

RESIDENTIAL  
PROPERTIES LISTED

1,119

## NOVEMBER 2016 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.  
ESCROW OPENED

1,028

RESIDENTIAL PROP.  
ESCROW CLOSED

1,032

ACTIVE INVENTORY:	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	90	135	120	134	152	631	488	1,119
TOTAL ACTIVE LISTINGS	202	309	271	266	371	1,419	1,246	2,665
AVERAGE DAYS ON MARKET	80	79	77	74	93	82	99	89
AVERAGE LIST PRICE IN THOUSANDS	449.7	1,038.6	1,094.8	764.9	1,572.4	1,053.8	640.2	860.4
MEDIAN LIST PRICE IN THOUSANDS	430.0	779.0	649.0	625.0	749.9	649.0	395.0	549.0
BOMS	30	35	22	38	41	166	86	252
AVERAGE BOM PRICE IN THOUSANDS	389.4	867.0	561.6	644.5	837.7	682.0	552.4	637.8
BOM TO SALE RATIO	28.6	26.9	18.5	27.9	31.1	26.7	21.0	24.4
EXPIRATIONS	8	29	21	28	37	123	108	231
<b>PENDING SALES:</b>								
NEW ESCROWS OPENED	101	118	119	136	140	614	414	1,028
TOTAL YTD ESCROWS OPENED	1,195	1,577	1,285	1,671	1,791	7,519	4,736	12,255
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	48	45	43	47	54	48	56	51
NEW OPEN ESCROWS AVERAGE LIST PRICE	407.2	808.9	790.0	637.1	755.4	688.9	521.4	621.5
<b>CLOSED SALES:</b>								
NEW ESCROWS CLOSED	105	130	119	136	132	622	410	1,032
TOTAL YTD ESCROWS CLOSED	1,129	1,514	1,254	1,615	1,732	7,244	4,493	11,737
VOLUME OF NEW SALE DOLLARS IN MILLIONS	42.620	114.157	96.483	79.893	104.414	437.567	186.523	624.090
VOLUME OF TOTAL YTD SALES IN MILLIONS	455.016	1,241.660	940.437	969.092	1,406.055	5,012.260	2,092.413	7,104.673
AVERAGE SALE PRICE IN THOUSANDS	405.9	878.1	810.8	587.5	791.0	703.5	454.9	604.7
MEDIAN SALE PRICE IN THOUSANDS	405.5	615.0	555.0	529.0	615.0	539.0	340.0	475.0
COOP SALES	78	102	101	115	111	507	348	855
PERCENT OF COOP SALES	74.3	78.5	84.9	84.6	84.1	81.5	84.9	82.8
AVERAGE DAYS ON MARKET	38	44	37	40	46	41	51	45
SALES AT LIST PRICE	70	59	54	72	58	313	193	506
PERCENT OF SALES AT LIST PRICE	66.7	45.4	45.4	52.9	43.9	50.3	47.1	49.0
SALES TO LISTING INVENTORY RATIO	52.0	42.1	43.9	51.1	35.6	43.8	32.9	38.7
FINAL SALE TO NEW LISTING RATIO	116.7	96.3	99.2	101.5	86.8	98.6	84.0	92.2
<b>CLOSED SALES TYPE</b>								
FORECLOSURE/REO	4	4	2	1	2	13	21	34
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	3	1	1	0	4	9	6	15
STANDARD	95	124	114	133	125	591	379	970
OTHER	3	1	2	2	1	9	4	13

## 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	33	35	6	5	83960	24.9
100,000 TO 109,999	20	4	1	1	2900	2.8
110,000 TO 119,999	12	5	2	1	3000	2.4
120,000 TO 139,999	128	13	9	6	9961	5.9
140,000 TO 159,999	100	30	8	5	9550	4.9
160,000 TO 179,999	82	48	17	12	16747	7.8
180,000 TO 199,999	38	75	27	10	9691	4.3
200,000 TO 249,999	42	144	62	26	12480	4.0
250,000 TO 299,999	53	176	83	46	10369	3.0
300,000 TO 349,999	47	162	76	42	13631	3.4
350,000 TO 399,999	40	187	74	36	15054	3.2
400,000 TO 449,999	48	127	96	47	1262	15.7
450,000 TO 499,999	42	196	92	47	10065	1.9
500,000 TO 549,999	32	150	76	35	1582	11.8
550,000 TO 599,999	33	148	75	43	14508	2.2
600,000 TO 699,999	35	217	93	58	25669	3.4
700,000 TO 799,999	43	206	64	41	35044	3.4
800,000 TO 899,999	48	129	49	34	36838	3.7
900,000 TO 999,999	44	73	15	10	22266	2.0
1,000,000 TO 1,999,999	45	336	78	58	65527	4.4
MORE THAN 2,000,000	91	204	29	26	310455	7.6
TOTALS	45	2665	1032	589	28598	0.7

