\$175,000	\$194,000	\$227,500	\$243,500
\$185,000	\$205,000	\$227,500	\$240,300
\$188,000	\$205,000	\$228,000	\$245,500
\$189,000	\$209,900	\$245,000	\$250,000
\$190,800	\$210,000	\$224,900	\$247,400
\$187,300	\$213,500	\$228,000	\$245,000
\$180,000	\$217,000	\$236,000	\$242,000
\$182,000	\$220,000	\$245,000	\$249,000
	\$204,742	\$228,975	\$242,975
		11.8%	6.1%

Santa Clarita Valley: Condominium Closed Escrows—1998-2016

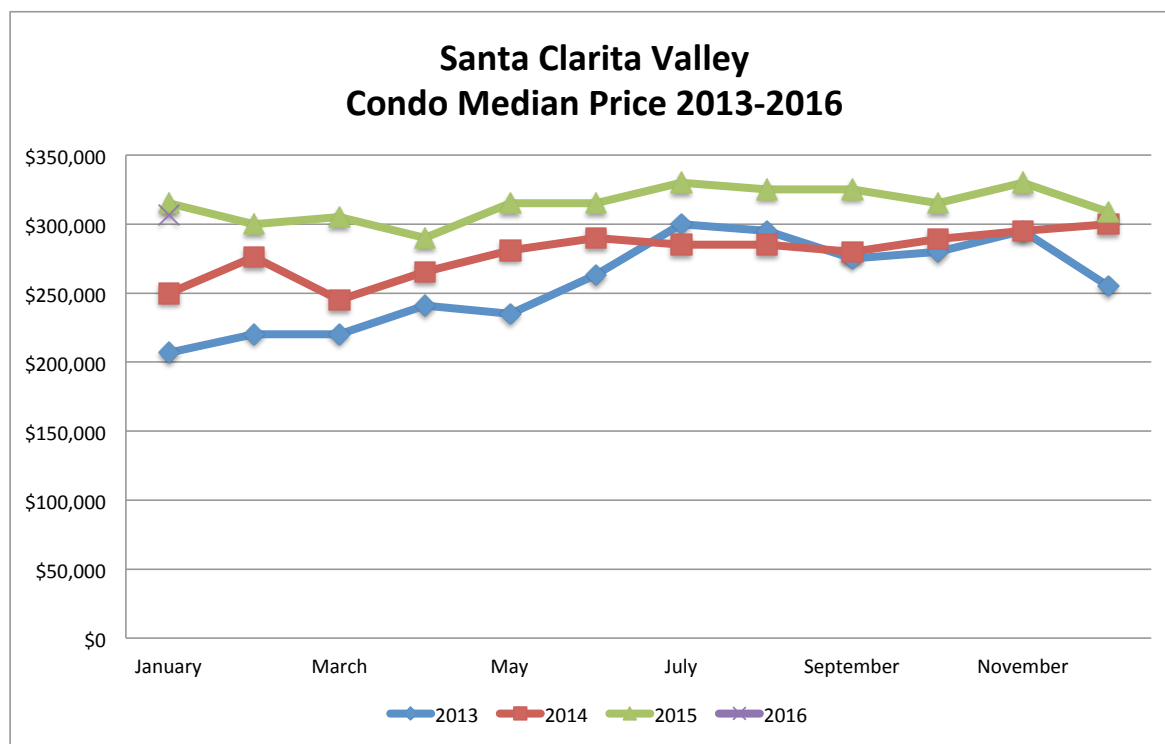
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
January		43	60	60	90	101	107	118	102	82	73	31	54	55	48	64	59	65	57	55
February		51	62	66	83	113	110	120	116	85	88	37	45	55	53	55	69	60	47	
March		66	105	115	139	160	164	138	192	121	113	54	57	91	74	67	95	84	69	
April		79	118	121	160	139	204	155	186	129	76	67	59	74	66	101	108	88	92	
May	58	90	97	125	167	141	160	148	169	123	90	75	68	91	79	83	103	94	109	
June	65	81	105	149	158	154	150	201	190	117	71	75	89	91	80	93	104	97	110	
July	62	78	117	124	165	170	166	145	180	122	83	85	88	68	73	88	117	97	119	
August	65	78	124	144	157	140	169	143	158	106	63	83	76	68	94	103	129	93	121	
September	63	100	125	131	129	160	166	123	173	109	52	89	65	71	66	91	100	93	102	
October	83	96	126	117	128	120	179	132	121	88	42	89	73	74	85	83	105	104	93	
November	62	83	74	93	111	126	134	141	100	88	38	62	72	82	65	78	96	62	86	
December	64	67	103	110	110	152	143	125	84	76	52	89	94	55	105	120	104	81	99	
Total		912	1,216	1,355	1,597	1,676	1,852	1,689	1,771	1,246	841	836	840	875	888	1,026	1,189	1,018	1,104	
			33.3%	11.4%	17.9%	4.9%	10.5%	-8.8%	4.9%	-29.6%	-32.5%	-0.6%	0.5%	4.2%	1.5%	15.5%	15.9%	-14.4%	8.4%	

