

RESIDENTIAL
PROPERTIES LISTED

1,742

JUNE 2016 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

1,304

RESIDENTIAL PROP.
ESCROW CLOSED

1,299

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	142	235	188	226	279	1,070	672	1,742
TOTAL ACTIVE LISTINGS	204	371	294	342	457	1,668	1,245	2,913
AVERAGE DAYS ON MARKET	80	76	65	62	69	70	98	82
AVERAGE LIST PRICE IN THOUSANDS	428.0	1,019.1	1,126.2	783.9	1,525.9	1,056.3	659.0	886.5
MEDIAN LIST PRICE IN THOUSANDS	419.9	799.0	700.0	685.0	799.0	685.0	400.0	570.0
BOMS	13	24	22	20	24	103	86	189
AVERAGE BOM PRICE IN THOUSANDS	363.7	985.9	756.2	610.4	1,088.9	809.4	523.6	679.3
BOM TO SALE RATIO	9.4	15.3	17.1	11.0	11.5	12.7	17.7	14.5
EXPIRATIONS	15	15	20	29	13	92	65	157

PENDING SALES:

NEW ESCROWS OPENED	115	171	128	186	205	805	499	1,304
TOTAL YTD ESCROWS OPENED	678	876	706	918	1,035	4,213	2,617	6,830
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	42	35	33	29	36	35	41	37
NEW OPEN ESCROWS AVERAGE LIST PRICE	398.3	784.2	812.2	642.0	768.2	696.6	507.2	624.1

CLOSED SALES:

NEW ESCROWS CLOSED	138	157	129	182	208	814	485	1,299
TOTAL YTD ESCROWS CLOSED	610	777	661	816	914	3,778	2,335	6,113
VOLUME OF NEW SALE DOLLARS IN MILLIONS	53.387	118.863	99.693	108.812	179.714	560.469	224.564	785.033
VOLUME OF TOTAL YTD SALES IN MILLIONS	244.418	617.310	490.640	475.384	752.517	2,580.270	1,069.016	3,649.286
AVERAGE SALE PRICE IN THOUSANDS	386.9	757.1	772.8	597.9	864.0	688.5	463.0	604.3
MEDIAN SALE PRICE IN THOUSANDS	401.0	611.0	549.0	564.0	635.0	539.9	365.0	485.0
COOP SALES	99	123	103	155	162	642	397	1,039
PERCENT OF COOP SALES	71.7	78.3	79.8	85.2	77.9	78.9	81.9	80.0
AVERAGE DAYS ON MARKET	49	23	33	34	38	35	44	39
SALES AT LIST PRICE	95	96	76	101	103	471	265	736
PERCENT OF SALES AT LIST PRICE	68.8	61.1	58.9	55.5	49.5	57.9	54.6	56.7
SALES TO LISTING INVENTORY RATIO	67.6	42.3	43.9	53.2	45.5	48.8	39.0	44.6
FINAL SALE TO NEW LISTING RATIO	97.2	66.8	68.6	80.5	74.6	76.1	72.2	74.6

CLOSED SALES TYPE

FORECLOSURE/REO	5	2	1	7	7	22	20	42
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	5	3	4	2	5	19	16	35
STANDARD	127	151	124	170	193	765	436	1,201
OTHER	1	1	0	3	3	8	13	21

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	52	39	10	9	46639	24.1
100,000 TO 109,999	0	6	0	0	N/A	0.0
110,000 TO 119,999	139	5	4	4	23950	16.4
120,000 TO 139,999	58	14	9	6	12571	8.4
140,000 TO 159,999	47	35	17	7	2547	1.2
160,000 TO 179,999	60	46	21	8	519	2.3
180,000 TO 199,999	49	59	21	10	3882	0.8
200,000 TO 249,999	31	147	72	29	3983	1.2
250,000 TO 299,999	43	194	101	45	5621	1.4
300,000 TO 349,999	43	166	74	29	3020	0.3
350,000 TO 399,999	47	179	104	54	5272	0.8
400,000 TO 449,999	40	169	106	47	7427	0.8
450,000 TO 499,999	32	176	126	56	1271	0.3
500,000 TO 549,999	34	167	111	45	373	8.4
550,000 TO 599,999	24	156	82	37	389	0.4
600,000 TO 699,999	31	226	113	51	8479	0.8
700,000 TO 799,999	29	201	101	55	5704	0.1
800,000 TO 899,999	32	149	62	30	12031	0.8
900,000 TO 999,999	35	104	36	19	22909	1.4
1,000,000 TO 1,999,999	50	443	98	53	41830	2.3
MORE THAN 2,000,000	73	232	30	27	249510	7.0
TOTALS	39	2913	1298	621	14573	0.3

