

RESIDENTIAL
PROPERTIES LISTED
1,634

MARCH 2015 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED
1,398

RESIDENTIAL PROP.
ESCROW CLOSED
1,080

ACTIVE INVENTORY:	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	126	192	197	197	251	963	671	1,634
TOTAL ACTIVE LISTINGS	215	283	279	267	395	1,439	1,276	2,715
AVERAGE DAYS ON MARKET	75	70	66	69	75	71	94	82
AVERAGE LIST PRICE IN THOUSANDS	368.8	973.3	1,036.4	734.2	1,368.6	959.4	572.6	777.6
MEDIAN LIST PRICE IN THOUSANDS	379.9	649.0	639.0	595.0	739.0	588.0	319.9	479.0
BOMS	56	71	44	66	89	326	222	548
AVERAGE BOM PRICE IN THOUSANDS	335.1	676.6	783.5	535.5	712.1	613.5	519.3	575.3
BOM TO SALE RATIO	47.9	49.3	37.9	44.0	50.3	46.3	59.0	50.7
EXPIRATIONS	15	27	24	12	24	102	97	199
PENDING SALES:								
NEW ESCROWS OPENED	134	180	152	152	223	841	557	1,398
TOTAL YTD ESCROWS OPENED	357	451	351	438	525	2,122	1,312	3,434
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	48	36	39	35	47	41	56	47
NEW OPEN ESCROWS AVERAGE LIST PRICE	356.2	809.1	737.0	580.7	833.3	689.1	439.0	589.4
CLOSED SALES:								
NEW ESCROWS CLOSED	117	144	116	150	177	704	376	1,080
TOTAL YTD ESCROWS CLOSED	260	354	264	352	398	1,628	964	2,592
VOLUME OF NEW SALE DOLLARS IN MILLIONS	41.448	105.879	68.022	83.178	136.350	434.877	168.845	603.722
VOLUME OF TOTAL YTD SALES IN MILLIONS	91.426	249.683	173.610	183.475	273.025	971.219	414.568	1,385.786
AVERAGE SALE PRICE IN THOUSANDS	354.3	735.3	586.4	554.5	770.3	617.7	449.1	559.0
MEDIAN SALE PRICE IN THOUSANDS	363.0	569.9	420.0	515.0	565.0	475.0	349.9	432.0
COOP SALES	87	115	96	127	141	566	313	879
PERCENT OF COOP SALES	74.4	79.9	82.8	84.7	79.7	80.4	83.2	81.4
AVERAGE DAYS ON MARKET	109	92	92	96	97	97	113	103
SALES AT LIST PRICE	64	72	46	61	79	322	177	499
PERCENT OF SALES AT LIST PRICE	54.7	50.0	39.7	40.7	44.6	45.7	47.1	46.2
SALES TO LISTING INVENTORY RATIO	54.4	50.9	41.6	56.2	44.8	48.9	29.5	39.8
FINAL SALE TO NEW LISTING RATIO	92.9	75.0	58.9	76.1	70.5	73.1	56.0	66.1
CLOSED SALES TYPE								
FORECLOSURE/REO	7	6	2	8	2	25	15	40
SELLER CONCESSIONS	0	0	0	0	0	0	1	1
SHORT SALE	11	5	7	8	9	40	29	69
STANDARD	98	133	106	134	163	634	325	959
OTHER	1	0	1	0	3	5	6	11

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	108	35	12	9	12078	13.8
100,000 TO 109,999	17	16	1	1	900	0.8
110,000 TO 119,999	51	16	3	1	4500	3.3
120,000 TO 139,999	44	41	12	8	10513	7.1
140,000 TO 159,999	64	50	16	10	7029	3.8
160,000 TO 179,999	62	59	18	12	7275	3.9
180,000 TO 199,999	54	100	27	18	8611	4.1
200,000 TO 249,999	51	226	70	35	5520	1.8
250,000 TO 299,999	48	225	74	45	9088	1.6
300,000 TO 349,999	60	152	89	56	15666	3.9
350,000 TO 399,999	54	174	122	72	11136	1.9
400,000 TO 449,999	43	171	126	68	8621	1.6
450,000 TO 499,999	41	207	76	43	12717	2.2
500,000 TO 549,999	56	131	77	46	13342	2.2
550,000 TO 599,999	47	127	61	38	13684	2.1
600,000 TO 699,999	51	200	86	49	89401	2.5
700,000 TO 799,999	44	138	56	40	25409	3.0
800,000 TO 899,999	47	112	35	23	7313	0.5
900,000 TO 999,999	51	67	21	17	64872	5.9
1,000,000 TO 1,999,999	59	293	70	40	59488	2.7
MORE THAN 2,000,000	37	175	28	23	123194	4.0
TOTALS	51	2715	1080	654	25102	2.5

