

RESIDENTIAL
PROPERTIES LISTED

1,580

APRIL 2017 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

1,322

RESIDENTIAL PROP.
ESCROW CLOSED

1,116

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	129	161	152	180	228	850	730	1,580
TOTAL ACTIVE LISTINGS	174	239	220	229	342	1,204	1,132	2,336
AVERAGE DAYS ON MARKET	68	70	55	63	73	67	81	74
AVERAGE LIST PRICE IN THOUSANDS	469.5	990.8	1,154.2	749.1	1,662.2	1,090.1	692.6	897.5
MEDIAN LIST PRICE IN THOUSANDS	453.9	749.0	635.9	649.0	899.0	675.0	420.0	575.0
BOMS	31	32	32	34	47	176	144	320
AVERAGE BOM PRICE IN THOUSANDS	405.7	864.2	1,035.2	637.1	929.4	788.1	543.9	678.2
BOM TO SALE RATIO	34.1	25.4	29.1	26.6	24.9	27.3	30.5	28.7
EXPIRATIONS	15	12	16	10	14	67	67	134

PENDING SALES:

NEW ESCROWS OPENED	124	142	120	154	195	735	587	1,322
TOTAL YTD ESCROWS OPENED	414	571	473	586	642	2,686	2,030	4,716
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	39	36	36	26	33	34	42	37
NEW OPEN ESCROWS AVERAGE LIST PRICE	427.6	758.4	898.1	611.0	967.3	749.9	497.9	638.0

CLOSED SALES:

NEW ESCROWS CLOSED	91	126	110	128	189	644	472	1,116
TOTAL YTD ESCROWS CLOSED	338	505	415	493	544	2,295	1,705	4,000
VOLUME OF NEW SALE DOLLARS IN MILLIONS	38.911	111.865	75.040	79.707	151.733	457.255	240.411	697.667
VOLUME OF TOTAL YTD SALES IN MILLIONS	140.943	425.064	348.551	297.734	428.514	1,640.805	875.046	2,515.850
AVERAGE SALE PRICE IN THOUSANDS	427.6	887.8	682.2	622.7	802.8	710.0	509.3	625.1
MEDIAN SALE PRICE IN THOUSANDS	430.0	665.0	535.0	565.0	660.0	574.8	370.0	525.0
COOP SALES	82	108	90	105	149	534	390	924
PERCENT OF COOP SALES	90.1	85.7	81.8	82.0	78.8	82.9	82.6	82.8
AVERAGE DAYS ON MARKET	36	43	39	30	41	38	53	44
SALES AT LIST PRICE	56	86	61	81	102	386	246	632
PERCENT OF SALES AT LIST PRICE	61.5	68.3	55.5	63.3	54.0	59.9	52.1	56.6
SALES TO LISTING INVENTORY RATIO	52.3	52.7	50.0	55.9	55.3	53.5	41.7	47.8
FINAL SALE TO NEW LISTING RATIO	70.5	78.3	72.4	71.1	82.9	75.8	64.7	70.6

CLOSED SALES TYPE

FORECLOSURE/REO	4	2	2	2	2	12	10	22
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	3	2	1	0	2	8	7	15
STANDARD	82	120	107	125	183	617	443	1060
OTHER	2	2	0	1	2	7	12	19

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	775	24	3	3	17300	15.6
100,000 TO 109,999	117	5	1	1	84999	45.9
110,000 TO 119,999	107	5	2	2	6500	5.4
120,000 TO 139,999	129	19	6	3	3460	6.2
140,000 TO 159,999	143	13	8	7	47177	20.1
160,000 TO 179,999	76	39	14	9	10971	5.6
180,000 TO 199,999	66	39	23	7	3077	6.0
200,000 TO 249,999	40	126	58	23	492	1.1
250,000 TO 299,999	53	169	86	47	9617	2.8
300,000 TO 349,999	37	130	87	43	4282	0.9
350,000 TO 399,999	43	135	73	34	2904	0.6
400,000 TO 449,999	35	116	82	39	976	13.0
450,000 TO 499,999	35	152	70	26	1157	0.0
500,000 TO 549,999	36	138	92	37	7036	11.0
550,000 TO 599,999	37	135	77	37	8063	0.9
600,000 TO 699,999	33	201	128	63	60480	1.8
700,000 TO 799,999	36	174	86	39	3669	0.2
800,000 TO 899,999	34	123	60	33	13170	1.4
900,000 TO 999,999	41	65	29	11	7977	1.2
1,000,000 TO 1,999,999	54	351	105	53	48435	6.6
MORE THAN 2,000,000	67	177	26	20	218771	5.3
TOTALS	44	2336	1116	537	20294	1.6

