

RESIDENTIAL
PROPERTIES LISTED

1,573

SEPTEMBER 2020 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

1,405

RESIDENTIAL PROP.
ESCROW CLOSED

1,256

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY								
NEW LISTINGS	100	177	153	213	226	869	704	1,573
TOTAL ACTIVE LISTINGS	108	252	175	147	258	940	832	1,772
AVERAGE DAYS ON MARKET	59	55	64	37	66	57	70	63
AVERAGE LIST PRICE IN THOUSANDS	649.9	1,315.9	1,236.3	955.0	1,893.1	1,326.6	1,029.1	1,186.9
MEDIAN LIST PRICE IN THOUSANDS	595.0	948.9	750.0	799.0	995.0	800.0	645.0	738.0
BOMS	36	41	45	70	80	272	216	488
AVERAGE BOM PRICE IN THOUSANDS	626.5	1,106.9	1,042.7	829.1	1,273.9	1,010.4	683.6	865.7
BOM TO SALE RATIO	42.4	27.7	41.3	39.1	41.2	38.0	39.9	38.9
EXPIRATIONS	6	21	13	17	25	82	61	143
PENDING SALES								
NEW ESCROWS OPENED	89	149	130	203	206	777	628	1,405
TOTAL YTD ESCROWS OPENED	696	974	822	1,206	1,360	5,058	4,399	9,457
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	29	30	23	21	27	26	33	29
NEW OPEN ESCROWS AVERAGE LIST PRICE	555.3	1,036.3	1,079.8	826.3	1,058.3	939.5	596.2	786.1
CLOSED SALES								
NEW ESCROWS CLOSED	85	148	109	179	194	715	541	1,256
TOTAL YTD ESCROWS CLOSED	641	893	737	1,046	1,228	4,545	3,934	8,479
VOLUME OF NEW SALE DOLLARS IN MILLIONS	48,858	153,219.6	133,537	142,574	206,019	684,206	329,517.24	1,013,724
VOLUME OF TOTAL YTD SALES IN MILLIONS	348,840	924,266.6	782,305	786,432	1,157,285	3,999,128	2,201,098	6,200,226
AVERAGE SALE PRICE IN THOUSANDS	574.8	1,035.3	1,225.1	796.5	1,062.0	956.9	609.1	807.1
MEDIAN SALE PRICE IN THOUSANDS	585.0	875.0	760.0	750.0	825.0	750.0	468.0	649.0
COOP SALES	73	125	90	163	168	619	466	1,085
PERCENT OF COOP SALES	85.9	84.5	82.6	91.1	86.6	86.6	86.1	86.4
AVERAGE DAYS ON MARKET	27	28	42	30	32	32	35	33
SALES AT LIST PRICE	66	98	63	131	119	477	384	861
PERCENT OF SALES AT LIST PRICE	77.6	66.2	57.8	73.2	61.3	66.7	71	68.6
SALES TO LISTING INVENTORY RATIO	78.7	58.7	62.3	121.8	75.2	76.1	65.0	70.9
FINAL SALE TO NEW LISTING RATIO	85.0	83.6	71.2	84.0	85.8	82.3	76.8	79.8
CLOSED SALES								
FORCLOSURE/REO	0	1	0	2	0	3	4	7
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	1	0	0	0	0	1	2	3
STANDARD	79	142	102	173	180	676	515	1,191
OTHER	5	5	7	4	14	35	20	55

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	79	0	1	1	15000	25
100,000 TO 109,999	34	0	1	0	-2000	-1.9
110,000 TO 119,999	0	6	0	0	-0	-0
120,000 TO 139,999	5	6	2	0	-18000	-17.5
140,000 TO 159,999	20	7	1	0	-0	-0
160,000 TO 179,999	126	8	7	4	6725	3.6
180,000 TO 199,999	92	7	7	4	4571	2.1
200,000 TO 249,999	91	34	27	16	6940	2.7
250,000 TO 299,999	47	67	38	12	331	-0.2
300,000 TO 349,999	36	69	77	22	-6928	-12.8
350,000 TO 399,999	25	97	87	24	-3296	-1.1
400,000 TO 449,999	27	80	90	27	-3191	-1
450,000 TO 499,999	29	86	71	20	-5446	-1.4
500,000 TO 549,999	28	85	59	19	-1348	-0.5
550,000 TO 599,999	26	102	85	23	-6870	-1.4
600,000 TO 699,999	23	184	157	39	-12851	-2.3
700,000 TO 799,999	32	144	130	41	-10919	-1.7
800,000 TO 899,999	25	108	101	34	-12456	-1.9
900,000 TO 999,999	37	94	64	23	-5057	-1.3
1,000,000 TO 1,999,999	36	392	203	108	19674	-3.7
MORE THAN 2,000,000	50	196	48	31	119728	-35.3
TOTALS	33	1772	1256	448	1948	-3.6