LISTINGS
9,3272016 RMLS TOTAL - \$ VOLUME
\$3,649,286,000SALES
6,334

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 JUNE 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	98	158	142	193	215	806	533	1,339
Total Active Listings	144	246	220	292	369	1,271	1,023	2,294
Average Days on Market	84	78	61	62	71	70	94	81
Average List Price in Thousands	486.5	1,286.5	1,313.2	840.9	1,771.6	1,238.9	680.7	990.0
Median List Price in Thousands	449.0	1,100.0	899.9	745.0	950.0	799.0	395.0	650.0
BOMS	8	17	17	14	17	73	67	140
Average BOM Price in Thousands	425.0	1,209.9	894.1	688.5	1,378.1	989.5	553.2	780.7
BOM to Sale Ratio	8.0	14.8	19.1	9.4	10.7	11.9	16.9	13.9
Expirations	8	11	16	24	9	68	55	123
PENDING SALES								
New Escrows Opened	82	115	89	148	161	595	398	993
Total YTD Escrows Opened	500	606	477	717	801	3,101	2,079	5,180
New Open Escrows Average Days on Market	47	34	35	26	38	35	43	38
New Open Escrows Average List Price	435.5	937.8	983.0	704.0	879.4	801.4	520.5	688.8
CLOSED SALES:								
New Escrows Closed	100	115	89	149	159	612	396	1,008
Total YTD Escrows Closed	450	539	443	631	703	2,766	1,865	4,631
Volume of New Sales Dollars in Millions	42,324	99,640	85,314	95,032	159,382	481,691	186,274	667,965
Volume of total YTD Sales in Millions	196,332	504,956	408,653	402,016	666,499	2,178,455	859,571	3,038,027
Average Sale price in Thousands	423.2	866.4	958.6	637.8	1,002.4	787.1	470.4	662.7
Median Sale Price in Thousands	429.0	735.0	640.0	590.0	750.0	600.0	365.0	536.0
Coop Sales	70	88	70	125	121	474	315	789
Percent of Coop Sales	70.0	76.5	78.7	83.9	76.1	77.5	79.5	78.3
Average Days on Market	51	20	29	32	40	34	46	39
Sales at List Price	66	73	52	84	84	359	222	581
Percent of Sales at List Price	66.0	63.5	58.4	56.4	52.8	58.7	56.1	57.6
Sales to Listing Inventory Ratio	69.4	46.7	40.5	51.0	43.1	48.2	38.7	43.9
Final Sale to New Listing Ratio	102.0	72.8	62.7	77.2	74.0	75.9	74.3	75.3
CLOSED SALES TYPE								
Foreclosure/REO	4	1	0	5	6	16	17	33
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	4	2	2	2	3	13	14	27
Standard	91	111	87	142	148	579	353	932
Other	1	1	0	0	2	4	12	16

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	44	77	46	33	64	264	139	403
Total Active Listings	60	125	74	50	88	397	222	619
Average Days on Market	72	73	78	62	59	69	116	86
Average List Price in Thousands	287.5	492.9	570.5	450.9	495.8	471.7	558.8	502.9
Median List Price in Thousands	260.0	460.0	355.0	389.0	415.0	389.9	435.0	409.0
BOMS	5	7	5	6	7	30	19	49
Average BOM Price in Thousands	265.8	441.6	287.4	428.0	386.6	371.0	419.2	389.7
BOM to Sale Ratio	13.2	16.7	12.5	18.2	14.3	14.9	21.3	16.8
Expirations	7	4	4	5	4	24	10	34
PENDING SALES								
New Escrows Opened	33	56	39	38	44	210	101	311
Total YTD Escrows Opened	178	270	229	201	234	1,112	538	1,650
New Open Escrows Average Days on Market	28	38	28	42	28	33	34	33
New Open Escrows Average List Price	305.7	468.7	422.4	400.3	361.6	399.7	454.6	417.5
CLOSED SALES:								
New Escrows Closed	38	42	40	33	49	202	89	291
Total YTD Escrows Closed	160	238	218	185	211	1,012	470	1,482
Volume of New Sales Dollars in Millions	11,063	19,224	14,378	13,781	20,332	78,778	38,291	117,069
Volume of total YTD Sales in Millions	48,087	112,354	81,987	73,368	86,018	401,815	209,445	611,260
Average Sale price in Thousands	291.1	457.7	359.5	417.6	414.9	390.0	430.2	402.3
Median Sale Price in Thousands	281.0	445.0	314.9	390.0	415.0	365.0	367.0	365.0
Coop Sales	29	35	33	30	41	168	82	250
Percent of Coop Sales	76.3	83.3	82.5	90.9	83.7	83.2	92.1	85.9
Average Days on Market	43	32	40	45	33	38	37	38
Sales at List Price	29	23	24	17	19	112	43	155
Percent of Sales at List Price	76.3	54.8	60.0	51.5	38.8	55.4	48.3	53.3
Sales to Listing Inventory Ratio	63.3	33.6	54.1	66.0	55.7	50.9	40.1	47.0
Final Sale to New Listing Ratio	86.4	54.5	87.0	100.0	76.6	76.5	64.0	72.2
CLOSED SALES TYPE								
Foreclosure/REO	1	1	1	2	1	6	3	9
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	1	1	2	0	2	6	2	8
Standard	36	40	37	28	45	186	83	269
Other	0	0	0	3	1	4	1	5