

RESIDENTIAL
PROPERTIES LISTED

1,257

JANUARY 2016 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

959

RESIDENTIAL PROP.
ESCROW CLOSED

760

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	116	161	125	159	190	751	506	1,257
TOTAL ACTIVE LISTINGS	212	255	208	278	309	1,262	1,076	2,338
AVERAGE DAYS ON MARKET	96	81	85	81	80	84	107	94
AVERAGE LIST PRICE IN THOUSANDS	419.5	998.5	1,192.2	742.4	1,333.1	958.6	642.6	813.2
MEDIAN LIST PRICE IN THOUSANDS	415.0	729.0	695.0	629.0	729.0	605.0	349.9	499.9
BOMS	27	23	29	42	29	150	93	243
AVERAGE BOM PRICE IN THOUSANDS	401.0	911.8	629.0	666.2	835.5	681.7	400.5	574.0
BOM TO SALE RATIO	35.1	26.7	34.9	37.8	29.6	33.0	30.5	32.0
EXPIRATIONS	17	21	20	24	21	103	69	172

PENDING SALES:

NEW ESCROWS OPENED	103	122	91	118	143	577	382	959
TOTAL YTD ESCROWS OPENED	103	122	91	118	143	577	382	959
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	56	42	59	60	63	56	65	60
NEW OPEN ESCROWS AVERAGE LIST PRICE	388.9	794.0	712.9	571.5	809.2	667.1	455.7	582.9

CLOSED SALES:

NEW ESCROWS CLOSED	77	86	83	111	98	455	305	760
TOTAL YTD ESCROWS CLOSED	77	86	83	111	98	455	305	760
VOLUME OF NEW SALE DOLLARS IN MILLIONS	30.157	67.942	62.755	58.967	88.517	308.338	140.109	448.447
VOLUME OF TOTAL YTD SALES IN MILLIONS	30.157	67.942	62.755	58.967	88.517	308.338	140.109	448.447
AVERAGE SALE PRICE IN THOUSANDS	391.6	790.0	756.1	531.2	903.2	677.7	459.4	590.1
MEDIAN SALE PRICE IN THOUSANDS	390.0	534.0	520.0	529.0	615.0	505.0	340.0	445.0
COOP SALES	59	71	65	92	75	362	248	610
PERCENT OF COOP SALES	76.6	82.6	78.3	82.9	76.5	79.6	81.3	80.3
AVERAGE DAYS ON MARKET	102	108	96	93	114	102	112	106
SALES AT LIST PRICE	47	24	37	54	29	191	154	345
PERCENT OF SALES AT LIST PRICE	61.0	27.9	44.6	48.6	29.6	42.0	50.5	45.4
SALES TO LISTING INVENTORY RATIO	36.3	33.7	39.9	39.9	31.7	36.1	28.3	32.5
FINAL SALE TO NEW LISTING RATIO	66.4	53.4	66.4	69.8	51.6	60.6	60.3	60.5

CLOSED SALES TYPE

FORECLOSURE/REO	4	0	2	2	2	10	13	23
SELLER CONCESSIONS	1	0	0	0	0	1	3	4
SHORT SALE	2	1	2	2	2	9	16	25
STANDARD	69	84	79	106	93	431	269	700
OTHER	1	1	0	1	1	4	4	8

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

SELLING PRICE RANGE:	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	50	45	7	5	8715
100,000 TO 109,999	0	3	0	0	N/A
110,000 TO 119,999	57	11	3	1	4667
120,000 TO 139,999	37	37	9	3	8148
140,000 TO 159,999	51	55	12	7	4609
160,000 TO 179,999	77	48	15	8	658
180,000 TO 199,999	48	58	24	11	1316
200,000 TO 249,999	62	146	53	23	5249
250,000 TO 299,999	58	182	55	33	11919
300,000 TO 349,999	45	124	51	33	11170
350,000 TO 399,999	49	140	71	40	16571
400,000 TO 449,999	50	169	88	45	7937
450,000 TO 499,999	39	158	48	29	13223
500,000 TO 549,999	47	127	63	43	15439
550,000 TO 599,999	32	114	40	21	10207
600,000 TO 699,999	51	174	57	40	22026
700,000 TO 799,999	40	135	42	30	24036
800,000 TO 899,999	56	99	26	17	32098
900,000 TO 999,999	70	62	11	7	24632
1,000,000 TO 1,999,999	58	278	61	49	104029
MORE THAN 2,000,000	97	173	24	23	262524
TOTALS	52	2338	760	468	29766

LISTINGS
1,2572016 RMLS TOTAL - \$ VOLUME
\$448,447,000SALES
760

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.