Bold = Record High



Santa Clarita Valley Condominium Median Price: 1998-2016

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
January		\$112,000	\$122,000	\$131,800	\$147,500	\$167,900	\$210,000	\$262,000	\$311,000	\$397,000	\$360,000	\$284,900	\$205,000	\$235,000	\$200,000	\$184,500	\$206,700	\$250,000	\$315,000	\$306,500
February		\$128,000	\$119,900	\$128,000	\$141,000	\$164,000	\$205,000	\$257,000	\$312,000	\$395,000	\$362,000	\$309,000	\$225,000	\$250,000	\$230,000	\$194,000	\$220,000	\$276,000	\$300,000	
March		\$126,000	\$135,400	\$133,000	\$143,000	\$172,000	\$212,500	\$285,000	\$332,000	\$389,000	\$385,000	\$275,000	\$199,500	\$240,000	\$235,000	\$190,000	\$220,000	\$245,000	\$305,000	
April		\$117,000	\$134,900	\$129,500	\$149,900	\$171,000	\$210,000	\$302,000	\$330,000	\$387,000	\$385,000	\$279,000	\$250,000	\$221,000	\$235,000	\$195,000	\$241,000	\$265,500	\$290,000	
May	\$103,900	\$119,900	\$134,000	\$137,000	\$148,900	\$172,500	\$225,000	\$315,000	\$350,000	\$392,000	\$355,000	\$305,000	\$240,000	\$240,000	\$225,000	\$200,000	\$235,000	\$281,000	\$315,000	
June	\$111,300	\$124,500	\$138,400	\$139,900	\$158,000	\$183,000	\$240,000	\$324,900	\$348,000	\$375,000	\$370,000	\$285,000	\$232,500	\$230,000	\$200,000	\$195,000	\$263,000	\$290,000	\$315,000	
July	\$114,000	\$121,000	\$133,000	\$135,500	\$158,000	\$184,500	\$251,400	\$317,000	\$364,000	\$382,000	\$318,000	\$285,000	\$218,900	\$220,000	\$217,500	\$170,000	\$300,000	\$285,000	\$330,000	
August	\$112,500	\$119,000	\$140,000	\$136,000	\$157,000	\$198,900	\$249,000	\$325,000	\$379,000	\$370,000	\$362,000	\$269,500	\$230,000	\$215,000	\$200,000	\$176,500	\$295,000	\$285,000	\$325,000	
September	\$112,900	\$128,500	\$140,000	\$138,500	\$155,000	\$195,000	\$264,900	\$324,000	\$379,900	\$385,000	\$370,000	\$250,000	\$218,000	\$219,000	\$195,000	\$203,900	\$275,000	\$280,000	\$325,000	
October	\$110,000	\$129,000	\$127,000	\$145,000	\$156,900	\$202,000	\$254,000	\$318,000	\$395,000	\$370,000	\$310,000	\$241,000	\$235,000	\$239,000	\$186,900	\$200,000	\$280,000	\$289,000	\$315,000	
November	\$105,000	\$135,000	\$135,000	\$143,500	\$154,900	\$197,000	\$260,000	\$305,000	\$385,000	\$365,000	\$316,000	\$210,000	\$239,900	\$210,000	\$199,900	\$197,000	\$295,000	\$295,000	\$330,000	
December	\$104,000	\$130,000	\$133,500	\$140,000	\$160,000	\$213,000	\$265,000	\$330,000	\$389,000	\$360,000	\$347,000	\$225,000	\$225,000	\$213,000	\$203,800	\$200,000	\$255,000	\$300,000	\$309,000	
Annual		\$124,158	\$132,758	\$136,475	\$152,508	\$185,067	\$237,233	\$305,408	\$356,242	\$380,583	\$353,333	\$268,200	\$226,567	\$227,667	\$210,675	\$192,158	\$257,142	\$278,458	\$314,500	
		Bold = Record High	6.9%	2.8%	11.7%	21.3%	28.2%	28.7%	16.6%	6.8%	-7.2%	-24.1%	-15.5%	0.5%	-7.5%	-8.8%	33.8%	8.3%	12.9%	



