

RESIDENTIAL
PROPERTIES LISTED

1,645

AUGUST 2019 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

1,382

RESIDENTIAL PROP.
ESCROW CLOSED

1,304

ACTIVE INVENTORY:	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	114	199	160	176	236	885	760	1,645
TOTAL ACTIVE LISTINGS	148	268	262	233	375	1,286	1,450	2,736
AVERAGE DAYS ON MARKET	88	62	71	61	67	68	78	73
AVERAGE LIST PRICE IN THOUSANDS	542.4	1,147.9	1,250.6	869.2	1,457.2	1,138.8	684.7	898.2
MEDIAN LIST PRICE IN THOUSANDS	520.0	850.0	750.0	759.0	950.0	789.0	429.0	590.0
BOMS	22	25	35	34	37	153	159	312
AVERAGE BOM PRICE IN THOUSANDS	571.9	788.1	783.4	776.8	957.6	794.4	558.8	674.3
BOM TO SALE RATIO	23.7	17.5	31.0	19.3	20.0	21.5	26.8	23.9
EXPIRATIONS	8	18	23	21	37	107	110	217
PENDING SALES:								
NEW ESCROWS OPENED	110	141	126	163	187	727	655	1,382
TOTAL YTD ESCROWS OPENED	730	941	845	1,185	1,257	4,958	4,427	9,385
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	29	34	38	30	39	34	46	40
NEW OPEN ESCROWS AVERAGE LIST PRICE	508.4	911.7	833.8	726.3	898.3	792.2	541.2	673.2
CLOSED SALES:								
NEW ESCROWS CLOSED	93	143	113	176	185	710	594	1,304
TOTAL YTD ESCROWS CLOSED	661	866	783	1,105	1,144	4,559	3,991	8,550
VOLUME OF NEW SALE DOLLARS IN MILLIONS	45.453	137.174	104.316	121.513	178.388	586.843	314.819	901.662
VOLUME OF TOTAL YTD SALES IN MILLIONS	326.233	824.574	742.063	762.979	1,048.580	3,704.430	2,000.048	5,704.478
AVERAGE SALE PRICE IN THOUSANDS	488.7	959.3	923.2	690.4	964.3	826.5	530.0	691.5
MEDIAN SALE PRICE IN THOUSANDS	495.9	757.5	670.0	654.0	731.5	654.0	401.0	571.8
COOP SALES	82	121	89	147	162	601	519	1,120
PERCENT OF COOP SALES	88.2	84.6	78.8	83.5	87.6	84.6	87.4	85.9
AVERAGE DAYS ON MARKET	40	37	35	29	38	35	46	40
SALES AT LIST PRICE	64	63	46	95	81	349	327	676
PERCENT OF SALES AT LIST PRICE	68.8	44.1	40.7	54.0	43.8	49.2	55.1	51.8
SALES TO LISTING INVENTORY RATIO	62.8	53.4	43.1	75.5	49.3	55.2	41.0	47.7
FINAL SALE TO NEW LISTING RATIO	81.6	71.9	70.6	100.0	78.4	80.2	78.2	79.3
CLOSED SALES TYPE								
FORECLOSURE/REO	0	1	0	0	3	4	9	13
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	1	1	2	2	4
STANDARD	89	141	113	174	180	697	568	1,265
OTHER	4	1	0	1	1	7	15	22

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	102	14	8	8	155635	35.7
100,000 TO 109,999	94	1	1	1	9900	9.0
110,000 TO 119,999	8	4	2	1	6075	6.4
120,000 TO 139,999	9	13	4	2	6333	4.7
140,000 TO 159,999	128	19	7	4	3900	2.4
160,000 TO 179,999	50	25	10	5	11955	3.5
180,000 TO 199,999	53	30	4	3	26997	11.4
200,000 TO 249,999	41	114	48	22	9264	3.2
250,000 TO 299,999	50	205	97	38	1074	10.0
300,000 TO 349,999	39	161	95	46	6792	1.8
350,000 TO 399,999	41	211	90	45	4626	0.8
400,000 TO 449,999	37	175	77	37	7742	1.5
450,000 TO 499,999	38	142	72	35	13162	2.3
500,000 TO 549,999	39	142	85	51	68953	1.4
550,000 TO 599,999	35	149	110	61	6373	0.8
600,000 TO 699,999	31	234	180	85	6382	0.8
700,000 TO 799,999	35	165	98	59	20693	2.1
800,000 TO 899,999	34	162	75	45	14583	1.4
900,000 TO 999,999	40	110	54	37	52208	4.4
1,000,000 TO 1,999,999	44	461	146	102	68997	4.7
MORE THAN 2,000,000	71	199	41	30	198039	5.2
TOTALS	40	2736	1304	717	29072	1.6

