

RESIDENTIAL
PROPERTIES LISTED

1,776

JUNE 2018 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

1,280

RESIDENTIAL PROP.
ESCROW CLOSED

1,262

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	131	166	164	229	237	927	849	1,776
TOTAL ACTIVE LISTINGS	186	251	253	302	376	1,368	1,372	2,740
AVERAGE DAYS ON MARKET	76	65	54	46	61	59	67	63
AVERAGE LIST PRICE IN THOUSANDS	532.9	1,266.3	1,341.0	829.1	1,640.1	1,186.6	781.7	983.8
MEDIAN LIST PRICE IN THOUSANDS	515.0	899.0	765.0	749.0	955.0	769.0	439.9	600.0
BOMS	24	26	30	33	34	147	118	265
AVERAGE BOM PRICE IN THOUSANDS	444.8	808.7	923.7	638.8	981.4	774.6	451.3	630.6
BOM TO SALE RATIO	20.5	17.9	28.8	17.8	16.3	19.4	23.5	21.0
EXPIRATIONS	7	17	17	17	13	71	79	150

PENDING SALES:

NEW ESCROWS OPENED	103	136	127	185	177	728	552	1,280
TOTAL YTD ESCROWS OPENED	603	716	650	926	1,004	3,899	2,972	6,871
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	35	29	38	28	34	32	39	35
NEW OPEN ESCROWS AVERAGE LIST PRICE	470.4	907.6	1,037.2	669.3	932.1	813.7	502.1	679.3

CLOSED SALES:

NEW ESCROWS CLOSED	117	145	104	185	208	759	503	1,262
TOTAL YTD ESCROWS CLOSED	577	673	593	834	925	3,602	2,675	6,277
VOLUME OF NEW SALE DOLLARS IN MILLIONS	55.925	134.954	99.213	128.345	174.361	592.797	255.238	848.035
VOLUME OF TOTAL YTD SALES IN MILLIONS	270.918	642.179	523.097	561.630	804.722	2,802.547	1,416.079	4,218.626
AVERAGE SALE PRICE IN THOUSANDS	478.0	930.7	954.0	693.8	838.3	781.0	507.4	672.0
MEDIAN SALE PRICE IN THOUSANDS	485.0	655.0	670.0	640.0	728.0	635.0	368.0	555.0
COOP SALES	93	123	84	149	172	621	426	1,047
PERCENT OF COOP SALES	79.5	84.8	80.8	80.5	82.7	81.8	84.7	83.0
AVERAGE DAYS ON MARKET	27	27	27	29	31	28	38	32
SALES AT LIST PRICE	81	90	64	119	106	460	283	743
PERCENT OF SALES AT LIST PRICE	69.2	62.1	61.5	64.3	51.0	60.6	56.3	58.9
SALES TO LISTING INVENTORY RATIO	62.9	57.8	41.1	61.3	55.3	55.5	36.7	46.1
FINAL SALE TO NEW LISTING RATIO	89.3	87.3	63.4	80.8	87.8	81.9	59.2	71.1

CLOSED SALES TYPE

FORECLOSURE/REO	1	2	1	2	1	7	8	15
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	2	0	1	2	0	5	3	8
STANDARD	110	142	102	177	206	737	472	1,209
OTHER	4	1	0	4	1	10	20	30

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	128	19	2	2	46950	33.5
100,000 TO 109,999	15	0	1	1	25000	20.0
110,000 TO 119,999	0	0	0	0	N/A	0.0
120,000 TO 139,999	41	13	4	4	9769	6.9
140,000 TO 159,999	25	17	7	6	13614	8.1
160,000 TO 179,999	19	15	9	4	19343	6.5
180,000 TO 199,999	194	28	10	2	684	0.2
200,000 TO 249,999	41	109	55	22	2289	0.4
250,000 TO 299,999	38	159	79	34	4674	1.3
300,000 TO 349,999	34	178	105	56	1776	0.0
350,000 TO 399,999	33	183	88	41	2960	0.4
400,000 TO 449,999	27	144	71	36	1076	0.4
450,000 TO 499,999	34	166	71	34	4635	14.7
500,000 TO 549,999	22	157	101	37	6497	8.9
550,000 TO 599,999	26	180	114	41	1842	0.5
600,000 TO 699,999	31	246	158	59	804	6.1
700,000 TO 799,999	28	197	128	65	8080	0.8
800,000 TO 899,999	23	171	69	34	10183	0.8
900,000 TO 999,999	27	110	36	16	9677	0.6
1,000,000 TO 1,999,999	37	408	124	71	42657	2.4
MORE THAN 2,000,000	36	240	30	18	127033	34.0
TOTALS	32	2740	1262	583	8715	2.4

