

RESIDENTIAL  
PROPERTIES LISTED  
**431**

# SEPTEMBER 2018 SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.  
ESCROW OPENED  
**304**

RESIDENTIAL PROP.  
ESCROW CLOSED  
**308**

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
<b>ACTIVE INVENTORY:</b>											
NEW LISTINGS	13	3	73	35	40	59	16	86	325	106	431
TOTAL ACTIVE LISTINGS	64	25	154	69	65	126	27	179	709	221	930
AVERAGE DAYS ON MARKET	102	112	74	57	56	58	62	52	66	74	68
AVERAGE LIST PRICE IN THOUSANDS	625.9	833.5	647.6	620.0	699.2	672.5	754.1	680.3	671.0	544.3	640.9
MEDIAN LIST PRICE IN THOUSANDS	595.0	825.0	529.9	565.0	575.9	595.0	760.0	593.0	575.0	390.5	559.0
BOMS	1	1	11	8	8	11	5	11	56	10	66
AVERAGE BOM PRICE IN THOUSANDS	309.0	515.0	514.8	650.2	823.0	773.7	722.4	736.6	687.5	543.1	665.6
BOM TO SALE RATIO	12.5	33.3	20.8	44.4	42.1	19.0	166.7	17.2	24.8	12.2	21.4
EXPIRATIONS	3	0	5	4	4	6	1	11	34	18	52
<b>PENDING SALES:</b>											
NEW ESCROWS OPENED	10	2	56	17	27	55	10	66	243	61	304
TOTAL YTD ESCROWS OPENED	98	30	586	209	267	536	133	738	2,597	767	3,364
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	75	98	40	51	21	36	44	44	41	40	41
NEW OPEN ESCROWS AVERAGE LIST PRICE	513.3	617.5	528.0	631.5	503.4	598.7	713.1	588.0	572.6	487.9	555.6
<b>CLOSED SALES:</b>											
NEW ESCROWS CLOSED	8	3	53	18	19	58	3	64	226	82	308
TOTAL YTD ESCROWS CLOSED	93	32	559	204	262	515	125	731	2,521	750	3,271
VOLUME OF NEW SALE DOLLARS IN MILLIONS	4.805	1.955	25.932	10.363	8.051	36.186	2.110	39.406	128.808	39.830	168.638
VOLUME OF TOTAL YTD SALES IN MILLIONS	55.732	22.070	281.660	115.639	127.251	298.428	94.370	443.006	1,438.157	328.790	1,766.947
AVERAGE SALE PRICE IN THOUSANDS	600.6	651.7	489.3	575.7	423.7	623.9	703.4	615.7	569.9	485.7	547.5
MEDIAN SALE PRICE IN THOUSANDS	549.0	605.0	469.0	530.0	369.9	550.0	830.0	583.9	536.5	405.0	520.0
COOP SALES	8	3	47	17	19	50	3	57	204	77	281
PERCENT OF COOP SALES	100.0	100.0	88.7	94.4	100.0	86.2	100.0	89.1	90.3	93.9	91.2
AVERAGE DAYS ON MARKET	105	114	79	78	69	76	71	81	79	85	81
SALES AT LIST PRICE	3	0	35	11	12	33	1	30	125	40	165
PERCENT OF SALES AT LIST PRICE	37.5	0.0	66.0	61.1	63.2	56.9	33.3	46.9	55.3	48.8	53.6
SALES TO LISTING INVENTORY RATIO	12.5	12.0	34.4	26.1	29.2	46.0	11.1	35.8	31.9	37.1	33.1
FINAL SALE TO NEW LISTING RATIO	61.5	100.0	72.6	51.4	47.5	98.3	18.8	74.4	69.5	77.4	71.5
<b>CLOSED SALES TYPE</b>											
FORECLOSURE/REO	0	0	1	0	0	0	0	0	1	1	2
SELLER CONCESSIONS	0	0	0	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	1	0	0	1	0	1
STANDARD	8	3	51	18	19	56	3	64	222	81	303
OTHER	0	0	1	0	0	1	0	0	2	0	2

**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	0	0	0	0	N/A
100,000 TO 109,999	0	0	0	0	N/A
110,000 TO 119,999	0	0	0	0	N/A
120,000 TO 139,999	0	3	0	0	N/A
140,000 TO 159,999	85	3	1	1	15900
160,000 TO 179,999	11	3	1	1	1500
180,000 TO 199,999	0	6	0	0	N/A
200,000 TO 249,999	39	28	17	8	7673
250,000 TO 299,999	30	39	14	10	7149
300,000 TO 349,999	27	69	21	10	7247
350,000 TO 399,999	33	59	29	17	7667
400,000 TO 449,999	41	58	19	12	9024
450,000 TO 499,999	36	74	34	18	9698
500,000 TO 549,999	36	110	40	20	10020
550,000 TO 599,999	41	100	27	20	17722
600,000 TO 699,999	36	133	46	30	N/A
700,000 TO 799,999	34	83	32	24	18623
800,000 TO 899,999	36	45	12	8	60719
900,000 TO 999,999	45	26	5	4	42000
1,000,000 TO 1,999,999	43	76	9	8	67336
MORE THAN 2,000,000	127	15	1	1	900000
TOTALS	36	930	308	192	251994

**LISTINGS**  
**4,362**

**2018 RMLS TOTAL - \$ VOLUME**  
**\$1,766,947,000**

**SALES**  
**3,184**

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

