

RESIDENTIAL
PROPERTIES LISTED

1,687

AUGUST 2017 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

1,452

RESIDENTIAL PROP.
ESCROW CLOSED

1,414

ACTIVE INVENTORY:	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	146	193	175	210	265	989	698	1,687
TOTAL ACTIVE LISTINGS	194	251	245	286	396	1,372	1,191	2,563
AVERAGE DAYS ON MARKET	75	67	58	63	67	66	79	72
AVERAGE LIST PRICE IN THOUSANDS	512.3	1,144.8	1,212.6	800.9	1,452.2	1,084.5	785.9	945.8
MEDIAN LIST PRICE IN THOUSANDS	485.9	874.9	729.0	700.0	869.0	718.0	429.9	595.0
BOMS	35	30	36	42	62	205	140	345
AVERAGE BOM PRICE IN THOUSANDS	453.1	912.3	1,035.3	629.4	1,048.3	838.7	661.9	767.0
BOM TO SALE RATIO	26.3	15.6	24.8	21.1	27.7	23.0	26.9	24.4
EXPIRATIONS	11	22	12	24	21	90	77	167
PENDING SALES:								
NEW ESCROWS OPENED	114	175	134	192	234	849	603	1,452
TOTAL YTD ESCROWS OPENED	865	1,208	995	1,319	1,470	5,857	4,109	9,966
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	33	36	39	29	34	34	44	38
NEW OPEN ESCROWS AVERAGE LIST PRICE	454.6	794.7	976.7	630.0	770.3	733.8	515.8	643.2
CLOSED SALES:								
NEW ESCROWS CLOSED	133	192	145	199	224	893	521	1,414
TOTAL YTD ESCROWS CLOSED	815	1,140	952	1,212	1,357	5,476	3,830	9,306
VOLUME OF NEW SALE DOLLARS IN MILLIONS	62.830	154.553	110.212	125.352	178.876	631.823	257.645	889.468
VOLUME OF TOTAL YTD SALES IN MILLIONS	352.764	945.079	802.870	759.268	1,122.734	3,982.716	1,968.406	5,951.122
AVERAGE SALE PRICE IN THOUSANDS	472.4	805.0	760.1	629.9	798.6	707.5	494.5	629.0
MEDIAN SALE PRICE IN THOUSANDS	453.9	656.0	560.0	595.0	644.0	585.0	360.0	532.5
COOP SALES	101	164	126	170	188	749	430	1,179
PERCENT OF COOP SALES	75.9	85.4	86.9	85.4	83.9	83.9	82.5	83.4
AVERAGE DAYS ON MARKET	30	33	37	26	29	31	38	34
SALES AT LIST PRICE	88	118	71	117	122	516	294	810
PERCENT OF SALES AT LIST PRICE	66.2	61.5	49.0	58.8	54.5	57.8	56.4	57.3
SALES TO LISTING INVENTORY RATIO	68.6	76.5	59.2	69.6	56.6	65.1	43.7	55.2
FINAL SALE TO NEW LISTING RATIO	91.1	99.5	82.9	94.8	84.5	90.3	74.6	83.8
CLOSED SALES TYPE								
FORECLOSURE/REO	3	1	0	5	2	11	12	23
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	1	2	1	2	2	8	19	27
STANDARD	125	187	140	191	217	860	476	1336
OTHER	4	2	4	1	3	14	14	28

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	234	16	3	14667	14.9
100,000 TO 109,999	4	3	2	10001	11.1
110,000 TO 119,999	99	5	2	14000	10.9
120,000 TO 139,999	71	13	3	28167	16.4
140,000 TO 159,999	24	12	6	7100	1.9
160,000 TO 179,999	47	22	12	6836	1.5
180,000 TO 199,999	41	30	12	12281	5.8
200,000 TO 249,999	50	93	48	9145	3.0
250,000 TO 299,999	34	112	66	329	0.9
300,000 TO 349,999	38	88	49	3801	20.2
350,000 TO 399,999	35	85	39	88	0.6
400,000 TO 449,999	37	66	46	12861	2.5
450,000 TO 499,999	34	125	75	9162	2.2
500,000 TO 549,999	31	132	76	1333	0.0
550,000 TO 599,999	22	123	103	52780	0.8
600,000 TO 699,999	28	194	159	6810	0.7
700,000 TO 799,999	29	161	79	6273	0.5
800,000 TO 899,999	35	120	70	16969	1.5
900,000 TO 999,999	35	93	41	17218	1.5
1,000,000 TO 1,999,999	39	371	115	45156	2.6
MORE THAN 2,000,000	56	195	33	12921	27.4
TOTALS	35	2059	1039	16334	0.6

