

RESIDENTIAL
PROPERTIES LISTED

1,577

MARCH 2018 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

1,332

RESIDENTIAL PROP.
ESCROW CLOSED

1,095

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	126	166	154	209	233	888	689	1,577
TOTAL ACTIVE LISTINGS	163	191	197	215	283	1,049	1,001	2,050
AVERAGE DAYS ON MARKET	90	73	60	57	62	67	79	73
AVERAGE LIST PRICE IN THOUSANDS	514.9	1,199.4	1,371.3	841.8	1,705.8	1,188.6	820.4	1,008.8
MEDIAN LIST PRICE IN THOUSANDS	499.0	845.0	805.0	705.0	995.0	750.0	429.0	619.9
BOMS	23	28	33	30	47	161	117	278
AVERAGE BOM PRICE IN THOUSANDS	518.1	1,074.4	1,019.4	688.2	946.7	874.4	519.9	725.2
BOM TO SALE RATIO	24.2	23.3	28.2	23.3	28.7	25.8	24.9	25.4
EXPIRATIONS	14	16	17	11	23	81	78	159

PENDING SALES:

NEW ESCROWS OPENED	109	122	129	166	188	714	618	1,332
TOTAL YTD ESCROWS OPENED	281	329	320	405	479	1,814	1,486	3,300
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	27	24	31	30	27	28	42	34
NEW OPEN ESCROWS AVERAGE LIST PRICE	481.1	1,042.1	866.5	685.2	924.8	810.9	533.3	682.1

CLOSED SALES:

NEW ESCROWS CLOSED	95	120	117	129	164	625	470	1,095
TOTAL YTD ESCROWS CLOSED	249	291	268	332	398	1,538	1,120	2,658
VOLUME OF NEW SALE DOLLARS IN MILLIONS	44.448	118.115	95.240	86.960	139.311	484.075	309.107	793.182
VOLUME OF TOTAL YTD SALES IN MILLIONS	114.764	276.571	229.043	216.061	349.653	1,186.092	646.581	1,832.673
AVERAGE SALE PRICE IN THOUSANDS	467.9	984.3	814.0	674.1	849.5	774.5	657.7	724.4
MEDIAN SALE PRICE IN THOUSANDS	490.0	749.0	615.5	617.0	671.5	605.0	402.0	550.0
COOP SALES	75	93	98	96	143	505	372	877
PERCENT OF COOP SALES	78.9	77.5	83.8	74.4	87.2	80.8	79.1	80.1
AVERAGE DAYS ON MARKET	29	34	29	33	32	31	41	36
SALES AT LIST PRICE	67	76	71	81	97	392	266	658
PERCENT OF SALES AT LIST PRICE	70.5	63.3	60.7	62.8	59.1	62.7	56.6	60.1
SALES TO LISTING INVENTORY RATIO	58.3	62.8	59.4	60.0	58.0	59.6	47.0	53.4
FINAL SALE TO NEW LISTING RATIO	75.4	72.3	76.0	61.7	70.4	70.4	68.2	69.4

CLOSED SALES TYPE

FORECLOSURE/REO	1	3	2	4	1	11	9	20
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	2	0	0	2	1	5	7	12
STANDARD	89	116	115	121	160	601	440	1,041
OTHER	3	1	0	2	2	8	14	22

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	110	12	7	6	26400	21.7
100,000 TO 109,999	13	2	1	0	N/A	0.0
110,000 TO 119,999	33	4	2	2	12450	9.3
120,000 TO 139,999	28	4	5	3	6225	4.3
140,000 TO 159,999	28	8	5	3	9000	5.5
160,000 TO 179,999	30	17	9	3	3613	0.9
180,000 TO 199,999	55	30	9	4	6755	3.1
200,000 TO 249,999	34	82	53	24	7223	2.8
250,000 TO 299,999	32	147	75	35	7801	2.0
300,000 TO 349,999	35	137	78	31	4463	1.0
350,000 TO 399,999	34	116	66	23	5055	3.8
400,000 TO 449,999	38	96	72	30	4681	16.7
450,000 TO 499,999	37	118	76	34	10846	1.9
500,000 TO 549,999	32	116	89	37	1487	0.6
550,000 TO 599,999	31	114	91	39	2525	0.7
600,000 TO 699,999	28	196	129	50	756	0.6
700,000 TO 799,999	32	163	70	33	10567	0.7
800,000 TO 899,999	50	116	56	30	23308	2.3
900,000 TO 999,999	34	75	40	20	21567	1.7
1,000,000 TO 1,999,999	40	305	128	78	33130	1.8
MORE THAN 2,000,000	50	192	34	22	N/A	58.8
TOTALS	36	2050	1095	507	43143	2.5

