



## SANTA CLARITA VALLEY COMPARABLE SALES ANALYSIS 2011-2017

(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)  
TOTAL MONTH BY MONTH

|                        | 2011             |       |             |                 | 2012             |       |             |                 | 2013             |       |             |                 | 2014             |       |             |                 | 2015             |       |             |                 | 2016             |       |             |                 |
|------------------------|------------------|-------|-------------|-----------------|------------------|-------|-------------|-----------------|------------------|-------|-------------|-----------------|------------------|-------|-------------|-----------------|------------------|-------|-------------|-----------------|------------------|-------|-------------|-----------------|
|                        | LIST             | SALES | \$ VOL MIL. | % SALES TO LIST | LIST             | SALES | \$ VOL MIL. | % SALES TO LIST | LIST             | SALES | \$ VOL MIL. | % SALES TO LIST | LIST             | SALES | \$ VOL MIL. | % SALES TO LIST | LIST             | SALES | \$ VOL MIL. | % SALES TO LIST | LIST             | SALES | \$ VOL MIL. | % SALES TO LIST |
| <b>JAN</b>             | 519              | 241   | 75.2        | 46.4            | 470              | 276   | 83.8        | 58.7            | 355              | 248   | 84.2        | 69.9            | 391              | 238   | 96.2        | 60.9            | 406              | 200   | 84.3        | 49.3            | 391              | 209   | 95.6        | 53.5            |
| <b>FEB</b>             | 525              | 222   | 74.2        | 42.3            | 447              | 275   | 78.7        | 61.5            | 370              | 255   | 89.7        | 68.9            | 417              | 214   | 88.2        | 51.3            | 407              | 219   | 95.6        | 53.8            | 451              | 244   | 114.3       | 54.1            |
| <b>MAR</b>             | 585              | 310   | 104         | 53              | 460              | 348   | 107.9       | 75.7            | 383              | 345   | 132         | 90.1            | 491              | 261   | 103.2       | 53.2            | 487              | 327   | 155         | 67.1            | 527              | 342   | 160.6       | 64.9            |
| <b>APR</b>             | 618              | 329   | 106         | 53.2            | 427              | 364   | 109         | 85.2            | 417              | 364   | 139.1       | 87.3            | 484              | 369   | 155.5       | 76.2            | 561              | 376   | 213.2       | 67.0            | 515              | 405   | 189.7       | 78.6            |
| <b>MAY</b>             | 588              | 363   | 115.8       | 61.7            | 456              | 384   | 118         | 84.2            | 430              | 373   | 140.1       | 86.7            | 500              | 367   | 157.6       | 73.4            | 495              | 381   | 167.9       | 77              | 506              | 425   | 210.3       | 84.0            |
| <b>JUNE</b>            | 578              | 397   | 128         | 68.7            | 413              | 432   | 135.0       | 104.6           | 471              | 346   | 142.7       | 73.5            | 493              | 344   | 153.2       | 69.8            | 542              | 443   | 203.4       | 81.7            | 552              | 479   | 235.6       | 86.8            |
| <b>JUL</b>             | 512              | 364   | 115.7       | 71.1            | 388              | 392   | 122.6       | 101             | 489              | 404   | 163.7       | 82.6            | 500              | 373   | 157.1       | 74.6            | 546              | 442   | 205.3       | 81              | 499              | 402   | 198.1       | 80.6            |
| <b>AUG</b>             | 532              | 406   | 130         | 76.3            | 422              | 406   | 120.2       | 96.2            | 448              | 375   | 147.4       | 83.7            | 441              | 362   | 159.9       | 82.1            | 446              | 439   | 205.7       | 98.4            | 498              | 409   | 203.2       | 82.1            |
| <b>SEPT</b>            | 505              | 336   | 103.4       | 66.5            | 314              | 337   | 118.2       | 107.3           | 412              | 332   | 129.1       | 80.6            | 454              | 341   | 145.9       | 75.1            | 415              | 368   | 167.2       | 88.7            | 480              | 406   | 201.2       | 84.6            |
| <b>OCT</b>             | 491              | 346   | 106.5       | 70.5            | 317              | 347   | 121.2       | 109.5           | 410              | 335   | 131.9       | 81.7            | 366              | 356   | 149.6       | 97.3            | 372              | 358   | 161.1       | 96.2            | 384              | 367   | 180.9       | 95.6            |
| <b>NOV</b>             | 368              | 354   | 104.8       | 96.2            | 283              | 298   | 96          | 105.3           | 324              | 323   | 131.9       | 99.7            | 256              | 308   | 136.8       | 120.3           | 300              | 286   | 127.7       | 95.3            | 279              | 353   | 173.4       | 126.5           |
| <b>DEC</b>             | 307              | 415   | 122.9       | 135.2           | 233              | 419   | 145.9       | 179.8           | 214              | 407   | 165.2       | 109.2           | 227              | 365   | 161.9       | 160.8           | 220              | 403   | 175.2       | 183.2           | 232              | 345   | 169.9       | 148.7           |
| <b>TOTAL</b>           | 6,128            | 4,083 | 1286.5      | 67              | 4360             | 4278  | 1356.5      | 99              | 4723             | 4107  | 1597        | 84.5            | 5020             | 3898  | 1642.5      | 77.6            | 5,197            | 4,242 | 1,961.5     | 81.6            | 5,314            | 4,041 | 2132.8      | 76.0            |
| <b>AVG. SALE PRICE</b> | <b>\$315,090</b> |       |             |                 | <b>\$317,090</b> |       |             |                 | <b>\$388,850</b> |       |             |                 | <b>\$421,369</b> |       |             |                 | <b>\$462,399</b> |       |             |                 | <b>\$527,790</b> |       |             |                 |