

RESIDENTIAL
PROPERTIES LISTED

1,504

SEPTEMBER 2016 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

1,246

RESIDENTIAL PROP.
ESCROW CLOSED

1,243

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	151	211	162	179	184	887	617	1,504
TOTAL ACTIVE LISTINGS	220	363	294	343	437	1,657	1,345	3,002
AVERAGE DAYS ON MARKET	68	72	65	68	83	72	99	84
AVERAGE LIST PRICE IN THOUSANDS	435.4	1,066.6	1,135.8	710.3	1,566.9	1,053.3	621.1	859.7
MEDIAN LIST PRICE IN THOUSANDS	424.9	809.0	719.9	600.0	799.9	659.9	389.6	550.0
BOMS	30	41	22	34	40	167	111	278
AVERAGE BOM PRICE IN THOUSANDS	379.8	794.9	999.0	563.6	867.2	717.4	433.4	604.0
BOM TO SALE RATIO	27.5	25.2	16.7	17.8	23.4	21.8	23.3	22.4
EXPIRATIONS	16	32	27	28	30	133	96	229

PENDING SALES:

NEW ESCROWS OPENED	125	171	122	164	175	757	489	1,246
TOTAL YTD ESCROWS OPENED	1,001	1,339	1,063	1,409	1,535	6,347	3,923	10,270
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	35	39	34	42	42	39	54	45
NEW OPEN ESCROWS AVERAGE LIST PRICE	432.9	789.4	699.5	617.7	767.4	673.8	517.1	612.3

CLOSED SALES:

NEW ESCROWS CLOSED	109	163	132	191	171	766	477	1,243
TOTAL YTD ESCROWS CLOSED	914	1,244	1,040	1,338	1,441	5,977	3,687	9,664
VOLUME OF NEW SALE DOLLARS IN MILLIONS	45.817	141.407	84.419	118.759	152.803	543.204	239.402	782.605
VOLUME OF TOTAL YTD SALES IN MILLIONS	368.633	1,014.908	779.111	803.225	1,189.636	4,155.513	1,740.675	5,896.188
AVERAGE SALE PRICE IN THOUSANDS	420.3	867.5	639.5	621.8	893.6	709.1	501.9	629.6
MEDIAN SALE PRICE IN THOUSANDS	420.0	615.0	515.0	570.0	617.0	542.0	355.0	490.0
COOP SALES	79	136	109	154	142	620	375	995
PERCENT OF COOP SALES	72.5	83.4	82.6	80.6	83.0	80.9	78.6	80.0
AVERAGE DAYS ON MARKET	31	33	41	37	36	36	47	40
SALES AT LIST PRICE	66	85	68	84	76	379	268	647
PERCENT OF SALES AT LIST PRICE	60.6	52.1	51.5	44.0	44.4	49.5	56.2	52.1
SALES TO LISTING INVENTORY RATIO	49.5	44.9	44.9	55.7	39.1	46.2	35.5	41.4
FINAL SALE TO NEW LISTING RATIO	72.2	77.3	81.5	106.7	92.9	86.4	77.3	82.6

CLOSED SALES TYPE

FORECLOSURE/REO	2	2	4	2	1	11	21	32
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	5	1	1	1	4	12	13	25
STANDARD	77	125	95	139	112	548	319	867
OTHER	25	35	32	49	54	195	124	319

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	86	42	10	7	5100	8.4
100,000 TO 109,999	143	5	4	3	230325	27.2
110,000 TO 119,999	85	1	1	1	33000	22.8
120,000 TO 139,999	93	16	5	3	3218500	29.2
140,000 TO 159,999	61	34	15	6	6608	11.5
160,000 TO 179,999	51	42	20	12	4844	2.4
180,000 TO 199,999	54	77	24	11	7459	3.1
200,000 TO 249,999	34	165	63	31	5437	2.0
250,000 TO 299,999	43	207	109	53	5248	8.4
300,000 TO 349,999	36	175	80	34	835	1.6
350,000 TO 399,999	29	191	96	49	7554	1.7
400,000 TO 449,999	32	160	120	66	8766	1.7
450,000 TO 499,999	40	212	90	38	3012	12.0
500,000 TO 549,999	34	170	102	52	7970	0.7
550,000 TO 599,999	33	176	79	44	10091	1.5
600,000 TO 699,999	36	241	117	70	17523	2.3
700,000 TO 799,999	44	219	89	56	28033	3.3
800,000 TO 899,999	39	153	59	33	21937	1.9
900,000 TO 999,999	64	89	29	18	68682	5.4
1,000,000 TO 1,999,999	46	407	97	68	63964	4.2
MORE THAN 2,000,000	60	220	34	22	765455	56.7
TOTALS	40	3002	1243	677	3807	1.4