LISTINGS  
16,6872016 RMLS TOTAL - \$ VOLUME  
\$7,104,673,000SALES  
12,072

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 NOVEMBER 2016

<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	65	83	86	109	115	458	411	869
Total Active Listings	137	220	195	213	294	1,059	1,043	2,102
Average Days on Market	76	79	78	74	98	83	102	92
Average List Price in Thousands	504.8	1,255.5	1,352.2	850.7	1,858.6	1,262.2	655.3	961.1
Median List Price in Thousands	455.5	999.0	825.0	700.0	885.0	749.0	380.0	599.0
BOMS	18	25	11	31	33	118	65	183
Average BOM Price in Thousands	435.0	1,032.3	776.0	682.8	963.5	806.3	576.3	724.6
BOM to Sale Ratio	22.2	29.4	12.2	31.6	32.0	25.8	20.7	23.7
Expirations	6	24	16	23	33	102	89	191
<b>PENDING SALES</b>								
New Escrows Opened	66	68	81	106	106	427	331	758
Total YTD Escrows Opened	883	1,065	877	1,311	1,358	5,494	3,738	9,232
New Open Escrows Average Days on Market	54	49	45	46	56	50	52	51
New Open Escrows Average List Price	453.1	1,049.2	953.4	700.8	847.3	802.3	536.8	686.4
<b>CLOSED SALES:</b>								
New Escrows Closed	81	85	90	98	103	457	314	771
Total YTD Escrows Closed	841	1,027	863	1,263	1,314	5,308	3,557	8,865
Volume of New Sales Dollars in Millions	35.046	93.002	84.444	64.185	92.771	369.447	142.817	512.264
Volume of total YTD Sales in Millions	367.670	1,011.629	789.225	827.926	1,233.192	4,229.642	1,675.384	5,905.026
Average Sale price in Thousands	432.7	1,094.1	938.3	654.9	900.7	808.4	454.8	664.4
Median Sale Price in Thousands	425.0	785.0	625.0	579.0	662.0	595.0	320.0	515.1
Coop Sales	63	65	74	80	87	369	268	637
Percent of Coop Sales	77.8	76.5	82.2	81.6	84.5	80.7	85.4	82.6
Average Days on Market	37	46	36	41	48	42	51	45
Sales at List Price	54	34	39	52	45	224	150	374
Percent of Sales at List Price	66.7	40.0	43.3	53.1	43.7	49.0	47.8	48.5
Sales to Listing Inventory Ratio	59.1	38.6	46.2	46.0	35.0	43.2	30.1	36.7
Final Sale to New Listing Ratio	124.6	102.4	104.7	89.9	89.6	99.8	76.4	88.7
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO	4	3	2	1	2	12	18	30
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	3	0	0	0	3	6	5	11
Standard	72	81	87	96	97	433	288	721
Other	2	1	1	1	1	6	3	9

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR NOVEMBER 2016

<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	25	52	34	25	37	173	77	250
Total Active Listings	65	89	76	53	77	360	203	563
Average Days on Market	88	77	73	77	77	78	81	79
Average List Price in Thousands	333.5	502.5	434.2	420.2	479.7	440.6	562.7	484.6
Median List Price in Thousands	310.0	469.0	369.9	420.0	415.0	399.0	469.9	415.0
BOMS	12	10	11	7	8	48	21	69
Average BOM Price in Thousands	321.0	453.7	347.2	474.6	318.5	376.6	478.1	407.5
BOM to Sale Ratio	50.0	22.2	37.9	18.4	27.6	29.1	21.9	26.4
Expirations	2	5	5	5	4	21	19	40
<b>PENDING SALES</b>								
New Escrows Opened	35	50	38	30	34	187	83	270
Total YTD Escrows Opened	312	512	408	360	433	2,025	998	3,023
New Open Escrows Average Days on Market	35	40	39	49	49	42	72	51
New Open Escrows Average List Price	320.6	482.1	441.8	412.1	468.8	430.0	460.1	439.3
<b>CLOSED SALES:</b>								
New Escrows Closed	24	45	29	38	29	165	96	261
Total YTD Escrows Closed	288	487	391	352	418	1,936	936	2,872
Volume of New Sales Dollars in Millions	7.574	21.155	12.039	15.709	11.644	68.120	43.706	111.826
Volume of total YTD Sales in Millions	87.346	230.031	151.211	141.166	172.863	782.618	417.029	1,199.647
Average Sale price in Thousands	315.6	470.1	415.1	413.4	401.5	412.9	455.3	428.5
Median Sale Price in Thousands	305.0	451.0	377.0	379.9	365.0	380.0	389.9	380.0
Coop Sales	15	37	27	35	24	138	80	218
Percent of Coop Sales	62.5	82.2	93.1	92.1	82.8	83.6	83.3	83.5
Average Days on Market	44	41	42	37	37	40	51	44
Sales at List Price	16	25	15	20	13	89	43	132
Percent of Sales at List Price	66.7	55.6	51.7	52.6	44.8	53.9	44.8	50.6
Sales to Listing Inventory Ratio	36.9	50.6	38.2	71.7	37.7	45.8	47.3	46.4
Final Sale to New Listing Ratio	96.0	86.5	85.3	152.0	78.4	95.4	124.7	104.4
<b>CLOSED SALES TYPE</b>								
Foreclosure/REO	0	1	0	0	0	1	3	4
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	1	1	0	1	3	1	4
Standard	23	43	27	37	28	158	91	249
Other	1	0	1	1	0	3	1	4