



SANTA CLARITA VALLEY COMPARABLE SALES ANALYSIS 2011-2017

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

| | 2012 | | | | 2013 | | | | 2014 | | | | 2015 | | | | 2016 | | | | 2017 | | | |
|-----------------|------------------|-------|-------------|-----------------|------------------|-------|-------------|-----------------|------------------|-------|-------------|-----------------|------------------|-------|-------------|-----------------|------------------|-------|-------------|-----------------|------------------|-------|-------------|-----------------|
| | 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 |
| JAN | 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 | 375 | 253 | 120.5 | 67.5 |
| FEB | 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 | 349 | 259 | 121.3 | 74.2 |
| MAR | 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 | 520 | 412 | 198.1 | 79.2 |
| APR | 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 | 571 | 339 | 164.3 | 59.4 |
| MAY | 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 | 568 | 445 | 380.1 | 78.3 |
| JUNE | 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 | 544 | 537 | 290.1 | 98.7 |
| JUL | 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 | 497 | 429 | 223.8 | 86.3 |
| AUG | 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 | 493 | 433 | 231.1 | 87.8 |
| SEPT | 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 | 462 | 401 | 211.4 | 86.8 |
| OCT | 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 | 361 | 374 | 195.5 | 103.6 |
| NOV | 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 | 327 | 326 | 171.3 | 99.7 |
| DEC | 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 | 210 | 373 | 196.4 | 177.6 |
| TOTAL | 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 | 5,277 | 4,581 | 2,503.9 | 86.8 |
| AVG. SALE PRICE | \$317,090 | | | | \$388,850 | | | | \$421,369 | | | | \$462,399 | | | | \$527,790 | | | | \$546,583 | | | |