

RESIDENTIAL
PROPERTIES LISTED**1,592****SEPTEMBER 2018 SFV RESIDENTIAL MLS SUMMARY**

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED**1,035**RESIDENTIAL PROP.
ESCROW CLOSED**945**

ACTIVE INVENTORY:	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	128	183	155	184	207	857	735	1,592
TOTAL ACTIVE LISTINGS	246	325	283	302	452	1,608	1,688	3,296
AVERAGE DAYS ON MARKET	70	69	57	56	70	65	70	68
AVERAGE LIST PRICE IN THOUSANDS	537.8	1,121.2	1,316.8	829.7	1,424.0	1,096.8	729.0	908.4
MEDIAN LIST PRICE IN THOUSANDS	520.0	825.8	799.8	702.5	855.0	720.0	415.0	589.0
BOMS	29	30	21	35	32	147	121	268
AVERAGE BOM PRICE IN THOUSANDS	495.7	1,112.0	1,060.5	781.4	964.2	872.1	450.7	681.9
BOM TO SALE RATIO	33.7	30.3	23.9	22.7	26.4	26.8	30.5	28.4
EXPIRATIONS	10	21	21	20	32	104	113	217
PENDING SALES:								
NEW ESCROWS OPENED	97	103	84	147	148	579	456	1,035
TOTAL YTD ESCROWS OPENED	876	1,044	952	1,407	1,414	5,693	4,342	10,035
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	43	30	42	40	41	39	50	44
NEW OPEN ESCROWS AVERAGE LIST PRICE	475.4	958.9	988.9	709.7	817.5	782.9	541.2	676.4
CLOSED SALES:								
NEW ESCROWS CLOSED	86	99	88	154	121	548	397	945
TOTAL YTD ESCROWS CLOSED	848	1,027	926	1,345	1,372	5,518	4,117	9,635
VOLUME OF NEW SALE DOLLARS IN MILLIONS	42.934	86.529	70.506	102.747	112.848	415.564	201.750	617.314
VOLUME OF TOTAL YTD SALES IN MILLIONS	403.870	966.987	795.629	913.180	1,216.236	4,295.901	2,194.401	6,490.302
AVERAGE SALE PRICE IN THOUSANDS	499.2	874.0	801.2	667.2	932.6	758.3	508.2	653.2
MEDIAN SALE PRICE IN THOUSANDS	515.0	681.0	605.0	635.0	711.0	619.0	389.9	549.9
COOP SALES	63	78	65	131	100	437	327	764
PERCENT OF COOP SALES	73.3	78.8	73.9	85.1	82.6	79.7	82.4	80.8
AVERAGE DAYS ON MARKET	35	31	36	27	32	32	47	38
SALES AT LIST PRICE	60	53	45	101	55	314	196	510
PERCENT OF SALES AT LIST PRICE	69.8	53.5	51.1	65.6	45.5	57.3	49.4	54.0
SALES TO LISTING INVENTORY RATIO	35.0	30.5	31.1	51.0	26.8	34.1	23.5	28.7
FINAL SALE TO NEW LISTING RATIO	67.2	54.1	56.8	83.7	58.5	63.9	54.0	59.4
CLOSED SALES TYPE								
FORECLOSURE/REO	0	0	0	2	1	3	6	9
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	2	1	0	0	0	3	6	9
STANDARD	80	96	87	150	119	532	379	911
OTHER	4	2	1	2	1	10	6	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	99	23	3	3	19733	18.3
100,000 TO 109,999	0	3	0	0	N/A	0.0
110,000 TO 119,999	0	10	0	0	N/A	0.0
120,000 TO 139,999	53	21	2	1	30000	18.2
140,000 TO 159,999	21	16	3	2	10500	6.6
160,000 TO 179,999	82	13	7	5	8443	4.0
180,000 TO 199,999	15	25	8	4	3200	1.5
200,000 TO 249,999	63	154	38	18	1022	28.2
250,000 TO 299,999	54	219	63	35	6684	13.3
300,000 TO 349,999	50	230	69	47	16733	3.3
350,000 TO 399,999	38	212	67	32	6897	1.4
400,000 TO 449,999	28	187	59	32	9356	1.8
450,000 TO 499,999	36	214	68	39	3296	10.9
500,000 TO 549,999	42	180	86	38	58582	0.8
550,000 TO 599,999	28	224	84	37	3336	6.9
600,000 TO 699,999	25	333	128	60	11451	1.4
700,000 TO 799,999	28	229	76	37	2302	0.8
800,000 TO 899,999	34	166	50	35	27050	2.8
900,000 TO 999,999	25	114	31	15	28322	1.6
1,000,000 TO 1,999,999	49	476	85	60	260838	5.7
MORE THAN 2,000,000	54	247	18	14	254812	6.3
TOTALS	38	3296	945	514	40462	1.7

