

RESIDENTIAL
PROPERTIES LISTED

1,251

APRIL 2018 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

953

RESIDENTIAL PROP.
ESCROW CLOSED

878

ACTIVE INVENTORY:	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	131	178	155	217	259	940	706	1,646
TOTAL ACTIVE LISTINGS	155	217	207	242	347	1,168	1,075	2,243
AVERAGE DAYS ON MARKET	88	65	62	57	54	63	76	69
AVERAGE LIST PRICE IN THOUSANDS	515.5	1,194.3	1,439.9	832.4	1,634.4	1,203.5	800.1	1,010.2
MEDIAN LIST PRICE IN THOUSANDS	499.0	889.0	859.0	699.9	949.0	760.0	437.0	620.0
BOMS	27	19	29	32	45	152	139	291
AVERAGE BOM PRICE IN THOUSANDS	471.3	1,051.2	990.2	668.1	912.3	814.8	627.1	725.1
BOM TO SALE RATIO	24.5	16.1	28.7	21.5	28.7	23.9	27.0	25.3
EXPIRATIONS	15	6	12	15	17	65	67	132
PENDING SALES:								
NEW ESCROWS OPENED	131	131	126	182	160	730	546	1,276
TOTAL YTD ESCROWS OPENED	404	458	433	577	634	2,506	1,977	4,483
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	29	25	33	25	33	29	43	35
NEW OPEN ESCROWS AVERAGE LIST PRICE	457.6	928.8	862.9	692.2	889.1	766.2	532.2	666.1
CLOSED SALES:								
NEW ESCROWS CLOSED	110	118	101	149	157	635	514	1,149
TOTAL YTD ESCROWS CLOSED	359	408	368	481	553	2,169	1,633	3,802
VOLUME OF NEW SALE DOLLARS IN MILLIONS	51.214	114.856	95.077	101.595	138.288	501.030	283.915	784.945
VOLUME OF TOTAL YTD SALES IN MILLIONS	165.816	390.727	323.321	317.796	486.154	1,683.814	879.793	2,563.607
AVERAGE SALE PRICE IN THOUSANDS	465.6	973.4	941.4	681.8	880.8	789.0	552.4	683.2
MEDIAN SALE PRICE IN THOUSANDS	475.0	711.0	640.0	649.0	690.0	620.0	380.0	550.0
COOP SALES	95	102	82	131	129	539	431	970
PERCENT OF COOP SALES	86.4	86.4	81.2	87.9	82.2	84.9	83.9	84.4
AVERAGE DAYS ON MARKET	29	31	34	31	25	30	40	35
SALES AT LIST PRICE	78	69	50	89	93	379	303	682
PERCENT OF SALES AT LIST PRICE	70.9	58.5	49.5	59.7	59.2	59.7	58.9	59.4
SALES TO LISTING INVENTORY RATIO	71.0	54.4	48.8	61.6	45.2	54.4	47.8	51.2
FINAL SALE TO NEW LISTING RATIO	84.0	66.3	65.2	68.7	60.6	67.6	72.8	69.8
CLOSED SALES TYPE								
FORECLOSURE/REO	0	0	0	0	1	1	14	15
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	1	1	1	0	3	6	6	12
STANDARD	104	115	98	148	153	618	472	1,090
OTHER	4	2	1	1	0	8	19	27

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	15	3	1	4014
100,000 TO 109,999	34	3	2	1	7050
110,000 TO 119,999	212	3	1	1	35100
120,000 TO 139,999	31	4	6	4	5617
140,000 TO 159,999	138	12	5	4	13960
160,000 TO 179,999	17	7	7	2	7075
180,000 TO 199,999	35	24	12	6	9000
200,000 TO 249,999	41	89	62	22	4659
250,000 TO 299,999	40	135	92	33	5238
300,000 TO 349,999	31	131	81	35	1172
350,000 TO 399,999	27	151	84	34	6531
400,000 TO 449,999	28	115	47	15	4610
450,000 TO 499,999	39	130	79	34	4915
500,000 TO 549,999	31	134	87	41	5087
550,000 TO 599,999	34	136	88	40	5080
600,000 TO 699,999	33	229	138	69	4653
700,000 TO 799,999	31	189	104	46	4120
800,000 TO 899,999	29	112	56	27	2276
900,000 TO 999,999	35	83	42	25	24386
1,000,000 TO 1,999,999	38	336	115	69	44789
MORE THAN 2,000,000	44	205	38	28	53336
TOTALS	35	2243	1149	537	10944

