

RESIDENTIAL
PROPERTIES LISTED
480

SEPTEMBER 2016 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED
411

RESIDENTIAL PROP.
ESCROW CLOSED
406

| | AC | ADUL | CC | CA | NE | SAU | SR | VAL | SCV TOTAL | EXT | TOTAL |
|---|--------|--------|---------|---------|---------|---------|--------|---------|-----------|---------|----------|
| ACTIVE INVENTORY: | | | | | | | | | | | |
| NEW LISTINGS | 11 | 2 | 93 | 19 | 24 | 92 | 23 | 122 | 386 | 94 | 480 |
| TOTAL ACTIVE LISTINGS | 54 | 23 | 135 | 43 | 60 | 116 | 35 | 177 | 643 | 170 | 813 |
| AVERAGE DAYS ON MARKET | 107 | 107 | 66 | 89 | 74 | 55 | 73 | 58 | 69 | 73 | 70 |
| AVERAGE LIST PRICE IN THOUSANDS | 552.8 | 892.1 | 628.4 | 599.8 | 590.1 | 598.3 | 719.3 | 707.1 | 647.2 | 482.0 | 612.7 |
| MEDIAN LIST PRICE IN THOUSANDS | 525.0 | 685.0 | 520.0 | 545.0 | 506.0 | 552.6 | 725.0 | 574.8 | 552.6 | 399.0 | 530.0 |
| BOMS | 1 | 1 | 20 | 0 | 14 | 11 | 1 | 22 | 70 | 18 | 88 |
| AVERAGE BOM PRICE IN THOUSANDS | 359.0 | 599.0 | 443.8 | 0.0 | 372.7 | 546.9 | 660.0 | 611.4 | 502.5 | 356.3 | 472.6 |
| BOM TO SALE RATIO | 7.7 | 25.0 | 26.7 | 0.0 | 73.7 | 16.4 | 6.7 | 21.4 | 21.6 | 22.0 | 21.7 |
| EXPIRATIONS | 4 | 4 | 8 | 2 | 5 | 7 | 3 | 11 | 44 | 8 | 52 |
| PENDING SALES: | | | | | | | | | | | |
| NEW ESCROWS OPENED | 8 | 4 | 74 | 21 | 23 | 76 | 19 | 98 | 323 | 88 | 411 |
| TOTAL YTD ESCROWS OPENED | 88 | 41 | 627 | 221 | 279 | 618 | 160 | 870 | 2,904 | 649 | 3,553 |
| NEW OPEN ESCROWS AVERAGE DAYS ON MARKET | 50 | 72 | 37 | 37 | 31 | 37 | 39 | 38 | 38 | 46 | 39 |
| NEW OPEN ESCROWS AVERAGE LIST PRICE | 447.9 | 571.5 | 433.1 | 591.0 | 426.3 | 512.9 | 699.6 | 529.9 | 508.8 | 396.1 | 484.7 |
| CLOSED SALES: | | | | | | | | | | | |
| NEW ESCROWS CLOSED | 13 | 4 | 75 | 28 | 19 | 67 | 15 | 103 | 324 | 82 | 406 |
| TOTAL YTD ESCROWS CLOSED | 90 | 39 | 583 | 214 | 259 | 571 | 146 | 830 | 2,732 | 605 | 3,337 |
| VOLUME OF NEW SALE DOLLARS IN MILLIONS | 6.066 | 2.136 | 33.646 | 13.097 | 8.505 | 33.823 | 11.509 | 60.538 | 169.322 | 31.946 | 201.268 |
| VOLUME OF TOTAL YTD SALES IN MILLIONS | 44.504 | 23.381 | 265.213 | 103.571 | 113.973 | 287.174 | 98.710 | 451.064 | 1387.588 | 226.859 | 1614.447 |
| AVERAGE SALE PRICE IN THOUSANDS | 466.6 | 534.0 | 448.6 | 467.8 | 447.6 | 504.8 | 767.3 | 587.8 | 522.6 | 389.6 | 495.7 |
| MEDIAN SALE PRICE IN THOUSANDS | 494.0 | 446.0 | 449.0 | 459.0 | 415.0 | 491.5 | 712.8 | 525.0 | 480.0 | 309.5 | 456.0 |
| COOP SALES | 12 | 3 | 67 | 23 | 12 | 59 | 10 | 91 | 277 | 69 | 346 |
| PERCENT OF COOP SALES | 92.3 | 75.0 | 89.3 | 82.1 | 63.2 | 88.1 | 66.7 | 88.3 | 85.5 | 84.1 | 85.2 |
| AVERAGE DAYS ON MARKET | 138 | 179 | 94 | 78 | 97 | 106 | 81 | 95 | 98 | 108 | 100 |
| SALES AT LIST PRICE | 5 | 0 | 52 | 20 | 9 | 41 | 5 | 52 | 184 | 36 | 220 |
| PERCENT OF SALES AT LIST PRICE | 38.5 | 0.0 | 69.3 | 71.4 | 47.4 | 61.2 | 33.3 | 50.5 | 56.8 | 43.9 | 54.2 |
| SALES TO LISTING INVENTORY RATIO | 24.1 | 17.4 | 55.6 | 65.1 | 31.7 | 57.8 | 42.9 | 58.2 | 50.4 | 48.2 | 49.9 |
| FINAL SALE TO NEW LISTING RATIO | 118.2 | 200.0 | 80.6 | 147.4 | 79.2 | 72.8 | 65.2 | 84.4 | 83.9 | 87.2 | 84.6 |
| CLOSED SALES TYPE | | | | | | | | | | | |
| FORECLOSURE/REO | 0 | 0 | 1 | 0 | 1 | 4 | 0 | 0 | 6 | 1 | 7 |
| SELLER CONCESSIONS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SHORT SALE | 1 | 0 | 1 | 0 | 1 | 3 | 0 | 2 | 8 | 4 | 12 |
| STANDARD | 8 | 3 | 53 | 20 | 12 | 45 | 12 | 79 | 232 | 61 | 293 |
| OTHER | 4 | 1 | 20 | 8 | 5 | 15 | 3 | 22 | 78 | 16 | 94 |

