

RESIDENTIAL  
PROPERTIES LISTED

1,306

## OCTOBER 2017 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.  
ESCROW OPENED

1,233

RESIDENTIAL PROP.  
ESCROW CLOSED

1,213

## ACTIVE INVENTORY:

|                                 | EN    | ES      | CS      | WN    | WS      | SFV TOT | EXT   | TOTAL |
|---------------------------------|-------|---------|---------|-------|---------|---------|-------|-------|
| NEW LISTINGS                    | 114   | 170     | 132     | 177   | 204     | 797     | 509   | 1,306 |
| TOTAL ACTIVE LISTINGS           | 182   | 239     | 219     | 268   | 338     | 1,246   | 1,080 | 2,326 |
| AVERAGE DAYS ON MARKET          | 81    | 71      | 65      | 63    | 74      | 70      | 88    | 79    |
| AVERAGE LIST PRICE IN THOUSANDS | 530.9 | 1,131.3 | 1,250.3 | 798.1 | 1,587.1 | 1,116.5 | 806.3 | 972.5 |
| MEDIAN LIST PRICE IN THOUSANDS  | 499.0 | 849.0   | 777.0   | 670.0 | 850.0   | 699.0   | 429.0 | 595.0 |
| BOMS                            | 18    | 28      | 30      | 39    | 40      | 155     | 111   | 266   |
| AVERAGE BOM PRICE IN THOUSANDS  | 470.3 | 889.5   | 868.3   | 655.2 | 852.1   | 768.1   | 484.8 | 649.9 |
| BOM TO SALE RATIO               | 18.4  | 21.1    | 23.6    | 22.0  | 24.4    | 22.2    | 21.6  | 21.9  |
| EXPIRATIONS                     | 7     | 20      | 12      | 15    | 32      | 86      | 74    | 160   |

## PENDING SALES:

|   |       |       |       |       |       |       |       |        |
|---|-------|-------|-------|-------|-------|-------|-------|--------|
| NEW ESCROWS OPENED                      | 96    | 144   | 127   | 182   | 210   | 759   | 474   | 1,233  |
| TOTAL YTD ESCROWS OPENED                | 1,055 | 1,461 | 1,231 | 1,632 | 1,804 | 7,183 | 5,016 | 12,199 |
| NEW OPEN ESCROWS AVERAGE DAYS ON MARKET | 38    | 32    | 37    | 30    | 46    | 37    | 46    | 41     |
| NEW OPEN ESCROWS AVERAGE LIST PRICE     | 471.4 | 861.0 | 807.9 | 653.2 | 857.3 | 752.0 | 487.5 | 650.3  |

## CLOSED SALES:

|  |         |           |           |         |           |           |           |           |
|--|---------|-----------|-----------|---------|-----------|-----------|-----------|-----------|
| NEW ESCROWS CLOSED                     | 98      | 133       | 127       | 177     | 164       | 699       | 514       | 1,213     |
| TOTAL YTD ESCROWS CLOSED               | 1,010   | 1,427     | 1,204     | 1,542   | 1,706     | 6,889     | 4,842     | 11,731    |
| VOLUME OF NEW SALE DOLLARS IN MILLIONS | 45,009  | 108,254   | 103,279   | 110,134 | 131,913   | 498,590   | 258,616   | 757,206   |
| VOLUME OF TOTAL YTD SALES IN MILLIONS  | 438,687 | 1,176,958 | 1,014,220 | 970,138 | 1,398,883 | 4,998,886 | 2,478,271 | 7,477,157 |
| AVERAGE SALE PRICE IN THOUSANDS        | 459.3   | 813.9     | 813.2     | 622.2   | 804.3     | 713.3     | 503.1     | 624.2     |
| MEDIAN SALE PRICE IN THOUSANDS         | 475.0   | 675.0     | 570.0     | 603.8   | 645.0     | 585.0     | 360.0     | 520.0     |
| COOP SALES                             | 78      | 107       | 104       | 145     | 141       | 575       | 437       | 1,012     |
| PERCENT OF COOP SALES                  | 79.6    | 80.5      | 81.9      | 81.9    | 86.0      | 83.3      | 85.0      | 83.4      |
| AVERAGE DAYS ON MARKET                 | 32      | 32        | 35        | 35      | 55        | 39        | 43        | 40        |
| SALES AT LIST PRICE                    | 72      | 69        | 65        | 105     | 68        | 379       | 283       | 662       |
| PERCENT OF SALES AT LIST PRICE         | 73.5    | 51.9      | 51.2      | 59.3    | 41.5      | 54.2      | 55.1      | 54.6      |
| SALES TO LISTING INVENTORY RATIO       | 53.8    | 55.6      | 58.0      | 66.0    | 48.5      | 56.1      | 47.6      | 52.1      |
| FINAL SALE TO NEW LISTING RATIO        | 86.0    | 78.2      | 96.2      | 100.0   | 80.4      | 87.7      | 101.0     | 92.9      |