LISTINGS
14,1622016 RMLS TOTAL - \$ VOLUME
\$5,896,188,000SALES
9,941

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 SEPTEMBER 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	111	144	108	130	151	644	500	1,144
Total Active Listings	156	266	209	270	357	1,258	1,119	2,377
Average Days on Market	65	73	68	72	84	74	95	84
Average List Price in Thousands	484.7	1,261.8	1,393.3	780.1	1,812.6	1,240.2	641.8	958.5
Median List Price in Thousands	450.0	999.0	999.0	689.0	950.0	775.0	380.0	615.0
BOMS	21	25	15	21	37	119	93	212
Average BOM Price in Thousands	421.1	1,010.0	1,210.6	662.0	904.6	837.2	412.0	650.7
BOM to Sale Ratio	24.7	22.7	15.8	14.1	30.1	21.2	24.5	22.5
Expirations	10	22	22	23	25	102	77	179
PENDING SALES								
New Escrows Opened	97	108	87	126	138	556	388	944
Total YTD Escrows Opened	745	906	726	1,111	1,162	4,650	3,095	7,745
New Open Escrows Average Days on Market	38	35	31	43	42	38	56	46
New Open Escrows Average List Price	454.2	1,002.2	815.9	679.5	864.6	770.2	527.2	670.3
CLOSED SALES:								
New Escrows Closed	85	110	95	149	123	562	379	941
Total YTD Escrows Closed	684	854	712	1,051	1,090	4,391	2,927	7,318
Volume of New Sales Dollars in Millions	38,535	114,768	71,406	101,700	132,923	459,331	198,608	657,940
Volume of total YTD Sales in Millions	299,041	828,723	652,994	688,841	1,046,356	3,515,956	1,405,509	4,921,465
Average Sale price in Thousands	453.4	1,043.3	751.6	682.5	1,080.7	817.3	524.0	699.2
Median Sale Price in Thousands	439.0	770.0	575.0	635.0	722.0	620.0	349.9	541.0
Coop Sales	59	93	76	119	103	450	294	744
Percent of Coop Sales	69.4	84.5	80.0	79.9	83.7	80.1	77.6	79.1
Average Days on Market	29	34	34	40	39	36	47	40
Sales at List Price	50	59	51	60	59	279	222	501
Percent of Sales at List Price	58.8	53.6	53.7	40.3	48.0	49.6	58.6	53.2
Sales to Listing Inventory Ratio	54.5	41.4	45.5	55.2	34.5	44.7	33.9	39.6
Final Sale to New Listing Ratio	76.6	76.4	88.0	114.6	81.5	87.3	75.8	82.3
CLOSED SALES TYPE								
Foreclosure/REO	0	2	4	2	0	8	19	27
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	3	1	1	1	3	9	12	21
Standard	59	85	66	107	80	397	254	651
Other	23	22	24	39	40	148	94	242

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	40	67	54	49	33	243	117	360
Total Active Listings	64	97	85	73	80	399	226	625
Average Days on Market	74	70	59	53	79	67	120	86
Average List Price in Thousands	315.1	531.2	502.6	452.4	470.5	463.9	518.6	483.6
Median List Price in Thousands	289.8	477.0	399.9	439.9	420.0	419.9	412.0	419.0
BOMS	9	16	7	13	3	48	18	66
Average BOM Price in Thousands	283.2	458.8	545.5	404.7	405.6	420.5	543.8	454.2
BOM to Sale Ratio	37.5	30.2	18.9	31.0	6.3	23.5	18.4	21.9
Expirations	6	10	5	5	5	31	19	50
PENDING SALES								
New Escrows Opened	28	63	35	38	37	201	101	302
Total YTD Escrows Opened	256	433	337	298	373	1,697	828	2,525
New Open Escrows Average Days on Market	25	48	41	40	40	41	46	42
New Open Escrows Average List Price	359.2	424.7	410.3	412.9	404.6	407.1	478.1	430.9
CLOSED SALES:								
New Escrows Closed	24	53	37	42	48	204	98	302
Total YTD Escrows Closed	230	390	328	287	351	1,586	760	2,346
Volume of New Sales Dollars in Millions	7,282	26,639	13,013	17,059	19,880	83,873	40,793	124,666
Volume of total YTD Sales in Millions	69,592	186,185	126,116	114,384	143,280	639,557	335,166	974,723
Average Sale price in Thousands	303.4	502.6	351.7	406.2	414.2	411.1	416.3	412.8
Median Sale Price in Thousands	280.0	450.0	324.9	375.0	398.0	375.0	375.0	375.0
Coop Sales	20	43	33	35	39	170	81	251
Percent of Coop Sales	83.3	81.1	89.2	83.3	81.3	83.3	82.7	83.1
Average Days on Market	37	32	58	28	30	36	46	39
Sales at List Price	16	26	17	24	17	100	46	146
Percent of Sales at List Price	66.7	49.1	45.9	57.1	35.4	49.0	46.9	48.3
Sales to Listing Inventory Ratio	37.5	54.6	43.5	57.5	60.0	51.1	43.4	48.3
Final Sale to New Listing Ratio	60.0	79.1	68.5	85.7	145.5	84.0	83.8	83.9
CLOSED SALES TYPE								
Foreclosure/REO	2	0	0	0	1	3	2	5
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	0	0	0	1	3	1	4
Standard	18	40	29	32	32	151	65	216
Other	2	13	8	10	14	47	30	77