

RESIDENTIAL
PROPERTIES LISTED

913

DECEMBER 2020 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL PROP.
ESCROW OPENED

1,052

RESIDENTIAL PROP.
ESCROW CLOSED

1,384

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY								
NEW LISTINGS	67	98	100	108	122	495	418	913
TOTAL ACTIVE LISTINGS	97	180	138	93	192	700	672	1,372
AVERAGE DAYS ON MARKET	88	75	69	67	92	79	88	83
AVERAGE LIST PRICE IN THOUSANDS	626.1	1,392.6	1,284.9	1,220.4	1,959.2	1,397.7	1,103.2	1,253.5
MEDIAN LIST PRICE IN THOUSANDS	596.0	982.3	699.9	875.9	999.0	800.0	649.9	739.9
BOMS	22	25	26	45	43	161	145	306
AVERAGE BOM PRICE IN THOUSANDS	580.9	1,024.9	863.3	804.9	925.3	850.0	690.8	774.6
BOM TO SALE RATIO	24.7	17.4	19.5	25.0	21.0	21.4	22.9	22.1
EXPIRATIONS	7	20	23	8	23	81	93	174
PENDING SALES								
NEW ESCROWS OPENED	85	104	101	127	153	570	482	1,052
TOTAL YTD ESCROWS OPENED	921	1,322	1,138	1,638	1,847	6,866	5,863	12,729
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	35	34	31	24	31	30	35	32
NEW OPEN ESCROWS AVERAGE LIST PRICE	577.4	950.6	1,178.0	814.1	990.3	915.5	648.1	793.0
CLOSED SALES								
NEW ESCROWS CLOSED	89	144	133	180	205	751	633	1,384
TOTAL YTD ESCROWS CLOSED	876	1,293	1,093	1,576	1,789	6,627	5,611	12,238
VOLUME OF NEW SALE DOLLARS IN MILLIONS	49,662	137,237.6	139,478	149,947	205,819	682,143	401,232.24	1,083,376
VOLUME OF TOTAL YTD SALES IN MILLIONS	483,142	1,346,729.6	1,161,467	1,221,352	1,723,139	5,935,829	3,261,298	9,197,127
AVERAGE SALE PRICE IN THOUSANDS	558.0	953.0	1,048.7	833.0	1,004.0	908.3	633.9	782.8
MEDIAN SALE PRICE IN THOUSANDS	560.0	770.0	750.0	805.0	835.0	755.0	490.0	650.0
COOP SALES	72	117	110	165	176	640	567	1,207
PERCENT OF COOP SALES	80.9	81.3	82.7	91.7	85.9	85.2	89.6	87.2
AVERAGE DAYS ON MARKET	23	33	30	20	31	28	33	30
SALES AT LIST PRICE	70	83	86	135	131	505	411	916
PERCENT OF SALES AT LIST PRICE	78.7	57.6	64.7	75	63.9	67.2	64.9	66.2
SALES TO LISTING INVENTORY RATIO	91.8	80.0	96.4	193.5	106.8	107.3	94.2	100.9
FINAL SALE TO NEW LISTING RATIO	132.8	146.9	133.0	166.7	168.0	151.7	151.4	151.6
CLOSED SALES								
FORCLOSURE/REO	1	0	0	1	1	3	5	8
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	1	0	0	0	1	4	5
STANDARD	81	138	128	164	197	708	588	1,296
OTHER	7	5	5	15	7	39	36	75

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	29	1	2	2	181950	51.9
100,000 TO 109,999	9	0	1	1	928000	90.1
110,000 TO 119,999	0	4	0	0	-0	-0
120,000 TO 139,999	38	10	2	2	31250	18
140,000 TO 159,999	38	7	2	0	-5000	-3.6
160,000 TO 179,999	87	5	6	5	15233	6.4
180,000 TO 199,999	37	12	8	0	-6980	-3.9
200,000 TO 249,999	65	32	25	13	10542	4.1
250,000 TO 299,999	42	52	44	14	-919	-3.3
300,000 TO 349,999	27	54	89	25	-5672	-2.3
350,000 TO 399,999	22	88	97	22	-7255	-2.3
400,000 TO 449,999	29	53	92	25	-7644	-2.4
450,000 TO 499,999	25	71	72	16	-14079	-15.7
500,000 TO 549,999	28	55	70	32	2097	-0
550,000 TO 599,999	36	87	78	30	-54	-0.3
600,000 TO 699,999	25	120	181	56	-9689	-1.8
700,000 TO 799,999	29	108	152	46	-12969	-2.2
800,000 TO 899,999	22	93	126	36	-20253	-3
900,000 TO 999,999	30	75	70	33	3272	-0
1,000,000 TO 1,999,999	33	255	207	99	123150	-3
MORE THAN 2,000,000	48	190	60	37	176116	4.5
TOTALS	30	1372	1384	494	20311	-2.2