## CLOSED SALES TYPE

|                    |    |     |     |     |     |     |     |       |
|--------------------|----|-----|-----|-----|-----|-----|-----|-------|
| FORECLOSURE/REO    | 0  | 0   | 1   | 3   | 0   | 4   | 12  | 16    |
| SELLER CONCESSIONS | 0  | 0   | 0   | 0   | 0   | 0   | 0   | 0     |
| SHORT SALE         | 5  | 3   | 2   | 1   | 0   | 11  | 6   | 17    |
| STANDARD           | 91 | 128 | 122 | 169 | 163 | 673 | 484 | 1,157 |
| OTHER              | 2  | 2   | 2   | 4   | 1   | 11  | 12  | 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      | 11             | 12                  | 4            | 1          | 15483                        | 31.1 |
| 100,000 TO 109,999     | 198            | 9                   | 4            | 3          | 36999                        | 22.6 |
| 110,000 TO 119,999     | 64             | 7                   | 1            | 1          | 4900                         | 4.1  |
| 120,000 TO 139,999     | 94             | 8                   | 2            | 2          | 569500                       | 49.7 |
| 140,000 TO 159,999     | 141            | 18                  | 6            | 3          | 1600                         | 0.4  |
| 160,000 TO 179,999     | 55             | 15                  | 14           | 7          | 7415                         | 2.8  |
| 180,000 TO 199,999     | 44             | 29                  | 17           | 11         | 19036                        | 7.4  |
| 200,000 TO 249,999     | 39             | 102                 | 59           | 29         | 7262                         | 2.6  |
| 250,000 TO 299,999     | 37             | 164                 | 98           | 38         | 4630                         | 1.0  |
| 300,000 TO 349,999     | 43             | 123                 | 111          | 50         | 4859                         | 0.6  |
| 350,000 TO 399,999     | 41             | 139                 | 78           | 37         | 8105                         | 1.9  |
| 400,000 TO 449,999     | 33             | 127                 | 73           | 30         | 1641                         | 0.8  |
| 450,000 TO 499,999     | 34             | 165                 | 91           | 44         | 10730                        | 1.8  |
| 500,000 TO 549,999     | 45             | 142                 | 106          | 54         | 4169                         | 0.3  |
| 550,000 TO 599,999     | 34             | 154                 | 91           | 47         | 8132                         | 8.1  |
| 600,000 TO 699,999     | 34             | 215                 | 152          | 80         | 14196                        | 1.8  |
| 700,000 TO 799,999     | 33             | 151                 | 85           | 56         | 8643                         | 0.9  |
| 800,000 TO 899,999     | 59             | 126                 | 44           | 31         | 20770                        | 1.9  |
| 900,000 TO 999,999     | 34             | 88                  | 38           | 22         | 32138                        | 2.3  |
| 1,000,000 TO 1,999,999 | 39             | 345                 | 114          | 79         | 63250                        | 4.0  |
| MORE THAN 2,000,000    | 73             | 187                 | 25           | 16         | 757                          | 63.9 |
| TOTALS                 | 40             | 2326                | 1213         | 641        | 15439                        | 0.8  |