Closed Sales by Type — Santa Clarita Valley

Excludes out of area sales

2015

Closed Sale by Type — Combined Residential

	%		%		%		%		%		%		%		%		%		%		%			
	Jan	Sales	Feb	Sales	Mar	Sales	April	Sales	May	Sales	June	Sales	July	Sales	Aug.	Sales	Sept.	Sales	Oct.	Sales	Nov.	Sales	Dec.	Sales
REO/Foreclosure	2	1.2%	8	4.2%	8	2.9%	9	2.8%	4	1.3%	5	1.4%	3	0.8%	6	1.6%	3	1.0%	7	2.3%	4	1.7%	7	2.1%
Short Payoff	18	10.9%	12	6.3%	10	3.6%	12	3.7%	9	2.9%	18	5.0%	13	3.5%	16	4.3%	8	2.6%	10	3.4%	12	5.0%	14	4.2%
Standard	144	87.3%	164	86.8%	257	92.4%	298	92.8%	292	94.5%	335	92.3%	353	94.4%	343	93.0%	300	96.2%	278	93.3%	224	93.3%	299	88.7%
Other	1	0.6%	5	2.6%	3	1.1%	1	0.3%	4	1.3%	5	1.4%	5	1.3%	4	1.1%	1	0.3%	3	1.0%	0	0.0%	17	5.0%
Not Specified	0	0.0%	0	0.0%	0	0.0%	1	0.3%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	165		189		278		321		309		363		374		369		312		298		240		337	

Closed Sale by Type — Single-Family Homes

REO/Foreclosure	1	0.9%	5	3.5%	6	2.9%	6	2.6%	3	1.5%	4	1.6%	1	0.4%	3	1.2%	2	1.0%	6	2.9%	3	1.9%	5	2.1%
Short Payoff	12	11.1%	11	7.7%	6	2.9%	6	2.6%	5	2.5%	15	5.9%	9	3.5%	12	4.8%	5	2.4%	9	4.4%	10	6.5%	10	4.2%
Standard	95	88.0%	124	87.3%	195	93.3%	216	94.3%	190	95.0%	230	90.9%	241	94.5%	231	93.1%	202	96.2%	187	91.2%	141	91.6%	211	88.7%
Other	0	0.0%	2	1.4%	2	1.0%	1	0.4%	2	1.0%	4	1.6%	4	1.6%	2	0.8%	1	0.5%	3	1.5%	0	0.0%	12	5.0%
Not Specified	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	108		142		209		229		200		253		255		248		210		205		154		238	

