



**SAN FERNANDO VALLEY**  
**COMPARABLE SALES ANALYSIS 2014-2019**  
 (COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)  
 TOTAL MONTH BY MONTH

	2015				2016				2017				2018				2019				2020			
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST
<b>JAN</b>	1,445	743	387.5	51.4	1,257	760	448.4	60.5	1,255	886	572.0	70.6	1,393	821	539.4	58.9	1,502	750	475.0	42.0	1,186	867	594.5	73.1
<b>FEB</b>	1,397	786	397.8	56.3	1,402	730	433.9	52.1	1,256	804	505.4	64.0	1,370	740	498.2	54.0	1,202	697	420.2	48.4	1,231	775	535.3	63.0
<b>MAR</b>	1,634	1,080	603.7	66.1	1,552	1,050	640.1	67.7	1,732	1,167	739.9	67.4	1,577	1,095	793.1	69.4	1,659	980	650.7	59.1	1,163	1,007	683.8	86.6
<b>APR</b>	1,733	1,168	657.4	67.4	1,656	1,111	658.9	67.1	1,580	1,116	697.6	70.6	1,251	878	655.5	57.9	1,653	1,192	793.7	72.1	878	456	480.7	78.5
<b>MAY</b>	1,593	1,153	680.7	72.4	1,633	1,169	680.5	71.6	1,794	1,317	862.1	73.4	1,801	1,244	841.7	69.1	1,847	1,264	838.9	43.8	1,279	620	422.5	48.5
<b>JUNE</b>	1,820	1,266	733.9	69.6	1,742	1,299	785.0	74.6	1,734	1,481	955.8	85.4	1,776	1,262	848.0	71.1	1,605	1,253	855.0	78.1	1,398	929	645.8	87.0
<b>JUL</b>	1,686	1,321	770.6	78.4	1,644	1,163	745.4	70.7	1,726	1,177	784.5	68.2	1,651	1,170	779.7	70.9	1,670	1,177	815.2	70.5	1,545	1,221	919.5	88.0
<b>AUG</b>	1,695	1,228	692	72.4	1,687	1,201	740.9	71.2	1,687	1,414	889.4	83.8	1,871	1,284	897.3	56.7	1,645	1,304	901.6	51.8	1,555	1,218	968.7	86.0
<b>SEPT</b>	1,437	1,230	678.5	85.6	1,504	1,243	782.6	82.6	1,455	1,274	786	85.3	1,592	945	617.3	54.0	1,145	1,185	795.2	82.0	1,573	1,256	1,013.7	86.4
<b>OCT</b>	1,418	1,124	632.9	79.3	1,406	1,099	647.9	78.2	1,306	1,213	757.2	92.9	1,628	1,068	751.2	65.6	1,417	1,160	787.8	81.9	1,636	1,300	1,069.4	87.2
<b>NOV</b>	1,054	990	526.5	93.9	1,119	1,028	624.0	92.2	1,066	1,095	723.5	102.7	1,272	946	616.1	74.4	983	1,060	721.2	107.8	1,158	1,183	920.0	86.9
<b>DEC</b>	801	1,111	615	138.7	759	1,152	692.3	151.8	685	1,088	651.8	158.8	703	959	616.5	136.4	677	1,064	737.98	157.2	913	1,384	1,083.3	87.2
<b>TOTAL</b>	17,713	13,200	7,376.5	74.5	1,7361	13,005	7,787.9	74.9	17,276	14,032	8,925.2	82	17,885	12,412	8,454	69.86	17,005	13,086	8,792.5	76.9	12,515	12,216	9,337.2	79.86
<b>AVG. SALE PRICE</b>	<b>\$558,825</b>				<b>\$605,843</b>				<b>\$636,060</b>				<b>\$681,115</b>				<b>\$671,901</b>				<b>\$764,341</b>			