

RESIDENTIAL
PROPERTIES LISTED

878

APRIL 2020 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

629

RESIDENTIAL PROP.
ESCROW CLOSED

689

ACTIVE INVENTORY

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	76	86	77	99	118	456	422	878
TOTAL ACTIVE LISTINGS	126	202	187	164	290	969	978	1,947
AVERAGE DAYS ON MARKET	82	67	73	64	76	72	89	81
AVERAGE LIST PRICE IN THOUSANDS	641.6	1,441.2	1,362.3	894.3	1,685.1	1,302.4	817.3	1,058.8
MEDIAN LIST PRICE IN THOUSANDS	589.0	1,150.0	750.0	775.0	950.0	800.0	480.0	650.0
BOMS	28	22	26	23	31	130	118	248
AVERAGE BOM PRICE IN THOUSANDS	571.2	1,085.5	1,227.1	736.7	1,328.1	999.2	461.1	743.1
BOM TO SALE RATIO	43.1	30.6	66.7	28.4	35.2	37.7	34.3	36.0
EXPIRATIONS	10	11	14	8	14	57	86	143

PENDING SALES

NEW ESCROWS OPENED	65	45	42	77	68	297	332	629
TOTAL YTD ESCROWS OPENED	285	344	233	389	430	1,681	1,560	3,241
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	30	31	32	28	36	31	48	40
NEW OPEN ESCROWS AVERAGE LIST PRICE	557.8	993.3	994.4	740.2	886.6	808.1	542.4	667.9

CLOSED SALES

NEW ESCROWS CLOSED	65	72	39	81	88	345	344	689
TOTAL YTD ESCROWS CLOSED	274	386	248	386	460	1,754	1,547	3,301
VOLUME OF NEW SALE DOLLARS IN MILLIONS	35.746	69.6986	40.511	58.685	95.956	300.595	180.19524	480.790
VOLUME OF TOTAL YTD SALES IN MILLIONS	146.825	373.9476	238.939	281.138	403.014	1,443.863	829.557	2,273.419
AVERAGE SALE PRICE IN THOUSANDS	549.9	968.0	1,038.7	724.5	1,090.4	871.3	523.8	697.8
MEDIAN SALE PRICE IN THOUSANDS	545.0	725.0	637.5	715.0	775.0	685.0	380.0	565.0
COOP SALES	50	55	35	67	76	283	303	586
PERCENT OF COOP SALES	76.9	76.4	89.7	82.7	86.4	82.0	88.1	85.1
AVERAGE DAYS ON MARKET	31	24	35	23	28	27	39	33
SALES AT LIST PRICE	48	43	25	59	50	225	203	428
PERCENT OF SALES AT LIST PRICE	73.8	59.7	64.1	72.8	56.8	65.2	59	62.1
SALES TO LISTING INVENTORY RATIO	51.6	35.6	20.9	49.4	30.3	35.6	35.2	35.4
FINAL SALE TO NEW LISTING RATIO	85.5	83.7	50.6	81.8	74.6	75.7	81.5	78.5

CLOSED SALES

FORCLOSURE/REO	0	3	0	0	0	3	4	7
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	1	0	0	1	0	2	2	4
STANDARD	62	66	38	77	86	329	327	656
OTHER	2	3	1	3	2	11	11	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	100	10	5	4	9480
100,000 TO 109,999	0	1	0	0	-0
110,000 TO 119,999	60	0	1	0	-2000
120,000 TO 139,999	0	14	0	0	-0
140,000 TO 159,999	0	8	0	0	-0
160,000 TO 179,999	17	17	3	1	36975
180,000 TO 199,999	71	20	6	3	21100
200,000 TO 249,999	34	70	24	10	11489
250,000 TO 299,999	44	116	44	18	2773
300,000 TO 349,999	35	111	67	19	2550
350,000 TO 399,999	36	124	58	23	2130
400,000 TO 449,999	38	88	45	23	4147
450,000 TO 499,999	23	82	34	14	2218
500,000 TO 549,999	34	86	43	20	-9577
550,000 TO 599,999	19	108	48	19	-4365
600,000 TO 699,999	27	219	78	30	-6488
700,000 TO 799,999	23	136	77	23	-17297
800,000 TO 899,999	37	110	41	14	-46
900,000 TO 999,999	48	93	28	17	26775
1,000,000 TO 1,999,999	30	358	63	32	50130
MORE THAN 2,000,000	48	176	24	16	173948
TOTALS	33	1947	689	286	9863

