

RESIDENTIAL
PROPERTIES LISTED**1,545****JULY 2020 SFV RESIDENTIAL MLS SUMMARY**

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED**1,441**RESIDENTIAL PROP.
ESCROW CLOSED**1,221**

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY								
NEW LISTINGS	100	193	152	188	245	878	667	1,545
TOTAL ACTIVE LISTINGS	99	242	172	138	288	939	783	1,722
AVERAGE DAYS ON MARKET	74	52	61	49	73	62	80	70
AVERAGE LIST PRICE IN THOUSANDS	655.1	1,406.3	1,382.9	884.9	1,840.8	1,379.4	1,994.8	1,659.2
MEDIAN LIST PRICE IN THOUSANDS	574.5	1,169.0	777.5	740.0	1,099.0	850.0	610.0	750.0
BOMS	25	33	38	55	81	232	171	403
AVERAGE BOM PRICE IN THOUSANDS	535.2	1,317.2	975.9	813.6	1,158.4	1,002.2	670.4	861.4
BOM TO SALE RATIO	28.1	28.7	29.2	37.4	49.7	36.0	29.6	33.0
EXPIRATIONS	4	19	16	10	12	61	52	113
PENDING SALES								
NEW ESCROWS OPENED	103	134	138	197	234	806	635	1,441
TOTAL YTD ESCROWS OPENED	539	686	590	842	970	3,627	3,265	6,892
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	29	30	31	32	34	32	40	35
NEW OPEN ESCROWS AVERAGE LIST PRICE	567.0	1,149.0	1,053.4	797.0	1,152.9	973.4	599.5	808.6
CLOSED SALES								
NEW ESCROWS CLOSED	89	115	130	147	163	644	577	1,221
TOTAL YTD ESCROWS CLOSED	489	624	512	723	826	3,174	2,864	6,038
VOLUME OF NEW SALE DOLLARS IN MILLIONS	48,725	129,129.6	147,980	115,460	155,591	596,886	322,684.24	919,570
VOLUME OF TOTAL YTD SALES IN MILLIONS	263,619	631,479.6	523,679	536,828	731,668	2,687,273	1,554,959	4,242,232
AVERAGE SALE PRICE IN THOUSANDS	547.5	1,122.9	1,138.3	785.4	954.5	926.8	559.2	753.1
MEDIAN SALE PRICE IN THOUSANDS	550.0	830.0	715.0	735.0	799.0	728.5	440.0	610.0
COOP SALES	68	105	110	133	144	560	514	1,074
PERCENT OF COOP SALES	76.4	91.3	84.6	90.5	88.3	87.0	89.1	88.0
AVERAGE DAYS ON MARKET	36	28	35	26	34	32	37	34
SALES AT LIST PRICE	68	60	71	102	84	385	343	728
PERCENT OF SALES AT LIST PRICE	76.4	52.2	54.6	69.4	51.5	59.8	59.4	59.6
SALES TO LISTING INVENTORY RATIO	89.9	47.5	75.6	106.5	56.6	68.6	73.7	70.9
FINAL SALE TO NEW LISTING RATIO	89.0	59.6	85.5	78.2	66.5	73.3	86.5	79.0
CLOSED SALES								
FORCLOSURE/REO	0	0	1	4	0	5	9	14
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	1	0	2	0	0	3	3	6
STANDARD	85	106	121	137	156	605	542	1,147
OTHER	3	9	6	6	7	31	23	54

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	17	2	5	4	406625 51.7
100,000 TO 109,999	0	1	0	0	-0 -0
110,000 TO 119,999	0	2	0	0	-0 -0
120,000 TO 139,999	56	6	3	3	16600 11.1
140,000 TO 159,999	122	11	3	3	16000 9.4
160,000 TO 179,999	55	13	9	8	15589 7.6
180,000 TO 199,999	91	14	13	10	14103 6.3
200,000 TO 249,999	57	43	26	10	1647 0.4
250,000 TO 299,999	45	59	77	31	-2706 -13.3
300,000 TO 349,999	37	75	79	22	40379 -11.1
350,000 TO 399,999	44	93	77	27	-5526 -13.8
400,000 TO 449,999	23	70	77	22	898 -0
450,000 TO 499,999	33	84	70	29	-1139 -0.6
500,000 TO 549,999	24	70	76	25	1572 0.1
550,000 TO 599,999	29	97	76	26	-867 -0.4
600,000 TO 699,999	29	153	162	67	604 -0.2
700,000 TO 799,999	22	139	110	48	-4291 -0.8
800,000 TO 899,999	33	108	87	39	8882 0.7
900,000 TO 999,999	26	58	53	21	3672 0.1
1,000,000 TO 1,999,999	39	412	165	104	100588 2.3
MORE THAN 2,000,000	46	212	53	44	65321 -13.2
TOTALS	34	1722	1221	543	22074 -2.4

