

RESIDENTIAL
PROPERTIES LISTED

1,636

OCTOBER 2020 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

1,375

RESIDENTIAL PROP.
ESCROW CLOSED

1,300

| | EN | ES | CS | WN | WS | SFV TOT | EXT | TOTAL |
|---|---------|------------|---------|---------|-----------|-----------|-----------|-----------|
| ACTIVE INVENTORY | | | | | | | | |
| NEW LISTINGS | 111 | 180 | 162 | 208 | 226 | 887 | 749 | 1,636 |
| TOTAL ACTIVE LISTINGS | 122 | 250 | 200 | 161 | 273 | 1,006 | 895 | 1,901 |
| AVERAGE DAYS ON MARKET | 63 | 56 | 60 | 41 | 69 | 59 | 72 | 65 |
| AVERAGE LIST PRICE IN THOUSANDS | 630.9 | 1,330.1 | 1,146.4 | 1,027.5 | 1,891.8 | 1,312.8 | 1,019.8 | 1,174.8 |
| MEDIAN LIST PRICE IN THOUSANDS | 575.0 | 925.0 | 725.0 | 800.0 | 1,089.9 | 820.0 | 649.0 | 749.0 |
| BOMS | 51 | 48 | 45 | 72 | 76 | 292 | 178 | 470 |
| AVERAGE BOM PRICE IN THOUSANDS | 590.1 | 1,139.0 | 882.9 | 803.2 | 1,042.0 | 895.6 | 647.1 | 801.5 |
| BOM TO SALE RATIO | 68.9 | 35.0 | 34.6 | 35.8 | 39.8 | 39.8 | 31.4 | 36.2 |
| EXPIRATIONS | 8 | 13 | 19 | 8 | 9 | 57 | 58 | 115 |
| PENDING SALES | | | | | | | | |
| NEW ESCROWS OPENED | 104 | 136 | 120 | 190 | 197 | 747 | 628 | 1,375 |
| TOTAL YTD ESCROWS OPENED | 782 | 1,100 | 932 | 1,376 | 1,546 | 5,736 | 4,943 | 10,679 |
| NEW OPEN ESCROWS AVERAGE DAYS ON MARKET | 26 | 30 | 29 | 17 | 33 | 27 | 28 | 27 |
| NEW OPEN ESCROWS AVERAGE LIST PRICE | 570.8 | 1,105.2 | 1,048.8 | 779.4 | 937.8 | 894.8 | 642.9 | 779.7 |
| CLOSED SALES | | | | | | | | |
| NEW ESCROWS CLOSED | 74 | 137 | 130 | 201 | 191 | 733 | 567 | 1,300 |
| TOTAL YTD ESCROWS CLOSED | 713 | 1,028 | 867 | 1,241 | 1,418 | 5,267 | 4,482 | 9,749 |
| VOLUME OF NEW SALE DOLLARS IN MILLIONS | 42,552 | 151,3736 | 144,828 | 166,894 | 198,798 | 704,444 | 364,99924 | 1,069,444 |
| VOLUME OF TOTAL YTD SALES IN MILLIONS | 390,305 | 1,074,6276 | 927,127 | 949,012 | 1,356,153 | 4,697,225 | 2,556,353 | 7,253,578 |
| AVERAGE SALE PRICE IN THOUSANDS | 575.0 | 1,104.9 | 1,114.1 | 830.3 | 1,040.8 | 961.0 | 643.7 | 822.6 |
| MEDIAN SALE PRICE IN THOUSANDS | 585.0 | 840.0 | 712.0 | 760.0 | 840.0 | 760.0 | 498.0 | 675.0 |
| COOP SALES | 59 | 125 | 108 | 170 | 166 | 628 | 505 | 1,133 |
| PERCENT OF COOP SALES | 79.7 | 91.2 | 83.1 | 84.6 | 86.9 | 85.7 | 89.1 | 87.2 |
| AVERAGE DAYS ON MARKET | 35 | 32 | 27 | 22 | 28 | 28 | 31 | 29 |
| SALES AT LIST PRICE | 61 | 86 | 86 | 159 | 131 | 523 | 398 | 921 |
| PERCENT OF SALES AT LIST PRICE | 82.4 | 62.8 | 66.2 | 79.1 | 68.6 | 71.4 | 70.2 | 70.8 |
| SALES TO LISTING INVENTORY RATIO | 60.7 | 54.8 | 65.0 | 124.8 | 70.0 | 72.9 | 63.4 | 68.4 |
| FINAL SALE TO NEW LISTING RATIO | 66.7 | 76.1 | 80.2 | 96.6 | 84.5 | 82.6 | 75.7 | 79.5 |
| CLOSED SALES | | | | | | | | |
| FORCLOSURE/REO | 0 | 0 | 0 | 1 | 2 | 3 | 1 | 4 |
| SELLER CONCESSIONS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SHORT SALE | 0 | 0 | 0 | 0 | 2 | 3 | 1 | 4 |
| STANDARD | 71 | 131 | 123 | 183 | 179 | 687 | 540 | 1,227 |
| OTHER | 3 | 6 | 6 | 17 | 7 | 39 | 24 | 63 |