LISTINGS  
15,5252017 RMLS TOTAL - \$ VOLUME  
\$7,477,157,000SALES  
11,816

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 OCTOBER 2017

| <b>ACTIVE INVENTORY</b>                       | <b>EN</b> | <b>ES</b> | <b>CS</b> | <b>WN</b> | <b>WS</b> | <b>SFV TOTAL</b> | <b>EXT</b> | <b>TOTAL</b> |
|---|-----------|-----------|-----------|-----------|-----------|------------------|------------|--------------|
| New Listings .....                            | 88        | 135       | 92        | 141       | 158       | 614              | 402        | 1,016        |
| Total Active Listings .....                   | 145       | 197       | 166       | 215       | 282       | 1,005            | 903        | 1,908        |
| Average Days on Market .....                  | 81        | 64        | 62        | 64        | 75        | 69               | 92         | 80           |
| Average List Price in Thousands .....         | 574.8     | 1,251.1   | 1,466.4   | 869.3     | 1,802.6   | 1,262.2          | 863.2      | 1,073.3      |
| Median List Price in Thousands .....          | 519.9     | 949.0     | 1,099.0   | 699.5     | 950.0     | 789.0            | 429.0      | 639.9        |
| BOMS .....                                    | 14        | 14        | 18        | 25        | 36        | 107              | 90         | 197          |
| Average BOM Price in Thousands .....          | 521.4     | 1,138.6   | 1,127.9   | 744.8     | 893.6     | 881.6            | 499.8      | 707.2        |
| BOM to Sale Ratio .....                       | 20.0      | 16.5      | 21.7      | 17.9      | 28.1      | 21.1             | 22.4       | 21.7         |
| Expirations .....                             | 2         | 17        | 7         | 12        | 29        | 67               | 60         | 127          |
| <b>PENDING SALES</b>                          |           |           |           |           |           |                  |            |              |
| New Escrows Opened .....                      | 72        | 102       | 75        | 145       | 164       | 558              | 379        | 937          |
| Total YTD Escrows Opened .....                | 767       | 941       | 831       | 1,264     | 1,386     | 5,189            | 3,953      | 9,142        |
| New Open Escrows Average Days on Market ..... | 35        | 29        | 33        | 29        | 49        | 36               | 48         | 41           |
| New Open Escrows Average List Price .....     | 510.8     | 991.9     | 1,080.0   | 700.4     | 966.9     | 858.6            | 500.4      | 713.7        |
| <b>CLOSED SALES:</b>                          |           |           |           |           |           |                  |            |              |
| New Escrows Closed .....                      | 70        | 85        | 83        | 140       | 128       | 506              | 402        | 908          |
| Total YTD Escrows Closed .....                | 741       | 917       | 818       | 1,192     | 1,300     | 4,968            | 3,804      | 8,772        |
| Volume of New Sales Dollars in Millions ..... | 35,256    | 78,655    | 83,081    | 94,081    | 116,664   | 407,736          | 206,779    | 614,515      |
| Volume of total YTD Sales in Millions .....   | 346,687   | 916,647   | 844,786   | 816,288   | 1,206,982 | 4,131,391        | 2,000,412  | 6,131,803    |
| Average Sale price in Thousands .....         | 503.7     | 925.3     | 1,001.0   | 672.0     | 911.4     | 805.8            | 514.4      | 676.8        |
| Median Sale Price in Thousands .....          | 485.9     | 800.0     | 680.0     | 635.0     | 710.0     | 648.0            | 350.0      | 565.0        |
| Coop Sales .....                              | 55        | 67        | 65        | 115       | 111       | 413              | 337        | 750          |
| Percent of Coop Sales .....                   | 78.6      | 78.8      | 78.3      | 82.1      | 86.7      | 81.6             | 83.8       | 82.6         |
| Average Days on Market .....                  | 32        | 30        | 34        | 38        | 55        | 39               | 40         | 40           |
| Sales at List Price .....                     | 51        | 42        | 45        | 75        | 50        | 263              | 224        | 487          |
| Percent of Sales at List Price .....          | 72.9      | 49.4      | 54.2      | 53.6      | 39.1      | 52.0             | 55.7       | 53.6         |
| Sales to Listing Inventory Ratio .....        | 48.3      | 43.1      | 50.0      | 65.1      | 45.4      | 50.3             | 44.5       | 47.6         |
| Final Sale to New Listing Ratio .....         | 79.5      | 63.0      | 90.2      | 99.3      | 81.0      | 82.4             | 100.0      | 89.4         |
| <b>CLOSED SALES TYPE</b>                      |           |           |           |           |           |                  |            |              |
| Foreclosure/REO .....                         | 0         | 0         | 1         | 3         | 0         | 4                | 12         | 16           |
| Seller Concessions .....                      | 0         | 0         | 0         | 0         | 0         | 0                | 0          | 0            |
| Short Sale .....                              | 3         | 3         | 1         | 0         | 0         | 7                | 5          | 12           |
| Standard .....                                | 67        | 80        | 79        | 133       | 128       | 487              | 373        | 860          |
| Other .....                                   | 0         | 2         | 2         | 4         | 0         | 8                | 12         | 20           |