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 | 109 | 1 | 3 | 3 | 105333 |
| 100,000 TO 109,999 | 0 | 1 | 0 | 0 | N/A |
| 110,000 TO 119,999 | 100 | 1 | 2 | 2 | 27450 |
| 120,000 TO 139,999 | 28 | 4 | 4 | 3 | 75300 |
| 140,000 TO 159,999 | 85 | 3 | 4 | 2 | 27013 |
| 160,000 TO 179,999 | 20 | 6 | 7 | 1 | 1564 |
| 180,000 TO 199,999 | 29 | 5 | 5 | 0 | 3550 |
| 200,000 TO 249,999 | 103 | 30 | 13 | 7 | 15580 |
| 250,000 TO 299,999 | 27 | 41 | 32 | 14 | 5101 |
| 300,000 TO 349,999 | 44 | 48 | 32 | 15 | 9347 |
| 350,000 TO 399,999 | 36 | 56 | 39 | 19 | 4636 |
| 400,000 TO 449,999 | 37 | 67 | 53 | 28 | 6627 |
| 450,000 TO 499,999 | 31 | 93 | 52 | 27 | 6537 |
| 500,000 TO 549,999 | 43 | 81 | 41 | 21 | 12634 |
| 550,000 TO 599,999 | 51 | 71 | 30 | 20 | 21110 |
| 600,000 TO 699,999 | 33 | 111 | 38 | 25 | 13813 |
| 700,000 TO 799,999 | 51 | 65 | 18 | 11 | 26906 |
| 800,000 TO 899,999 | 46 | 29 | 12 | 8 | 23069 |
| 900,000 TO 999,999 | 54 | 26 | 10 | 9 | 71933 |
| 1,000,000 TO 1,999,999 | 82 | 66 | 8 | 6 | 71950 |
| MORE THAN 2,000,000 | 25 | 8 | 3 | 3 | 103333 |
| TOTALS | 42 | 813 | 406 | 224 | 15687 |