**LISTINGS
15,675****2018 RMLS TOTAL - \$ VOLUME
\$6,490,302,000****SALES
9,439**

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 SEPTEMBER 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	95	126	121	151	163	656	602	1,258
Total Active Listings	192	238	203	248	355	1,236	1,379	2,615
Average Days on Market	74	71	45	57	70	64	72	68
Average List Price in Thousands	567.9	1,322.7	1,615.1	901.1	1,666.7	1,267.7	772.9	1,006.8
Median List Price in Thousands	539.0	1,050.0	1,250.0	759.9	999.8	848.9	410.0	635.0
BOMS	19	21	16	28	20	104	85	189
Average BOM Price in Thousands	535.1	1,333.1	1,147.1	852.3	1,289.8	1,020.9	471.6	773.9
BOM to Sale Ratio	28.4	30.4	24.6	21.9	21.5	24.6	26.9	25.6
Expirations	8	14	19	15	31	87	96	183
PENDING SALES								
New Escrows Opened	64	76	62	119	118	439	356	795
Total YTD Escrows Opened	645	719	669	1,126	1,108	4,267	3,427	7,694
New Open Escrows Average Days on Market	40	27	40	39	42	38	48	43
New Open Escrows Average List Price	519.6	1,118.4	1,167.7	751.0	907.0	881.6	549.4	732.8
CLOSED SALES:								
New Escrows Closed	67	69	65	128	93	422	316	738
Total YTD Escrows Closed	618	693	636	1,063	1,073	4,083	3,244	7,327
Volume of New Sales Dollars in Millions	35.635	70.202	58.869	91.036	101.13	356.8711	164.688	521.560
Volume of total YTD Sales in Millions	319.043	785.649	665.533	783.810	1,068.796	3,622.832	1,759.836	5,382.668
Average Sale price in Thousands	531.9	1,017.4	905.7	711.2	1,087.4	845.7	521.2	706.7
Median Sale Price in Thousands	530.0	850.0	670.0	662.5	780.0	670.0	380.0	590.0
Coop Sales	46	55	45	107	80	333	259	592
Percent of Coop Sales	68.7	79.7	69.2	83.6	86.0	78.9	82.0	80.2
Average Days on Market	31	33	38	29	32	32	49	39
Sales at List Price	48	37	31	78	43	237	148	385
Percent of Sales at List Price	71.6	53.6	47.7	60.9	46.2	56.2	46.8	52.2
Sales to Listing Inventory Ratio	34.9	29.0	32.0	51.6	26.2	34.1	22.9	28.2
Final Sale to New Listing Ratio	70.5	54.8	53.7	84.8	57.1	64.3	52.5	58.7
CLOSED SALES TYPE								
Foreclosure/REO	0	0	0	2	1	3	5	8
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	1	0	0	0	3	5	8
Standard	62	67	64	124	91	408	302	710
Other	3	1	1	2	1	8	4	12

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	33	57	34	33	44	201	133	334
Total Active Listings	54	87	80	54	97	372	309	681
Average Days on Market	55	65	88	54	70	68	61	65
Average List Price in Thousands	430.7	569.9	559.7	501.7	535.9	528.7	533.0	530.7
Median List Price in Thousands	389.0	538.0	450.0	460.0	469.0	469.0	429.9	459.9
BOMS	10	9	5	7	12	43	36	79
Average BOM Price in Thousands	420.9	596.1	783.4	497.7	421.4	512.3	401.2	461.7
BOM to Sale Ratio	52.6	30.0	21.7	26.9	42.9	34.1	44.4	38.2
Expirations	2	7	2	5	1	17	17	34
PENDING SALES								
New Escrows Opened	33	27	22	28	30	140	100	240
Total YTD Escrows Opened	231	325	283	281	306	1,426	915	2,341
New Open Escrows Average Days on Market	49	36	46	45	35	42	59	49
New Open Escrows Average List Price	389.8	509.8	485.3	534.5	465.7	473.1	512.0	489.3
CLOSED SALES:								
New Escrows Closed	19	30	23	26	28	126	81	207
Total YTD Escrows Closed	230	334	290	282	299	1,435	873	2,308
Volume of New Sales Dollars in Millions	7.300	16.327	11.637	11.711	11.718	58.693	37.062	95.755
Volume of total YTD Sales in Millions	84.827	181.338	130.096	129.370	147.440	673.070	434.565	1,107.634
Average Sale price in Thousands	384.2	544.2	506.0	450.4	418.5	465.8	457.6	462.6
Median Sale Price in Thousands	357.0	505.0	495.0	428.0	337.5	430.0	425.0	430.0
Coop Sales	17	23	20	24	20	104	68	172
Percent of Coop Sales	89.5	76.7	87.0	92.3	71.4	82.5	84.0	83.1
Average Days on Market	46	26	31	17	33	30	39	33
Sales at List Price	12	16	14	23	12	77	48	125
Percent of Sales at List Price	63.2	53.3	60.9	88.5	42.9	61.1	59.3	60.4
Sales to Listing Inventory Ratio	35.2	34.5	28.8	48.1	28.9	33.9	26.2	30.4
Final Sale to New Listing Ratio	57.6	52.6	67.6	78.8	63.6	62.7	60.9	62.0
CLOSED SALES TYPE								
Foreclosure/REO	0	0	0	0	0	0	1	1
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	0	0	1	1
Standard	18	29	23	26	28	124	77	201
Other	1	1	0	0	0	2	2	4