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2017

| <b>ACTIVE INVENTORY</b>                       | <b>EN</b> | <b>ES</b> | <b>CS</b> | <b>WN</b> | <b>WS</b> | <b>SFV TOTAL</b> | <b>EXT</b> | <b>TOTAL</b> |
|---|-----------|-----------|-----------|-----------|-----------|------------------|------------|--------------|
| New Listings .....                            | 26        | 35        | 40        | 36        | 46        | 183              | 107        | 290          |
| Total Active Listings .....                   | 37        | 42        | 53        | 53        | 56        | 241              | 177        | 418          |
| Average Days on Market .....                  | 79        | 101       | 76        | 58        | 69        | 75               | 71         | 73           |
| Average List Price in Thousands .....         | 358.6     | 569.5     | 573.4     | 509.6     | 501.7     | 509.0            | 516.4      | 512.2        |
| Median List Price in Thousands .....          | 345.0     | 499.0     | 460.0     | 449.0     | 418.0     | 425.0            | 429.9      | 425.0        |
| BOMS .....                                    | 4         | 14        | 12        | 14        | 4         | 48               | 21         | 69           |
| Average BOM Price in Thousands .....          | 291.1     | 640.5     | 479.0     | 495.1     | 478.1     | 515.1            | 420.5      | 486.3        |
| BOM to Sale Ratio .....                       | 14.3      | 29.2      | 27.3      | 37.8      | 11.1      | 24.9             | 18.8       | 22.6         |
| Expirations .....                             | 5         | 3         | 5         | 3         | 3         | 19               | 14         | 33           |
| <b>PENDING SALES</b>                          |           |           |           |           |           |                  |            |              |
| New Escrows Opened .....                      | 24        | 42        | 52        | 37        | 46        | 201              | 95         | 296          |
| Total YTD Escrows Opened .....                | 288       | 520       | 400       | 368       | 418       | 1,994            | 1,063      | 3,057        |
| New Open Escrows Average Days on Market ..... | 47        | 40        | 42        | 36        | 37        | 40               | 39         | 40           |
| New Open Escrows Average List Price .....     | 353.1     | 543.3     | 415.5     | 468.4     | 466.6     | 456.2            | 436.1      | 449.7        |
| <b>CLOSED SALES:</b>                          |           |           |           |           |           |                  |            |              |
| New Escrows Closed .....                      | 28        | 48        | 44        | 37        | 36        | 193              | 112        | 305          |
| Total YTD Escrows Closed .....                | 269       | 510       | 386       | 350       | 406       | 1,921            | 1,038      | 2,959        |
| Volume of New Sales Dollars in Millions ..... | 9,753     | 29,600    | 20,198    | 16,053    | 15,249    | 90,853           | 51,837     | 142,691      |
| Volume of total YTD Sales in Millions .....   | 92,000    | 260,311   | 169,434   | 153,849   | 191,901   | 867,496          | 477,858    | 1,345,354    |
| Average Sale price in Thousands .....         | 348.3     | 616.7     | 459.1     | 433.9     | 423.6     | 470.7            | 462.8      | 467.8        |
| Median Sale Price in Thousands .....          | 320.0     | 535.0     | 390.0     | 425.0     | 356.0     | 415.0            | 410.0      | 410.0        |
| Coop Sales .....                              | 23        | 40        | 39        | 30        | 30        | 162              | 100        | 262          |
| Percent of Coop Sales .....                   | 82.1      | 83.3      | 88.6      | 81.1      | 83.3      | 83.9             | 89.3       | 85.9         |
| Average Days on Market .....                  | 31        | 35        | 36        | 23        | 56        | 36               | 50         | 41           |
| Sales at List Price .....                     | 21        | 27        | 20        | 30        | 18        | 116              | 59         | 175          |
| Percent of Sales at List Price .....          | 75.0      | 56.3      | 45.5      | 81.1      | 50.0      | 60.1             | 52.7       | 57.4         |
| Sales to Listing Inventory Ratio .....        | 75.7      | 114.3     | 83.0      | 69.8      | 64.3      | 80.1             | 63.3       | 73.0         |
| Final Sale to New Listing Ratio .....         | 107.7     | 137.1     | 110.0     | 102.8     | 78.3      | 105.5            | 104.7      | 105.2        |
| <b>CLOSED SALES TYPE</b>                      |           |           |           |           |           |                  |            |              |
| Foreclosure/REO .....                         | 0         | 0         | 0         | 0         | 0         | 0                | 0          | 0            |
| Seller Concessions .....                      | 0         | 0         | 0         | 0         | 0         | 0                | 0          | 0            |
| Short Sale .....                              | 2         | 0         | 1         | 1         | 0         | 4                | 1          | 5            |
| Standard .....                                | 24        | 48        | 43        | 36        | 35        | 186              | 111        | 297          |
| Other .....                                   | 2         | 0         | 0         | 0         | 1         | 3                | 0          | 3            |