

RESIDENTIAL
PROPERTIES LISTED

1,163

MARCH 2020 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

823

RESIDENTIAL PROP.
ESCROW CLOSED

1,007

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY								
NEW LISTINGS	89	111	99	135	179	613	550	1,163
TOTAL ACTIVE LISTINGS	112	174	175	145	270	876	964	1,840
AVERAGE DAYS ON MARKET	82	58	72	58	70	67	85	77
AVERAGE LIST PRICE IN THOUSANDS	640.0	1,405.7	1,420.5	918.7	1,641.5	1,302.8	851.0	1,066.1
MEDIAN LIST PRICE IN THOUSANDS	575.0	1,100.0	799.0	784.0	949.0	825.0	464.9	652.3
BOMS	34	29	36	60	70	229	159	388
AVERAGE BOM PRICE IN THOUSANDS	564.4	1,351.5	1,096.8	703.0	932.3	896.5	581.7	767.5
BOM TO SALE RATIO	50.0	26.4	41.9	51.3	50.4	44.0	32.6	38.5
EXPIRATIONS	8	11	7	14	21	61	73	134
PENDING SALES								
NEW ESCROWS OPENED	69	83	58	113	121	444	379	823
TOTAL YTD ESCROWS OPENED	236	310	205	329	378	1,458	1,283	2,741
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	22	25	24	34	30	28	37	32
NEW OPEN ESCROWS AVERAGE LIST PRICE	557.5	997.7	979.1	733.8	856.5	821.2	516.9	681.1
CLOSED SALES								
NEW ESCROWS CLOSED	68	110	86	117	139	520	487	1,007
TOTAL YTD ESCROWS CLOSED	211	315	210	306	376	1,418	1,216	2,634
VOLUME OF NEW SALE DOLLARS IN MILLIONS	37.579	106.0626	84.128	86.348	106.996	421.113	262.72824	683.842
VOLUME OF TOTAL YTD SALES IN MILLIONS	112.459	304.3896	198.993	223.078	312.183	1,151.102	654.610	1,805.712
AVERAGE SALE PRICE IN THOUSANDS	552.6	964.2	978.2	738.0	769.8	809.8	539.5	679.1
MEDIAN SALE PRICE IN THOUSANDS	552.0	725.0	678.0	710.0	705.0	675.0	419.0	577.5
COOP SALES	60	94	74	99	120	447	430	877
PERCENT OF COOP SALES	88.2	85.5	86.0	84.6	86.3	86.0	88.3	87.1
AVERAGE DAYS ON MARKET	44	38	39	27	31	34	46	40
SALES AT LIST PRICE	51	61	42	91	80	325	316	641
PERCENT OF SALES AT LIST PRICE	75	55.5	48.8	77.8	57.6	62.5	64.9	63.7
SALES TO LISTING INVENTORY RATIO	60.7	63.2	49.1	80.7	51.5	59.4	50.5	54.7
FINAL SALE TO NEW LISTING RATIO	76.4	99.1	86.9	86.7	77.7	84.8	88.5	86.6
CLOSED SALES								
FORCLOSURE/REO	0	0	0	1	1	2	8	10
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	2	0	1	0	3	6	6	12
STANDARD	66	107	80	106	129	488	439	927
OTHER	0	3	5	10	6	24	34	58

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	47	7	3	3	100100 42.9
100,000 TO 109,999	13	1	1	1	15000 12.5
110,000 TO 119,999	0	3	0	0	-0 -0
120,000 TO 139,999	0	11	0	0	-0 -0
140,000 TO 159,999	42	10	5	2	-27400 -225.1
160,000 TO 179,999	16	19	2	2	8200 4.6
180,000 TO 199,999	67	26	9	2	1670 0.8
200,000 TO 249,999	61	79	31	20	262 -29
250,000 TO 299,999	43	110	62	24	3527 1.
300,000 TO 349,999	50	106	90	50	10210 2.6
350,000 TO 399,999	46	126	79	32	8545 1.4
400,000 TO 449,999	39	89	61	24	-2828 -1
450,000 TO 499,999	44	80	56	20	22 -0.2
500,000 TO 549,999	42	64	64	22	-8704 -2.6
550,000 TO 599,999	41	90	74	33	-2787 -1.6
600,000 TO 699,999	31	190	132	46	-5892 -1.3
700,000 TO 799,999	31	121	113	41	-7461 -1.4
800,000 TO 899,999	37	110	52	19	1593 -0.3
900,000 TO 999,999	39	82	51	26	394 -0.3
1,000,000 TO 1,999,999	36	333	96	48	24868 1.1
MORE THAN 2,000,000	44	183	26	18	135523 3.6
TOTALS	40	1840	1007	433	5547 -113.7