LISTINGS
4,455

2016 RMLS TOTAL - \$ VOLUME
\$1,614,447,000

SALES
3,401

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR SEPTEMBER 2016

| ACTIVE INVENTORY | AC | ADUL | CC | CA | NE | SAU | SR | VAL | SCVTOT | EXT | TOTAL |
|---------------------------------|-----------|-------------|-----------|-----------|-----------|------------|-----------|------------|---------------|------------|--------------|
| New Listings | 11 | 2 | 60 | 18 | 14 | 70 | 18 | 77 | 270 | 80 | 350 |
| Total Active Listings | 53 | 23 | 102 | 40 | 44 | 101 | 26 | 130 | 519 | 147 | 666 |
| Average Days on Market | 107 | 107 | 70 | 87 | 75 | 57 | 73 | 65 | 73 | 74 | 73 |
| Average List Price in Thousands | 553.6 | 892.1 | 712.5 | 633.6 | 692.6 | 631.2 | 838.5 | 805.1 | 710.1 | 486.3 | 660.7 |
| Median List Price in Thousands | 525.0 | 685.0 | 583.5 | 550.0 | 604.9 | 575.0 | 819.9 | 629.0 | 599.0 | 385.0 | 569.9 |
| BOMS | 1 | 1 | 10 | 0 | 7 | 10 | 0 | 15 | 44 | 14 | 58 |
| Average BOM Price in Thousands | 359.0 | 599.0 | 571.4 | 0.0 | 455.0 | 562.6 | 0.0 | 694.1 | 588.5 | 347.1 | 530.2 |
| BOM to Sale Ratio | 7.7 | 25.0 | 18.5 | 0.0 | 87.5 | 20.0 | 0.0 | 23.4 | 19.3 | 20.6 | 19.6 |
| Expirations | 4 | 4 | 6 | 2 | 3 | 5 | 2 | 6 | 32 | 7 | 39 |

PENDING SALES

| | | | | | | | | | | | |
|---|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| New Escrows Opened | 8 | 4 | 42 | 21 | 9 | 56 | 15 | 59 | 214 | 74 | 288 |
| Total YTD Escrows Opened | 88 | 41 | 423 | 207 | 144 | 466 | 112 | 522 | 2,003 | 547 | 2,550 |
| New Open Escrows Average Days on Market | 50 | 72 | 46 | 37 | 41 | 40 | 39 | 42 | 42 | 50 | 44 |
| New Open Escrows Average List Price | 44.9 | 571.5 | 535.8 | 591.0 | 677.4 | 570.9 | 760.9 | 606.0 | 588.9 | 389.6 | 537.7 |

CLOSED SALES:

