

RESIDENTIAL
PROPERTIES LISTED**1,633****MAY 2016 SFV RESIDENTIAL MLS SUMMARY**

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED**1,358**RESIDENTIAL PROP.
ESCROW CLOSED**1,169****ACTIVE INVENTORY:**

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	126	213	172	227	261	999	634	1,633
TOTAL ACTIVE LISTINGS	177	336	250	331	406	1,500	1,127	2,627
AVERAGE DAYS ON MARKET	97	71	68	59	73	72	99	83
AVERAGE LIST PRICE IN THOUSANDS	435.8	1,030.5	1,149.3	799.5	1,540.8	1,067.3	707.0	912.7
MEDIAN LIST PRICE IN THOUSANDS	419.9	769.9	699.0	829.0	689.0	410.0	579.0	45
BOMS	45	44	44	45	47	225	142	367
AVERAGE BOM PRICE IN THOUSANDS	408.5	663.3	861.6	553.8	878.4	674.2	519.3	614.2
BOM TO SALE RATIO	40.5	30.6	33.8	25.7	29.0	31.2	31.8	31.4
EXPIRATIONS	15	21	16	15	19	86	62	148

PENDING SALES:

NEW ESCROWS OPENED	141	156	139	191	203	830	528	1,358
TOTAL YTD ESCROWS OPENED	583	720	601	751	849	3,504	2,211	5,715
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	34	33	36	35	32	34	41	37
NEW OPEN ESCROWS AVERAGE LIST PRICE	398.5	853.2	839.6	615.4	872.7	723.7	446.2	615.8

CLOSED SALES:

NEW ESCROWS CLOSED	111	144	130	175	162	722	447	1,169
TOTAL YTD ESCROWS CLOSED	478	621	535	638	706	2,978	1,859	4,837
VOLUME OF NEW SALE DOLLARS IN MILLIONS	46.315	110.259	95.216	100.811	132.758	485.358	195.227	680.585
VOLUME OF TOTAL YTD SALES IN MILLIONS	189.926	498.836	393.629	368.527	572.803	2,023.721	846.498	2,870.219
AVERAGE SALE PRICE IN THOUSANDS	417.3	765.7	732.4	576.1	819.5	672.2	436.8	582.2
MEDIAN SALE PRICE IN THOUSANDS	422.0	590.0	512.5	549.0	655.0	535.0	326.0	478.0
COOP SALES	84	119	113	148	131	595	361	956
PERCENT OF COOP SALES	75.7	82.6	86.9	84.6	80.9	82.4	80.8	81.8
AVERAGE DAYS ON MARKET	48	28	46	33	35	37	47	41
SALES AT LIST PRICE	73	78	72	107	80	410	261	671
PERCENT OF SALES AT LIST PRICE	65.8	54.2	55.4	61.1	49.4	56.8	58.4	57.4
SALES TO LISTING INVENTORY RATIO	62.7	42.9	52.0	52.9	39.9	48.1	39.7	44.5
FINAL SALE TO NEW LISTING RATIO	88.1	67.6	75.6	77.1	62.1	72.3	70.5	71.6

CLOSED SALES TYPE

FORECLOSURE/REO	4	2	2	4	4	16	14	30
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	5	3	3	5	4	20	21	41
STANDARD	101	137	125	164	154	681	408	1,089
OTHER	1	2	0	2	0	5	4	9

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	75	38	11	8	26728	12.8
100,000 TO 109,999	15	2	4	2	875	1.5
110,000 TO 119,999	161	2	2	2	12950	9.9
120,000 TO 139,999	130	25	13	11	17758	10.1
140,000 TO 159,999	65	30	12	7	3970	2.2
160,000 TO 179,999	91	29	19	9	2419	0.5
180,000 TO 199,999	85	46	24	10	1891	0.7
200,000 TO 249,999	39	145	78	29	3897	0.5
250,000 TO 299,999	48	165	97	41	2347	11.8
300,000 TO 349,999	29	165	72	30	1267	0.2
350,000 TO 399,999	33	152	82	36	7072	26.0
400,000 TO 449,999	39	150	101	44	4645	0.7
450,000 TO 499,999	31	156	117	42	40820	7.8
500,000 TO 549,999	37	139	94	39	3539	9.1
550,000 TO 599,999	36	148	73	34	11467	1.5
600,000 TO 699,999	31	200	102	46	8111	1.0
700,000 TO 799,999	31	185	88	42	25094	2.6
800,000 TO 899,999	36	137	44	22	8468	0.6
900,000 TO 999,999	72	92	17	14	73588	6.4
1,000,000 TO 1,999,999	46	391	95	64	54455	3.6
MORE THAN 2,000,000	44	230	24	19	132748	4.3
TOTALS	41	2627	1169	551	17055	2.9

