

RESIDENTIAL  
PROPERTIES LISTED

1,651

## JULY 2018 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.  
ESCROW OPENED

1,279

RESIDENTIAL PROP.  
ESCROW CLOSED

1,170

ACTIVE INVENTORY:	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	126	181	153	196	239	895	756	1,651
TOTAL ACTIVE LISTINGS	195	257	255	273	408	1,388	1,426	2,814
AVERAGE DAYS ON MARKET	81	68	60	54	63	64	72	68
AVERAGE LIST PRICE IN THOUSANDS	537.4	1,230.6	1,368.9	859.0	1,527.1	1,172.7	763.5	965.3
MEDIAN LIST PRICE IN THOUSANDS	525.0	889.0	829.0	729.0	899.0	759.0	450.0	615.0
BOMS	38	23	42	32	33	168	143	311
AVERAGE BOM PRICE IN THOUSANDS	448.9	953.7	868.5	712.8	1,336.3	847.5	598.9	733.2
BOM TO SALE RATIO	40.4	19.0	35.6	17.1	21.0	24.8	29.0	26.6
EXPIRATIONS	8	19	15	22	22	86	86	172
<b>PENDING SALES:</b>								
NEW ESCROWS OPENED	117	141	118	187	159	722	557	1,279
TOTAL YTD ESCROWS OPENED	696	848	755	1,107	1,147	4,553	3,475	8,028
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	33	29	36	29	32	31	41	35
NEW OPEN ESCROWS AVERAGE LIST PRICE	485.9	874.0	800.2	679.4	925.0	759.9	565.3	675.1
<b>CLOSED SALES:</b>								
NEW ESCROWS CLOSED	94	121	118	187	157	677	493	1,170
TOTAL YTD ESCROWS CLOSED	666	793	710	1,020	1,082	4,271	3,162	7,433
VOLUME OF NEW SALE DOLLARS IN MILLIONS	44,899	107,435	93,900	127,471	140,762	514,466	265,254	779,720
VOLUME OF TOTAL YTD SALES IN MILLIONS	313,523	749,231	616,582	688,649	946,007	3,313,992	1,679,807	4,993,799
AVERAGE SALE PRICE IN THOUSANDS	477.7	887.9	795.8	681.7	896.6	759.9	538.0	666.4
MEDIAN SALE PRICE IN THOUSANDS	497.5	700.0	640.0	649.0	700.0	639.0	383.0	551.3
COOP SALES	74	104	95	151	129	553	400	953
PERCENT OF COOP SALES	78.7	86.0	80.5	80.7	82.2	81.7	81.1	81.5
AVERAGE DAYS ON MARKET	27	26	34	27	32	29	39	33
SALES AT LIST PRICE	71	73	52	108	78	382	271	653
PERCENT OF SALES AT LIST PRICE	75.5	60.3	44.1	57.8	49.7	56.4	55.0	55.8
SALES TO LISTING INVENTORY RATIO	48.2	47.1	46.3	48.5	38.5	48.8	34.6	41.6
FINAL SALE TO NEW LISTING RATIO	74.6	66.9	77.1	95.4	65.7	75.6	65.2	70.9
<b>CLOSED SALES TYPE</b>								
FORECLOSURE/REO	0	1	0	1	1	3	6	9
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	1	0	1	1	3	6	9
STANDARD	94	119	117	184	152	666	470	1,136
OTHER	0	0	1	1	3	5	11	16

## 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	42	24	5	4	18850	22.2
100,000 TO 109,999	16	0	2	1	439656	33.1
110,000 TO 119,999	14	2	1	1	5000	4.2
120,000 TO 139,999	40	11	4	3	7975	5.6
140,000 TO 159,999	75	15	4	2	12950	6.4
160,000 TO 179,999	18	15	5	3	725	0.1
180,000 TO 199,999	33	19	10	5	22662	8.6
200,000 TO 249,999	41	95	50	25	6865	2.3
250,000 TO 299,999	37	178	80	39	8386	2.0
300,000 TO 349,999	28	173	80	39	3873	1.0
350,000 TO 399,999	40	186	98	47	7590	1.6
400,000 TO 449,999	36	140	65	34	9698	1.9
450,000 TO 499,999	23	169	71	40	5643	0.9
500,000 TO 549,999	32	156	97	44	7033	1.1
550,000 TO 599,999	37	206	86	46	8892	1.4
600,000 TO 699,999	26	283	159	68	162	0.2
700,000 TO 799,999	30	203	113	56	9373	0.6
800,000 TO 899,999	27	164	52	28	7153	0.5
900,000 TO 999,999	35	107	38	22	35335	3.0
1,000,000 TO 1,999,999	38	430	124	75	48860	2.6
MORE THAN 2,000,000	47	238	26	20	88818	29.0
TOTALS	33	2614	1170	602	10269	0.7

