

RESIDENTIAL
PROPERTIES LISTED

759

DECEMBER 2016 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

857

RESIDENTIAL PROP.
ESCROW CLOSED

1,152

ACTIVE INVENTORY:	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	63	74	70	96	89	392	367	759
TOTAL ACTIVE LISTINGS	175	243	205	239	288	1,150	1,078	2,228
AVERAGE DAYS ON MARKET	98	94	89	78	106	93	109	101
AVERAGE LIST PRICE IN THOUSANDS	445.2	1,001.0	1,122.7	758.5	1,678.1	1,057.3	610.8	841.3
MEDIAN LIST PRICE IN THOUSANDS	445.0	719.0	659.0	610.0	829.9	650.0	385.0	539.0
BOMS	395	463	358	453	576	2,245	1,256	3,501
AVERAGE BOM PRICE IN THOUSANDS	265.1	553.3	559.4	445.2	756.8	534.0	461.0	507.8
BOM TO SALE RATIO	331.9	356.2	316.8	281.4	374.0	331.6	264.4	303.9
EXPIRATIONS	18	46	42	32	57	195	141	336
PENDING SALES:								
NEW ESCROWS OPENED	82	101	91	92	106	472	385	857
TOTAL YTD ESCROWS OPENED	1,263	1,666	1,364	1,751	1,884	7,928	5,083	13,011
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	55	55	61	64	46	56	50	53
NEW OPEN ESCROWS AVERAGE LIST PRICE	413.9	846.1	814.1	602.0	689.4	682.1	510.1	604.8
CLOSED SALES:								
NEW ESCROWS CLOSED	119	130	113	161	154	677	475	1,152
TOTAL YTD ESCROWS CLOSED	1,240	1,642	1,366	1,771	1,881	7,900	4,960	12,860
VOLUME OF NEW SALE DOLLARS IN MILLIONS	47,599	101,484	82,358	101,340	110,682	443,423	248,957	692,380
VOLUME OF TOTAL YTD SALES IN MILLIONS	499,936	1,341,541	1,022,139	1,068,074	1,513,111	5,444,801	2,331,989	7,776,790
AVERAGE SALE PRICE IN THOUSANDS	399.7	780.6	728.8	629.4	718.7	655.0	524.1	601.0
MEDIAN SALE PRICE IN THOUSANDS	400.0	618.0	526.0	560.0	615.0	532.0	335.0	480.0
COOP SALES	96	108	92	139	123	558	385	943
PERCENT OF COOP SALES	80.7	834.1	81.4	86.3	79.9	82.4	81.1	81.9
AVERAGE DAYS ON MARKET	43	44	37	49	49	45	56	50
SALES AT LIST PRICE	76	60	53	76	66	331	232	563
PERCENT OF SALES AT LIST PRICE	63.9	46.2	46.9	47.2	42.9	48.9	48.8	48.9
SALES TO LISTING INVENTORY RATIO	68.0	53.5	55.1	67.4	53.5	58.9	44.1	51.7
FINAL SALE TO NEW LISTING RATIO	188.9	175.7	161.4	167.7	173.0	172.7	129.4	151.8
CLOSED SALES TYPE								
FORECLOSURE/REO	5	1	4	3	4	17	19	36
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	7	1	3	4	3	18	11	29
STANDARD	103	128	105	151	143	630	434	1064
OTHER	4	0	1	3	4	12	11	23

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	69	25	13	10	55467	26.0
100,000 TO 109,999	17	6	2	1	4000	3.7
110,000 TO 119,999	8	8	2	1	1950	1.6
120,000 TO 139,999	99	16	16	11	23291	13.0
140,000 TO 159,999	57	23	10	7	4922	3.1
160,000 TO 179,999	74	38	24	12	11344	5.5
180,000 TO 199,999	59	60	21	17	14175	6.4
200,000 TO 249,999	50	130	87	51	8071	2.2
250,000 TO 299,999	51	181	80	43	10748	2.8
300,000 TO 349,999	43	121	95	56	6068	0.1
350,000 TO 399,999	53	146	77	46	14075	3.2
400,000 TO 449,999	51	117	91	47	9562	1.8
450,000 TO 499,999	38	160	86	48	6429	0.7
500,000 TO 549,999	38	118	102	65	14100	2.4
550,000 TO 599,999	53	127	69	35	12129	1.6
600,000 TO 699,999	49	178	114	70	12592	0.9
700,000 TO 799,999	45	160	61	41	26922	3.2
800,000 TO 899,999	49	109	60	41	30546	3.0
900,000 TO 999,999	50	62	29	22	72356	6.5
1,000,000 TO 1,999,999	54	275	86	61	77740	5.2
MORE THAN 2,000,000	63	168	27	18	342975	N/A
TOTALS	50	2228	1152	703	11425	0.3

