

RESIDENTIAL  
PROPERTIES LISTED  
**499**

# JULY 2016 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.  
ESCROW OPENED  
**405**

RESIDENTIAL PROP.  
ESCROW CLOSED  
**402**

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
<b>ACTIVE INVENTORY:</b>											
NEW LISTINGS	17	6	72	32	37	96	27	124	411	88	499
TOTAL ACTIVE LISTINGS	52	25	122	46	52	117	33	179	626	187	813
AVERAGE DAYS ON MARKET	90	82	85	80	67	50	56	51	65	74	67
AVERAGE LIST PRICE IN THOUSANDS	575.8	746.5	636.7	681.1	626.3	617.1	740.5	722.8	664.9	460.9	618.0
MEDIAN LIST PRICE IN THOUSANDS	549.9	649.9	500.0	549.9	559.0	579.0	735.0	559.9	560.0	355.0	539.7
BOMS	10	1	31	4	8	20	10	39	123	30	153
AVERAGE BOM PRICE IN THOUSANDS	513.0	799.0	436.1	408.5	576.0	623.3	769.5	737.0	606.5	391.7	564.3
BOM TO SALE RATIO	71.4	20.0	45.6	13.8	25.8	29.0	55.6	41.5	37.5	40.5	38.1
EXPIRATIONS	2	2	4	3	2	3	1	4	21	2	23
<b>PENDING SALES:</b>											
NEW ESCROWS OPENED	12	7	69	26	30	74	20	94	332	73	405
TOTAL YTD ESCROWS OPENED	75	36	496	173	231	480	126	659	2,276	486	2,762
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	50	83	40	75	30	28	28	30	37	47	39
NEW OPEN ESCROWS AVERAGE LIST PRICE	500.9	483.9	442.3	541.4	396.0	531.5	707.3	520.5	506.8	403.1	488.2
<b>CLOSED SALES:</b>											
NEW ESCROWS CLOSED	14	5	68	29	31	69	18	94	328	74	402
TOTAL YTD ESCROWS CLOSED	70	30	437	162	206	435	115	619	2,074	459	2,533
VOLUME OF NEW SALE DOLLARS IN MILLIONS	7.530	3.452	32.318	14.731	12.516	34.813	12.569	53.279	171.207	26.957	198.164
VOLUME OF TOTAL YTD SALES IN MILLIONS	34.748	18.734	200.604	78.762	88.758	217.279	75.590	331.920	1046.396	168.821	1215.217
AVERAGE SALE PRICE IN THOUSANDS	537.9	690.3	475.3	508.0	403.7	504.5	698.3	566.8	522.0	364.3	492.8
MEDIAN SALE PRICE IN THOUSANDS	560.0	706.7	475.0	500.0	359.0	490.0	610.0	515.0	498.5	300.0	476.0
COOP SALES	12	5	57	24	27	54	14	79	272	56	328
PERCENT OF COOP SALES	85.7	100.0	83.8	82.8	87.1	78.3	77.8	84.0	82.9	75.7	81.6
AVERAGE DAYS ON MARKET	125	130	96	87	68	93	61	94	91	87	91
SALES AT LIST PRICE	3	1	40	17	12	45	9	49	176	46	222
PERCENT OF SALES AT LIST PRICE	21.4	20.0	58.8	58.6	38.7	65.2	50.0	52.1	53.7	62.2	55.2
SALES TO LISTING INVENTORY RATIO	26.9	20.0	55.7	63.0	59.6	59.0	54.5	52.5	52.4	39.6	49.4
FINAL SALE TO NEW LISTING RATIO	82.4	83.3	94.4	90.6	83.8	71.9	66.7	75.8	79.8	84.1	80.6
<b>CLOSED SALES TYPE</b>											
FORECLOSURE/REO	0	1	1	0	2	2	0	0	6	0	6
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	2	0	0	2	0	0	4	2	6
STANDARD	14	4	65	29	29	64	18	93	316	70	386
OTHER	0	0	0	0	0	1	0	1	2	2	4

### 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	5	2	2	0	3061
100,000 TO 109,999	7	1	1	0	3000
110,000 TO 119,999	0	0	0	0	N/A
120,000 TO 139,999	60	8	1	1	10000
140,000 TO 159,999	13	1	2	0	5010
160,000 TO 179,999	8	9	4	2	6350
180,000 TO 199,999	38	9	9	5	3099
200,000 TO 249,999	32	26	20	11	3215
250,000 TO 299,999	24	43	33	11	90528
300,000 TO 349,999	37	49	32	16	2504
350,000 TO 399,999	23	63	36	12	3373
400,000 TO 449,999	51	58	24	12	2498
450,000 TO 499,999	32	70	46	19	2782
500,000 TO 549,999	23	77	31	11	1066
550,000 TO 599,999	39	68	39	20	11542
600,000 TO 699,999	40	94	38	24	15455
700,000 TO 799,999	35	68	29	20	20663
800,000 TO 899,999	47	31	12	8	33512
900,000 TO 999,999	55	19	4	3	47000
1,000,000 TO 1,999,999	44	66	10	9	82250
MORE THAN 2,000,000	0	8	0	0	N/A
TOTALS	34	770	373	184	16964

**LISTINGS**  
**3,477**

**2016 RMLS TOTAL - \$ VOLUME**  
**\$1,215,217,000**

**SALES**  
**2,586**

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

