

RESIDENTIAL
PROPERTIES LISTED**1,279****MAY 2020 SFV RESIDENTIAL MLS SUMMARY**

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED**1,016**RESIDENTIAL PROP.
ESCROW CLOSED**620**

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY								
NEW LISTINGS	80	130	134	147	185	676	603	1,279
TOTAL ACTIVE LISTINGS	131	213	205	184	307	1,040	1,001	2,041
AVERAGE DAYS ON MARKET	90	65	76	60	74	72	94	82
AVERAGE LIST PRICE IN THOUSANDS	634.3	1,380.3	1,880.6	896.1	1,642.5	1,376.7	859.8	1,123.2
MEDIAN LIST PRICE IN THOUSANDS	575.0	1,099.0	799.0	779.0	1,079.0	835.0	510.0	688.0
BOMS	25	27	23	27	41	143	102	245
AVERAGE BOM PRICE IN THOUSANDS	604.2	1,059.4	1,466.1	740.2	1,093.3	994.7	480.9	780.8
BOM TO SALE RATIO	51.0	52.9	50.0	33.8	52.6	47.0	32.3	39.5
EXPIRATIONS	11	20	8	10	12	61	62	123
PENDING SALES								
NEW ESCROWS OPENED	70	91	94	111	136	502	514	1,016
TOTAL YTD ESCROWS OPENED	347	426	323	496	561	2,153	2,042	4,195
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	34	45	35	27	42	37	38	37
NEW OPEN ESCROWS AVERAGE LIST PRICE	536.0	1,065.7	1,063.3	750.8	1,014.0	907.8	813.1	859.8
CLOSED SALES								
NEW ESCROWS CLOSED	49	51	46	80	78	304	316	620
TOTAL YTD ESCROWS CLOSED	321	437	293	464	539	2,054	1,858	3,912
VOLUME OF NEW SALE DOLLARS IN MILLIONS	26.080	54.7536	41.491	59.725	67.094	249.143	173.38724	422.530
VOLUME OF TOTAL YTD SALES IN MILLIONS	171.845	428.7006	279.631	339.818	470.262	1,690.256	1,000.677	2,690.933
AVERAGE SALE PRICE IN THOUSANDS	532.3	1,073.6	902.0	746.6	860.2	819.6	548.7	681.5
MEDIAN SALE PRICE IN THOUSANDS	555.0	826.0	693.0	725.0	675.0	670.0	407.0	565.0
COOP SALES	38	47	32	68	67	252	276	528
PERCENT OF COOP SALES	77.6	92.2	69.6	85.0	85.9	82.9	87.3	85.2
AVERAGE DAYS ON MARKET	26	28	45	24	34	31	41	36
SALES AT LIST PRICE	36	21	20	44	34	155	172	327
PERCENT OF SALES AT LIST PRICE	73.5	41.2	43.5	55	43.6	51	54.4	52.7
SALES TO LISTING INVENTORY RATIO	37.4	23.9	22.4	43.5	25.4	29.2	31.6	30.4
FINAL SALE TO NEW LISTING RATIO	61.3	39.2	34.3	54.4	42.2	45.0	52.4	48.5
CLOSED SALES								
FORCLOSURE/REO	2	0	1	1	0	4	6	10
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	1	0	1	0	1	3	4	7
STANDARD	41	48	40	74	72	275	283	558
OTHER	5	3	4	5	5	22	23	45

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	114	8	3	3	184800	43.6
100,000 TO 109,999	0	0	0	0	-0	-0
110,000 TO 119,999	13	0	2	1	12900	10.3
120,000 TO 139,999	125	9	2	2	3500	2.5
140,000 TO 159,999	34	8	1	1	12000	7.8
160,000 TO 179,999	0	19	0	0	-0	-0
180,000 TO 199,999	83	21	7	6	16400	7.4
200,000 TO 249,999	49	64	24	12	15010	5.4
250,000 TO 299,999	37	113	42	21	6051	1.9
300,000 TO 349,999	30	90	40	12	-902	-0.4
350,000 TO 399,999	21	125	60	26	6523	1.3
400,000 TO 449,999	39	92	44	22	2791	0.4
450,000 TO 499,999	64	108	37	19	11205	2
500,000 TO 549,999	28	98	31	21	11431	1.8
550,000 TO 599,999	34	107	49	22	15892	2.1
600,000 TO 699,999	25	214	70	25	-1751	-0.5
700,000 TO 799,999	31	144	61	31	7484	0.9
800,000 TO 899,999	33	117	43	29	26587	2.9
900,000 TO 999,999	30	89	24	14	20387	1.8
1,000,000 TO 1,999,999	40	422	59	35	35466	3.2
MORE THAN 2,000,000	49	193	21	15	254600	3.9
TOTALS	36	2041	620	317	21465	2

