

RESIDENTIAL
PROPERTIES LISTED**1,393****JANUARY 2018 SFV RESIDENTIAL MLS SUMMARY**

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED**1,020**RESIDENTIAL PROP.
ESCROW CLOSED**821****ACTIVE INVENTORY:**

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	123	135	151	141	206	756	637	1,393
TOTAL ACTIVE LISTINGS	155	173	178	176	236	918	966	1,884
AVERAGE DAYS ON MARKET	91	87	66	71	73	77	86	82
AVERAGE LIST PRICE IN THOUSANDS	497.6	1,281.3	1,478.7	853.9	1,735.7	1,222.1	799.8	1,005.6
MEDIAN LIST PRICE IN THOUSANDS	489.0	899.0	899.0	698.0	950.0	749.9	399.9	575.0
BOMS	17	19	18	20	32	106	92	198
AVERAGE BOM PRICE IN THOUSANDS	519.1	1,096.5	935.0	739.2	1,147.1	924.4	529.0	740.7
BOM TO SALE RATIO	19.5	19.2	22.8	16.9	30.8	21.8	27.5	24.1
EXPIRATIONS	14	14	17	8	25	78	79	157

PENDING SALES:

NEW ESCROWS OPENED	89	104	97	113	160	563	457	1,020
TOTAL YTD ESCROWS OPENED	89	104	97	113	160	563	457	1,020
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	32	49	32	36	39	38	52	44
NEW OPEN ESCROWS AVERAGE LIST PRICE	476.7	967.1	780.9	668.8	845.2	763.0	543.0	664.4

CLOSED SALES:

NEW ESCROWS CLOSED	87	99	79	118	104	487	334	821
TOTAL YTD ESCROWS CLOSED	87	99	79	118	104	487	334	821
VOLUME OF NEW SALE DOLLARS IN MILLIONS	39,292	94,821	63,595	70,863	97,266	365,837	173,605	539,443
VOLUME OF TOTAL YTD SALES IN MILLIONS	39,292	94,821	63,595	70,863	97,266	365,837	173,605	539,443
AVERAGE SALE PRICE IN THOUSANDS	451.6	957.8	805.0	600.5	935.3	751.2	519.8	657.1
MEDIAN SALE PRICE IN THOUSANDS	454.0	675.0	550.0	583.5	640.0	573.0	375.0	520.0
COOP SALES	72	80	65	101	83	401	282	683
PERCENT OF COOP SALES	82.8	80.8	82.3	85.6	79.8	82.3	84.4	83.2
AVERAGE DAYS ON MARKET	47	37	31	49	41	41	46	43
SALES AT LIST PRICE	50	47	47	62	47	253	163	416
PERCENT OF SALES AT LIST PRICE	57.5	47.5	59.5	52.5	45.2	52.0	48.8	50.7
SALES TO LISTING INVENTORY RATIO	56.1	57.2	44.4	67.0	44.1	53.1	34.6	43.6
FINAL SALE TO NEW LISTING RATIO	70.7	73.3	52.3	83.7	50.5	64.4	52.4	58.9

CLOSED SALES TYPE

FORECLOSURE/REO	1	2	0	3	1	7	10	17
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	3	0	0	2	1	6	8	14
STANDARD	85	95	79	111	101	471	316	787
OTHER	3	1	1	3	2	10	10	20

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	83	19	1	1	10000	10.5
100,000 TO 109,999	143	4	1	1	6000	5.3
110,000 TO 119,999	311	3	1	0	5000	4.5
120,000 TO 139,999	37	6	5	4	8333	5.7
140,000 TO 159,999	0	12	0	0	N/A	0.0
160,000 TO 179,999	24	10	8	5	12680	6.8
180,000 TO 199,999	41	20	13	7	5056	2.5
200,000 TO 249,999	49	117	47	24	9403	3.4
250,000 TO 299,999	44	135	54	26	6977	2.2
300,000 TO 349,999	43	121	62	23	3930	1.0
350,000 TO 399,999	36	124	62	30	4997	0.1
400,000 TO 449,999	51	87	59	29	7997	1.1
450,000 TO 499,999	43	127	71	38	6232	0.3
500,000 TO 549,999	32	104	76	35	8431	1.3
550,000 TO 599,999	31	122	73	38	87300	2.7
600,000 TO 699,999	48	134	86	54	14669	1.7
700,000 TO 799,999	47	112	44	25	17577	2.1
800,000 TO 899,999	45	106	34	19	17026	1.2
900,000 TO 999,999	39	75	24	14	41895	3.6
1,000,000 TO 1,999,999	50	265	74	54	83448	4.5
MORE THAN 2,000,000	56	181	26	21	174099	27.9
TOTALS	43	1884	821	448	30883	0.9