LISTINGS
5,5912018 RMLS TOTAL - \$ VOLUME
\$2,119,866,000SALES
3,534

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 APRIL 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	88	127	107	170	209	701	550	1,251
Total Active Listings	105	168	163	195	299	930	883	1,813
Average Days on Market	100	62	57	52	53	61	82	71
Average List Price in Thousands	576.6	1,365.7	1,667.9	897.4	1,795.9	1,369.7	856.0	1,119.5
Median List Price in Thousands	529.0	1,000.0	1,199.0	750.0	1,024.5	849.9	430.0	675.0
BOMS	18	11	23	25	37	114	113	227
Average BOM Price in Thousands	510.5	1,387.3	1,164.6	711.5	939.9	910.5	663.6	787.6
BOM to Sale Ratio	23.7	14.5	30.3	20.7	29.8	24.1	27.9	25.9
Expirations	11	4	10	12	16	53	54	107
PENDING SALES								
New Escrows Opened	89	93	84	138	127	531	422	953
Total YTD Escrows Opened	295	310	293	453	488	1,839	1,551	3,390
New Open Escrows Average Days on Market	33	26	33	26	34	30	45	37
New Open Escrows Average List Price	509.8	1,088.3	1,057.9	767.9	967.5	874.4	521.9	718.3
CLOSED SALES:								
New Escrows Closed	76	76	76	121	124	473	405	878
Total YTD Escrows Closed	260	267	248	373	424	1,572	1,284	2,856
Volume of New Sales Dollars in Millions	38,778	92,571	83,138	88,983	122,590	426,059	229,468	655,527
Volume of total YTD Sales in Millions	130,994	317,264	268,721	269,876	424,901	1,411,755	708,110	2,119,866
Average Sale price in Thousands	510.2	1,218.0	1,093.9	735.4	988.6	900.8	566.6	746.6
Median Sale Price in Thousands	500.0	977.0	715.0	681.5	720.0	697.0	380.0	595.0
Coop Sales	64	62	61	106	101	394	345	739
Percent of Coop Sales	84.2	81.6	80.3	87.6	81.5	83.3	85.2	84.2
Average Days on Market	31	34	37	31	26	31	40	35
Sales at List Price	50	41	37	66	72	266	242	508
Percent of Sales at List Price	65.8	53.9	48.7	54.5	58.1	56.2	59.8	57.9
Sales to Listing Inventory Ratio	72.4	45.2	46.6	62.1	41.5	50.9	45.9	48.4
Final Sale to New Listing Ratio	86.4	59.8	71.0	71.2	59.3	67.5	73.6	70.2
CLOSED SALES TYPE								
Foreclosure/REO	0	0	0	0	1	1	14	15
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	1	1	0	0	3	5	4	9
Standard	70	73	75	120	120	458	367	825
Other	4	2	0	1	0	7	18	25

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	43	51	48	47	50	239	156	395
Total Active Listings	50	49	44	47	48	238	192	430
Average Days on Market	62	77	77	74	63	71	49	61
Average List Price in Thousands	387.1	606.5	595.2	562.7	628.5	554.1	543.0	549.1
Median List Price in Thousands	369.0	549.0	519.0	509.0	509.0	495.0	455.0	475.0
BOMS	9	8	6	7	8	38	26	64
Average BOM Price in Thousands	393.0	589.0	321.3	513.0	784.4	527.5	468.7	503.6
BOM to Sale Ratio	26.5	19.0	24.0	25.0	24.2	23.5	23.9	23.6
Expirations	4	2	2	3	1	12	13	25
PENDING SALES								
New Escrows Opened	42	38	42	44	33	199	124	323
Total YTD Escrows Opened	109	148	140	124	146	667	426	1,093
New Open Escrows Average Days on Market	22	23	32	20	30	25	36	29
New Open Escrows Average List Price	347.0	538.4	472.9	471.4	587.3	477.4	567.6	512.0
CLOSED SALES:								
New Escrows Closed	34	42	25	28	33	162	109	271
Total YTD Escrows Closed	99	141	120	108	129	597	349	946
Volume of New Sales Dollars in Millions	12,436	22,285	11,940	12,612	15,699	74,971	54,447	129,418
Volume of total YTD Sales in Millions	34,822	73,464	54,600	47,920	61,253	272,058	171,682	443,741
Average Sale price in Thousands	365.8	530.6	477.6	450.4	475.7	462.8	499.5	477.6
Median Sale Price in Thousands	350.0	501.0	417.0	435.0	461.0	435.0	404.0	421.0
Coop Sales	31	40	21	25	28	145	86	231
Percent of Coop Sales	91.2	95.2	84.0	89.3	84.8	89.5	78.9	85.2
Average Days on Market	26	26	26	27	23	26	41	32
Sales at List Price	28	28	13	23	21	113	61	174
Percent of Sales at List Price	82.4	66.7	52.0	82.1	63.6	69.8	56.0	64.2
Sales to Listing Inventory Ratio	68.0	85.7	56.8	59.6	68.8	68.1	56.8	63.0
Final Sale to New Listing Ratio	79.1	82.4	52.1	59.6	66.0	67.8	69.9	68.6
CLOSED SALES TYPE								
Foreclosure/REO	0	0	0	0	0	0	0	0
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	1	0	0	1	2	3
Standard	34	42	23	28	33	160	105	265
Other	0	0	1	0	0	1	1	2