| | | | | | | | | | | | |
|---|--------|--------|---------|--------|--------|---------|--------|---------|-----------|---------|-----------|
| New Escrows Closed | 13 | 4 | 54 | 23 | 8 | 50 | 12 | 64 | 228 | 68 | 296 |
| Total YTD Escrows Closed | 90 | 39 | 400 | 200 | 138 | 430 | 104 | 494 | 1,895 | 511 | 2,406 |
| Volume of New Sales Dollars in Millions | 6.066 | 2.136 | 26.604 | 11.595 | 5.221 | 27.517 | 10.297 | 45.197 | 134.635 | 26.869 | 161.504 |
| Volume of total YTD Sales in Millions | 44.504 | 23.381 | 211.568 | 98.221 | 79.568 | 238.309 | 81.858 | 322.051 | 1,099.457 | 191.599 | 1,291.056 |
| Average Sale price in Thousands | 466.6 | 534.0 | 492.7 | 504.1 | 652.6 | 550.3 | 858.1 | 706.2 | 590.5 | 395.1 | 545.6 |
| Median Sale Price in Thousands | 494.0 | 446.0 | 479.9 | 499.9 | 574.9 | 525.0 | 775.0 | 595.0 | 525.0 | 300.0 | 500.0 |
| Coop Sales | 12 | 3 | 49 | 20 | 5 | 44 | 7 | 59 | 199 | 58 | 257 |
| Percent of Coop Sales | 92.3 | 75.0 | 90.7 | 87.0 | 62.5 | 88.0 | 58.3 | 92.2 | 87.3 | 85.3 | 86.8 |
| Average Days on Market | 138 | 179 | 93 | 68 | 124 | 99 | 87 | 110 | 101 | 112 | 104 |
| Sales at List Price | 5 | 0 | 34 | 17 | 2 | 30 | 4 | 29 | 121 | 29 | 150 |
| Percent of Sales at List Price | 38.5 | 0.0 | 63.0 | 73.9 | 25.0 | 60.0 | 33.3 | 45.3 | 53.1 | 42.6 | 50.7 |
| Sales to Listing Inventory Ratio | 24.5 | 17.4 | 52.9 | 57.5 | 18.2 | 49.5 | 46.2 | 49.2 | 43.9 | 46.3 | 44.4 |
| Final Sale to New Listing Ratio | 118.2 | 200.0 | 90.0 | 127.8 | 57.1 | 71.4 | 66.7 | 83.1 | 84.4 | 85.0 | 84.6 |

CLOSED SALES TYPE

| | | | | | | | | | | | |
|--------------------|---|---|----|----|---|----|----|----|-----|----|-----|
| Foreclosure / REO | 0 | 0 | 1 | 0 | 1 | 3 | 0 | 0 | 5 | 1 | 6 |
| Seller Concessions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Short Sale | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 3 | 3 | 6 |
| Standard | 8 | 3 | 37 | 17 | 5 | 33 | 10 | 51 | 164 | 50 | 214 |
| Other | 4 | 1 | 16 | 6 | 2 | 13 | 2 | 12 | 56 | 14 | 70 |

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER 2016

| ACTIVE INVENTORY | AC | ADUL | CC | CA | NE | SAU | SR | VAL | SCVTOT | EXT | TOTAL |
|---------------------------------|-----------|-------------|-----------|-----------|-----------|------------|-----------|------------|---------------|------------|--------------|
| New Listings | 0 | 0 | 33 | 1 | 10 | 22 | 5 | 45 | 116 | 14 | 130 |
| Total Active Listings | 1 | 0 | 33 | 3 | 16 | 15 | 9 | 47 | 124 | 23 | 147 |
| Average Days on Market | 109 | 0 | 53 | 110 | 70 | 42 | 75 | 37 | 52 | 70 | 54 |
| Average List Price in Thousands | 515.0 | 0.0 | 368.5 | 149.7 | 308.4 | 376.5 | 374.9 | 436.1 | 383.7 | 454.5 | 394.8 |
| Median List Price in Thousands | 515.0 | 0.0 | 285.0 | 145.0 | 290.0 | 385.0 | 369.9 | 390.0 | 365.0 | 455.0 | 374.0 |
| BOMS | 0 | 0 | 10 | 0 | 7 | 1 | 1 | 7 | 26 | 4 | 30 |
| Average BOM Price in Thousands | 0.0 | 0.0 | 316.2 | 0.0 | 290.5 | 389.9 | 660.0 | 434.0 | 357.0 | 388.5 | 361.2 |
| BOM to Sale Ratio | 0.0 | 0.0 | 47.6 | 0.0 | 63.6 | 5.9 | 33.3 | 17.9 | 27.1 | 28.6 | 27.3 |
| Expirations | 0 | 0 | 2 | 0 | 2 | 2 | 1 | 5 | 12 | 1 | 13 |

