

RESIDENTIAL
PROPERTIES LISTED

1,186

JANUARY 2020 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

1,014

RESIDENTIAL PROP.
ESCROW CLOSED

867

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY								
NEW LISTINGS	87	161	114	113	168	643	543	1,186
TOTAL ACTIVE LISTINGS	96	183	151	125	232	787	916	1,703
AVERAGE DAYS ON MARKET	98	62	69	73	76	74	89	82
AVERAGE LIST PRICE IN THOUSANDS	612.4	1,300.7	1,471.4	872.1	1,941.2	1,370.2	773.3	1,049.2
MEDIAN LIST PRICE IN THOUSANDS	550.0	949.0	819.0	749.0	975.0	799.9	429.9	610.0
BOMS	27	20	20	19	28	114	87	201
AVERAGE BOM PRICE IN THOUSANDS	513.5	962.5	913.0	797.7	780.0	775.2	505.1	658.3
BOM TO SALE RATIO	37.5	21.1	27.8	18.1	23.5	24.6	21.5	23.2
EXPIRATIONS	8	19	17	11	18	73	84	157
PENDING SALES								
NEW ESCROWS OPENED	89	123	74	111	145	542	472	1,014
TOTAL YTD ESCROWS OPENED	89	123	74	111	145	542	472	1,014
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	39	35	45	40	41	40	60	49
NEW OPEN ESCROWS AVERAGE LIST PRICE	534.6	1,004.1	1,127.7	740.2	852.6	849.3	519.4	695.7
CLOSED SALES								
NEW ESCROWS CLOSED	72	95	72	105	119	463	404	867
TOTAL YTD ESCROWS CLOSED	72	95	72	105	119	463	404	867
VOLUME OF NEW SALE DOLLARS IN MILLIONS	36.248	86.7906	69.515	76.313	97.138	366.003	228.52024	594.524
VOLUME OF TOTAL YTD SALES IN MILLIONS	36.248	86.7906	69.515	76.313	97.138	366.003	228.520	594.524
AVERAGE SALE PRICE IN THOUSANDS	503.4	913.6	965.5	726.8	816.3	790.5	565.6	685.7
MEDIAN SALE PRICE IN THOUSANDS	500.0	700.0	675.0	675.0	700.0	650.0	415.0	580.0
COOP SALES	55	74	60	81	88	358	360	718
PERCENT OF COOP SALES	76.4	77.9	83.3	77.1	73.9	77.3	89.1	82.8
AVERAGE DAYS ON MARKET	41	36	50	41	42	42	50	45
SALES AT LIST PRICE	54	55	30	55	56	250	205	455
PERCENT OF SALES AT LIST PRICE	75	57.9	41.7	52.4	47.1	54	50.7	52.5
SALES TO LISTING INVENTORY RATIO	75.0	51.9	47.7	84.0	51.3	58.8	44.1	50.9
FINAL SALE TO NEW LISTING RATIO	82.8	59.0	63.2	92.9	70.8	72.0	74.4	73.1
CLOSED SALES								
FORCLOSURE/REO	1	3	1	2	2	9	3	12
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	2	1	0	2	0	5	6	11
STANDARD	63	87	64	97	114	425	365	790
OTHER	6	4	7	4	3	24	29	53

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	0	13	0	0	-0
100,000 TO 109,999	0	2	0	0	-0
110,000 TO 119,999	8	2	1	1	4900
120,000 TO 139,999	113	7	3	2	-367
140,000 TO 159,999	81	11	3	2	-5033
160,000 TO 179,999	71	18	8	5	16967
180,000 TO 199,999	53	31	10	7	-109
200,000 TO 249,999	37	75	30	13	-3696
250,000 TO 299,999	47	118	59	36	10593
300,000 TO 349,999	48	136	65	31	9792
350,000 TO 399,999	43	109	73	31	5957
400,000 TO 449,999	56	102	60	30	-2133
450,000 TO 499,999	46	79	41	19	-813
500,000 TO 549,999	35	64	44	16	146784
550,000 TO 599,999	38	75	60	31	106391
600,000 TO 699,999	34	152	123	49	-5559
700,000 TO 799,999	42	118	76	41	12913
800,000 TO 899,999	40	83	57	36	14653
900,000 TO 999,999	50	71	28	19	60622
1,000,000 TO 1,999,999	62	261	102	70	52245
MORE THAN 2,000,000	48	176	24	20	268085
TOTALS	45	1703	867	459	33773

