

RESIDENTIAL
PROPERTIES LISTED

1,158

NOVEMBER 2020 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

1,209

RESIDENTIAL PROP.
ESCROW CLOSED

1,183

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY								
NEW LISTINGS	78	136	116	117	181	628	530	1,158
TOTAL ACTIVE LISTINGS	114	221	167	124	264	890	821	1,711
AVERAGE DAYS ON MARKET	72	64	69	56	74	68	81	74
AVERAGE LIST PRICE IN THOUSANDS	617.3	1,309.8	1,264.0	1,085.2	1,775.8	1,319.4	1,064.1	1,196.9
MEDIAN LIST PRICE IN THOUSANDS	575.0	945.0	779.9	800.0	995.0	800.0	664.9	749.9
BOMS	26	34	39	33	65	197	152	349
AVERAGE BOM PRICE IN THOUSANDS	518.6	1,249.6	1,114.0	876.1	1,024.3	989.4	701.4	864.0
BOM TO SALE RATIO	31.3	28.1	37.5	19.6	38.2	30.5	28.3	29.5
EXPIRATIONS	7	18	11	10	13	59	47	106
PENDING SALES								
NEW ESCROWS OPENED	81	131	119	154	174	659	550	1,209
TOTAL YTD ESCROWS OPENED	853	1,224	1,043	1,518	1,703	6,341	5,443	11,784
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	30	37	27	24	30	30	34	32
NEW OPEN ESCROWS AVERAGE LIST PRICE	553.1	981.6	971.1	818.7	1,020.0	899.1	654.3	787.7
CLOSED SALES								
NEW ESCROWS CLOSED	83	121	104	168	170	646	537	1,183
TOTAL YTD ESCROWS CLOSED	792	1,148	966	1,402	1,587	5,895	5,004	10,899
VOLUME OF NEW SALE DOLLARS IN MILLIONS	48,393	131,516.6	104,529	133,670	164,810	582,918	337,101.24	920,019
VOLUME OF TOTAL YTD SALES IN MILLIONS	437,002	1,205,538.6	1,028,801	1,076,675	1,519,749	5,267,766	2,878,236	8,146,002
AVERAGE SALE PRICE IN THOUSANDS	583.1	1,086.9	1,005.1	795.7	969.5	902.3	627.7	777.7
MEDIAN SALE PRICE IN THOUSANDS	570.0	808.9	695.0	775.0	785.0	735.0	490.0	645.0
COOP SALES	72	104	89	149	138	552	476	1,028
PERCENT OF COOP SALES	86.7	86.0	85.6	88.7	81.2	85.4	88.6	86.9
AVERAGE DAYS ON MARKET	29	29	26	20	31	27	29	28
SALES AT LIST PRICE	64	85	59	131	121	460	384	844
PERCENT OF SALES AT LIST PRICE	77.1	70.2	56.7	78	71.2	71.2	71.5	71.3
SALES TO LISTING INVENTORY RATIO	72.8	54.8	62.3	135.5	64.4	72.6	65.4	69.1
FINAL SALE TO NEW LISTING RATIO	106.4	89.0	89.7	143.6	93.9	102.9	101.3	102.2
CLOSED SALES								
FORCLOSURE/REO	0	0	0	0	2	2	3	5
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	1	1
STANDARD	81	116	98	155	159	609	501	1,110
OTHER	2	5	6	12	9	34	31	65

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	0	3	0	0	-0
100,000 TO 109,999	0	0	0	0	-0
110,000 TO 119,999	0	5	0	0	-0
120,000 TO 139,999	26	7	4	2	16758
140,000 TO 159,999	29	6	1	0	-0
160,000 TO 179,999	12	5	3	0	-15000
180,000 TO 199,999	11	8	3	1	-667
200,000 TO 249,999	72	35	27	14	9218
250,000 TO 299,999	37	63	42	11	-4417
300,000 TO 349,999	21	79	58	18	-2209
350,000 TO 399,999	21	91	67	18	-10679
400,000 TO 449,999	23	72	91	18	-11367
450,000 TO 499,999	28	82	74	19	-24545
500,000 TO 549,999	29	63	73	23	-2235
550,000 TO 599,999	26	107	75	15	-19274
600,000 TO 699,999	30	170	153	42	-10754
700,000 TO 799,999	21	144	131	28	-20636
800,000 TO 899,999	24	115	112	32	-11597
900,000 TO 999,999	26	99	60	20	147376
1,000,000 TO 1,999,999	29	345	162	78	21512
MORE THAN 2,000,000	41	212	47	32	226718
TOTALS	28	1711	1183	371	10108