**LISTINGS
5,844****2016 RMLS TOTAL - \$ VOLUME
\$2,870,219,000****SALES
3,709**

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 MAY 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	97	145	123	182	196	743	509	1,252
Total Active Listings	127	225	181	274	329	1,136	927	2,063
Average Days on Market	100	72	68	60	75	72	94	82
Average List Price in Thousands	491.4	1,295.0	1,351.3	871.2	1,782.5	1,253.1	734.0	1,019.8
Median List Price in Thousands	449.0	1,100.0	849.0	775.0	995.0	799.0	399.9	660.0
BOMS	35	25	29	34	34	157	111	268
Average BOM Price in Thousands	443.6	855.5	1,142.6	620.4	1,058.0	809.6	547.6	701.1
BOM to Sale Ratio	41.7	27.8	32.6	26.0	26.8	30.1	31.1	30.5
Expirations	14	13	15	12	18	72	49	121
PENDING SALES								
New Escrows Opened	110	112	96	150	150	618	417	1,035
Total YTD Escrows Opened	430	499	405	581	654	2,569	1,759	4,328
New Open Escrows Average Days on Market	33	30	34	33	33	32	41	36
New Open Escrows Average List Price	424.8	1,002.7	1,036.3	668.0	1,025.5	829.3	457.1	679.4
CLOSED SALES:								
New Escrows Closed	84	90	89	131	127	521	357	878
Total YTD Escrows Closed	355	425	357	486	544	2,167	1,476	3,643
Volume of New Sales Dollars in Millions	38.161	86.477	80.466	83.110	114.565	402.780	159.901	562.681
Volume of total YTD Sales in Millions	152.663	405.705	326.020	308.940	507.117	1,700.444	674.399	2,374.843
Average Sale price in Thousands	454.3	960.9	904.1	634.4	902.1	773.1	447.9	640.9
Median Sale Price in Thousands	435.0	739.0	635.0	596.8	700.0	600.0	320.0	519.0
Coop Sales	62	72	77	112	100	423	285	708
Percent of Coop Sales	73.8	80.0	86.5	85.5	78.7	81.2	79.8	80.6
Average Days on Market	41	30	51	33	39	38	49	42
Sales at List Price	58	52	40	80	66	296	215	511
Percent of Sales at List Price	69.0	57.8	44.9	61.1	52.0	56.8	60.2	58.2
Sales to Listing Inventory Ratio	66.1	40.0	49.2	47.8	38.6	45.9	38.5	42.6
Final Sale to New Listing Ratio	86.6	62.1	72.4	72.0	64.8	70.1	70.1	70.1
CLOSED SALES TYPE								
Foreclosure/REO	3	2	1	3	4	13	13	26
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	3	1	1	4	4	13	19	32
Standard	77	86	87	123	119	492	321	813
Other	1	1	0	1	0	3	4	7

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MAY 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	29	68	49	45	65	256	125	381
Total Active Listings	50	111	69	57	77	364	200	564
Average Days on Market	88	71	69	51	66	69	121	87
Average List Price in Thousands	294.8	494.5	619.5	454.8	508.2	487.4	581.5	520.8
Median List Price in Thousands	267.5	459.0	395.0	420.0	378.9	396.5	425.0	400.0
BOMS	10	19	15	11	13	68	31	99
Average BOM Price in Thousands	285.8	410.4	318.5	348.3	408.5	361.4	417.8	379.1
BOM to Sale Ratio	37.0	35.2	36.6	25.0	37.1	33.8	34.4	34.0
Expirations	1	8	1	3	1	14	13	27
PENDING SALES								
New Escrows Opened	31	44	43	41	53	212	111	323
Total YTD Escrows Opened	153	221	196	170	195	935	452	1,387
New Open Escrows Average Days on Market	37	39	41	44	30	38	41	39
New Open Escrows Average List Price	305.2	472.7	400.2	423.0	440.2	415.8	405.4	412.2
CLOSED SALES:								
New Escrows Closed	27	54	41	44	35	201	90	291
Total YTD Escrows Closed	123	196	178	152	162	811	383	1,194
Volume of New Sales Dollars in Millions	8.153	23.782	14.749	17.700	18.193	82.578	35.326	117.904
Volume of total YTD Sales in Millions	37.263	93.131	67.609	59.587	65.686	323.277	172.099	495.376
Average Sale price in Thousands	302.0	440.4	359.7	402.3	519.8	410.8	392.5	405.2
Median Sale Price in Thousands	265.0	408.0	339.0	379.9	380.0	358.0	370.0	360.0
Coop Sales	22	47	36	36	31	172	76	248
Percent of Coop Sales	81.5	87.0	87.8	81.8	88.6	85.6	84.4	85.2
Average Days on Market	70	26	34	32	22	34	40	36
Sales at List Price	15	26	32	27	14	114	46	160
Percent of Sales at List Price	55.6	48.1	78.0	61.4	40.0	56.7	51.1	55.0
Sales to Listing Inventory Ratio	54.0	48.6	59.4	77.2	45.5	55.2	45.0	51.6
Final Sale to New Listing Ratio	93.1	79.4	83.7	97.8	53.8	78.5	72.0	76.4
CLOSED SALES TYPE								
Foreclosure/REO	1	0	1	1	0	3	1	4
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	2	2	1	0	7	2	9
Standard	24	51	38	41	35	189	87	276
Other	0	1	0	1	0	2	0	2