LISTINGS
12,0552020 RMLS TOTAL - \$ VOLUME
\$6,200,226,000SALES
8,479

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 SEPTEMBER 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	73	114	99	169	177	632	531	1,163
TOTAL ACTIVE LISTINGS	86	159	113	117	185	660	603	1,263
AVERAGE DAYS ON MARKET	60	58	70	41	65	59	74	66
AVERAGE LIST PRICE IN THOUSANDS	697.9	1,696.4	1,679.3	1,053.7	2,394.9	1,645.2	1,131.7	1,400.1
MEDIAN LIST PRICE IN THOUSANDS	599.9	1,425.0	1,119.0	889.5	1,249.0	1,069.0	649.9	875.0
BOMS	30	26	34	57	64	211	166	377
AVERAGE BOM PRICE IN THOUSANDS	646.5	1,335.5	1,149.9	893.3	1,472.9	1,129.8	711.8	945.8
BOM TO SALE RATIO	49.2	28.0	44.7	39.0	43.0	40.2	38.6	39.5
EXPIRATIONS	2	11	11	11	21	56	44	100
PENDING SALES								
NEW ESCROWS OPENED	65	97	83	165	162	572	495	1,067
TOTAL YTD ESCROWS OPENED	511	652	569	969	1,032	3,733	3,502	7,235
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	31	30	20	22	26	25	31	28
NEW OPEN ESCROWS AVERAGE LIST PRICE	607.8	1,272.3	1,390.0	881.5	1,210.7	1,083.7	618.1	867.7
CLOSED SALES								
NEW ESCROWS CLOSED	61	93	76	146	149	525	430	955
TOTAL YTD ESCROWS CLOSED	472	588	513	836	923	3,332	3,132	6,464
VOLUME OF NEW SALE DOLLARS IN MILLIONS	37.955	120.6736	116.313	125.051	182.250	582.242	272.10024	854.341
VOLUME OF TOTAL YTD SALES IN MILLIONS	278.065	740.2506	666.497	677.377	1,006.973	3,369.162	1,806.522	5,175.683
AVERAGE SALE PRICE IN THOUSANDS	622.2	1,297.6	1,530.4	856.5	1,223.2	1,109.0	632.8	894.6
MEDIAN SALE PRICE IN THOUSANDS	600.0	1,186.0	920.0	785.0	910.0	830.0	468.0	715.0
COOP SALES	49	79	63	132	129	452	366	818
PERCENT OF COOP SALES	80.3	84.9	82.9	90.4	86.6	86.1	85.1	85.7
AVERAGE DAYS ON MARKET	23	41	29	31	30	35	33	
SALES AT LIST PRICE	46	57	45	110	93	351	310	661
PERCENT OF SALES AT LIST PRICE	75.4	61.3	59.2	75.3	62.4	66.9	72.1	69.2
SALES TO LISTING INVENTORY RATIO	70.9	58.5	67.3	124.8	80.5	79.5	71.3	75.6
FINAL SALE TO NEW LISTING RATIO	83.6	81.6	76.8	86.4	84.2	83.1	81.0	82.1
CLOSED SALES								
FORCLOSURE/REO	0	1	0	2	0	3	4	7
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	2	2
STANDARD	57	87	72	141	136	493	406	899
OTHER	4	5	4	3	13	29	18	47

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	27	63	54	44	49	237	173	410
TOTAL ACTIVE LISTINGS	22	93	62	30	73	280	229	509
AVERAGE DAYS ON MARKET	57	50	53	21	69	53	60	56
AVERAGE LIST PRICE IN THOUSANDS	461.9	665.5	429.0	570.1	621.5	575.4	758.7	657.9
MEDIAN LIST PRICE IN THOUSANDS	414.0	620.0	390.0	529.9	450.0	499.9	629.0	530.0
BOMS	6	15	11	13	16	61	50	111
AVERAGE BOM PRICE IN THOUSANDS	526.8	710.7	711.4	547.9	478.3	597.1	590.0	593.9
BOM TO SALE RATIO	25.0	27.3	33.3	39.4	35.6	32.1	45.0	36.9
EXPIRATIONS	4	10	2	6	4	26	17	43
PENDING SALES								
NEW ESCROWS OPENED	24	52	47	38	44	205	133	338
TOTAL YTD ESCROWS OPENED	185	322	253	237	328	1,325	897	2,222
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	22	31	27	17	31	26	38	31
NEW OPEN ESCROWS AVERAGE LIST PRICE	413.2	596.0	532.1	586.7	497.2	537.0	514.9	528.3
CLOSED SALES								
NEW ESCROWS CLOSED	24	55	33	33	45	190	111	301
TOTAL YTD ESCROWS CLOSED	169	305	224	210	305	1,213	802	2,015
VOLUME OF NEW SALE DOLLARS IN MILLIONS	10.903	32.5476	17.224	17.523	23.769	101.965	57.41824	159.382
VOLUME OF TOTAL YTD SALES IN MILLIONS	70.776	184.0166	115.808	109.055	150.311	629.966	394.577	1,024.543
AVERAGE SALE PRICE IN THOUSANDS	454.3	591.8	521.9	531.0	528.2	536.7	517.3	529.5
MEDIAN SALE PRICE IN THOUSANDS	395.0	584.0	470.0	460.0	474.0	475.0	465.0	475.0
COOP SALES	24	46	27	31	39	167	100	267
PERCENT OF COOP SALES	100.0	83.6	81.8	93.9	86.7	87.9	90.1	88.7
AVERAGE DAYS ON MARKET	38	45	35	36	36	35	35	
SALES AT LIST PRICE	20	41	18	21	26	126	74	200
PERCENT OF SALES AT LIST PRICE	83.3	74.5	54.5	63.6	57.8	66.3	66.7	66.4
SALES TO LISTING INVENTORY RATIO	109.1	59.1	53.2	110.0	61.6	67.9	48.5	59.1
FINAL SALE TO NEW LISTING RATIO	88.9	87.3	61.1	75.0	91.8	80.2	64.2	73.4
CLOSED SALES								
FORCLOSURE/REO	0	0	0	0	0	0	0	0
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	1	0	0	0	0	1	0	1
STANDARD	22	55	30	32	44	183	109	292
OTHER	1	0	3	1	1	6	2	8