LISTINGS
17,4462016 RMLS TOTAL - \$ VOLUME
\$7,776,790,000SALES
13,224

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 DECEMBER 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	49	45	52	67	72	285	284	569
Total Active Listings	116	168	148	183	239	854	899	1,753
Average Days on Market	96	95	88	79	108	94	112	104
Average List Price in Thousands	495.9	1,212.1	1,408.3	855.2	1,921.6	1,270.9	629.6	942.0
Median List Price in Thousands	459.9	895.0	899.0	700.0	965.0	749.8	380.0	599.0
BOMS	302	315	263	364	449	1,693	939	2,632
Average BOM Price in Thousands	288.6	638.4	651.5	478.2	887.2	609.6	494.5	568.5
BOM to Sale Ratio	355.3	366.3	332.9	286.6	377.3	341.3	247.8	300.8
Expirations	14	32	33	26	45	150	119	269
PENDING SALES								
New Escrows Opened	61	68	61	71	78	339	305	644
Total YTD Escrows Opened	935	1,125	931	1,374	1,426	5,791	4,011	9,802
New Open Escrows Average Days on Market	46	56	60	70	48	56	52	54
New Open Escrows Average List Price	448.4	1,010.3	993.7	651.6	783.7	778.9	508.2	650.7
CLOSED SALES:								
New Escrows Closed	85	86	79	127	119	496	379	875
Total YTD Escrows Closed	921	1,112	941	1,384	1,429	5,787	3,929	9,716
Volume of New Sales Dollars in Millions	34.171	80.551	67.853	88.013	94.123	364.710	204.734	569.444
Volume of total YTD Sales in Millions	400.123	1,091.205	856.423	913.125	1,324.089	4,584.964	1,871.162	6,456.125
Average Sale price in Thousands	402.0	936.6	858.9	693.0	790.9	735.3	540.2	650.8
Median Sale Price in Thousands	418.9	770.0	568.0	593.0	640.0	575.0	330.0	520.0
Coop Sales	67	66	63	110	96	402	302	704
Percent of Coop Sales	78.8	76.7	79.7	86.6	80.7	81.0	79.7	80.5
Average Days on Market	45	42	34	49	47	44	59	51
Sales at List Price	52	36	34	61	52	235	194	429
Percent of Sales at List Price	61.2	41.9	43.0	48.0	43.7	47.4	51.2	49.0
Sales to Listing Inventory Ratio	73.3	51.2	53.4	69.4	49.8	58.1	42.2	49.9
Final Sale to New Listing Ratio	173.5	191.1	151.9	189.6	165.3	174.0	133.5	153.8
CLOSED SALES TYPE								
Foreclosure/REO	4	1	4	2	4	15	19	34
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	5	0	2	3	2	12	11	23
Standard	72	85	72	120	109	458	341	799
Other	4	0	1	2	4	11	8	19

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR DECEMBER 2016

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	14	29	18	29	17	107	83	190
Total Active Listings	59	75	57	56	49	296	179	475
Average Days on Market	100	91	91	73	95	90	95	92
Average List Price in Thousands	345.7	528.2	381.3	442.5	490.4	441.1	516.2	469.4
Median List Price in Thousands	325.0	475.6	344.5	428.0	415.0	389.9	420.0	399.5
BOMS	93	148	95	89	127	552	317	869
Average BOM Price in Thousands	188.9	372.0	304.5	310.3	295.5	302.0	361.7	323.8
BOM to Sale Ratio	273.5	336.4	279.4	261.8	362.9	305.0	330.2	313.7
Expirations	4	14	9	6	12	45	22	67
PENDING SALES								
New Escrows Opened	21	33	30	21	28	133	80	213
Total YTD Escrows Opened	328	541	433	377	458	2,137	1,072	3,209
New Open Escrows Average Days on Market	82	53	63	44	42	56	41	50
New Open Escrows Average List Price	313.6	507.6	448.9	434.4	426.7	435.1	517.5	466.1
CLOSED SALES:								
New Escrows Closed	34	44	34	34	35	181	96	277
Total YTD Escrows Closed	319	530	425	387	452	2,113	1,031	3,144
Volume of New Sales Dollars in Millions	13.388	20.933	14.505	13.327	16.559	78.712	44.224	122.936
Volume of total YTD Sales in Millions	99.814	250.336	165.716	154.949	189.023	859.837	460.828	1,320.665
Average Sale price in Thousands	393.8	475.7	426.6	392.0	473.1	434.9	460.7	443.8
Median Sale Price in Thousands	295.0	480.0	327.0	370.0	415.0	380.0	345.0	369.9
Coop Sales	29	42	29	29	27	156	83	239
Percent of Coop Sales	85.3	95.5	85.3	85.3	77.1	86.2	86.5	86.3
Average Days on Market	39	47	43	52	53	47	46	47
Sales at List Price	24	24	19	15	14	96	38	134
Percent of Sales at List Price	70.6	54.5	55.9	44.1	40.0	53.0	39.6	48.4
Sales to Listing Inventory Ratio	57.6	58.7	59.6	60.7	71.4	61.1	53.6	58.3
Final Sale to New Listing Ratio	242.9	151.7	188.9	117.2	205.9	169.2	115.7	145.8
CLOSED SALES TYPE								
Foreclosure/REO	1	0	0	1	0	2	0	2
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	1	1	1	1	6	0	6
Standard	31	43	33	31	34	172	93	265
Other	0	0	0	1	0	1	3	4