LISTINGS
5,817**2020 RMLS TOTAL - \$ VOLUME**
\$2,690,933,000**SALES**
3,912

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 MAY 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	59	81	94	109	145	488	474	962
TOTAL ACTIVE LISTINGS	96	158	143	142	244	783	772	1,555
AVERAGE DAYS ON MARKET	91	69	74	63	72	72	95	83
AVERAGE LIST PRICE IN THOUSANDS	700.5	1,630.4	2,510.2	969.3	1,912.3	1,645.0	928.5	1,289.3
MEDIAN LIST PRICE IN THOUSANDS	590.0	1,300.0	1,230.0	849.0	1,199.0	1,029.9	500.0	789.0
BOMS	17	21	18	21	32	109	79	188
AVERAGE BOM PRICE IN THOUSANDS	671.8	1,219.1	1,762.9	835.5	1,265.4	1,163.2	485.3	878.4
BOM TO SALE RATIO	45.9	55.3	48.6	30.0	57.1	45.8	30.7	38.0
EXPIRATIONS	10	16	7	8	11	52	56	108
PENDING SALES								
NEW ESCROWS OPENED	44	61	68	85	109	367	407	774
TOTAL YTD ESCROWS OPENED	259	283	227	395	413	1,577	1,633	3,210
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	29	51	36	26	43	37	38	37
NEW OPEN ESCROWS AVERAGE LIST PRICE	600.7	1,261.2	1,299.4	828.2	1,130.8	1,050.1	917.3	980.2
CLOSED SALES								
NEW ESCROWS CLOSED	37	38	37	70	56	238	257	495
TOTAL YTD ESCROWS CLOSED	249	287	197	368	395	1,496	1,477	2,973
VOLUME OF NEW SALE DOLLARS IN MILLIONS	21.837	44.7546	36.622	55.532	57.316	216.061	149.02224	365.083
VOLUME OF TOTAL YTD SALES IN MILLIONS	144.438	340.0826	232.256	289.821	405.953	1,412.551	818.144	2,230.695
AVERAGE SALE PRICE IN THOUSANDS	590.2	1,177.7	989.8	793.3	1,023.5	907.8	579.9	737.5
MEDIAN SALE PRICE IN THOUSANDS	580.0	940.0	720.0	745.0	850.0	750.0	415.0	615.0
COOP SALES	30	34	25	59	49	197	226	423
PERCENT OF COOP SALES	81.1	89.5	67.6	84.3	87.5	82.8	87.9	85.5
AVERAGE DAYS ON MARKET	26	45	19	40	31	41	36	36
SALES AT LIST PRICE	27	16	18	38	22	121	143	264
PERCENT OF SALES AT LIST PRICE	73	42.1	48.6	54.3	39.3	50.8	55.6	53.3
SALES TO LISTING INVENTORY RATIO	38.5	24.1	25.9	49.3	23.0	30.4	33.3	31.8
FINAL SALE TO NEW LISTING RATIO	62.7	46.9	39.4	64.2	38.6	48.8	54.2	51.5
CLOSED SALES								
FORCLOSURE/REO	2	0	1	1	0	4	5	9
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	1	0	1	0	1	3	2	5
STANDARD	30	35	32	65	51	213	231	444
OTHER	4	3	3	4	4	18	19	37

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MAY 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	21	49	40	38	40	188	129	317
TOTAL ACTIVE LISTINGS	35	55	62	42	63	257	229	486
AVERAGE DAYS ON MARKET	85	52	80	52	82	71	89	79
AVERAGE LIST PRICE IN THOUSANDS	452.9	661.9	428.4	648.7	597.4	559.2	628.1	591.6
MEDIAN LIST PRICE IN THOUSANDS	425.0	595.0	380.0	559.0	475.0	479.0	520.0	499.0
BOMS	8	6	5	6	9	34	23	57
AVERAGE BOM PRICE IN THOUSANDS	460.4	500.5	398.0	406.8	481.2	454.4	465.9	459.0
BOM TO SALE RATIO	66.7	46.2	55.6	60.0	40.9	51.5	39.0	45.6
EXPIRATIONS	1	4	1	2	1	9	6	15
PENDING SALES								
NEW ESCROWS OPENED	26	30	26	26	27	135	107	242
TOTAL YTD ESCROWS OPENED	88	143	96	101	148	576	409	985
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	43	32	32	30	37	35	37	36
NEW OPEN ESCROWS AVERAGE LIST PRICE	426.5	668.1	445.9	497.8	542.5	520.9	416.6	474.8
CLOSED SALES								
NEW ESCROWS CLOSED	12	13	9	10	22	66	59	125
TOTAL YTD ESCROWS CLOSED	72	150	96	96	144	558	381	939
VOLUME OF NEW SALE DOLLARS IN MILLIONS	4.243	10.0006	4.869	4.194	9.777	33.083	24.36424	57.447
VOLUME OF TOTAL YTD SALES IN MILLIONS	27.407	88.6186	47.374	49.997	64.310	277.705	182.533	460.239
AVERAGE SALE PRICE IN THOUSANDS	353.6	769.2	541.0	419.4	444.4	501.3	413.0	459.6
MEDIAN SALE PRICE IN THOUSANDS	379.0	599.0	479.5	399.0	396.0	447.5	380.0	405.0
COOP SALES	8	13	7	9	18	55	50	105
PERCENT OF COOP SALES	66.7	100.0	77.8	90.0	81.8	83.3	84.7	84.0
AVERAGE DAYS ON MARKET	26	47	61	21	32	40	36	36
SALES AT LIST PRICE	9	5	2	6	12	34	29	63
PERCENT OF SALES AT LIST PRICE	75	38.5	22.2	60	54.5	51.5	49.2	50.4
SALES TO LISTING INVENTORY RATIO	34.3	23.6	14.5	23.8	34.9	25.7	25.8	25.7
FINAL SALE TO NEW LISTING RATIO	57.1	26.5	22.5	26.3	55.0	35.1	45.7	39.4
CLOSED SALES								
FORCLOSURE/REO	0	0	0	0	0	0	1	1
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	2	2
STANDARD	11	13	8	9	21	62	52	114
OTHER	1	0	1	1	1	4	4	8