

RESIDENTIAL
PROPERTIES LISTED**1,398****JUNE 2020 SFV RESIDENTIAL MLS SUMMARY**

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED**1,429**RESIDENTIAL PROP.
ESCROW CLOSED**929****ACTIVE INVENTORY**

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	87	168	145	166	229	795	603	1,398
TOTAL ACTIVE LISTINGS	98	215	189	159	303	964	816	1,780
AVERAGE DAYS ON MARKET	78	62	69	59	71	68	88	77
AVERAGE LIST PRICE IN THOUSANDS	661.3	1,418.7	1,336.1	888.9	1,737.3	1,338.2	1,006.3	1,186.1
MEDIAN LIST PRICE IN THOUSANDS	580.0	1,125.0	780.0	750.0	1,125.0	875.0	569.0	749.0
BOMS	23	36	28	52	66	205	132	337
AVERAGE BOM PRICE IN THOUSANDS	561.9	1,075.4	752.7	845.3	1,080.8	917.1	593.9	790.5
BOM TO SALE RATIO	27.7	48.6	31.1	46.4	52.8	42.4	29.7	36.3
EXPIRATIONS	9	18	17	10	21	75	95	170

PENDING SALES

NEW ESCROWS OPENED	98	137	133	171	210	749	680	1,429
TOTAL YTD ESCROWS OPENED	441	556	456	659	758	2,870	2,694	5,564
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	35	32	41	26	36	34	49	41
NEW OPEN ESCROWS AVERAGE LIST PRICE	548.5	1,061.2	1,159.1	757.3	977.6	918.7	590.4	762.5

CLOSED SALES

NEW ESCROWS CLOSED	83	74	90	112	125	484	445	929
TOTAL YTD ESCROWS CLOSED	403	510	382	576	663	2,534	2,298	4,832
VOLUME OF NEW SALE DOLLARS IN MILLIONS	45,216	75,339.6	96,907	80,873	105,977	404,312	241,536.24	645,848
VOLUME OF TOTAL YTD SALES IN MILLIONS	216,794	503,344.6	375,698	420,692	576,197	2,092,725	1,240,644	3,333,369
AVERAGE SALE PRICE IN THOUSANDS	544.8	1,018.1	1,076.7	722.1	847.8	835.4	542.8	695.2
MEDIAN SALE PRICE IN THOUSANDS	560.0	815.0	719.0	705.0	685.0	684.0	396.5	570.0
COOP SALES	63	70	75	104	111	423	385	808
PERCENT OF COOP SALES	75.9	94.6	83.3	92.9	88.8	87.4	86.5	87.0
AVERAGE DAYS ON MARKET	34	45	36	30	37	36	41	38
SALES AT LIST PRICE	54	38	46	61	58	257	295	552
PERCENT OF SALES AT LIST PRICE	65.1	51.4	51.1	54.5	46.4	53.1	66.3	59.4
SALES TO LISTING INVENTORY RATIO	84.7	34.4	47.6	70.4	41.3	50.2	54.5	52.2
FINAL SALE TO NEW LISTING RATIO	95.4	44.0	62.1	67.5	54.6	60.9	73.8	66.5

CLOSED SALES

FORCLOSURE/REO	0	0	1	0	2	3	4	7
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	1	0	3	4	6	10
STANDARD	78	71	85	106	114	454	417	871
OTHER	5	3	3	6	6	23	17	40

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	54	5	4	4	129975
100,000 TO 109,999	0	1	0	0	-0
110,000 TO 119,999	105	0	1	1	38450
120,000 TO 139,999	13	7	1	0	-5100
140,000 TO 159,999	57	6	2	2	9900
160,000 TO 179,999	13	11	5	3	3960
180,000 TO 199,999	103	18	4	4	10725
200,000 TO 249,999	67	43	33	15	5831
250,000 TO 299,999	47	85	55	17	2685
300,000 TO 349,999	30	75	78	30	-3275
350,000 TO 399,999	40	105	79	31	586850
400,000 TO 449,999	40	68	63	23	4040
450,000 TO 499,999	35	85	46	26	8201
500,000 TO 549,999	39	74	58	25	-2323
550,000 TO 599,999	34	87	79	38	7688
600,000 TO 699,999	34	175	117	62	10486
700,000 TO 799,999	31	131	87	39	12248
800,000 TO 899,999	34	114	68	36	8022
900,000 TO 999,999	33	89	45	21	16476
1,000,000 TO 1,999,999	46	402	77	52	50476
MORE THAN 2,000,000	43	199	27	21	88912
TOTALS	38	1780	929	450	60731