Closed Sale by Type — Condominiums

REO/Foreclosure	1	1.8%	3	6.4%	2	2.9%	3	3.3%	1	0.9%	1	0.9%	2	1.7%	3	2.5%	1	1.0%	1	1.1%	1	1.2%	2	2.0%
Short Payoff	6	10.5%	1	2.1%	4	5.8%	6	6.5%	4	3.7%	3	2.7%	4	3.4%	4	3.3%	3	2.9%	1	1.1%	2	2.3%	4	4.0%
Standard	49	86.0%	40	85.1%	62	89.9%	82	89.1%	102	93.6%	105	95.5%	112	94.1%	112	92.6%	98	96.1%	91	97.8%	83	96.5%	88	88.9%
Other	1	1.8%	3	6.4%	1	1.4%	1	1.1%	2	1.8%	1	0.9%	1	0.8%	2	1.7%	0	0.0%	0	0.0%	0	0.0%	5	5.1%
Not Specified	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	57		47		69		92		109		110		119		121		102		93		86		99	

Closed Sales by Type — Santa Clarita Valley

Excludes out of area sales

2014

Closed Sale by Type — Combined Residential

	%		%		%		%		%		%		%		%		%		%		%			
	Jan	Sales	Feb	Sales	Mar	Sales	April	Sales	May	Sales	June	Sales	July	Sales	Aug.	Sales	Sept.	Sales	Oct.	Sales	Nov.	Sales	Dec.	Sales
REO/Foreclosure	9	4.4%	11	6.1%	8	3.7%	13	4.4%	13	4.3%	9	3.1%	13	4.2%	16	5.2%	6	2.1%	4	1.4%	9	3.5%	5	1.6%
Short Payoff	24	11.8%	16	8.9%	16	7.3%	24	8.1%	14	4.6%	26	9.1%	19	6.1%	12	3.9%	18	6.4%	14	4.7%	17	6.5%	25	8.1%
Standard	168	82.8%	150	83.8%	191	87.6%	257	86.2%	273	89.8%	248	86.4%	273	88.3%	276	89.9%	253	90.4%	273	92.5%	231	88.8%	275	89.3%
Other	2	1.0%	2	1.1%	2	0.9%	4	1.3%	4	1.3%	4	1.4%	4	1.3%	3	1.0%	2	0.7%	4	1.4%	3	1.2%	2	0.6%
Not Specified	0	0.0%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	0.4%	0	0.0%	0	0.0%	1	0.3%
Total	203		179		218		298		304		287		309		307		280		295		260		308	

Closed Sale by Type — Single-Family Homes

REO/Foreclosure	4	2.9%	6	5.0%	3	2.2%	9	4.3%	8	3.8%	4	2.1%	9	4.2%	7	3.3%	4	2.1%	2	1.0%	7	3.5%	4	1.8%
Short Payoff	15	10.9%	8	6.7%	10	7.5%	19	9.0%	10	4.8%	15	7.9%	12	5.7%	9	4.2%	11	5.9%	12	6.3%	15	7.6%	13	5.7%
Standard	117	84.8%	103	86.6%	119	88.8%	179	85.2%	189	90.0%	168	88.4%	190	89.6%	195	91.1%	171	91.4%	175	91.6%	173	87.4%	207	91.2%
Other	2	1.4%	2	1.7%	1	0.7%	3	1.4%	3	1.4%	3	1.6%	1	0.5%	3	1.4%	1	0.5%	2	1.0%	3	1.5%	2	0.9%
Not Specified	0	0.0%	0	0.0%	1	0.7%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	0.4%
Total	138		119		134		210		210		190		212		214		187		191		198		227	