LISTINGS
5,8232016 RMLS TOTAL - \$ VOLUME
\$2,515,850,000SALES
3,973

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 APRIL 2017

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	81	109	102	141	185	618	570	1,188
Total Active Listings	120	166	158	185	284	913	926	1,839
Average Days on Market	77	69	51	63	76	68	85	77
Average List Price in Thousands	537.7	1,203.9	1,418.1	816.9	1,895.0	1,290.0	730.4	1,008.2
Median List Price in Thousands	479.0	949.0	947.9	699.0	1,099.0	799.0	420.0	650.0
BOMS	16	19	22	26	33	116	108	224
Average BOM Price in Thousands	471.5	1,128.4	1,321.1	662.0	1,154.4	977.2	568.5	780.1
BOM to Sale Ratio	22.9	24.1	27.8	26.5	22.0	24.4	28.8	26.3
Expirations	5	10	14	10	13	52	51	103
PENDING SALES								
New Escrows Opened	80	88	76	121	156	521	458	979
Total YTD Escrows Opened	297	353	324	449	502	1,925	1,608	3,533
New Open Escrows Average Days on Market	36	41	35	24	33	33	43	38
New Open Escrows Average List Price	456.4	919.2	1,136.0	656.8	1,093.2	870.9	517.6	705.6
CLOSED SALES:								
New Escrows Closed	70	79	79	98	150	476	375	851
Total YTD Escrows Closed	252	327	287	378	412	1,656	1,344	3,000
Volume of New Sales Dollars in Millions	32,118	88,851	61,962	66,395	135,521	384,846	198,620	583,566
Volume of total YTD Sales in Millions	113,386	342,002	293,466	248,971	372,164	1,369,989	700,803	2,070,793
Average Sale price in Thousands	458.8	1,124.7	784.3	677.5	903.5	808.5	529.7	685.6
Median Sale Price in Thousands	440.0	845.0	585.0	586.0	715.0	630.0	370.0	568.0
Coop Sales	61	64	65	80	120	390	309	699
Percent of Coop Sales	87.1	81.0	82.3	81.6	80.0	81.9	82.4	82.1
Average Days on Market	34	45	38	29	42	38	55	46
Sales at List Price	40	52	45	62	80	279	196	475
Percent of Sales at List Price	57.1	65.8	57.0	63.3	53.3	58.6	52.3	55.8
Sales to Listing Inventory Ratio	58.3	47.6	50.0	53.0	52.8	52.1	40.5	46.3
Final Sale to New Listing Ratio	86.4	72.5	77.5	69.5	81.1	77.0	65.8	71.6
CLOSED SALES TYPE								
Foreclosure/REO	3	2	1	2	2	10	8	18
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	2	0	1	0	2	5	7	12
Standard	63	75	77	95	145	455	349	804
Other	2	2	0	1	1	6	11	17

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL 2017

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	48	52	50	39	43	232	160	392
Total Active Listings	54	73	62	44	58	291	206	497
Average Days on Market	47	73	66	61	62	62	65	63
Average List Price in Thousands	317.9	506.4	481.6	464.2	522.2	462.9	523.0	487.8
Median List Price in Thousands	285.0	499.9	430.0	439.0	409.0	420.0	439.9	429.0
BOMS	15	13	10	8	14	60	36	96
Average BOM Price in Thousands	335.5	478.1	406.3	556.1	399.0	422.4	470.1	440.3
BOM to Sale Ratio	71.4	27.7	32.3	26.7	35.9	35.7	37.1	36.2
Expirations	10	2	2	0	1	15	16	31
PENDING SALES								
New Escrows Opened	44	54	44	33	39	214	129	343
Total YTD Escrows Opened	117	218	149	137	140	761	422	1,183
New Open Escrows Average Days on Market	44	29	38	31	31	35	36	35
New Open Escrows Average List Price	375.2	496.3	487.1	443.0	463.8	455.4	428.1	445.1
CLOSED SALES:								
New Escrows Closed	21	47	31	30	39	168	97	265
Total YTD Escrows Closed	86	178	128	115	132	639	361	1,000
Volume of New Sales Dollars in Millions	6,793	23,014	13,078	13,312	16,212	72,409	41,791	114,200
Volume of total YTD Sales in Millions	27,557	83,062	55,085	48,763	56,349	270,815	174,242	445,057
Average Sale price in Thousands	323.5	489.7	421.9	443.7	415.7	431.0	430.8	430.9
Median Sale Price in Thousands	300.0	459.0	380.0	425.0	349.9	390.0	363.0	386.0
Coop Sales	21	44	25	25	29	144	81	225
Percent of Coop Sales	100.0	93.6	80.6	83.3	74.4	85.7	83.5	84.9
Average Days on Market	42	39	41	32	37	38	46	41
Sales at List Price	16	34	16	19	22	107	50	157
Percent of Sales at List Price	76.2	72.3	51.6	63.3	56.4	63.7	51.5	59.2
Sales to Listing Inventory Ratio	38.9	64.4	50.0	68.2	67.2	57.7	47.1	53.3
Final Sale to New Listing Ratio	43.8	90.4	62.0	76.9	90.7	72.4	60.6	67.6
CLOSED SALES TYPE								
Foreclosure/REO	1	0	1	0	0	2	2	4
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	1	2	0	0	0	3	0	3
Standard	19	45	30	30	38	162	94	256
Other	0	0	0	0	1	1	1	2