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 | 43 | 2 | 4 | 4 | 415275 |
| 100,000 TO 109,999 | 3 | 0 | 1 | 1 | 1000 |
| 110,000 TO 119,999 | 0 | 6 | 0 | 0 | -0 |
| 120,000 TO 139,999 | 6 | 6 | 1 | 1 | 6490 |
| 140,000 TO 159,999 | 40 | 9 | 6 | 2 | -140 |
| 160,000 TO 179,999 | 51 | 6 | 9 | 4 | 3798 |
| 180,000 TO 199,999 | 48 | 10 | 11 | 5 | 4776 |
| 200,000 TO 249,999 | 33 | 30 | 24 | 10 | -338 |
| 250,000 TO 299,999 | 26 | 67 | 38 | 10 | -3177 |
| 300,000 TO 349,999 | 31 | 81 | 70 | 19 | -5543 |
| 350,000 TO 399,999 | 29 | 99 | 79 | 16 | -7371 |
| 400,000 TO 449,999 | 31 | 85 | 73 | 22 | -4522 |
| 450,000 TO 499,999 | 39 | 94 | 76 | 28 | -103 |
| 500,000 TO 549,999 | 22 | 86 | 51 | 13 | -10017 |
| 550,000 TO 599,999 | 24 | 110 | 82 | 21 | -6428 |
| 600,000 TO 699,999 | 26 | 199 | 157 | 37 | -12381 |
| 700,000 TO 799,999 | 22 | 151 | 156 | 35 | -23778 |
| 800,000 TO 899,999 | 24 | 135 | 122 | 31 | -19454 |
| 900,000 TO 999,999 | 26 | 101 | 76 | 22 | -9268 |
| 1,000,000 TO 1,999,999 | 35 | 409 | 207 | 96 | 12667 |
| MORE THAN 2,000,000 | 46 | 215 | 57 | 39 | -47174 |
| TOTALS | 29 | 1901 | 1300 | 416 | -7479 |