LISTINGS  
12,2122018 RMLS TOTAL - \$ VOLUME  
\$4,993,799,000SALES  
7,210

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 JULY 2018

<b>ACTIVE INVENTORY</b>	<b>EN</b>	<b>ES</b>	<b>CS</b>	<b>WN</b>	<b>WS</b>	<b>SFV TOTAL</b>	<b>EXT</b>	<b>TOTAL</b>
New Listings	98	130	107	159	192	686	596	1,282
Total Active Listings	151	195	180	227	339	1,092	1,166	2,258
Average Days on Market	87	65	52	53	63	63	76	70
Average List Price in Thousands	576.4	1,441.2	1,676.2	923.4	1,731.0	1,342.7	802.0	1,063.5
Median List Price in Thousands	540.0	1,188.0	1,299.0	769.0	998.8	860.0	437.5	655.0
BOMS	30	19	32	26	27	134	106	240
Average BOM Price in Thousands	484.2	1,052.5	1,003.4	784.2	1,518.4	955.3	679.3	833.4
BOM to Sale Ratio	45.5	23.2	33.3	17.8	21.1	25.9	28.1	26.8
Expirations	3	14	10	17	19	63	67	130
<b>PENDING SALES</b>								
New Escrows Opened	89	101	75	142	126	533	454	987
Total YTD Escrows Opened	507	576	526	874	899	3,382	2,732	6,114
New Open Escrows Average Days on Market	27	33	36	29	35	32	41	36
New Open Escrows Average List Price	520.0	1,007.1	1,015.6	742.7	1,026.1	861.0	591.6	737.1
<b>CLOSED SALES:</b>								
New Escrows Closed	66	82	96	146	128	518	377	895
Total YTD Escrows Closed	477	532	489	799	847	3,144	2,469	5,613
Volume of New Sales Dollars in Millions	34,637	86,890	85,272	107,698	126,711	441,208	208,709	649,917
Volume of total YTD Sales in Millions	244,175	609,439	517,836	588,116	829,947	2,789,513	1,328,972	4,118,485
Average Sale price in Thousands	524.8	1,059.6	888.3	737.7	989.9	851.8	553.6	726.2
Median Sale Price in Thousands	513.0	825.0	689.0	680.6	745.0	690.5	379.0	615.0
Coop Sales	51	67	76	114	105	413	302	715
Percent of Coop Sales	77.3	81.7	79.2	78.1	82.0	79.7	80.1	79.9
Average Days on Market	26	27	36	27	31	30	41	34
Sales at List Price	48	50	40	83	64	285	207	492
Percent of Sales at List Price	72.7	61.0	41.7	56.8	50.0	55.0	54.9	55.0
Sales to Listing Inventory Ratio	43.7	42.1	53.3	64.3	37.8	47.4	32.3	39.6
Final Sale to New Listing Ratio	67.3	63.1	89.7	91.8	66.7	75.5	63.3	69.8
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO	0	1	0	1	0	2	4	6
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	1	0	0	0	1	4	5
Standard	66	80	95	144	126	511	359	870
Other	0	0	1	1	2	4	10	14

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JULY 2018

<b>ACTIVE INVENTORY</b>	<b>EN</b>	<b>ES</b>	<b>CS</b>	<b>WN</b>	<b>WS</b>	<b>SFV TOTAL</b>	<b>EXT</b>	<b>TOTAL</b>
New Listings	28	51	46	37	47	209	160	369
Total Active Listings	44	62	75	46	69	296	260	556
Average Days on Market	60	76	79	58	60	68	55	62
Average List Price in Thousands	403.3	568.4	631.5	541.1	525.7	545.6	590.7	566.7
Median List Price in Thousands	360.0	565.0	519.0	459.0	475.0	489.0	499.0	490.0
BOMS	8	4	10	6	6	34	37	71
Average BOM Price in Thousands	316.6	484.6	436.8	403.6	517.1	422.5	368.5	394.4
BOM to Sale Ratio	28.6	10.3	45.5	14.6	20.7	21.4	31.9	25.8
Expirations	5	5	5	5	3	23	19	42
<b>PENDING SALES</b>								
New Escrows Opened	28	40	43	45	33	189	103	292
Total YTD Escrows Opened	189	272	229	233	248	1,171	743	1,914
New Open Escrows Average Days on Market	50	18	36	29	22	30	39	33
New Open Escrows Average List Price	377.5	537.9	424.6	479.5	539.2	474.7	449.3	465.7
<b>CLOSED SALES:</b>								
New Escrows Closed	28	39	22	41	29	159	116	275
Total YTD Escrows Closed	189	261	221	221	235	1,127	693	1,820
Volume of New Sales Dollars in Millions	10,262	20,545	8,628	19,773	14,051	73,258	56,545	129,803
Volume of total YTD Sales in Millions	69,348	139,793	98,746	100,532	116,061	524,480	350,834	875,314
Average Sale price in Thousands	366.5	526.8	392.2	482.3	484.5	460.7	487.5	472.0
Median Sale Price in Thousands	325.0	519.0	372.0	450.0	450.0	449.0	400.0	425.0
Coop Sales	23	37	19	37	24	140	98	238
Percent of Coop Sales	82.1	94.9	86.4	90.2	82.8	88.1	84.5	86.5
Average Days on Market	29	23	23	26	36	27	33	30
Sales at List Price	23	23	12	25	14	97	64	161
Percent of Sales at List Price	82.1	59.0	54.5	61.0	48.3	61.0	55.2	58.5
Sales to Listing Inventory Ratio	63.6	62.9	29.3	89.1	42.0	53.7	44.6	49.5
Final Sale to New Listing Ratio	100.0	76.5	47.8	110.8	61.7	76.1	72.5	74.5
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO	0	0	0	0	1	1	2	3
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	1	1	2	2	4
Standard	28	39	22	40	26	155	111	266
Other	0	0	0	0	1	1	1	2