

RESIDENTIAL
PROPERTIES LISTED

1,370

FEBRUARY 2018 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

1,094

RESIDENTIAL PROP.
ESCROW CLOSED

740

ACTIVE INVENTORY:	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	112	131	144	163	216	766	604	1,370
TOTAL ACTIVE LISTINGS	156	165	188	180	269	958	1,037	1,995
AVERAGE DAYS ON MARKET	83	80	60	63	62	68	83	76
AVERAGE LIST PRICE IN THOUSANDS	486.9	1,277.3	1,442.6	890.0	1,577.2	1,192.5	790.2	983.4
MEDIAN LIST PRICE IN THOUSANDS	490.0	899.0	825.0	725.0	899.0	740.0	400.0	588.0
BOMS	26	13	19	20	34	112	111	223
AVERAGE BOM PRICE IN THOUSANDS	482.4	730.2	1,044.0	756.7	1,010.3	815.6	539.2	678.1
BOM TO SALE RATIO	38.8	16.7	27.5	22.7	25.8	25.8	36.3	30.1
EXPIRATIONS	15	14	17	16	22	84	79	163
PENDING SALES:								
NEW ESCROWS OPENED	97	116	115	141	149	618	476	1,094
TOTAL YTD ESCROWS OPENED	182	218	203	247	300	1,150	905	2,055
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	29	36	27	30	27	30	41	35
NEW OPEN ESCROWS AVERAGE LIST PRICE	467.5	974.3	842.6	675.7	862.2	775.1	522.4	665.1
CLOSED SALES:								
NEW ESCROWS CLOSED	67	78	69	88	132	434	306	740
TOTAL YTD ESCROWS CLOSED	156	175	149	205	237	922	650	1,572
VOLUME OF NEW SALE DOLLARS IN MILLIONS	30.831	67.634	63.575	59.284	113.475	334.800	163.429	498.228
VOLUME OF TOTAL YTD SALES IN MILLIONS	71.208	161.485	127.478	130.075	212.241	702.487	338.677	1,041.165
AVERAGE SALE PRICE IN THOUSANDS	460.2	867.1	921.4	673.7	859.7	771.4	534.1	673.3
MEDIAN SALE PRICE IN THOUSANDS	470.0	755.0	595.0	625.0	700.0	605.0	389.0	533.0
COOP SALES	49	67	59	75	110	360	249	609
PERCENT OF COOP SALES	73.1	85.9	85.5	85.2	83.3	82.9	81.4	82.3
AVERAGE DAYS ON MARKET	38	51	32	43	41	41	45	43
SALES AT LIST PRICE	46	52	37	44	71	250	169	419
PERCENT OF SALES AT LIST PRICE	68.7	66.7	53.6	50.0	53.8	57.6	55.2	56.6
SALES TO LISTING INVENTORY RATIO	42.9	47.3	36.7	48.9	49.1	45.3	29.5	37.1
FINAL SALE TO NEW LISTING RATIO	59.8	59.5	47.9	54.0	61.1	56.7	50.7	54.0
CLOSED SALES TYPE								
FORECLOSURE/REO	1	0	2	3	1	7	10	17
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	1	0	1	1	3	3	6
STANDARD	64	77	65	83	127	416	284	700
OTHER	2	0	2	1	3	8	9	17

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	25	19	3	2	6000	5.0
100,000 TO 109,999	0	2	0	0	N/A	0.0
110,000 TO 119,999	0	4	0	0	N/A	0.0
120,000 TO 139,999	134	5	2	2	9950	7.2
140,000 TO 159,999	55	12	6	5	3825	2.2
160,000 TO 179,999	58	14	7	3	3708	1.4
180,000 TO 199,999	69	23	10	7	10410	4.7
200,000 TO 249,999	54	103	44	17	5667	2.1
250,000 TO 299,999	62	149	45	19	3958	0.5
300,000 TO 349,999	43	133	51	31	10144	2.8
350,000 TO 399,999	40	137	50	20	2319	0.2
400,000 TO 449,999	37	86	58	30	2994	0.4
450,000 TO 499,999	38	128	51	29	12098	2.3
500,000 TO 549,999	28	108	56	23	5033	0.6
550,000 TO 599,999	42	129	51	23	2321	0.8
600,000 TO 699,999	48	171	79	44	3277	0.3
700,000 TO 799,999	32	136	65	27	4172	0.3
800,000 TO 899,999	47	91	31	19	9713	0.8
900,000 TO 999,999	35	77	31	17	12046	1.0
1,000,000 TO 1,999,999	42	275	77	46	27427	1.4
MORE THAN 2,000,000	53	193	23	19	418046	14.9
TOTALS	43	1995	740	383	6363	0.4