LISTINGS
3,6182020 RMLS TOTAL - \$ VOLUME
\$1,805,712,000SALES
2,634

EN: Arleta, Kagel Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar ES: Calhenga 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 MARCH 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	65	82	71	110	137	465	432	897
TOTAL ACTIVE LISTINGS	73	137	120	117	217	664	760	1,424
AVERAGE DAYS ON MARKET	91	58	72	59	68	68	88	78
AVERAGE LIST PRICE IN THOUSANDS	730.1	1,609.9	1,878.0	995.3	1,895.3	1,546.6	921.0	1,212.7
MEDIAN LIST PRICE IN THOUSANDS	619.0	1,300.0	1,349.0	825.0	1,159.0	989.9	475.0	749.9
BOMS	24	23	29	45	60	181	125	306
AVERAGE BOM PRICE IN THOUSANDS	608.4	1,553.2	1,231.5	779.1	1,021.4	1,007.6	592.4	838.0
BOM TO SALE RATIO	47.1	33.8	52.7	47.9	60.6	49.3	33.2	41.2
EXPIRATIONS	5	7	6	11	15	44	55	99
PENDING SALES								
NEW ESCROWS OPENED	55	49	43	93	88	328	294	622
TOTAL YTD ESCROWS OPENED	181	199	144	258	273	1,055	1,011	2,066
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	22	30	22	30	32	28	37	33
NEW OPEN ESCROWS AVERAGE LIST PRICE	595.5	1,235.4	1,136.6	791.2	977.5	920.0	533.7	737.4
CLOSED SALES								
NEW ESCROWS CLOSED	51	68	55	94	99	367	376	743
TOTAL YTD ESCROWS CLOSED	162	203	134	232	274	1,005	959	1,964
VOLUME OF NEW SALE DOLLARS IN MILLIONS	30.756	83.7026	70.398	74.161	89.558	348.575	202.71824	551.292
VOLUME OF TOTAL YTD SALES IN MILLIONS	93.776	240.2856	162.392	183.628	268.147	948.228	525.624	1,473.852
AVERAGE SALE PRICE IN THOUSANDS	603.1	1,230.9	1,280.0	789.0	904.6	949.8	539.1	742.0
MEDIAN SALE PRICE IN THOUSANDS	600.0	916.1	910.0	750.0	777.0	775.0	410.0	650.0
COOP SALES	44	58	47	80	87	316	329	645
PERCENT OF COOP SALES	86.3	85.3	85.5	85.1	87.9	86.1	87.5	86.8
AVERAGE DAYS ON MARKET	45	23	26	32	32	48	40	40
SALES AT LIST PRICE	38	36	28	76	58	236	245	481
PERCENT OF SALES AT LIST PRICE	74.5	52.9	50.9	80.9	58.6	64.3	65.2	64.7
SALES TO LISTING INVENTORY RATIO	69.9	49.6	45.8	80.3	45.6	55.3	49.5	52.2
FINAL SALE TO NEW LISTING RATIO	78.5	82.9	77.5	85.5	72.3	78.9	87.0	82.8
CLOSED SALES								
FORCLOSURE/REO	0	0	0	1	1	2	6	8
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	2	0	0	0	1	3	5	8
STANDARD	49	66	52	84	91	342	337	679
OTHER	0	2	3	9	6	20	28	48

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	24	29	28	25	42	148	118	266
TOTAL ACTIVE LISTINGS	39	37	55	28	53	212	204	416
AVERAGE DAYS ON MARKET	66	57	72	52	78	67	74	70
AVERAGE LIST PRICE IN THOUSANDS	471.4	649.2	422.4	598.7	602.6	539.3	590.4	564.4
MEDIAN LIST PRICE IN THOUSANDS	424.9	595.0	360.0	549.9	449.0	439.9	435.0	439.0
BOMS	10	6	7	15	10	48	34	82
AVERAGE BOM PRICE IN THOUSANDS	458.8	578.2	538.6	474.7	397.9	477.6	542.0	504.3
BOM TO SALE RATIO	58.8	14.3	22.6	65.2	25.0	31.4	30.6	31.1
EXPIRATIONS	3	4	1	3	6	17	18	35
PENDING SALES								
NEW ESCROWS OPENED	14	34	15	20	33	116	85	201
TOTAL YTD ESCROWS OPENED	55	111	61	71	105	403	272	675
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	20	18	29	50	25	27	38	32
NEW OPEN ESCROWS AVERAGE LIST PRICE	408.3	655.2	527.8	467.0	533.8	541.9	458.9	506.8
CLOSED SALES								
NEW ESCROWS CLOSED	17	42	31	23	40	153	111	264
TOTAL YTD ESCROWS CLOSED	49	112	76	74	102	413	257	670
VOLUME OF NEW SALE DOLLARS IN MILLIONS	6.823	22.3606	13.730	12.187	17.438	72.539	60.01024	132.549
VOLUME OF TOTAL YTD SALES IN MILLIONS	18.683	64.1056	36.601	39.450	44.036	202.875	128.986	331.860
AVERAGE SALE PRICE IN THOUSANDS	401.3	532.4	442.9	529.9	436.0	474.1	540.6	502.1
MEDIAN SALE PRICE IN THOUSANDS	375.0	545.0	445.0	507.0	396.0	450.0	455.0	450.0
COOP SALES	16	36	27	19	33	131	101	232
PERCENT OF COOP SALES	94.1	85.7	87.1	82.6	82.5	85.6	91.0	87.9
AVERAGE DAYS ON MARKET	39	65	31	27	41	39	40	40
SALES AT LIST PRICE	13	25	14	15	22	89	71	160
PERCENT OF SALES AT LIST PRICE	76.5	59.5	45.2	65.2	55	58.2	64	60.6
SALES TO LISTING INVENTORY RATIO	43.6	113.5	56.4	82.1	75.5	72.2	54.4	63.5
FINAL SALE TO NEW LISTING RATIO	70.8	144.8	110.7	92.0	95.2	103.4	94.1	99.2
CLOSED SALES								
FORCLOSURE/REO	0	0	0	0	0	0	2	2
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	1	0	2	3	1	4
STANDARD	17	41	28	22	38	146	102	248
OTHER	0	1	2	1	0	4	6	10