LISTINGS
10,5612018 RMLS TOTAL - \$ VOLUME
\$4,218,626,000SALES
6,040

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 JUNE 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	95	119	121	187	187	709	675	1,384
Total Active Listings	138	197	176	239	318	1,068	1,137	2,205
Average Days on Market	75	63	47	45	62	58	70	64
Average List Price in Thousands	583.5	1,450.9	1,677.9	907.8	1,828.2	1,367.0	825.6	1,087.8
Median List Price in Thousands	529.0	1,150.0	1,249.0	799.0	1,085.0	875.0	435.0	669.0
BOMS	12	18	22	22	29	103	97	200
Average BOM Price in Thousands	532.7	968.3	1,100.2	728.3	1,009.5	906.1	459.4	689.4
BOM to Sale Ratio	14.8	18.9	29.7	14.6	17.1	18.0	24.4	20.6
Expirations	4	13	15	13	11	56	64	120
PENDING SALES								
New Escrows Opened	74	90	106	147	144	561	422	983
Total YTD Escrows Opened	437	481	460	737	786	2,901	2,319	5,220
New Open Escrows Average Days on Market	40	31	42	28	36	35	43	38
New Open Escrows Average List Price	518.4	1,089.2	1,163.9	719.0	1,030.0	915.8	516.5	744.4
CLOSED SALES:								
New Escrows Closed	81	95	74	151	170	571	398	969
Total YTD Escrows Closed	416	452	394	654	718	2,634	2,097	4,731
Volume of New Sales Dollars in Millions	41.721	105.458	84.107	113.039	157.759	502.084	204.251	706.334
Volume of total YTD Sales in Millions	211.832	523.630	432.974	480.871	702.362	2,351.669	1,121.455	3,473.123
Average Sale price in Thousands	515.1	1,110.1	1,136.6	748.6	928.0	879.3	513.2	728.9
Median Sale Price in Thousands	511.0	782.5	750.0	685.0	760.0	691.0	357.0	600.0
Coop Sales	67	81	58	121	139	466	336	802
Percent of Coop Sales	82.7	85.3	78.4	80.1	81.8	81.6	84.4	82.8
Average Days on Market	30	25	27	31	32	30	39	34
Sales at List Price	52	56	45	97	84	334	228	562
Percent of Sales at List Price	64.2	58.9	60.8	64.2	49.4	58.5	57.3	58.0
Sales to Listing Inventory Ratio	58.7	48.2	42.0	63.2	53.5	53.5	35.0	43.9
Final Sale to New Listing Ratio	85.3	79.8	61.2	80.7	90.9	80.5	59.0	70.0
CLOSED SALES TYPE								
Foreclosure/REO	0	2	0	2	1	5	8	13
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	0	1	1	0	4	3	7
Standard	76	92	73	144	168	553	371	924
Other	3	1	0	4	1	9	16	25

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	36	47	43	42	50	218	174	392
Total Active Listings	48	54	77	63	58	300	235	535
Average Days on Market	79	70	71	51	58	65	51	59
Average List Price in Thousands	387.4	592.9	570.8	530.7	608.9	544.3	569.3	555.3
Median List Price in Thousands	375.0	539.0	445.0	456.0	499.5	469.0	464.5	467.0
BOMS	12	8	8	11	5	44	21	65
Average BOM Price in Thousands	356.9	449.5	438.5	459.8	818.4	466.7	413.7	449.6
BOM to Sale Ratio	33.3	16.0	26.7	32.4	13.2	23.4	20.0	22.2
Expirations	3	4	2	4	2	15	15	30
PENDING SALES								
New Escrows Opened	29	46	21	38	33	167	130	297
Total YTD Escrows Opened	166	235	190	189	218	998	653	1,651
New Open Escrows Average Days on Market	23	24	22	27	24	25	28	26
New Open Escrows Average List Price	347.8	552.3	397.5	477.2	504.6	470.8	455.2	464.0
CLOSED SALES:								
New Escrows Closed	36	50	30	34	38	188	105	293
Total YTD Escrows Closed	161	221	199	180	207	968	578	1,546
Volume of New Sales Dollars in Millions	14.204	29.496	15.106	15.306	16.602	90.714	50.987	141.701
Volume of total YTD Sales in Millions	59.086	118.549	90.123	80.760	102.361	450.878	294.624	745.503
Average Sale price in Thousands	394.6	589.9	503.5	450.2	436.9	482.5	485.6	483.6
Median Sale Price in Thousands	357.0	545.0	409.0	425.0	430.0	438.0	428.2	438.0
Coop Sales	26	42	26	28	33	155	90	245
Percent of Coop Sales	72.2	84.0	86.7	82.4	86.8	82.4	85.7	83.6
Average Days on Market	21	30	25	19	26	25	34	28
Sales at List Price	29	34	19	22	22	126	55	181
Percent of Sales at List Price	80.6	68.0	63.3	64.7	57.9	67.0	52.4	61.8
Sales to Listing Inventory Ratio	75.0	92.6	39.0	54.0	65.5	62.7	44.7	54.8
Final Sale to New Listing Ratio	100.0	106.4	69.8	81.0	76.0	86.2	60.3	74.7
CLOSED SALES TYPE								
Foreclosure/REO	1	0	1	0	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	34	50	29	33	38	184	101	285
Other	1	0	0	0	0	1	4	5