LISTINGS
1,393**2018 RMLS TOTAL - \$ VOLUME**
\$539,443,000**SALES**
821

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 JANUARY 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	90	91	109	109	168	567	494	1,061
Total Active Listings	121	133	137	147	203	741	795	1,536
Average Days on Market	96	84	60	65	70	74	94	84
Average List Price in Thousands	525.9	1,479.8	1,739.4	917.2	1,928.3	1,383.3	853.2	1,108.9
Median List Price in Thousands	500.0	1,089.0	1,270.0	739.0	1,099.0	849.9	390.0	605.0
BOMS	15	12	15	17	28	87	69	156
Average BOM Price in Thousands	549.0	1,351.2	1,016.7	790.3	1,258.5	1,015.8	532.9	802.2
BOM to Sale Ratio	25.4	18.2	28.3	19.3	37.3	25.5	26.8	26.1
Expirations	10	11	15	7	23	66	68	134
PENDING SALES								
New Escrows Opened	70	70	60	85	118	403	362	765
Total YTD Escrows Opened	70	70	60	85	118	403	362	765
New Open Escrows Average Days on Market	35	54	31	36	36	38	54	46
New Open Escrows Average List Price	508.0	1,185.7	957.1	726.7	968.6	873.6	561.1	725.7
CLOSED SALES:								
New Escrows Closed	59	66	53	88	75	341	257	598
Total YTD Escrows Closed	59	66	53	88	75	341	257	598
Volume of New Sales Dollars in Millions	29,559	78,633	52,063	58,310	83,837	302,402	130,331	432,733
Volume of total YTD Sales in Millions	29,559	78,633	52,063	58,310	83,837	302,402	130,331	432,733
Average Sale price in Thousands	501.0	1,191.4	982.3	662.6	1,117.8	886.8	507.1	723.6
Median Sale Price in Thousands	495.0	879.0	610.0	600.0	765.0	620.0	360.0	560.0
Coop Sales	47	51	45	73	63	279	214	493
Percent of Coop Sales	79.7	77.3	84.9	83.0	84.0	81.8	83.3	82.4
Average Days on Market	42	41	38	48	48	44	48	46
Sales at List Price	31	28	25	45	29	158	124	282
Percent of Sales at List Price	52.5	42.4	47.2	51.1	38.7	46.3	48.2	47.2
Sales to Listing Inventory Ratio	48.8	49.6	38.7	59.9	36.9	46.0	32.3	38.9
Final Sale to New Listing Ratio	65.6	72.5	48.6	80.7	44.6	60.1	52.0	56.4
CLOSED SALES TYPE								
Foreclosure/REO	0	2	0	3	1	6	5	11
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	1	0	0	1	1	3	7	10
Standard	59	63	52	82	72	328	245	573
Other	3	1	1	3	1	9	9	18

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	33	44	42	32	38	189	143	332
Total Active Listings	34	40	41	29	33	177	171	348
Average Days on Market	76	95	84	103	93	90	51	70
Average List Price in Thousands	396.7	621.4	607.6	532.8	551.1	547.4	551.6	549.5
Median List Price in Thousands	355.0	550.0	474.9	450.0	495.0	459.9	440.0	450.0
BOMS	2	7	3	3	4	19	23	42
Average BOM Price in Thousands	295.4	659.8	526.3	449.7	367.5	505.6	517.3	512.1
BOM to Sale Ratio	7.1	21.2	11.5	10.0	13.8	13.0	29.9	18.8
Expirations	4	3	2	1	2	12	11	23
PENDING SALES								
New Escrows Opened	19	34	37	28	42	160	95	255
Total YTD Escrows Opened	19	34	37	28	42	160	95	255
New Open Escrows Average Days on Market	20	39	34	33	48	37	46	40
New Open Escrows Average List Price	361.1	517.0	495.2	492.7	498.6	484.4	474.2	480.6
CLOSED SALES:								
New Escrows Closed	28	33	26	30	29	146	77	223
Total YTD Escrows Closed	28	33	26	30	29	146	77	223
Volume of New Sales Dollars in Millions	9,733	16,188	11,532	12,553	13,430	63,435	43,275	106,709
Volume of total YTD Sales in Millions	9,733	16,188	11,532	12,553	13,430	63,435	43,275	106,709
Average Sale price in Thousands	347.6	490.5	443.5	418.4	463.1	434.5	562.0	478.5
Median Sale Price in Thousands	341.3	475.0	401.0	410.0	445.0	412.5	430.0	415.0
Coop Sales	25	29	20	28	20	122	68	190
Percent of Coop Sales	89.3	87.9	76.9	93.3	69.0	83.6	88.3	85.2
Average Days on Market	56	28	17	49	21	34	40	36
Sales at List Price	19	19	22	17	18	95	39	134
Percent of Sales at List Price	67.9	57.6	84.6	56.7	62.1	65.1	50.6	60.1
Sales to Listing Inventory Ratio	82.4	82.5	63.4	103.4	87.9	82.5	45.0	64.1
Final Sale to New Listing Ratio	84.8	75.0	61.9	93.8	76.3	77.2	53.8	67.2
CLOSED SALES TYPE								
Foreclosure/REO	1	0	0	0	0	1	5	6
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	0	0	1	0	3	1	4
Standard	26	32	27	29	29	143	71	214
Other	0	0	0	0	1	1	1	2