

RESIDENTIAL  
PROPERTIES LISTED

685

## DECEMBER 2017 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.  
ESCROW OPENED

760

RESIDENTIAL PROP.  
ESCROW CLOSED

1,088

ACTIVE INVENTORY:	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	60	65	71	89	80	365	320	685
TOTAL ACTIVE LISTINGS	129	156	156	165	213	819	886	1,705
AVERAGE DAYS ON MARKET	111	103	79	73	88	90	104	97
AVERAGE LIST PRICE IN THOUSANDS	513.8	1,242.2	1,471.9	834.8	1,629.1	1,189.8	846.0	1,011.1
MEDIAN LIST PRICE IN THOUSANDS	499.0	899.0	789.0	699.0	885.0	725.0	435.0	589.5
BOMS	24	19	16	27	19	105	102	207
AVERAGE BOM PRICE IN THOUSANDS	481.5	853.6	821.6	701.8	858.6	725.5	496.2	612.5
BOM TO SALE RATIO	26.4	14.5	15.1	18.0	11.2	16.2	23.1	19.0
EXPIRATIONS	24	35	23	37	60	179	134	313
<b>PENDING SALES:</b>								
NEW ESCROWS OPENED	91	82	78	98	103	452	308	760
TOTAL YTD ESCROWS OPENED	1,217	1,661	1,398	1,860	2,036	8,172	5,640	13,812
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	43	40	37	51	42	43	47	45
NEW OPEN ESCROWS AVERAGE LIST PRICE	449.1	817.3	900.3	619.3	825.0	716.3	509.2	632.4
<b>CLOSED SALES:</b>								
NEW ESCROWS CLOSED	91	131	106	150	169	647	441	1,088
TOTAL YTD ESCROWS CLOSED	1,200	1,677	1,414	1,838	2,047	8,176	5,703	13,879
VOLUME OF NEW SALE DOLLARS IN MILLIONS	42.147	108.102	79.533	98.301	126.674	454.757	197.127	651.885
VOLUME OF TOTAL YTD SALES IN MILLIONS	525.407	1,393.696	1,178.222	1,164.326	1,671.145	5,932.796	2,893.109	8,825.905
AVERAGE SALE PRICE IN THOUSANDS	463.2	825.2	750.3	655.3	749.5	702.9	447.0	599.2
MEDIAN SALE PRICE IN THOUSANDS	485.0	655.0	564.0	615.0	649.9	585.0	357.0	525.0
COOP SALES	76	102	91	124	142	535	361	896
PERCENT OF COOP SALES	83.5	77.9	85.8	82.7	84.0	82.7	81.9	82.4
AVERAGE DAYS ON MARKET	40	32	33	40	43	38	48	42
SALES AT LIST PRICE	55	83	60	73	93	364	242	606
PERCENT OF SALES AT LIST PRICE	60.4	63.4	56.6	48.7	55.0	56.3	54.9	55.7
SALES TO LISTING INVENTORY RATIO	70.5	84.0	67.9	90.9	79.3	79.0	49.8	63.8
FINAL SALE TO NEW LISTING RATIO	151.7	201.5	149.3	168.5	211.3	177.3	137.8	158.8
<b>CLOSED SALES TYPE</b>								
FORECLOSURE/REO	3	1	0	1	2	7	8	15
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	1	1	1	2	1	6	14	20
STANDARD	80	126	102	144	165	617	408	1025
OTHER	7	3	3	3	1	17	11	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	144	12	6	5	60610	25.6
100,000 TO 109,999	4	4	3	1	6000	5.2
110,000 TO 119,999	83	5	1	1	1000	0.8
120,000 TO 139,999	32	7	6	3	10667	4.8
140,000 TO 159,999	47	15	7	5	16067	8.2
160,000 TO 179,999	56	13	11	6	5250	1.8
180,000 TO 199,999	80	24	9	5	9414	4.6
200,000 TO 249,999	55	92	64	32	9174	3.2
250,000 TO 299,999	45	113	73	39	7094	2.3
300,000 TO 349,999	50	105	75	30	2090	0.5
350,000 TO 399,999	41	103	76	39	14137	3.0
400,000 TO 449,999	32	81	78	41	8897	1.7
450,000 TO 499,999	37	115	80	42	10733	1.3
500,000 TO 549,999	41	90	106	55	8223	1.1
550,000 TO 599,999	31	111	89	35	1305	0.1
600,000 TO 699,999	40	148	127	73	7619	1.8
700,000 TO 799,999	45	119	78	42	10600	1.2
800,000 TO 899,999	37	92	53	29	13183	1.2
900,000 TO 999,999	33	61	32	19	25443	2.3
1,000,000 TO 1,999,999	45	242	101	69	N/A	5.2
MORE THAN 2,000,000	53	153	13	9	135324	3.4
TOTALS	42	1705	1088	580	177600	1.7