LISTINGS
14,9312020 RMLS TOTAL - \$ VOLUME
\$8,146,002,000SALES
10,899

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 NOVEMBER 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	53	93	79	96	136	457	398	855
TOTAL ACTIVE LISTINGS	83	144	101	97	196	621	599	1,220
AVERAGE DAYS ON MARKET	74	70	80	60	75	72	84	78
AVERAGE LIST PRICE IN THOUSANDS	690.7	1,658.3	1,761.3	1,234.9	2,216.3	1,655.7	1,189.3	1,426.7
MEDIAN LIST PRICE IN THOUSANDS	619.9	1,298.0	1,150.0	865.0	1,329.0	1,049.0	689.9	889.0
BOMS	14	31	28	28	51	152	115	267
AVERAGE BOM PRICE IN THOUSANDS	599.7	1,310.9	1,381.1	926.1	1,134.8	1,128.3	731.0	957.2
BOM TO SALE RATIO	21.2	41.9	43.8	20.9	37.8	32.1	26.5	29.4
EXPIRATIONS	6	15	3	8	12	44	33	77
PENDING SALES								
NEW ESCROWS OPENED	51	85	84	122	134	476	425	901
TOTAL YTD ESCROWS OPENED	625	805	721	1,210	1,294	4,655	4,328	8,983
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	32	33	22	23	25	26	34	30
NEW OPEN ESCROWS AVERAGE LIST PRICE	616.4	1,145.6	1,186.1	879.7	1,159.6	1,031.8	677.3	864.6
CLOSED SALES								
NEW ESCROWS CLOSED	66	74	64	134	135	473	434	907
TOTAL YTD ESCROWS CLOSED	590	756	658	1,117	1,208	4,329	3,980	8,309
VOLUME OF NEW SALE DOLLARS IN MILLIONS	41.242	104.4846	85.036	114.622	145.636	491.020	283.94024	774.960
VOLUME OF TOTAL YTD SALES IN MILLIONS	351.678	970.5436	869.677	925.867	1,329.422	4,447.186	2,363.454	6,810.641
AVERAGE SALE PRICE IN THOUSANDS	624.9	1,411.9	1,328.7	855.4	1,078.8	1,038.1	654.2	854.4
MEDIAN SALE PRICE IN THOUSANDS	585.0	1,125.0	860.0	810.0	850.0	810.0	505.0	710.0
COOP SALES	57	62	54	116	111	400	382	782
PERCENT OF COOP SALES	86.4	83.8	84.4	86.6	82.2	84.6	88.0	86.2
AVERAGE DAYS ON MARKET	25	27	20	30	25	28	27	27
SALES AT LIST PRICE	51	52	36	107	95	341	314	655
PERCENT OF SALES AT LIST PRICE	77.3	70.3	56.3	79.9	70.4	72.1	72.4	72.2
SALES TO LISTING INVENTORY RATIO	79.5	51.4	63.4	138.1	68.9	76.2	72.5	74.3
FINAL SALE TO NEW LISTING RATIO	124.5	79.6	81.0	139.6	99.3	103.5	109.0	106.1
CLOSED SALES								
FORCLOSURE/REO	0	0	0	0	2	2	1	3
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	1	1
STANDARD	64	72	60	124	125	445	407	852
OTHER	2	2	4	10	8	26	24	50

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR NOVEMBER 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	25	43	37	21	45	171	132	303
TOTAL ACTIVE LISTINGS	31	77	66	27	68	269	222	491
AVERAGE DAYS ON MARKET	68	54	51	44	72	58	73	65
AVERAGE LIST PRICE IN THOUSANDS	420.6	657.9	503.2	547.4	506.4	543.2	726.4	626.0
MEDIAN LIST PRICE IN THOUSANDS	385.0	619.5	419.0	489.0	425.0	480.0	620.0	520.0
BOMS	12	3	11	5	14	45	37	82
AVERAGE BOM PRICE IN THOUSANDS	424.1	616.3	434.0	596.4	621.8	520.0	609.7	560.5
BOM TO SALE RATIO	70.6	6.4	27.5	14.7	40.0	26.0	35.9	29.7
EXPIRATIONS	1	3	8	2	1	15	14	29
PENDING SALES								
NEW ESCROWS OPENED	30	46	35	32	40	183	125	308
TOTAL YTD ESCROWS OPENED	228	419	322	308	409	1,686	1,115	2,801
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	27	46	40	27	46	38	32	36
NEW OPEN ESCROWS AVERAGE LIST PRICE	445.3	678.6	455.0	585.8	552.4	553.8	576.2	562.9
CLOSED SALES								
NEW ESCROWS CLOSED	17	47	40	34	35	173	103	276
TOTAL YTD ESCROWS CLOSED	202	392	308	285	379	1,566	1,024	2,590
VOLUME OF NEW SALE DOLLARS IN MILLIONS	7.151	27.0326	19.493	19.048	19.174	91.898	53.16124	145.059
VOLUME OF TOTAL YTD SALES IN MILLIONS	85.325	234.9956	159.124	150.809	190.327	820.579	514.782	1,335.361
AVERAGE SALE PRICE IN THOUSANDS	420.7	575.1	487.3	560.2	547.8	531.2	516.1	525.6
MEDIAN SALE PRICE IN THOUSANDS	405.0	555.0	433.0	520.0	495.0	490.0	465.0	479.0
COOP SALES	15	42	35	33	27	152	94	246
PERCENT OF COOP SALES	88.2	89.4	87.5	97.1	77.1	87.9	91.3	89.1
AVERAGE DAYS ON MARKET	43	23	21	38	30	31	30	30
SALES AT LIST PRICE	13	33	23	24	26	119	70	189
PERCENT OF SALES AT LIST PRICE	76.5	70.2	57.5	70.6	74.3	68.8	68	68.5
SALES TO LISTING INVENTORY RATIO	54.8	61.0	60.6	125.9	51.5	64.3	46.4	56.2
FINAL SALE TO NEW LISTING RATIO	68.0	109.3	108.1	161.9	77.8	101.2	78.0	91.1
CLOSED SALES								
FORCLOSURE/REO	0	0	0	0	0	0	2	2
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0	0
STANDARD	17	44	38	31	34	164	94	258
OTHER	0	3	2	2	1	8	7	15