LISTINGS
4,5242020 RMLS TOTAL - \$ VOLUME
\$2,273,419,000SALES
3,301

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 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	58	71	60	85	96	370	333	703
TOTAL ACTIVE LISTINGS	87	159	132	134	233	745	758	1,503
AVERAGE DAYS ON MARKET	88	68	71	65	72	71	92	82
AVERAGE LIST PRICE IN THOUSANDS	724.8	1,650.0	1,755.9	967.7	1,951.4	1,532.2	883.5	1,205.1
MEDIAN LIST PRICE IN THOUSANDS	610.0	1,350.0	980.0	800.0	1,100.0	975.0	480.0	750.0
BOMS	22	17	22	17	24	102	97	199
AVERAGE BOM PRICE IN THOUSANDS	612.4	1,222.2	1,372.9	838.1	1,586.7	1,144.9	488.4	824.9
BOM TO SALE RATIO	41.5	37.0	81.5	25.0	34.8	38.8	35.3	37.0
EXPIRATIONS	6	7	12	6	13	44	64	108
PENDING SALES								
NEW ESCROWS OPENED	50	39	33	65	51	238	284	522
TOTAL YTD ESCROWS OPENED	220	230	163	312	310	1,235	1,246	2,481
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	28	31	32	25	35	30	50	41
NEW OPEN ESCROWS AVERAGE LIST PRICE	594.4	1,053.3	1,149.3	789.1	1,031.1	893.3	564.1	714.2
CLOSED SALES								
NEW ESCROWS CLOSED	53	46	27	68	69	263	275	538
TOTAL YTD ESCROWS CLOSED	213	249	161	299	339	1,261	1,222	2,483
VOLUME OF NEW SALE DOLLARS IN MILLIONS	30.790	54.7996	34.252	51.822	85.515	257.177	149.46124	406.638
VOLUME OF TOTAL YTD SALES IN MILLIONS	123.186	295.3296	196.434	234.825	348.642	1,198.415	670.060	1,868.475
AVERAGE SALE PRICE IN THOUSANDS	580.9	1,191.3	1,268.6	762.1	1,239.3	977.9	543.5	755.8
MEDIAN SALE PRICE IN THOUSANDS	580.0	949.0	751.0	735.0	865.0	740.0	380.0	609.0
COOP SALES	44	36	23	57	59	219	241	460
PERCENT OF COOP SALES	83.0	78.3	85.2	83.8	85.5	83.3	87.6	85.5
AVERAGE DAYS ON MARKET	30	40	22	29	28	40	34	34
SALES AT LIST PRICE	38	28	17	53	40	176	166	342
PERCENT OF SALES AT LIST PRICE	71.7	60.9	63	77.9	58	66.9	60.4	63.6
SALES TO LISTING INVENTORY RATIO	60.9	28.9	20.5	50.7	29.6	35.3	36.3	35.8
FINAL SALE TO NEW LISTING RATIO	91.4	64.8	45.0	80.0	71.9	71.1	82.6	76.5
CLOSED SALES								
FORCLOSURE/REO	0	1	0	0	0	1	3	4
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	1	0	0	1	0	2	2	4
STANDARD	50	43	26	65	67	251	262	513
OTHER	2	2	1	2	2	9	8	17

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	18	15	17	14	22	86	89	175
TOTAL ACTIVE LISTINGS	39	43	55	30	57	224	220	444
AVERAGE DAYS ON MARKET	70	66	79	62	89	75	77	76
AVERAGE LIST PRICE IN THOUSANDS	456.1	669.2	417.7	566.7	596.5	538.1	589.5	563.6
MEDIAN LIST PRICE IN THOUSANDS	420.0	599.9	385.0	539.0	469.0	459.0	479.9	470.0
BOMS	6	5	4	6	7	28	21	49
AVERAGE BOM PRICE IN THOUSANDS	420.0	620.8	425.0	449.3	441.1	468.1	334.7	410.9
BOM TO SALE RATIO	50.0	19.2	33.3	46.2	36.8	34.1	30.4	32.5
EXPIRATIONS	4	4	2	2	1	13	22	35
PENDING SALES								
NEW ESCROWS OPENED	15	6	9	12	17	59	48	107
TOTAL YTD ESCROWS OPENED	65	114	70	77	120	446	314	760
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	35	33	34	40	37	36	39	37
NEW OPEN ESCROWS AVERAGE LIST PRICE	435.7	603.5	426.4	475.6	453.0	464.4	414.2	441.9
CLOSED SALES								
NEW ESCROWS CLOSED	12	26	12	13	19	82	69	151
TOTAL YTD ESCROWS CLOSED	61	137	87	87	121	493	325	818
VOLUME OF NEW SALE DOLLARS IN MILLIONS	4.956	14.8996	6.259	6.863	10.441	43.418	30.73424	74.152
VOLUME OF TOTAL YTD SALES IN MILLIONS	23.639	78.6186	42.505	46.313	54.372	245.448	159.496	404.944
AVERAGE SALE PRICE IN THOUSANDS	413.0	573.0	521.6	527.9	549.5	529.5	445.4	491.1
MEDIAN SALE PRICE IN THOUSANDS	390.0	551.0	495.0	493.5	465.0	485.0	383.0	446.7
COOP SALES	6	19	12	10	17	64	62	126
PERCENT OF COOP SALES	50.0	73.1	100.0	76.9	89.5	78.0	89.9	83.4
AVERAGE DAYS ON MARKET	36	23	28	24	25	36	30	34
SALES AT LIST PRICE	10	15	8	6	10	49	37	86
PERCENT OF SALES AT LIST PRICE	83.3	57.7	66.7	46.2	52.6	59.8	53.6	57
SALES TO LISTING INVENTORY RATIO	30.8	60.5	21.8	43.3	33.3	36.6	31.4	34.0
FINAL SALE TO NEW LISTING RATIO	66.7	173.3	70.6	92.9	86.4	95.3	77.5	86.3
CLOSED SALES								
FORCLOSURE/REO	0	2	0	0	0	2	1	3
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0
STANDARD	12	23	12	12	19	78	65	143
OTHER	0	1	0	1	0	2	3	5