

RESIDENTIAL
PROPERTIES LISTED

1,628

OCTOBER 2018 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

1,156

RESIDENTIAL PROP.
ESCROW CLOSED

1,068

ACTIVE INVENTORY:	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	123	190	178	178	216	885	743	1,628
TOTAL ACTIVE LISTINGS	228	319	317	313	424	1,601	1,645	3,246
AVERAGE DAYS ON MARKET	77	64	62	59	73	67	76	71
AVERAGE LIST PRICE IN THOUSANDS	528.2	1,162.6	1,267.5	830.6	1,368.5	1,082.6	716.5	897.1
MEDIAN LIST PRICE IN THOUSANDS	515.0	849.9	789.0	700.0	850.0	720.0	404.9	579.0
BOMS	23	19	24	25	41	132	137	269
AVERAGE BOM PRICE IN THOUSANDS	441.3	1,176.0	654.5	667.5	1,106.4	835.2	545.4	687.6
BOM TO SALE RATIO	22.1	18.4	24.2	17.2	29.9	22.4	28.5	25.2
EXPIRATIONS	13	26	19	10	41	109	119	228
PENDING SALES:								
NEW ESCROWS OPENED	107	115	106	143	161	632	524	1,156
TOTAL YTD ESCROWS OPENED	972	1,156	1,052	1,538	1,567	6,285	4,816	11,101
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	43	38	31	36	45	39	47	43
NEW OPEN ESCROWS AVERAGE LIST PRICE	486.4	848.0	960.5	682.7	996.5	806.1	496.2	665.6
CLOSED SALES:								
NEW ESCROWS CLOSED	104	103	99	145	137	588	480	1,068
TOTAL YTD ESCROWS CLOSED	953	1,130	1,022	1,485	1,509	6,099	4,593	10,692
VOLUME OF NEW SALE DOLLARS IN MILLIONS	52.037	105.733	107.727	103.614	109.342	478.453	272.810	751.263
VOLUME OF TOTAL YTD SALES IN MILLIONS	456.277	1,072.710	899.625	1,014.118	1,325.578	4,768.308	2,466.039	7,234.346
AVERAGE SALE PRICE IN THOUSANDS	500.4	1,026.5	1,088.1	714.6	798.1	813.7	568.4	703.4
MEDIAN SALE PRICE IN THOUSANDS	505.0	782.0	665.0	659.5	665.0	630.0	389.0	555.0
COOP SALES	86	86	76	119	119	486	418	904
PERCENT OF COOP SALES	82.7	83.5	76.8	82.1	86.9	82.7	87.1	84.6
AVERAGE DAYS ON MARKET	37	30	42	36	40	37	46	41
SALES AT LIST PRICE	60	48	45	65	58	276	234	510
PERCENT OF SALES AT LIST PRICE	57.7	46.6	45.5	44.8	42.3	46.9	48.8	47.8
SALES TO LISTING INVENTORY RATIO	45.6	32.3	31.2	46.3	32.3	36.7	29.2	32.9
FINAL SALE TO NEW LISTING RATIO	84.6	54.2	55.6	81.5	63.4	66.4	64.6	65.6
CLOSED SALES TYPE								
FORECLOSURE/REO	2	0	0	1	1	4	6	10
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	1	0	1	1	2
STANDARD	99	102	98	140	134	573	456	1029
OTHER	3	1	1	3	2	10	17	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	52	18	9	7	108533	24.0
100,000 TO 109,999	22	2	1	1	14990	12.5
110,000 TO 119,999	0	10	0	0	N/A	0.0
120,000 TO 139,999	26	23	4	4	19475	12.8
140,000 TO 159,999	23	20	5	3	9500	5.4
160,000 TO 179,999	49	8	7	6	10247	5.5
180,000 TO 199,999	69	30	7	5	1043	0.0
200,000 TO 249,999	44	153	48	26	8159	3.3
250,000 TO 299,999	44	228	79	37	3667	20.4
300,000 TO 349,999	50	225	81	45	45805	3.3
350,000 TO 399,999	44	224	67	38	11609	2.4
400,000 TO 449,999	47	190	64	43	15465	2.8
450,000 TO 499,999	29	204	62	36	10032	1.7
500,000 TO 549,999	41	172	85	54	6792	9.4
550,000 TO 599,999	35	228	79	50	19511	3.1
600,000 TO 699,999	40	307	137	85	21486	2.9
700,000 TO 799,999	32	232	81	49	17424	2.0
800,000 TO 899,999	28	152	54	31	18375	1.9
900,000 TO 999,999	41	115	41	28	48049	4.5
1,000,000 TO 1,999,999	45	464	117	82	78659	4.9
MORE THAN 2,000,000	58	241	40	32	266271	5.8
TOTALS	41	3246	1068	662	35004	0.8