LISTINGS
12,5892019 RMLS TOTAL - \$ VOLUME
\$5,704,478,000SALES
8,617

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 AUGUST 2019

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	76	137	108	131	187	639	622	1,261
Total Active Listings	95	178	180	184	299	936	1,168	2,104
Average Days on Market	96	53	61	63	63	64	81	73
Average List Price in Thousands	603.1	1,428.8	1,584.7	965.3	1,694.7	1,368.8	710.1	1,003.1
Median List Price in Thousands	565.0	1,249.0	1,170.0	840.0	1,170.0	950.0	429.9	674.9
BOMS	19	16	23	27	30	115	134	249
Average BOM Price in Thousands	597.0	993.1	976.5	855.5	1,071.8	912.6	584.4	736.0
BOM to Sale Ratio	29.7	15.5	30.3	20.1	21.0	22.1	29.4	25.5
Expirations	6	13	19	17	30	85	84	169
PENDING SALES								
New Escrows Opened	74	99	87	131	140	531	535	1,066
Total YTD Escrows Opened	529	647	577	954	977	3,684	3,468	7,152
New Open Escrows Average Days on Market	28	32	40	32	42	35	45	40
New Open Escrows Average List Price	562.6	1,051.9	1,010.5	771.9	1,011.8	897.3	556.3	726.1
CLOSED SALES:								
New Escrows Closed	64	103	76	134	143	520	456	976
Total YTD Escrows Closed	488	593	534	895	902	3,412	3,114	6,526
Volume of New Sales Dollars in Millions	34.893	114.368	86.892	99.427	157.348	492.927	249.483	742.410
Volume of total YTD Sales in Millions	259.875	674.486	624.007	660.938	933.592	3,152.898	1,574.101	4,726.999
Average Sale price in Thousands	545.2	1,110.4	1,143.3	742.0	1,100.3	947.9	547.1	760.7
Median Sale Price in Thousands	540.0	930.0	810.0	685.0	818.0	728.0	400.0	620.0
Coop Sales	56	83	61	111	123	434	397	831
Percent of Coop Sales	87.5	80.6	80.3	82.8	86.0	83.5	87.1	85.1
Average Days on Market	40	32	33	32	37	34	46	40
Sales at List Price	44	49	29	70	58	250	251	501
Percent of Sales at List Price	68.8	47.6	38.2	52.2	40.6	48.1	55.0	51.3
Sales to Listing Inventory Ratio	67.4	57.9	42.2	72.8	47.8	55.6	39.0	46.4
Final Sale to New Listing Ratio	84.2	75.2	70.4	102.3	76.5	81.4	73.3	77.4
CLOSED SALES TYPE								
Foreclosure/REO	0	1	0	0	2	3	8	11
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	1	0	1	2	3
Standard	60	102	76	132	140	510	433	943
Other	4	0	0	1	1	6	13	19

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST 2019

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	38	62	52	45	49	246	138	384
Total Active Listings	53	90	82	49	76	350	282	632
Average Days on Market	74	79	92	50	84	78	67	73
Average List Price in Thousands	433.4	592.3	517.1	508.3	522.7	523.8	579.6	548.7
Median List Price in Thousands	379.9	570.0	419.5	470.0	439.9	450.0	425.0	440.0
BOMS	3	9	12	7	7	38	25	63
Average BOM Price in Thousands	413.0	423.6	413.4	473.0	468.0	436.8	421.7	430.8
BOM to Sale Ratio	10.3	22.5	32.4	16.7	16.7	20.0	18.1	19.2
Expirations	2	5	4	4	7	22	26	48
PENDING SALES								
New Escrows Opened	36	42	39	32	47	196	120	316
Total YTD Escrows Opened	201	294	268	231	280	1,274	959	2,233
New Open Escrows Average Days on Market	31	41	33	24	32	32	51	39
New Open Escrows Average List Price	397.0	581.1	439.6	539.4	560.3	507.3	474.1	494.7
CLOSED SALES:								
New Escrows Closed	29	40	37	42	42	190	138	328
Total YTD Escrows Closed	172	273	249	210	242	1,147	877	2,024
Volume of New Sales Dollars in Millions	10.560	22.807	17.424	22.086	21.040	93.916	65.336	159.252
Volume of total YTD Sales in Millions	66.358	150.088	118.056	102.041	114.989	551.531	425.948	977.479
Average Sale price in Thousands	364.1	570.2	470.9	525.9	500.9	494.3	473.4	485.5
Median Sale Price in Thousands	350.0	550.0	377.5	483.0	439.0	455.0	419.0	440.0
Coop Sales	26	38	28	36	39	167	122	289
Percent of Coop Sales	89.7	95.0	75.7	85.7	92.9	87.9	88.4	88.1
Average Days on Market	40	50	40	22	39	38	49	42
Sales at List Price	20	14	17	25	23	99	76	175
Percent of Sales at List Price	69.0	35.0	45.9	59.5	54.8	52.1	55.1	53.4
Sales to Listing Inventory Ratio	54.7	44.4	45.1	85.7	55.3	54.3	48.9	51.9
Final Sale to New Listing Ratio	76.3	64.5	71.2	93.3	85.7	77.2	100.0	85.4
CLOSED SALES TYPE								
Foreclosure/REO	0	0	0	0	1	1	1	2
Seller Concessions	0	0	0	0	0	0	0	0
Short Sale	0	0	0	0	1	1	0	1
Standard	29	39	37	42	40	187	135	322
Other	0	1	0	0	0	1	2	3