

RESIDENTIAL
PROPERTIES LISTED

1,555

AUGUST 2020 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

1,439

RESIDENTIAL PROP.
ESCROW CLOSED

1,218

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY								
NEW LISTINGS	85	200	128	203	227	843	712	1,555
TOTAL ACTIVE LISTINGS	93	264	165	149	274	945	805	1,750
AVERAGE DAYS ON MARKET	71	53	57	49	67	59	79	68
AVERAGE LIST PRICE IN THOUSANDS	640.5	1,278.6	1,411.6	982.6	1,968.7	1,392.4	1,040.4	1,230.5
MEDIAN LIST PRICE IN THOUSANDS	584.9	950.0	849.0	799.8	1,085.0	850.0	645.0	750.0
BOMS	32	47	33	72	85	269	162	431
AVERAGE BOM PRICE IN THOUSANDS	585.2	855.2	1,050.1	871.2	1,267.9	981.7	767.5	901.2
BOM TO SALE RATIO	44.4	38.2	27.7	49.0	40.1	40.0	29.7	35.4
EXPIRATIONS	7	13	10	7	18	55	47	102
PENDING SALES								
NEW ESCROWS OPENED	95	154	124	196	224	793	646	1,439
TOTAL YTD ESCROWS OPENED	619	831	703	1,012	1,174	4,339	3,848	8,187
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	31	29	40	28	40	34	32	33
NEW OPEN ESCROWS AVERAGE LIST PRICE	562.0	1,050.6	1,110.9	760.8	1,106.9	945.8	622.2	800.5
CLOSED SALES								
NEW ESCROWS CLOSED	72	123	119	147	212	673	545	1,218
TOTAL YTD ESCROWS CLOSED	559	745	630	868	1,037	3,839	3,396	7,235
VOLUME OF NEW SALE DOLLARS IN MILLIONS	38.785	140.2806	127.579	108.965	224.976	640.585	328.14524	968.729
VOLUME OF TOTAL YTD SALES IN MILLIONS	300.960	771.0476	649.968	644.503	953.039	3,319.516	1,874.073	5,193.590
AVERAGE SALE PRICE IN THOUSANDS	538.7	1,140.5	1,072.1	741.3	1,061.2	951.8	602.1	795.3
MEDIAN SALE PRICE IN THOUSANDS	553.0	870.0	720.0	715.0	879.5	732.0	450.1	630.0
COOP SALES	64	108	106	125	183	586	462	1,048
PERCENT OF COOP SALES	88.9	87.8	89.1	85.0	86.3	87.1	84.8	86.0
AVERAGE DAYS ON MARKET	30	32	38	27	36	33	43	38
SALES AT LIST PRICE	56	73	67	97	116	409	351	760
PERCENT OF SALES AT LIST PRICE	77.8	59.3	56.3	66	54.7	60.8	64.4	62.4
SALES TO LISTING INVENTORY RATIO	77.4	46.6	72.1	98.7	77.4	71.2	67.7	69.6
FINAL SALE TO NEW LISTING RATIO	84.7	61.5	93.0	72.4	93.4	79.8	76.5	78.3
CLOSED SALES								
FORCLOSURE/REO	1	2	0	0	1	4	5	9
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	1	0	1	2	4	6
STANDARD	68	118	106	134	196	622	516	1,138
OTHER	3	3	12	13	14	45	19	64

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	237	3	3	2	199633	38.3
100,000 TO 109,999	0	0	0	0	-0	-0
110,000 TO 119,999	0	5	0	0	-0	-0
120,000 TO 139,999	92	4	6	3	1820	0.7
140,000 TO 159,999	0	11	0	0	-0	-0
160,000 TO 179,999	116	11	5	5	19000	8.8
180,000 TO 199,999	134	8	5	5	39395	14.7
200,000 TO 249,999	66	36	26	12	1738	-45.4
250,000 TO 299,999	49	74	61	29	785	-14.5
300,000 TO 349,999	39	67	74	27	4810	1
350,000 TO 399,999	39	100	86	32	-460	-0.5
400,000 TO 449,999	30	71	71	21	-1336	-0.5
450,000 TO 499,999	36	95	78	26	791	-0.2
500,000 TO 549,999	28	56	64	26	3090	0.3
550,000 TO 599,999	39	99	81	35	-9598	-14.5
600,000 TO 699,999	32	162	148	52	-9967	-8.2
700,000 TO 799,999	25	142	121	37	-10174	-1.8
800,000 TO 899,999	31	105	79	32	7423	0.5
900,000 TO 999,999	31	80	54	22	-2631	-1.1
1,000,000 TO 1,999,999	38	409	204	116	26257	1.5
MORE THAN 2,000,000	54	212	52	37	57251	-16.8
TOTALS	38	1750	1218	519	5774	-3.9