LISTINGS
2,7632018 RMLS TOTAL - \$ VOLUME
\$1,041,165,000SALES
1,561

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 FEBRUARY 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	81	92	107	135	165	580	494	1,074
Total Active Listings	117	128	147	148	223	763	863	1,626
Average Days on Market	87	76	52	60	61	65	88	77
Average List Price in Thousands	530.7	1,487.1	1,656.9	964.5	1,763.5	1,352.6	831.9	1,076.2
Median List Price in Thousands	500.0	1,100.0	1,299.0	770.0	999.0	829.9	399.9	619.0
BOMS	19	7	15	18	27	86	97	183
Average BOM Price in Thousands	512.9	891.3	1,215.5	787.7	1,124.6	915.8	557.1	725.7
BOM to Sale Ratio	38.0	13.2	35.7	29.0	26.5	27.8	40.6	33.4
Expirations	11	12	12	13	20	68	64	132
PENDING SALES								
New Escrows Opened	72	78	82	115	114	461	378	839
Total YTD Escrows Opened	140	144	134	195	224	837	714	1,551
New Open Escrows Average Days on Market	33	41	31	30	30	32	42	37
New Open Escrows Average List Price	506.9	1,185.5	1,002.1	729.5	994.2	885.8	531.5	726.2
CLOSED SALES:								
New Escrows Closed	50	53	42	62	102	309	239	548
Total YTD Escrows Closed	112	118	95	150	177	652	503	1,155
Volume of New Sales Dollars in Millions	24,610	54,424	51,073	47,602	99,816	277,525	132,466	409,990
Volume of total YTD Sales in Millions	55,609	132,322	103,151	106,223	184,807	582,113	266,124	848,236
Average Sale price in Thousands	492.2	1,026.9	1,216.0	767.8	978.6	898.1	554.3	748.2
Median Sale Price in Thousands	490.0	827.0	720.0	690.0	755.0	700.0	389.9	600.0
Coop Sales	35	44	34	50	82	245	194	439
Percent of Coop Sales	70.0	83.0	81.0	80.6	80.4	79.3	81.2	80.1
Average Days on Market	40	58	31	35	37	40	47	43
Sales at List Price	32	33	20	28	54	167	131	298
Percent of Sales at List Price	64.0	62.3	47.6	45.2	52.9	54.0	54.8	54.4
Sales to Listing Inventory Ratio	42.7	41.4	28.6	41.9	45.7	40.5	27.7	33.7
Final Sale to New Listing Ratio	61.7	57.6	39.3	45.9	61.8	53.3	48.4	51.0
CLOSED SALES TYPE								
Foreclosure/REO	1	0	1	2	0	4	8	12
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	1	1	2	3	5
Standard	47	53	39	59	98	296	220	516
Other	2	0	2	0	3	7	8	15

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR FEBRUARY 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	31	39	37	28	51	186	110	296
Total Active Listings	39	37	41	32	46	195	174	369
Average Days on Market	72	95	87	80	65	79	58	69
Average List Price in Thousands	355.5	551.3	674.5	545.2	674.6	566.1	583.1	574.1
Median List Price in Thousands	340.0	549.0	580.0	525.0	549.0	495.0	434.9	460.0
BOMS	7	6	4	2	7	26	14	40
Average BOM Price in Thousands	399.4	542.2	401.0	477.5	569.3	484.3	415.4	460.2
BOM to Sale Ratio	41.2	24.0	14.8	7.7	23.3	20.8	20.9	20.8
Expirations	4	2	5	3	2	16	15	31
PENDING SALES								
New Escrows Opened	25	38	33	26	35	157	98	255
Total YTD Escrows Opened	42	74	69	52	76	313	191	504
New Open Escrows Average Days on Market	17	26	18	33	17	22	35	27
New Open Escrows Average List Price	354.0	540.7	446.3	438.0	432.5	450.0	487.3	464.3
CLOSED SALES:								
New Escrows Closed	17	25	27	26	30	125	67	192
Total YTD Escrows Closed	44	57	54	55	60	270	147	417
Volume of New Sales Dollars in Millions	6,222	13,210	12,502	11,682	13,659	57,275	30,963	88,238
Volume of total YTD Sales in Millions	15,599	29,163	24,327	23,852	27,434	120,375	72,554	192,928
Average Sale price in Thousands	366.0	528.4	463.0	449.3	455.3	458.2	462.1	459.6
Median Sale Price in Thousands	340.0	485.0	431.0	410.0	400.0	410.0	389.0	401.0
Coop Sales	14	23	25	25	28	115	55	170
Percent of Coop Sales	82.4	92.0	92.6	96.2	93.3	92.0	82.1	88.5
Average Days on Market	35	37	34	61	53	45	37	42
Sales at List Price	14	19	17	16	17	83	38	121
Percent of Sales at List Price	82.4	76.0	63.0	61.5	56.7	66.4	56.7	63.0
Sales to Listing Inventory Ratio	43.6	67.6	65.9	81.3	65.2	64.1	38.5	52.0
Final Sale to New Listing Ratio	54.8	64.1	73.0	92.9	58.8	67.2	60.9	64.9
CLOSED SALES TYPE								
Foreclosure/REO	0	0	1	1	1	3	2	5
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	1	0	0	0	1	0	1
Standard	17	24	26	24	29	120	64	184
Other	0	0	0	1	0	1	1	2