LISTINGS  
17,2762017 RMLS TOTAL - \$ VOLUME  
\$8,825,905,000SALES  
13,999

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 2017

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	46	41	43	67	58	255	252	507
Total Active Listings	104	124	116	135	177	656	749	1,405
Average Days on Market	116	98	75	68	84	87	110	99
Average List Price in Thousands	546.1	1,419.7	1,773.9	892.9	1,857.1	1,353.5	903.7	1,113.7
Median List Price in Thousands	510.0	1,059.0	1,189.0	739.0	975.0	820.0	427.9	629.0
BOMS	20	13	10	20	16	79	88	167
Average BOM Price in Thousands	509.5	1,004.5	1,060.8	791.1	956.2	822.5	511.7	658.7
BOM to Sale Ratio	27.8	15.7	14.3	16.9	12.1	16.6	24.9	20.2
Expirations	19	26	18	33	49	145	112	257
PENDING SALES								
New Escrows Opened	64	52	48	74	79	317	245	562
Total YTD Escrows Opened	887	1,075	938	1,438	1,559	5,897	4,443	10,340
New Open Escrows Average Days on Market	44	43	42	44	46	44	48	46
New Open Escrows Average List Price	500.0	1,001.4	1,176.7	681.4	947.2	838.5	519.8	699.6
CLOSED SALES:								
New Escrows Closed	72	83	70	118	132	475	353	828
Total YTD Escrows Closed	881	1,084	951	1,429	1,563	5,908	4,490	10,398
Volume of New Sales Dollars in Millions	35.312	81.754	63.216	82.667	111.316	374.264	159.775	534.039
Volume of total YTD Sales in Millions	415.135	1,090.789	975.812	982.447	1,444.261	4,908.444	2,334.727	7,243.171
Average Sale price in Thousands	490.4	985.0	903.1	700.6	843.3	787.9	452.6	645.0
Median Sale Price in Thousands	498.0	867.9	625.0	650.0	730.0	645.0	349.0	557.0
Coop Sales	58	61	58	94	109	380	287	667
Percent of Coop Sales	80.6	73.5	82.9	79.7	82.6	80.0	81.3	80.6
Average Days on Market	36	35	32	41	45	39	48	43
Sales at List Price	41	45	40	58	70	254	193	447
Percent of Sales at List Price	56.9	54.2	57.1	49.2	53.0	53.5	54.7	54.0
Sales to Listing Inventory Ratio	69.2	66.9	60.3	87.4	74.6	72.4	47.1	58.9
Final Sale to New Listing Ratio	156.5	202.4	162.8	176.1	227.6	186.3	140.1	163.3
CLOSED SALES TYPE								
Foreclosure/REO	2	1	0	0	1	4	6	10
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	2	1	3	10	13
Standard	63	80	68	113	129	453	328	781
Other	7	2	2	3	1	15	9	24

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR DECEMBER 2017

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	14	24	28	22	22	110	68	178
Total Active Listings	25	32	40	30	36	163	137	300
Average Days on Market	91	124	90	94	107	101	74	89
Average List Price in Thousands	379.2	554.1	596.0	573.4	507.9	530.9	530.4	530.7
Median List Price in Thousands	350.0	495.0	460.0	495.0	415.0	450.0	455.0	450.0
BOMS	4	6	6	7	3	26	14	40
Average BOM Price in Thousands	341.2	526.8	423.1	446.7	338.1	431.0	398.7	419.7
BOM to Sale Ratio	21.1	12.5	16.7	21.9	8.1	15.1	15.9	15.4
Expirations	5	9	5	4	11	34	22	56
PENDING SALES								
New Escrows Opened	27	30	30	24	24	135	63	198
Total YTD Escrows Opened	330	586	460	422	477	2,275	1,197	3,472
New Open Escrows Average Days on Market	40	35	28	74	28	40	43	41
New Open Escrows Average List Price	328.4	498.2	458.2	427.8	422.8	429.4	468.0	441.7
CLOSED SALES:								
New Escrows Closed	19	48	36	32	37	172	88	260
Total YTD Escrows Closed	319	593	463	409	484	2,268	1,213	3,481
Volume of New Sales Dollars in Millions	6.835	26.349	16.317	15.634	15.358	80.494	37.352	117.845
Volume of total YTD Sales in Millions	110.272	302.907	202.410	181.879	226.884	1,024.352	558.382	1,582.734
Average Sale price in Thousands	359.7	548.9	453.3	488.6	415.1	468.0	424.5	453.3
Median Sale Price in Thousands	335.0	515.6	420.0	440.0	375.0	430.0	375.0	420.0
Coop Sales	18	41	33	30	33	155	74	229
Percent of Coop Sales	94.7	85.4	91.7	93.8	89.2	90.1	84.1	88.1
Average Days on Market	53	28	36	35	36	35	48	40
Sales at List Price	14	38	20	15	23	110	49	159
Percent of Sales at List Price	73.7	79.2	55.6	46.9	62.2	64.0	55.7	61.2
Sales to Listing Inventory Ratio	76.0	150.0	90.0	106.7	102.8	105.5	64.2	86.7
Final Sale to New Listing Ratio	135.7	200.0	128.6	145.5	168.2	156.4	129.4	146.1
CLOSED SALES TYPE								
Foreclosure/REO	1	0	0	1	1	3	2	5
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	1	1	1	0	0	3	4	7
Standard	17	46	34	31	36	164	80	244
Other	0	1	1	0	0	2	2	4