LISTINGS
4,3402018 RMLS TOTAL - \$ VOLUME
\$1,832,673,000SALES
2,656

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 MARCH 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	84	119	112	159	201	675	543	1,218
Total Active Listings	115	151	156	169	248	839	830	1,669
Average Days on Market	103	67	52	55	60	65	85	75
Average List Price in Thousands	567.8	1,363.7	1,565.9	922.6	1,848.5	1,346.7	864.4	1,106.8
Median List Price in Thousands	520.0	980.0	1,130.0	769.0	1,088.0	849.0	420.0	675.0
BOMS	16	22	28	26	37	129	97	226
Average BOM Price in Thousands	569.2	1,210.3	1,129.8	730.5	1,071.6	976.8	519.0	780.3
BOM to Sale Ratio	21.6	28.9	36.4	25.0	29.1	28.2	25.9	27.2
Expirations	9	11	13	8	22	63	69	132
PENDING SALES								
New Escrows Opened	78	81	92	135	151	537	490	1,027
Total YTD Escrows Opened	211	217	218	321	368	1,335	1,172	2,507
New Open Escrows Average Days on Market	26	26	33	32	27	29	41	35
New Open Escrows Average List Price	519.0	1,296.4	1,031.9	741.7	1,029.3	923.6	542.2	741.7
CLOSED SALES:								
New Escrows Closed	74	76	77	104	127	458	374	832
Total YTD Escrows Closed	185	192	173	252	302	1,104	877	1,981
Volume of New Sales Dollars in Millions	37,720	94,450	77,232	75,504	120,845	405,751	213,103	618,854
Volume of total YTD Sales in Millions	92,714	225,392	186,383	180,753	304,098	989,340	478,325	1,467,664
Average Sale price in Thousands	509.7	1,242.8	1,003.0	726.0	951.5	885.9	569.8	743.8
Median Sale Price in Thousands	500.0	1,075.0	685.0	669.0	750.0	680.0	385.0	591.0
Coop Sales	58	58	66	76	113	371	289	660
Percent of Coop Sales	78.4	76.3	85.7	73.1	89.0	81.0	77.3	79.3
Average Days on Market	30	37	29	35	36	34	43	38
Sales at List Price	52	38	48	66	72	276	202	478
Percent of Sales at List Price	70.3	50.0	62.3	63.5	56.7	60.3	54.0	57.5
Sales to Listing Inventory Ratio	64.3	50.3	49.4	61.5	51.2	54.6	45.1	49.9
Final Sale to New Listing Ratio	88.1	63.9	68.8	65.4	63.2	67.9	68.9	68.3
CLOSED SALES TYPE								
Foreclosure/REO	0	3	2	3	1	9	9	18
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	0	0	1	1	4	7	11
Standard	70	72	75	98	123	438	344	782
Other	2	1	0	2	2	7	14	21

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	42	47	42	50	32	213	146	359
Total Active Listings	48	40	41	46	35	210	171	381
Average Days on Market	58	93	91	65	81	77	51	65
Average List Price in Thousands	388.4	579.1	630.6	544.9	694.7	557.4	607.0	579.6
Median List Price in Thousands	349.0	539.0	500.0	510.0	550.0	485.0	469.9	480.0
BOMS	7	6	5	4	10	32	20	52
Average BOM Price in Thousands	401.4	576.2	400.8	413.7	484.6	461.6	524.2	485.7
BOM to Sale Ratio	33.3	13.6	12.5	16.0	27.0	19.2	20.8	19.8
Expirations	5	5	4	3	1	18	9	27
PENDING SALES								
New Escrows Opened	31	41	37	31	37	177	128	305
Total YTD Escrows Opened	70	112	102	84	111	479	314	793
New Open Escrows Average Days on Market	28	21	25	18	27	24	43	32
New Open Escrows Average List Price	385.8	539.7	455.2	439.6	498.4	468.9	499.1	481.6
CLOSED SALES:								
New Escrows Closed	21	44	40	25	37	167	96	263
Total YTD Escrows Closed	64	99	95	80	96	434	243	677
Volume of New Sales Dollars in Millions	6,728	23,666	18,009	11,456	18,465	78,324	96,005	174,328
Volume of total YTD Sales in Millions	22,050	51,179	42,660	35,308	45,554	196,752	168,256	365,008
Average Sale price in Thousands	320.4	537.9	450.2	458.2	499.1	469.0	1,000.1	662.8
Median Sale Price in Thousands	320.0	539.0	400.0	440.0	440.0	433.0	438.0	435.0
Coop Sales	17	35	32	20	30	134	83	217
Percent of Coop Sales	81.0	79.5	80.0	80.0	81.1	80.2	86.5	82.5
Average Days on Market	26	28	30	24	18	26	35	29
Sales at List Price	15	38	23	15	25	116	64	180
Percent of Sales at List Price	71.4	86.4	57.5	60.0	67.6	69.5	66.7	68.4
Sales to Listing Inventory Ratio	43.8	110.0	97.6	54.3	105.7	79.5	56.1	69.0
Final Sale to New Listing Ratio	50.0	93.6	95.2	50.0	115.6	78.4	65.8	73.3
CLOSED SALES TYPE								
Foreclosure/REO	1	0	0	1	0	2	0	2
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	1	0	1	0	1
Standard	19	44	40	23	37	163	96	259
Other	1	0	0	0	0	1	0	1