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	87	107	80	124	149	547	398	945
Total Active Listings	152	170	146	224	249	941	901	1,842
Average Days on Market	90	80	90	77	83	83	102	93
Average List Price in Thousands	466.4	1,222.9	1,515.5	825.0	1,532.7	1,133.4	672.2	907.8
Median List Price in Thousands	430.0	999.0	1,150.0	700.0	839.5	729.0	340.0	550.0
BOMS	22	13	16	33	19	103	77	180
Average BOM Price in Thousands	431.7	1,230.2	844.2	755.5	1,130.4	829.2	407.3	648.7
BOM to Sale Ratio	37.3	22.8	28.1	36.7	25.7	30.6	31.6	31.0
Expirations	12	12	18	17	18	77	63	140
PENDING SALES								
New Escrows Opened	75	73	62	86	109	405	292	697
Total YTD Escrows Opened	75	73	62	86	109	405	292	697
New Open Escrows Average Days on Market	41	35	60	67	64	54	69	61
New Open Escrows Average List Price	423.9	999.1	862.7	640.1	943.4	780.5	455.1	644.1
CLOSED SALES:								
New Escrows Closed	59	57	57	90	74	337	244	581
Total YTD Escrows Closed	59	57	57	90	74	337	244	581
Volume of New Sales Dollars in Millions	24.313	54.326	52.778	52.117	79.566	263.100	112.512	375.612
Volume of total YTD Sales in Millions	24.313	54.326	52.778	52.117	79.566	263.100	112.512	375.612
Average Sale price in Thousands	412.1	953.1	925.9	579.1	1,075.2	780.7	461.1	646.5
Median Sale Price in Thousands	407.0	715.0	655.0	565.0	727.7	569.9	319.8	495.0
Coop Sales	43	44	42	77	58	264	196	460
Percent of Coop Sales	72.9	77.2	73.7	85.6	78.4	78.3	80.3	79.2
Average Days on Market	98	103	93	95	116	101	111	105
Sales at List Price	37	19	23	44	18	141	125	266
Percent of Sales at List Price	62.7	33.3	40.4	48.9	24.3	41.8	51.2	45.8
Sales to Listing Inventory Ratio	38.8	33.5	39.0	40.2	29.7	35.8	27.1	31.5
Final Sale to New Listing Ratio	67.8	53.3	71.3	72.6	49.7	61.6	61.3	61.5
CLOSED SALES TYPE								
Foreclosure/REO	3	0	1	1	2	7	11	18
Seller Concessions	1	0	0	0	0	1	3	4
Short Sale	2	1	2	2	1	8	13	21
Standard	53	55	54	86	71	319	214	533
Other	0	1	0	1	0	2	3	5

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	29	54	45	35	41	204	108	312
Total Active Listings	60	85	62	54	60	321	175	496
Average Days on Market	111	84	74	97	69	86	129	102
Average List Price in Thousands	300.8	549.5	430.7	399.5	504.7	446.5	490.0	461.8
Median List Price in Thousands	270.0	499.9	369.0	349.5	385.0	375.0	410.0	380.0
BOMS	5	10	13	9	10	47	16	63
Average BOM Price in Thousands	266.0	498.0	364.1	338.6	275.1	358.3	367.4	360.6
BOM to Sale Ratio	27.8	34.5	50.0	42.9	41.7	39.8	26.2	35.2
Expirations	5	9	2	7	3	26	6	32
PENDING SALES								
New Escrows Opened	28	49	29	32	34	172	90	262
Total YTD Escrows Opened	28	49	29	32	34	172	90	262
New Open Escrows Average Days on Market	95	53	58	41	63	60	50	57
New Open Escrows Average List Price	295.0	488.4	392.7	387.0	378.9	400.3	457.8	420.0
CLOSED SALES:								
New Escrows Closed	18	29	26	21	24	118	61	179
Total YTD Escrows Closed	18	29	26	21	24	118	61	179
Volume of New Sales Dollars in Millions	5.844	13.617	9.976	6.850	8.951	45.238	27.597	72.835
Volume of total YTD Sales in Millions	5.844	13.617	9.976	6.850	8.951	45.238	27.597	72.835
Average Sale price in Thousands	324.6	469.6	383.7	326.2	373.0	383.4	452.4	406.9
Median Sale Price in Thousands	295.0	490.0	330.0	325.0	350.0	362.5	409.9	370.0
Coop Sales	16	27	23	15	17	98	52	150
Percent of Coop Sales	88.9	93.1	88.5	71.4	70.8	83.1	85.2	83.8
Average Days on Market	114	118	104	84	109	107	115	109
Sales at List Price	10	5	14	10	11	50	29	79
Percent of Sales at List Price	55.6	17.2	53.8	47.6	45.8	42.4	47.5	44.1
Sales to Listing Inventory Ratio	30.0	34.1	41.9	38.9	40.0	36.8	34.9	36.1
Final Sale to New Listing Ratio	62.1	53.7	57.8	60.0	58.5	57.8	56.5	57.4
CLOSED SALES TYPE								
Foreclosure/REO	1	0	1	1	0	3	2	5
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	1	1	3	4
Standard	16	29	25	20	22	112	55	167
Other	1	0	0	0	1	2	1	3