LISTINGS
15,8672020 RMLS TOTAL - \$ VOLUME
\$9,197,127,000SALES
12,238

EN: Arleta, Kagel Canyon, Pacoima, Panorama City, San Fernando, Sun Valley, Sylmar ES: Calhuen 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 DECEMBER 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	39	64	65	84	91	343	306	649
TOTAL ACTIVE LISTINGS	69	115	75	72	139	470	485	955
AVERAGE DAYS ON MARKET	97	79	72	75	89	83	94	88
AVERAGE LIST PRICE IN THOUSANDS	684.2	1,805.8	1,950.0	1,395.4	2,503.8	1,807.7	1,234.7	1,516.7
MEDIAN LIST PRICE IN THOUSANDS	609.9	1,399.0	1,295.0	905.0	1,349.0	1,089.9	660.0	879.9
BOMS	12	13	13	31	31	100	122	222
AVERAGE BOM PRICE IN THOUSANDS	677.8	1,341.5	1,167.1	935.7	1,124.2	1,046.0	683.7	846.9
BOM TO SALE RATIO	22.2	14.4	13.4	21.5	20.0	18.5	24.4	21.4
EXPIRATIONS	3	14	16	5	20	58	63	121
PENDING SALES								
NEW ESCROWS OPENED	56	67	69	100	115	407	369	776
TOTAL YTD ESCROWS OPENED	668	868	787	1,306	1,403	5,032	4,645	9,677
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	37	30	33	24	29	30	35	32
NEW OPEN ESCROWS AVERAGE LIST PRICE	649.3	1,142.9	1,444.8	894.4	1,144.4	1,065.5	662.3	873.8
CLOSED SALES								
NEW ESCROWS CLOSED	54	90	97	144	155	540	499	1,039
TOTAL YTD ESCROWS CLOSED	639	847	752	1,255	1,361	4,854	4,457	9,311
VOLUME OF NEW SALE DOLLARS IN MILLIONS	34.280	100.5766	119.969	129.281	177.299	561.404	326.63724	888.041
VOLUME OF TOTAL YTD SALES IN MILLIONS	382.499	1,075.0736	984.645	1,049.878	1,504.776	4,996.871	2,673.265	7,670.136
AVERAGE SALE PRICE IN THOUSANDS	634.8	1,117.5	1,236.8	897.8	1,143.9	1,039.6	654.6	854.7
MEDIAN SALE PRICE IN THOUSANDS	610.0	920.0	815.0	845.0	890.0	840.0	485.0	715.0
COOP SALES	42	69	78	130	133	452	451	903
PERCENT OF COOP SALES	77.8	76.7	80.4	90.3	85.8	83.7	90.4	86.9
AVERAGE DAYS ON MARKET	23	26	20	25	24	33	28	28
SALES AT LIST PRICE	42	57	66	111	106	382	337	719
PERCENT OF SALES AT LIST PRICE	77.8	63.3	68	77.1	68.4	70.7	67.5	69.2
SALES TO LISTING INVENTORY RATIO	78.3	78.3	129.3	200.0	111.5	114.9	102.9	108.8
FINAL SALE TO NEW LISTING RATIO	138.5	140.6	149.2	171.4	170.3	157.4	163.1	160.1
CLOSED SALES								
FORCLOSURE/REO	0	0	0	1	1	2	3	5
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	3	3
STANDARD	49	86	93	129	148	505	463	968
OTHER	5	4	4	14	6	33	30	63

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR DECEMBER 2020

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	28	34	35	24	31	152	112	264
TOTAL ACTIVE LISTINGS	28	65	63	21	53	230	187	417
AVERAGE DAYS ON MARKET	67	67	65	42	99	72	73	72
AVERAGE LIST PRICE IN THOUSANDS	482.9	661.5	493.1	620.5	530.9	559.8	762.2	650.6
MEDIAN LIST PRICE IN THOUSANDS	420.0	599.9	395.0	495.0	439.0	480.0	637.0	535.0
BOMS	10	12	13	14	12	61	23	84
AVERAGE BOM PRICE IN THOUSANDS	464.7	681.9	559.5	515.2	411.5	528.7	728.6	583.5
BOM TO SALE RATIO	28.6	22.2	36.1	38.9	24.0	28.9	17.2	24.3
EXPIRATIONS	4	6	7	3	3	23	30	53
PENDING SALES								
NEW ESCROWS OPENED	29	37	32	27	38	163	113	276
TOTAL YTD ESCROWS OPENED	253	454	351	332	444	1,834	1,218	3,052
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	31	41	28	22	36	32	34	33
NEW OPEN ESCROWS AVERAGE LIST PRICE	438.7	602.3	602.8	516.5	523.8	540.8	601.7	565.7
CLOSED SALES								
NEW ESCROWS CLOSED	35	54	36	36	50	211	134	345
TOTAL YTD ESCROWS CLOSED	237	446	341	321	428	1,773	1,154	2,927
VOLUME OF NEW SALE DOLLARS IN MILLIONS	15.382	36.6616	19.509	20.666	28.521	120.739	74.59624	195.335
VOLUME OF TOTAL YTD SALES IN MILLIONS	100.643	271.6566	176.822	171.474	218.363	938.958	588.033	1,526.991
AVERAGE SALE PRICE IN THOUSANDS	439.5	678.9	541.9	574.1	570.4	572.2	556.7	566.2
MEDIAN SALE PRICE IN THOUSANDS	415.0	616.0	395.0	515.0	445.0	500.0	490.0	500.0
COOP SALES	30	48	32	35	43	188	116	304
PERCENT OF COOP SALES	85.7	88.9	88.9	97.2	86.0	89.1	86.6	88.1
AVERAGE DAYS ON MARKET	22	39	21	53	37	36	36	36
SALES AT LIST PRICE	28	26	20	24	25	123	74	197
PERCENT OF SALES AT LIST PRICE	80	48.1	55.6	66.7	50	58.3	55.2	57.1
SALES TO LISTING INVENTORY RATIO	125.0	83.1	57.1	171.4	94.3	91.7	71.7	82.7
FINAL SALE TO NEW LISTING RATIO	125.0	158.8	102.9	150.0	161.3	138.8	119.6	130.7
CLOSED SALES								
FORCLOSURE/REO	1	0	0	0	0	1	2	3
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	1	0	0	0	1	1	2
STANDARD	32	52	35	35	49	203	125	328
OTHER	2	1	1	1	1	6	6	12