LISTINGS
1,1862020 RMLS TOTAL - \$ VOLUME
\$594,524,000SALES
867

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 JANUARY 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	70	112	79	89	123	473	409	882
TOTAL ACTIVE LISTINGS	70	124	97	93	173	557	716	1,273
AVERAGE DAYS ON MARKET	107	62	68	74	76	75	93	85
AVERAGE LIST PRICE IN THOUSANDS	683.0	1,619.7	2,038.4	1,007.4	2,399.7	1,714.9	823.6	1,213.6
MEDIAN LIST PRICE IN THOUSANDS	590.0	1,300.0	1,450.0	809.0	1,299.0	999.0	420.0	699.0
BOMS	19	12	9	16	17	73	73	146
AVERAGE BOM PRICE IN THOUSANDS	570.8	1,301.3	1,430.3	867.9	998.2	961.5	512.4	737.0
BOM TO SALE RATIO	38.0	18.8	19.6	20.3	19.5	22.4	22.3	22.4
EXPIRATIONS	5	13	12	8	14	52	69	121
PENDING SALES								
NEW ESCROWS OPENED	71	83	49	84	109	396	378	774
TOTAL YTD ESCROWS OPENED	71	83	49	84	109	396	378	774
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	37	35	38	38	42	38	61	49
NEW OPEN ESCROWS AVERAGE LIST PRICE	570.8	1,210.3	1,461.0	812.2	987.4	980.8	527.3	759.3
CLOSED SALES								
NEW ESCROWS CLOSED	50	64	46	79	87	326	327	653
TOTAL YTD ESCROWS CLOSED	50	64	46	79	87	326	327	653
VOLUME OF NEW SALE DOLLARS IN MILLIONS	28.052	67.8126	55.680	63.589	84.045	299.178	190.43724	489.615
VOLUME OF TOTAL YTD SALES IN MILLIONS	28.052	67.8126	55.680	63.589	84.045	299.178	190.437	489.615
AVERAGE SALE PRICE IN THOUSANDS	561.0	1,059.6	1,210.4	804.9	966.0	917.7	582.4	749.8
MEDIAN SALE PRICE IN THOUSANDS	549.9	815.0	875.0	729.0	870.0	740.0	415.0	625.0
COOP SALES	36	50	37	59	60	242	289	531
PERCENT OF COOP SALES	72.0	78.1	80.4	74.7	69.0	74.2	88.4	81.3
AVERAGE DAYS ON MARKET	42	49	41	42	41	51	46	
SALES AT LIST PRICE	37	41	18	44	41	181	171	352
PERCENT OF SALES AT LIST PRICE	74	64.1	39.1	55.7	47.1	55.5	52.3	53.9
SALES TO LISTING INVENTORY RATIO	71.4	51.6	47.4	84.9	50.3	58.5	45.7	51.3
FINAL SALE TO NEW LISTING RATIO	71.4	57.1	58.2	88.8	70.7	68.9	80.0	74.0
CLOSED SALES								
FORCLOSURE/REO	1	2	1	2	2	8	3	11
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	2	1	0	2	0	5	5	10
STANDARD	42	59	40	72	84	297	297	594
OTHER	5	2	5	3	1	16	21	37

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	17	49	35	24	45	170	134	304
TOTAL ACTIVE LISTINGS	26	59	54	32	59	230	200	430
AVERAGE DAYS ON MARKET	72	64	72	70	78	71	71	71
AVERAGE LIST PRICE IN THOUSANDS	422.5	630.1	452.9	478.9	596.8	535.5	593.3	562.4
MEDIAN LIST PRICE IN THOUSANDS	360.0	599.0	395.0	425.0	415.0	449.9	439.9	449.0
BOMS	8	8	11	3	11	41	14	55
AVERAGE BOM PRICE IN THOUSANDS	377.2	454.3	489.7	423.3	442.7	443.4	466.7	449.3
BOM TO SALE RATIO	36.4	25.8	42.3	11.5	34.4	29.9	18.2	25.7
EXPIRATIONS	3	6	5	3	4	21	15	36
PENDING SALES								
NEW ESCROWS OPENED	18	40	25	27	36	146	94	240
TOTAL YTD ESCROWS OPENED	18	40	25	27	36	146	94	240
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	43	36	59	46	39	43	57	49
NEW OPEN ESCROWS AVERAGE LIST PRICE	392.0	576.2	474.5	516.4	444.4	492.5	487.6	490.6
CLOSED SALES								
NEW ESCROWS CLOSED	22	31	26	26	32	137	77	214
TOTAL YTD ESCROWS CLOSED	22	31	26	26	32	137	77	214
VOLUME OF NEW SALE DOLLARS IN MILLIONS	8.195	18.9786	13.834	12.724	13.093	66.825	38.08424	104.909
VOLUME OF TOTAL YTD SALES IN MILLIONS	8.195	18.9786	13.834	12.724	13.093	66.825	38.084	104.909
AVERAGE SALE PRICE IN THOUSANDS	372.5	612.2	532.1	489.4	409.2	487.8	494.6	490.2
MEDIAN SALE PRICE IN THOUSANDS	340.0	560.0	385.0	453.0	385.0	420.0	425.0	423.0
COOP SALES	19	24	23	22	28	116	71	187
PERCENT OF COOP SALES	86.4	77.4	88.5	84.6	87.5	84.7	92.2	87.4
AVERAGE DAYS ON MARKET	40	52	43	44	43	44	43	
SALES AT LIST PRICE	17	14	12	11	15	69	34	103
PERCENT OF SALES AT LIST PRICE	77.3	45.2	46.2	42.3	46.9	50.4	44.2	48.1
SALES TO LISTING INVENTORY RATIO	84.6	52.5	48.1	81.3	54.2	59.6	38.5	49.8
FINAL SALE TO NEW LISTING RATIO	129.4	63.3	74.3	108.3	71.1	80.6	57.5	70.4
CLOSED SALES								
FORCLOSURE/REO	0	1	0	0	0	1	0	1
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	1	1
STANDARD	21	28	24	25	30	128	68	196
OTHER	1	2	2	1	2	8	8	16