LISTINGS
17,3032018 RMLS TOTAL - \$ VOLUME
\$7,234,346,000SALES
10,507

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 OCTOBER 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	90	123	124	144	168	649	586	1,235
Total Active Listings	177	229	216	251	334	1,207	1,335	2,542
Average Days on Market	82	65	54	59	73	66	78	73
Average List Price in Thousands	554.5	1,387.6	1,599.4	909.9	1,582.1	1,257.8	760.2	996.5
Median List Price in Thousands	540.0	1,100.0	1,195.0	775.0	988.0	839.0	399.0	626.5
BOMS	15	12	13	18	41	99	115	214
Average BOM Price in Thousands	494.0	1,535.8	807.4	766.6	1,106.4	964.6	556.9	745.5
BOM to Sale Ratio	20.3	15.2	17.1	15.0	39.8	21.9	29.6	25.5
Expirations	6	18	14	10	33	81	105	186
PENDING SALES								
New Escrows Opened	78	74	83	120	122	477	405	882
Total YTD Escrows Opened	716	791	748	1,238	1,224	4,717	3,792	8,509
New Open Escrows Average Days on Market	44	44	30	37	46	40	48	44
New Open Escrows Average List Price	525.6	1,037.1	1,099.4	730.8	1,173.9	922.2	515.3	735.4
CLOSED SALES:								
New Escrows Closed	74	79	76	120	103	452	388	840
Total YTD Escrows Closed	693	772	710	1,179	1,176	4,530	3,630	8,160
Volume of New Sales Dollars in Millions	40.335	93.426	96.854	90.694	93.047	414.357	219.318	633.676
Volume of total YTD Sales in Millions	359.748	879.065	759.037	872.329	1,161.843	4,032.023	1,978.770	6,010.792
Average Sale price in Thousands	545.1	1,182.6	1,274.4	755.8	903.4	916.7	565.3	754.4
Median Sale Price in Thousands	525.0	913.0	865.0	677.0	745.0	678.0	365.0	595.0
Coop Sales	62	64	56	95	89	366	337	703
Percent of Coop Sales	83.8	81.0	73.7	79.2	86.4	81.0	86.9	83.7
Average Days on Market	39	28	43	35	41	37	47	42
Sales at List Price	40	34	31	54	42	201	191	392
Percent of Sales at List Price	54.1	43.0	40.8	45.0	40.8	44.5	49.2	46.7
Sales to Listing Inventory Ratio	41.8	34.5	35.2	47.8	30.8	37.4	29.1	33.0
Final Sale to New Listing Ratio	82.2	64.2	61.3	83.3	61.3	69.6	66.2	68.0
CLOSED SALES TYPE								
Foreclosure/REO	2	0	0	1	1	4	5	9
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	1	0	1	1	2
Standard	69	79	75	115	100	438	366	804
Other	3	0	1	3	2	9	16	25

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2018

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	33	67	54	34	48	236	157	393
Total Active Listings	51	90	101	62	90	394	310	704
Average Days on Market	57	63	78	58	72	67	66	67
Average List Price in Thousands	437.1	590.1	557.5	509.8	575.5	546.0	528.7	538.4
Median List Price in Thousands	399.0	554.9	447.0	449.0	489.0	465.0	420.0	450.0
BOMS	8	7	11	7	0	33	22	55
Average BOM Price in Thousands	342.3	559.2	473.7	412.6	0.0	447.0	484.8	462.1
BOM to Sale Ratio	26.7	29.2	47.8	28.0	0.0	24.3	23.9	24.1
Expirations	7	8	5	0	8	28	14	42
PENDING SALES								
New Escrows Opened	29	41	23	23	39	155	119	274
Total YTD Escrows Opened	256	365	304	300	343	1,568	1,024	2,592
New Open Escrows Average Days on Market	41	27	34	31	43	35	46	40
New Open Escrows Average List Price	381.1	506.7	459.4	431.7	441.7	448.7	431.0	441.0
CLOSED SALES:								
New Escrows Closed	30	24	23	25	34	136	92	228
Total YTD Escrows Closed	260	358	312	306	333	1,569	963	2,532
Volume of New Sales Dollars in Millions	11.702	12.307	10.872	12.920	16.295	64.096	53.492	117.588
Volume of total YTD Sales in Millions	96.529	193.645	140.588	141.790	163.734	736.285	487.269	1,223.554
Average Sale price in Thousands	390.1	512.8	472.7	516.8	479.3	471.3	581.4	515.7
Median Sale Price in Thousands	356.0	499.0	445.0	455.0	455.0	440.0	475.0	450.0
Coop Sales	24	22	20	24	30	120	81	201
Percent of Coop Sales	80.0	91.7	87.0	96.0	88.2	88.2	88.0	88.2
Average Days on Market	34	38	38	38	38	37	44	40
Sales at List Price	20	14	14	11	16	75	43	118
Percent of Sales at List Price	66.7	58.3	60.9	44.0	47.1	55.1	46.7	51.8
Sales to Listing Inventory Ratio	58.8	26.7	22.8	40.3	37.8	34.5	29.7	32.4
Final Sale to New Listing Ratio	90.9	35.8	42.6	73.5	70.8	57.6	58.6	58.0
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	0	0
Standard	30	23	23	25	34	135	90	225
Other	0	1	0	0	0	1	1	2