LISTINGS
7,239**2020 RMLS TOTAL - \$ VOLUME**
\$3,333,369,000**SALES**
4,832

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 JUNE 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	60	112	99	128	169	568	466	1,034
TOTAL ACTIVE LISTINGS	69	155	127	120	236	707	617	1,324
AVERAGE DAYS ON MARKET	77	66	65	64	70	68	91	79
AVERAGE LIST PRICE IN THOUSANDS	756.1	1,709.3	1,761.4	1,003.6	2,041.8	1,616.8	1,114.3	1,382.7
MEDIAN LIST PRICE IN THOUSANDS	629.0	1,399.9	1,114.0	845.0	1,259.0	1,125.0	589.0	879.0
BOMS	16	27	18	43	45	149	97	246
AVERAGE BOM PRICE IN THOUSANDS	630.8	1,228.5	853.0	919.9	1,348.2	1,066.1	642.4	899.0
BOM TO SALE RATIO	26.7	52.9	27.3	51.2	48.9	42.2	27.3	34.7
EXPIRATIONS	5	15	12	9	16	57	66	123
PENDING SALES								
NEW ESCROWS OPENED	72	88	92	133	154	539	543	1,082
TOTAL YTD ESCROWS OPENED	329	366	320	524	560	2,099	2,156	4,255
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	31	35	39	24	37	33	48	41
NEW OPEN ESCROWS AVERAGE LIST PRICE	581.6	1,281.2	1,417.7	797.7	1,145.4	1,052.9	611.2	831.2
CLOSED SALES								
NEW ESCROWS CLOSED	60	51	66	84	92	353	355	708
TOTAL YTD ESCROWS CLOSED	309	338	262	452	487	1,848	1,828	3,676
VOLUME OF NEW SALE DOLLARS IN MILLIONS	35.707	60.4636	86.026	66.718	89.635	338.550	203.28024	541.830
VOLUME OF TOTAL YTD SALES IN MILLIONS	180.145	400.5466	317.444	356.539	495.588	1,750.262	1,020.059	2,770.321
AVERAGE SALE PRICE IN THOUSANDS	595.1	1,185.6	1,303.4	794.3	974.3	959.1	572.6	765.3
MEDIAN SALE PRICE IN THOUSANDS	582.0	956.0	820.0	750.0	731.0	741.0	387.0	620.0
COOP SALES	47	47	54	78	81	307	304	611
PERCENT OF COOP SALES	78.3	92.2	81.8	92.9	88.0	87.0	85.6	86.3
AVERAGE DAYS ON MARKET	28	38	27	34	34	41	38	38
SALES AT LIST PRICE	40	23	32	44	43	182	238	420
PERCENT OF SALES AT LIST PRICE	66.7	45.1	48.5	52.4	46.7	51.6	67	59.3
SALES TO LISTING INVENTORY RATIO	87.0	32.9	52.0	70.0	39.0	49.9	57.5	53.5
FINAL SALE TO NEW LISTING RATIO	100.0	45.5	66.7	65.6	54.4	62.1	76.2	68.5
CLOSED SALES								
FORCLOSURE/REO	0	0	1	0	1	2	3	5
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	1	0	2	3	5	8
STANDARD	56	48	62	79	85	330	330	660
OTHER	4	3	2	5	4	18	16	34

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	27	56	46	38	60	227	137	364
TOTAL ACTIVE LISTINGS	29	60	62	39	67	257	199	456
AVERAGE DAYS ON MARKET	81	53	77	44	76	67	79	72
AVERAGE LIST PRICE IN THOUSANDS	435.6	668.0	464.7	536.0	664.7	571.8	671.2	615.2
MEDIAN LIST PRICE IN THOUSANDS	409.9	605.0	415.0	510.0	549.0	497.5	522.0	500.0
BOMS	7	9	10	9	21	56	35	91
AVERAGE BOM PRICE IN THOUSANDS	404.5	616.1	572.2	488.5	507.7	520.6	459.3	497.0
BOM TO SALE RATIO	30.4	39.1	41.7	32.1	63.6	42.7	38.9	41.2
EXPIRATIONS	4	3	5	1	5	18	29	47
PENDING SALES								
NEW ESCROWS OPENED	26	49	41	38	56	210	137	347
TOTAL YTD ESCROWS OPENED	112	190	136	135	198	771	538	1,309
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	47	25	48	32	35	36	55	44
NEW OPEN ESCROWS AVERAGE LIST PRICE	456.6	666.0	578.9	616.0	516.3	574.1	507.9	548.0
CLOSED SALES								
NEW ESCROWS CLOSED	23	23	24	28	33	131	90	221
TOTAL YTD ESCROWS CLOSED	94	172	120	124	176	686	470	1,156
VOLUME OF NEW SALE DOLLARS IN MILLIONS	9.509	14.8766	10.880	14.156	16.341	65.762	38.25624	104.018
VOLUME OF TOTAL YTD SALES IN MILLIONS	36.649	102.7996	58.254	64.152	80.608	342.462	220.585	563.048
AVERAGE SALE PRICE IN THOUSANDS	413.4	646.8	453.3	505.6	495.2	502.0	425.1	470.7
MEDIAN SALE PRICE IN THOUSANDS	400.0	640.0	410.0	470.0	445.0	460.0	419.0	449.0
COOP SALES	16	23	21	26	30	116	81	197
PERCENT OF COOP SALES	69.6	100.0	87.5	92.9	90.9	88.5	90.0	89.1
AVERAGE DAYS ON MARKET	48	31	37	43	39	42	40	40
SALES AT LIST PRICE	14	15	14	17	15	75	57	132
PERCENT OF SALES AT LIST PRICE	60.9	65.2	58.3	60.7	45.5	57.3	63.3	59.7
SALES TO LISTING INVENTORY RATIO	79.3	38.3	38.7	71.8	49.3	51.0	45.2	48.5
FINAL SALE TO NEW LISTING RATIO	85.2	41.1	52.2	73.7	55.0	57.7	65.7	60.7
CLOSED SALES								
FORCLOSURE/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	1	2
STANDARD	22	23	23	27	29	124	87	211
OTHER	1	0	1	1	2	5	1	6