LISTINGS
13,7412020 RMLS TOTAL - \$ VOLUME
\$7,253,578,000SALES
9,749

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 OCTOBER 2020

| ACTIVE INVENTORY | EN | ES | CS | WN | WS | SFV TOT | EXT | TOTAL |
|---|-----------|-----------|-----------|-----------|-----------|----------------|------------|--------------|
| NEW LISTINGS | 78 | 112 | 105 | 157 | 178 | 630 | 587 | 1,217 |
| TOTAL ACTIVE LISTINGS | 88 | 161 | 128 | 127 | 207 | 711 | 649 | 1,360 |
| AVERAGE DAYS ON MARKET | 68 | 61 | 61 | 45 | 69 | 61 | 75 | 68 |
| AVERAGE LIST PRICE IN THOUSANDS | 703.8 | 1,684.3 | 1,521.2 | 1,139.6 | 2,318.3 | 1,620.9 | 1,130.8 | 1,387.0 |
| MEDIAN LIST PRICE IN THOUSANDS | 619.5 | 1,349.0 | 985.0 | 850.0 | 1,325.0 | 1,049.0 | 650.0 | 879.0 |
| BOMS | 40 | 30 | 30 | 58 | 61 | 219 | 139 | 358 |
| AVERAGE BOM PRICE IN THOUSANDS | 629.7 | 1,427.8 | 1,127.8 | 864.3 | 1,173.7 | 1,020.9 | 662.7 | 881.8 |
| BOM TO SALE RATIO | 70.2 | 31.3 | 35.3 | 36.7 | 39.9 | 39.9 | 31.6 | 36.2 |
| EXPIRATIONS | 6 | 10 | 17 | 6 | 6 | 45 | 40 | 85 |
| PENDING SALES | | | | | | | | |
| NEW ESCROWS OPENED | 80 | 80 | 74 | 142 | 151 | 527 | 512 | 1,039 |
| TOTAL YTD ESCROWS OPENED | 579 | 724 | 639 | 1,095 | 1,176 | 4,213 | 3,943 | 8,156 |
| NEW OPEN ESCROWS AVERAGE DAYS ON MARKET | 28 | 28 | 31 | 17 | 29 | 26 | 27 | 26 |
| NEW OPEN ESCROWS AVERAGE LIST PRICE | 617.7 | 1,466.4 | 1,396.3 | 857.9 | 1,034.3 | 1,040.0 | 660.7 | 853.1 |
| CLOSED SALES | | | | | | | | |
| NEW ESCROWS CLOSED | 57 | 96 | 85 | 158 | 153 | 549 | 440 | 989 |
| TOTAL YTD ESCROWS CLOSED | 526 | 683 | 598 | 989 | 1,075 | 3,871 | 3,560 | 7,431 |
| VOLUME OF NEW SALE DOLLARS IN MILLIONS | 35,018 | 127,111.6 | 120,535 | 141,964 | 178,436 | 603,064 | 285,171.24 | 888,234 |
| VOLUME OF TOTAL YTD SALES IN MILLIONS | 311,446 | 866,679.6 | 787,026 | 815,702 | 1,185,281 | 3,966,133 | 2,084,869 | 6,051,001 |
| AVERAGE SALE PRICE IN THOUSANDS | 614.3 | 1,324.1 | 1,418.1 | 898.5 | 1,166.2 | 1,098.5 | 648.1 | 898.1 |
| MEDIAN SALE PRICE IN THOUSANDS | 605.0 | 1,000.0 | 860.0 | 830.0 | 910.0 | 841.0 | 495.0 | 740.0 |
| COOP SALES | 43 | 85 | 67 | 132 | 132 | 459 | 388 | 847 |
| PERCENT OF COOP SALES | 75.4 | 88.5 | 78.8 | 83.5 | 86.3 | 83.6 | 88.2 | 85.6 |
| AVERAGE DAYS ON MARKET | 32 | 21 | 24 | 29 | 27 | 30 | 28 | 32 |
| SALES AT LIST PRICE | 47 | 59 | 57 | 125 | 107 | 395 | 321 | 716 |
| PERCENT OF SALES AT LIST PRICE | 82.5 | 61.5 | 67.1 | 79.1 | 69.9 | 71.9 | 73 | 72.4 |
| SALES TO LISTING INVENTORY RATIO | 64.8 | 59.6 | 66.4 | 124.4 | 73.9 | 77.2 | 67.8 | 72.7 |
| FINAL SALE TO NEW LISTING RATIO | 73.1 | 85.7 | 81.0 | 100.6 | 86.0 | 87.1 | 75.0 | 81.3 |
| CLOSED SALES | | | | | | | | |
| FORCLOSURE/REO | 0 | 0 | 0 | 1 | 2 | 3 | 1 | 4 |
| SELLER CONCESSIONS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SHORT SALE | 0 | 0 | 0 | 0 | 2 | 2 | 1 | 3 |
| STANDARD | 55 | 92 | 80 | 144 | 142 | 513 | 416 | 929 |
| OTHER | 2 | 4 | 5 | 13 | 6 | 30 | 21 | 51 |