PENDING SALES

| | | | | | | | | | | | |
|---|-----|-----|-------|-----|-------|-------|-------|-------|-------|-------|-------|
| New Escrows Opened | 0 | 0 | 32 | 0 | 14 | 20 | 4 | 39 | 109 | 14 | 123 |
| Total YTD Escrows Opened | 0 | 0 | 204 | 14 | 135 | 152 | 48 | 348 | 901 | 102 | 1,003 |
| New Open Escrows Average Days on Market | 0 | 0 | 25 | 0 | 24 | 29 | 38 | 31 | 28 | 23 | 28 |
| New Open Escrows Average List Price | 0.0 | 0.0 | 298.4 | 0.0 | 264.9 | 350.4 | 469.8 | 414.9 | 351.6 | 430.4 | 360.6 |

CLOSED SALES:

| | | | | | | | | | | | |
|---|-------|-------|--------|-------|--------|--------|--------|---------|---------|--------|---------|
| New Escrows Closed | 0 | 0 | 21 | 5 | 11 | 17 | 3 | 39 | 96 | 14 | 110 |
| Total YTD Escrows Closed | 0 | 0 | 183 | 14 | 121 | 141 | 42 | 336 | 837 | 94 | 931 |
| Volume of New Sales Dollars in Millions | 0.000 | 0.000 | 7.041 | 1.502 | 3.284 | 6.306 | 1.212 | 15.341 | 34.687 | 5.077 | 39.764 |
| Volume of Total YTD Sales in Millions | 0.000 | 0.000 | 53.645 | 5.350 | 34.407 | 48.864 | 16.852 | 129.013 | 288.131 | 35.261 | 323.392 |
| Average Sale price in Thousands | 0.0 | 0.0 | 335.3 | 300.4 | 298.6 | 371.0 | 404.0 | 393.4 | 361.3 | 362.6 | 361.5 |
| Median Sale Price in Thousands | 0.0 | 0.0 | 307.0 | 270.0 | 290.0 | 385.0 | 420.0 | 410.0 | 372.0 | 352.0 | 370.0 |
| Coop Sales | 0 | 0 | 18 | 3 | 7 | 15 | 3 | 32 | 78 | 11 | 89 |
| Percent of Coop Sales | 0.0 | 0.0 | 85.7 | 60.0 | 63.6 | 88.2 | 100.0 | 82.1 | 81.3 | 78.6 | 80.9 |
| Average Days on Market | 0 | 0 | 98 | 126 | 78 | 128 | 59 | 71 | 90 | 91 | 90 |
| Sales at List Price | 0 | 0 | 18 | 3 | 7 | 11 | 1 | 23 | 63 | 7 | 70 |
| Percent of Sales at List Price | 0.0 | 0.0 | 85.7 | 60.0 | 63.6 | 64.7 | 33.3 | 59.0 | 65.6 | 50.0 | 63.6 |
| Sales to Listing Inventory Ratio | 0.0 | 0.0 | 63.6 | 166.7 | 68.8 | 113.3 | 33.3 | 83.0 | 77.4 | 60.9 | 74.8 |
| Final Sale to New Listing Ratio | 0.0 | 0.0 | 63.6 | 500.0 | 110.0 | 77.3 | 60.0 | 86.7 | 82.8 | 100.0 | 84.6 |

CLOSED SALES TYPE

| | | | | | | | | | | | |
|--------------------|---|---|----|---|---|----|---|----|----|----|----|
| Foreclosure / REO | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 |
| Seller Concessions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Short Sale | 0 | 0 | 1 | 0 | 1 | 2 | 0 | 1 | 5 | 1 | 6 |
| Standard | 0 | 0 | 16 | 3 | 7 | 12 | 2 | 28 | 68 | 11 | 79 |
| Other | 0 | 0 | 4 | 2 | 3 | 2 | 1 | 10 | 22 | 2 | 24 |