LISTINGS
4,369

2015 RMLS TOTAL - \$ VOLUME
\$1,385,786,000

SALES
2,652

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR MARCH 2015

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	93	141	141	160	211	746	581	1,327
Total Active Listings	152	201	194	219	340	1,106	1,095	2,201
Average Days on Market	74	63	64	68	76	70	89	79
Average List Price in Thousands	415.2	1,198.9	1,323.1	797.9	1,521.8	1,132.8	585.1	860.3
Median List Price in Thousands	400.0	800.0	945.0	640.0	829.0	699.0	300.0	515.0
BOMS	38	47	25	54	73	237	171	408
Average BOM Price in Thousands	389.4	824.0	1,046.9	579.3	773.0	706.4	552.8	642.0
BOM to Sale Ratio	40.0	49.0	33.8	42.5	50.3	44.1	54.3	47.9
Expirations	10	21	16	7	21	75	88	163
PENDING SALES								
New Escrows Opened	101	124	110	123	177	635	472	1,107
Total YTD Escrows Opened	273	292	241	353	409	1,568	1,117	2,685
New Open Escrows Average Days on Market	45	35	32	34	46	39	56	46
New Open Escrows Average List Price	384.7	987.0	903.5	627.7	940.3	794.1	436.6	641.7
CLOSED SALES:								
New Escrows Closed	95	96	74	127	145	537	315	852
Total YTD Escrows Closed	202	224	176	270	309	1,181	815	1,996
Volume of New Sales Dollars in Millions	35.402	84.617	54.365	75.739	123.897	374.020	144.657	518.677
Volume of total YTD Sales in Millions	76.233	193.372	144.960	156.798	238.626	809.989	353.651	1,163.640
Average Sale price in Thousands	372.6	881.4	734.7	596.4	854.5	696.5	459.2	608.8
Median Sale Price in Thousands	366.5	701.0	491.0	545.0	645.0	536.5	339.0	472.8
Coop Sales	69	77	61	106	116	429	258	687
Percent of Coop Sales	72.6	80.2	82.4	83.5	80.0	79.9	81.9	80.6
Average Days on Market	113	95	89	98	94	98	110	102
Sales at List Price	52	43	33	52	66	246	157	403
Percent of Sales at List Price	54.7	44.8	44.6	40.9	45.5	45.8	49.8	47.3
Sales to Listing Inventory Ratio	62.5	47.8	38.1	58.0	42.6	48.6	28.8	38.7
Final Sale to New Listing Ratio	102.2	68.1	52.5	79.4	68.7	72.0	54.2	64.2
CLOSED SALES TYPE								
Foreclosure/REO	4	5	1	7	2	19	15	34
Seller Concessions	0	0	0	0	0	0	1	1
Short Sale	9	5	3	8	7	32	21	53
Standard	82	86	70	112	134	484	272	756
Other	0	0	0	0	2	2	6	8

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH 2015

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
ACTIVE INVENTORY								
New Listings	33	51	56	37	40	217	90	307
Total Active Listings	63	82	85	48	55	333	181	514
Average Days on Market	75	87	71	75	67	76	127	94
Average List Price in Thousands	257.1	420.4	382.0	443.7	422.0	383.3	496.7	423.2
Median List Price in Thousands	240.0	410.0	335.0	400.0	374.9	335.0	385.0	349.9
BOMS	18	24	19	12	16	89	51	140
Average BOM Price in Thousands	220.6	387.9	436.8	338.8	434.2	366.2	407.2	381.1
BOM to Sale Ratio	81.8	50.0	45.2	52.2	50.0	53.3	83.6	61.4
Expirations	5	6	8	5	3	27	9	36
PENDING SALES								
New Escrows Opened	33	56	42	29	46	206	85	291
Total YTD Escrows Opened	84	159	110	85	116	554	195	749
New Open Escrows Average Days on Market	54	40	58	43	47	48	59	51
New Open Escrows Average List Price	269.0	415.3	301.0	381.4	421.7	365.2	452.4	390.7
CLOSED SALES:								
New Escrows Closed	22	48	42	23	32	167	61	228
Total YTD Escrows Closed	58	130	88	82	89	447	149	596
Volume of New Sales Dollars in Millions	6.046	21.262	13.657	7.439	12.453	60.858	24.187	85.045
Volume of total YTD Sales in Millions	15.193	56.310	28.650	26.677	34.399	161.230	60.917	222.147
Average Sale price in Thousands	274.8	443.0	325.2	323.4	389.2	364.4	396.5	373.0
Median Sale Price in Thousands	248.0	451.5	319.0	329.0	328.0	335.0	370.0	349.0
Coop Sales	18	38	35	21	25	137	55	192
Percent of Coop Sales	81.8	79.2	83.3	91.3	78.1	82.0	90.2	84.2
Average Days on Market	96	88	98	85	108	95	124	103
Sales at List Price	12	29	13	9	13	76	20	96
Percent of Sales at List Price	54.5	60.4	31.0	39.1	40.6	45.5	32.8	42.1
Sales to Listing Inventory Ratio	34.9	58.5	49.4	47.9	58.2	50.2	33.7	44.4
Final Sale to New Listing Ratio	66.7	94.1	75.0	62.2	80.0	77.0	67.8	74.3
CLOSED SALES TYPE								
Foreclosure/REO	3	1	1	1	0	6	0	6
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	0	4	0	2	8	8	16
Standard	16	47	36	22	29	150	53	203
Other	1	0	1	0	1	3	0	3