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2020

| ACTIVE INVENTORY | EN | ES | CS | WN | WS | SFV TOT | EXT | TOTAL |
|---|-----------|-----------|-----------|-----------|-----------|----------------|------------|--------------|
| NEW LISTINGS | 33 | 68 | 57 | 51 | 48 | 257 | 162 | 419 |
| TOTAL ACTIVE LISTINGS | 34 | 89 | 72 | 34 | 66 | 295 | 246 | 541 |
| AVERAGE DAYS ON MARKET | 50 | 47 | 56 | 24 | 70 | 52 | 64 | 58 |
| AVERAGE LIST PRICE IN THOUSANDS | 442.4 | 689.2 | 480.1 | 609.1 | 554.2 | 570.3 | 727.0 | 641.5 |
| MEDIAN LIST PRICE IN THOUSANDS | 399.9 | 649.0 | 419.0 | 496.0 | 439.0 | 499.0 | 594.1 | 532.0 |
| BOMS | 11 | 18 | 15 | 14 | 15 | 73 | 39 | 112 |
| AVERAGE BOM PRICE IN THOUSANDS | 446.2 | 657.7 | 393.1 | 550.3 | 506.4 | 519.8 | 591.5 | 544.7 |
| BOM TO SALE RATIO | 64.7 | 43.9 | 33.3 | 32.6 | 39.5 | 39.7 | 30.7 | 36.0 |
| EXPIRATIONS | 2 | 3 | 2 | 2 | 3 | 12 | 18 | 30 |
| PENDING SALES | | | | | | | | |
| NEW ESCROWS OPENED | 24 | 56 | 46 | 48 | 46 | 220 | 116 | 336 |
| TOTAL YTD ESCROWS OPENED | 203 | 376 | 293 | 281 | 370 | 1,523 | 1,000 | 2,523 |
| NEW OPEN ESCROWS AVERAGE DAYS ON MARKET | 21 | 31 | 26 | 16 | 48 | 29 | 33 | 31 |
| NEW OPEN ESCROWS AVERAGE LIST PRICE | 414.6 | 589.3 | 489.9 | 547.2 | 621.1 | 546.9 | 564.2 | 552.9 |
| CLOSED SALES | | | | | | | | |
| NEW ESCROWS CLOSED | 17 | 41 | 45 | 43 | 38 | 184 | 127 | 311 |
| TOTAL YTD ESCROWS CLOSED | 187 | 345 | 269 | 252 | 343 | 1,396 | 922 | 2,318 |
| VOLUME OF NEW SALE DOLLARS IN MILLIONS | 7,534 | 24,262.6 | 24,293 | 24,930 | 20,362 | 101,381 | 79,828.24 | 181,209 |
| VOLUME OF TOTAL YTD SALES IN MILLIONS | 78,860 | 207,948.6 | 140,101 | 133,310 | 170,873 | 731,092 | 471,485 | 1,202,577 |
| AVERAGE SALE PRICE IN THOUSANDS | 443.2 | 591.8 | 539.8 | 579.8 | 535.8 | 551.0 | 628.6 | 582.7 |
| MEDIAN SALE PRICE IN THOUSANDS | 409.0 | 569.5 | 460.0 | 555.0 | 435.0 | 485.0 | 502.0 | 490.0 |
| COOP SALES | 16 | 40 | 41 | 38 | 34 | 169 | 117 | 286 |
| PERCENT OF COOP SALES | 94.1 | 97.6 | 91.1 | 88.4 | 89.5 | 91.8 | 92.1 | 92.0 |
| AVERAGE DAYS ON MARKET | 44 | 39 | 17 | 27 | 30 | 35 | 32 | 44 |
| SALES AT LIST PRICE | 14 | 27 | 29 | 34 | 24 | 128 | 77 | 205 |
| PERCENT OF SALES AT LIST PRICE | 82.4 | 65.9 | 64.4 | 79.1 | 63.2 | 69.6 | 60.6 | 65.9 |
| SALES TO LISTING INVENTORY RATIO | 50.0 | 46.1 | 62.5 | 126.5 | 57.6 | 62.4 | 51.6 | 57.5 |
| FINAL SALE TO NEW LISTING RATIO | 51.5 | 60.3 | 78.9 | 84.3 | 79.2 | 71.6 | 78.4 | 74.2 |
| CLOSED SALES | | | | | | | | |
| FORCLOSURE/REO | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SELLER CONCESSIONS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SHORT SALE | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 |
| STANDARD | 16 | 39 | 43 | 39 | 37 | 174 | 124 | 298 |
| OTHER | 1 | 2 | 1 | 4 | 1 | 9 | 3 | 12 |