LISTINGS
10,4272020 RMLS TOTAL - \$ VOLUME
\$5,193,590,000SALES
7,235

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 AUGUST 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	60	125	88	159	165	597	569	1,166
TOTAL ACTIVE LISTINGS	74	165	111	117	199	666	593	1,259
AVERAGE DAYS ON MARKET	69	56	61	51	68	61	81	70
AVERAGE LIST PRICE IN THOUSANDS	681.4	1,644.3	1,889.7	1,092.9	2,472.6	1,728.9	1,148.3	1,455.4
MEDIAN LIST PRICE IN THOUSANDS	597.0	1,299.9	1,299.0	885.0	1,349.0	1,150.0	675.0	899.0
BOMS	23	29	23	57	65	197	127	324
AVERAGE BOM PRICE IN THOUSANDS	642.2	1,027.5	1,326.6	930.8	1,463.4	1,133.3	803.8	1,004.1
BOM TO SALE RATIO	46.0	34.5	26.4	50.9	40.1	39.8	29.6	35.1
EXPIRATIONS	5	11	9	7	16	48	37	85
PENDING SALES								
NEW ESCROWS OPENED	66	107	83	149	176	581	514	1,095
TOTAL YTD ESCROWS OPENED	453	559	491	809	886	3,198	3,071	6,269
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	21	30	38	25	38	31	31	31
NEW OPEN ESCROWS AVERAGE LIST PRICE	618.0	1,262.5	1,389.2	840.9	1,247.2	1,094.6	642.3	882.3
CLOSED SALES								
NEW ESCROWS CLOSED	50	84	87	112	162	495	429	924
TOTAL YTD ESCROWS CLOSED	412	495	439	688	776	2,810	2,705	5,515
VOLUME OF NEW SALE DOLLARS IN MILLIONS	29.089	118.0866	105.534	90.137	197.430	540.276	267.87124	808.147
VOLUME OF TOTAL YTD SALES IN MILLIONS	240.715	619.5776	551.384	550.098	826.437	2,788.210	1,536.209	4,324.419
AVERAGE SALE PRICE IN THOUSANDS	581.8	1,405.8	1,213.0	804.8	1,218.7	1,091.5	624.4	874.6
MEDIAN SALE PRICE IN THOUSANDS	575.0	1,075.0	890.0	753.4	1,050.0	852.0	460.0	700.0
COOP SALES	44	73	76	95	140	428	365	793
PERCENT OF COOP SALES	88.0	86.9	87.4	84.8	86.4	86.5	85.1	85.8
AVERAGE DAYS ON MARKET	28	35	27	37	34	41	37	37
SALES AT LIST PRICE	42	45	47	77	87	298	275	573
PERCENT OF SALES AT LIST PRICE	84	53.6	54	68.8	53.7	60.2	64.1	62
SALES TO LISTING INVENTORY RATIO	67.6	50.9	78.4	95.7	81.4	74.3	72.3	73.4
FINAL SALE TO NEW LISTING RATIO	83.3	67.2	98.9	70.4	98.2	82.9	75.4	79.2
CLOSED SALES								
FORCLOSURE/REO	1	2	0	0	1	4	4	8
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	1	0	1	2	3	5
STANDARD	47	79	75	101	151	453	408	861
OTHER	2	3	11	11	9	36	13	49

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	25	75	40	44	62	246	143	389
TOTAL ACTIVE LISTINGS	19	99	54	32	75	279	212	491
AVERAGE DAYS ON MARKET	78	48	47	39	65	53	74	62
AVERAGE LIST PRICE IN THOUSANDS	481.2	669.0	428.6	579.4	631.6	589.3	738.6	653.8
MEDIAN LIST PRICE IN THOUSANDS	427.0	599.9	395.0	485.0	450.0	485.0	559.0	520.0
BOMS	9	18	10	15	20	72	35	107
AVERAGE BOM PRICE IN THOUSANDS	439.3	577.7	414.0	644.6	632.6	566.9	636.0	589.5
BOM TO SALE RATIO	40.9	46.2	31.3	42.9	40.0	40.4	30.2	36.4
EXPIRATIONS	2	2	1	0	2	7	10	17
PENDING SALES								
NEW ESCROWS OPENED	29	47	41	47	48	212	132	344
TOTAL YTD ESCROWS OPENED	166	272	212	203	288	1,141	777	1,918
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	53	27	43	36	49	41	34	38
NEW OPEN ESCROWS AVERAGE LIST PRICE	434.8	568.4	547.4	506.9	592.3	537.8	543.7	540.1
CLOSED SALES								
NEW ESCROWS CLOSED	22	39	32	35	50	178	116	294
TOTAL YTD ESCROWS CLOSED	147	250	191	180	261	1,029	691	1,720
VOLUME OF NEW SALE DOLLARS IN MILLIONS	9.696	22.1936	22.046	18.828	27.545	100.309	60.27424	160.583
VOLUME OF TOTAL YTD SALES IN MILLIONS	60.245	151.4706	98.584	94.406	126.602	531.307	337.864	869.171
AVERAGE SALE PRICE IN THOUSANDS	440.7	569.1	688.9	537.9	550.9	563.5	519.6	546.2
MEDIAN SALE PRICE IN THOUSANDS	418.0	529.9	421.0	515.0	528.9	495.0	435.0	472.0
COOP SALES	20	35	30	30	43	158	97	255
PERCENT OF COOP SALES	90.9	89.7	93.8	85.7	86.0	88.8	83.6	86.7
AVERAGE DAYS ON MARKET	32	48	27	32	32	49	39	39
SALES AT LIST PRICE	14	28	20	20	29	111	76	187
PERCENT OF SALES AT LIST PRICE	63.6	71.8	62.5	57.1	58	62.4	65.5	63.6
SALES TO LISTING INVENTORY RATIO	115.8	39.4	59.3	109.4	66.7	63.8	54.7	59.9
FINAL SALE TO NEW LISTING RATIO	88.0	52.0	80.0	79.5	80.6	72.4	81.1	75.6
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	1	1
STANDARD	21	39	31	33	45	169	108	277
OTHER	1	0	1	2	5	9	6	15