Closed Sale by Type — Condominiums

REO/Foreclosure	5	7.7%	5	8.3%	5	6.0%	4	4.5%	5	5.3%	5	5.2%	4	4.1%	9	9.7%	2	2.2%	2	1.9%	2	3.2%	1	1.2%
Short Payoff	9	13.8%	8	13.3%	6	7.1%	5	5.7%	4	4.3%	11	11.3%	7	7.2%	3	3.2%	7	7.5%	2	1.9%	2	3.2%	12	14.8%
Standard	51	78.5%	47	78.3%	72	85.7%	78	88.6%	84	89.4%	80	82.5%	83	85.6%	81	87.1%	82	88.2%	98	94.2%	58	93.5%	68	84.0%
Other	0	0.0%	0	0.0%	1	1.2%	1	1.1%	1	1.1%	1	1.0%	3	3.1%	0	0.0%	1	1.1%	2	1.9%	0	0.0%	0	0.0%
Not Specified	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	1.1%	0	0.0%	0	0.0%	0	0.0%
Total	65		60		84		88		94		97		97		93		93		104		62		81	

Closed Sales by Type — Santa Clarita Valley COMBINED RESIDENTIAL

Excludes out of area sales

2013

	Jan	Sales	Feb	Sales	Mar	Sales	April	Sales	May	Sales	June	Sales	July	Sales	Aug.	Sales	Sept.	Sales	Oct.	Sales	Nov.	Sales	Dec.	Sales
REO/Foreclosure	34	16.4%	33	14.9%	23	7.8%	46	14.5%	23	7.7%	22	7.3%	18	5.3%	13	4.3%	15	5.5%	11	3.9%	14	5.2%	7	2.0%
Short Payoff	74	35.7%	80	36.2%	88	30.0%	77	24.3%	84	28.1%	70	23.1%	59	17.5%	57	18.7%	31	11.4%	45	15.8%	35	13.1%	82	23.6%
Standard	98	47.3%	107	48.4%	180	61.4%	193	60.9%	190	63.5%	209	69.0%	259	76.6%	235	77.0%	224	82.1%	228	80.3%	215	80.5%	257	73.9%
Other	1	0.5%	0	0.0%	2	0.7%	1	0.3%	2	0.7%	2	0.7%	1	0.3%	0	0.0%	3	1.1%	0	0.0%	3	1.1%	2	0.6%
Not Specified	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	0.3%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	207		221		293		317		299		303		338		305		273		284		267		348	

Closed Sales by Type — SINGLE FAMILY

REO/Foreclosure	21	14.2%	17	11.2%	16	8.0%	31	14.8%	16	8.2%	14	7.0%	11	5.0%	7	4.0%	8	4.6%	6	3.4%	8	4.7%	5	2.0%
Short Payoff	53	35.8%	57	37.5%	57	28.5%	48	23.0%	47	24.0%	34	17.1%	38	17.2%	33	18.8%	16	9.2%	25	14.0%	19	11.1%	57	23.4%
Standard	73	49.3%	78	51.3%	126	63.0%	129	61.7%	131	66.8%	149	74.9%	170	76.9%	136	77.3%	148	85.5%	148	82.7%	142	83.0%	181	74.2%
Other	1	0.7%	0	0.0%	1	0.5%	1	0.5%	2	1.0%	2	1.0%	1	0.5%	0	0.0%	1	0.6%	0	0.0%	2	1.2%	1	0.4%
Not Specified	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	148		152		200		209		196		199		221		176		173		179		171		244	

Closed Sales by Type — CONDO

REO/Foreclosure	13	22.0%	16	23.2%	7	7.4%	15	13.9%	7	6.8%	8	7.7%	7	6.0%	6	4.7%	7	7.0%	5	4.8%	6	6.3%	2	1.9%
Short Payoff	21	35.6%	23	33.3%	31	32.6%	29	26.9%	37	35.9%	36	34.6%	21	17.9%	24	18.6%	15	15.0%	20	19.0%	16	16.7%	25	24.0%
Standard	25	42.4%	29	42.0%	54	56.8%	64	59.3%	59	57.3%	60	57.7%	89	76.1%	99	76.7%	76	76.0%	80	76.2%	73	76.0%	76	73.1%
Other	0	0.0%	0	0.0%	1	1.1%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	2	2.0%	0	0.0%	1	1.0%	1	1.0%