LISTINGS
8,837**2020 RMLS TOTAL - \$ VOLUME**
\$4,242,232,000**SALES**
6,038

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 JULY 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	79	134	105	158	191	667	498	1,165
TOTAL ACTIVE LISTINGS	79	172	114	104	220	689	567	1,256
AVERAGE DAYS ON MARKET	67	55	64	47	70	61	85	72
AVERAGE LIST PRICE IN THOUSANDS	708.1	1,705.9	1,814.3	997.9	2,197.9	1,659.7	2,475.4	2,027.9
MEDIAN LIST PRICE IN THOUSANDS	595.0	1,399.0	1,199.0	810.0	1,250.0	1,125.0	649.9	889.0
BOMS	19	25	29	41	60	174	132	306
AVERAGE BOM PRICE IN THOUSANDS	580.0	1,555.9	1,155.7	864.2	1,357.0	1,151.1	708.4	960.1
BOM TO SALE RATIO	33.3	33.3	31.9	32.5	48.0	36.7	28.2	32.5
EXPIRATIONS	4	16	10	8	12	50	37	87
PENDING SALES								
NEW ESCROWS OPENED	75	94	99	165	186	619	499	1,118
TOTAL YTD ESCROWS OPENED	400	458	415	682	727	2,682	2,608	5,290
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	30	32	28	33	35	32	40	36
NEW OPEN ESCROWS AVERAGE LIST PRICE	608.8	1,398.0	1,261.1	833.3	1,319.3	1,106.3	616.9	887.9
CLOSED SALES								
NEW ESCROWS CLOSED	57	75	91	126	125	474	468	942
TOTAL YTD ESCROWS CLOSED	363	412	353	578	613	2,319	2,287	4,606
VOLUME OF NEW SALE DOLLARS IN MILLIONS	34.181	101.9536	129.696	104.521	132.161	502.512	263.93424	766.446
VOLUME OF TOTAL YTD SALES IN MILLIONS	212.426	501.5046	447.140	461.261	628.154	2,250.484	1,276.194	3,526.678
AVERAGE SALE PRICE IN THOUSANDS	599.7	1,359.4	1,425.2	829.5	1,057.3	1,060.2	564.0	813.6
MEDIAN SALE PRICE IN THOUSANDS	570.0	1,040.0	900.0	765.0	850.0	800.0	430.0	660.0
COOP SALES	47	66	75	115	109	412	416	828
PERCENT OF COOP SALES	82.5	88.0	82.4	91.3	87.2	86.9	88.9	87.9
AVERAGE DAYS ON MARKET	32	32	25	34	30	38	34	34
SALES AT LIST PRICE	46	37	46	87	62	278	275	553
PERCENT OF SALES AT LIST PRICE	80.7	49.3	50.5	69	49.6	58.6	58.8	58.7
SALES TO LISTING INVENTORY RATIO	72.2	43.6	79.8	121.2	56.8	68.8	82.5	75.0
FINAL SALE TO NEW LISTING RATIO	72.2	56.0	86.7	79.7	65.4	71.1	94.0	80.9
CLOSED SALES								
FORCLOSURE/REO	0	0	1	4	0	5	8	13
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	2	0	0	2	3	5
STANDARD	54	70	82	117	119	442	440	882
OTHER	3	5	6	5	6	25	17	42

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JULY 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	21	59	47	30	54	211	169	380
TOTAL ACTIVE LISTINGS	20	70	58	34	68	250	216	466
AVERAGE DAYS ON MARKET	100	45	55	53	84	64	66	65
AVERAGE LIST PRICE IN THOUSANDS	445.5	670.1	535.1	539.1	685.4	607.2	733.2	665.6
MEDIAN LIST PRICE IN THOUSANDS	414.0	600.0	429.5	469.0	499.0	499.0	540.0	519.0
BOMS	6	8	9	14	21	58	39	97
AVERAGE BOM PRICE IN THOUSANDS	393.3	571.5	396.7	665.4	590.9	555.6	541.7	550.0
BOM TO SALE RATIO	18.8	20.0	23.1	66.7	55.3	34.1	35.8	34.8
EXPIRATIONS	0	3	6	2	0	11	15	26
PENDING SALES								
NEW ESCROWS OPENED	28	40	39	32	48	187	136	323
TOTAL YTD ESCROWS OPENED	139	228	175	160	243	945	657	1,602
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	23	24	41	27	28	29	41	34
NEW OPEN ESCROWS AVERAGE LIST PRICE	454.9	563.9	526.2	609.7	508.0	533.2	535.7	534.3
CLOSED SALES								
NEW ESCROWS CLOSED	32	40	39	21	38	170	109	279
TOTAL YTD ESCROWS CLOSED	126	212	159	145	213	855	577	1,432
VOLUME OF NEW SALE DOLLARS IN MILLIONS	14.545	27.1776	18.284	10.938	23.431	94.374	58.74924	153.124
VOLUME OF TOTAL YTD SALES IN MILLIONS	51.193	129.9756	76.538	75.568	103.514	436.788	278.765	715.553
AVERAGE SALE PRICE IN THOUSANDS	454.5	679.4	468.8	520.9	616.6	555.1	539.0	548.8
MEDIAN SALE PRICE IN THOUSANDS	445.0	620.0	410.0	485.0	470.0	485.0	479.0	483.0
COOP SALES	21	39	35	18	35	148	98	246
PERCENT OF COOP SALES	65.6	97.5	89.7	85.7	92.1	87.1	89.9	88.2
AVERAGE DAYS ON MARKET	43	41	33	34	36	33	35	35
SALES AT LIST PRICE	22	23	25	15	22	107	68	175
PERCENT OF SALES AT LIST PRICE	68.8	57.5	64.1	71.4	57.9	62.9	62.4	62.7
SALES TO LISTING INVENTORY RATIO	160.0	57.1	67.2	61.8	55.9	68.0	50.5	59.9
FINAL SALE TO NEW LISTING RATIO	152.4	67.8	83.0	70.0	70.4	80.6	64.5	73.4
CLOSED SALES								
FORCLOSURE/REO	0	0	0	0	0	0	1	1
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	1	0	0	0	0	1	0	1
STANDARD	31	36	39	20	37	163	102	265
OTHER	0	4	0	1	1	6	6	12