LISTINGS
12,7642016 RMLS TOTAL - \$ VOLUME
\$5,951,122,000SALES
9,362

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 AUGUST 2017

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	109	125	116	165	203	718	566	1,284
Total Active Listings	141	187	171	243	334	1,076	983	2,059
Average Days on Market	79	64	57	61	67	65	84	74
Average List Price in Thousands	567.3	1,340.0	1,498.2	849.8	1,620.1	1,240.1	844.7	1,051.3
Median List Price in Thousands	500.0	1,120.0	1,199.0	729.8	949.9	799.9	433.0	651.0
BOMS	23	22	26	30	48	149	115	264
Average BOM Price in Thousands	496.1	1,032.7	1,263.4	719.2	1,176.9	973.5	729.0	867.0
BOM to Sale Ratio	25.6	17.7	26.5	20.3	28.1	23.6	28.1	25.4
Expirations	11	18	9	19	20	77	62	139
PENDING SALES								
New Escrows Opened	85	106	84	144	186	605	495	1,100
Total YTD Escrows Opened	623	767	679	1,008	1,129	4,206	3,244	7,450
New Open Escrows Average Days on Market	36	33	41	30	35	34	45	39
New Open Escrows Average List Price	490.6	956.5	1,285.5	699.3	855.9	844.6	521.4	699.2
CLOSED SALES:								
New Escrows Closed	90	124	98	148	171	631	409	1,040
Total YTD Escrows Closed	593	730	650	933	1,028	3,934	3,012	6,946
Volume of New Sales Dollars in Millions	47,908	120,280	90,857	103,972	156,768	519,786	206,106	725,892
Volume of total YTD Sales in Millions	276,959	742,647	671,678	636,610	965,034	3,292,929	1,590,765	4,883,694
Average Sale price in Thousands	532.3	970.0	927.1	702.5	916.8	823.7	503.9	698.0
Median Sale Price in Thousands	475.0	842.5	630.0	650.0	690.0	650.0	355.0	587.0
Coop Sales	70	105	85	124	137	521	335	856
Percent of Coop Sales	77.8	84.7	86.7	83.8	80.1	82.6	81.9	82.3
Average Days on Market	29	28	39	28	33	31	40	35
Sales at List Price	59	78	44	84	83	348	226	574
Percent of Sales at List Price	65.6	62.9	44.9	56.8	48.5	55.2	55.3	55.2
Sales to Listing Inventory Ratio	63.8	66.3	57.3	60.9	51.2	58.6	41.6	50.5
Final Sale to New Listing Ratio	82.6	99.2	84.5	89.7	84.2	87.9	72.3	81.0
CLOSED SALES TYPE								
Foreclosure/REO	1	1	0	4	2	8	10	18
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	2	1	1	2	6	14	20
Standard	86	119	93	142	165	605	372	977
Other	3	2	4	1	2	12	13	25

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST 2017

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	37	68	59	45	62	271	132	403
Total Active Listings	53	64	74	43	62	296	208	504
Average Days on Market	62	76	58	76	70	68	59	64
Average List Price in Thousands	366.0	574.3	552.6	524.5	547.9	518.8	508.3	514.5
Median List Price in Thousands	328.0	528.0	450.0	479.0	394.0	425.0	420.0	420.0
BOMS	12	8	10	12	14	56	25	81
Average BOM Price in Thousands	370.4	581.1	442.3	404.9	607.4	480.0	353.4	440.9
BOM to Sale Ratio	27.9	11.8	21.3	23.5	26.4	21.4	22.3	21.7
Expirations	0	4	3	5	1	13	15	28
PENDING SALES								
New Escrows Opened	29	69	50	48	48	244	108	352
Total YTD Escrows Opened	242	441	316	311	341	1,651	865	2,516
New Open Escrows Average Days on Market	26	40	36	25	28	32	43	36
New Open Escrows Average List Price	349.1	546.1	457.9	422.2	438.3	459.0	490.0	468.5
CLOSED SALES:								
New Escrows Closed	43	68	47	51	53	262	112	374
Total YTD Escrows Closed	222	410	302	279	329	1,542	818	2,360
Volume of New Sales Dollars in Millions	14,922	34,272	19,356	21,380	22,108	112,038	51,539	163,576
Volume of total YTD Sales in Millions	75,805	202,433	131,192	122,658	157,700	689,787	377,642	1,067,429
Average Sale price in Thousands	347.0	504.0	411.8	419.2	417.1	427.6	460.2	437.4
Median Sale Price in Thousands	305.0	511.0	410.0	425.0	352.0	411.5	384.0	405.0
Coop Sales	31	59	41	46	51	228	95	323
Percent of Coop Sales	72.1	86.8	87.2	90.2	96.2	87.0	84.8	86.4
Average Days on Market	32	42	34	21	17	30	31	30
Sales at List Price	29	40	27	33	39	168	68	236
Percent of Sales at List Price	67.4	58.8	57.4	64.7	73.6	64.1	60.7	63.1
Sales to Listing Inventory Ratio	81.1	106.3	63.5	118.6	85.5	88.5	53.8	74.2
Final Sale to New Listing Ratio	116.2	100.0	79.7	113.3	85.5	96.7	84.8	92.8
CLOSED SALES TYPE								
Foreclosure/REO	2	0	0	1	0	3	2	5
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	1	0	0	1	0	2	5	7
Standard	39	68	47	49	52	255	104	359
Other	1	0	0	0	1	2	1	3