

July/August 2021

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®



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Santa Clarita Valley

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SFV—INVENTORY DOWN 25%

**SALES UP 57%, RECORD PRICE NEARS
\$1 MILLION...PG.5**



City Program Matches Renters With Owners of Accessory Dwelling Units

Owners of properties with existing, permitted accessory dwelling units may be eligible to join a City of Los Angeles one-stop program designed to match screened renters with property owners interested in renting affordable units.

The city's ADU Accelerator Program partners with homeowners to rent their accessory dwelling units to older adults facing housing insecurity. In exchange, homeowners receive benefits such as tenant screening, timely and competitive rent, and ongoing landlord support.

Eligible homeowners undergo a screening process to assess landlord fit and ADU quality. Once accepted into the program, homeowners are matched with a qualified tenant who will pay a predetermined rental rate. Selected homeowners and tenants agree to participate in the program for five years.

The program process was designed to ensure a safe, easy, and efficient experience for interested homeowners and renters. To be eligible for the L.A. ADU Accelerator Program homeowners must:

- Own a residential property in the City of Los Angeles, and
- Have an existing, legally permitted ADU with a Certificate of Occupancy or be in the process of receiving a certificate of occupancy.

The application process takes approximately three months from owner application submission to tenant move-in. Qualified tenant applicants undergo a rigorous screening and selection process before the city recommends them to homeowners.

Tenants pay 30 percent of their income towards rent with the remainder subsidized by the City.

The L.A. City program was one of nine cities selected as winners in 2018 of the Bloomberg Philanthropies U.S. Mayors Challenge. The organization sought bold and creative ideas to confront complex challenges, with each winner awarded a \$1 million grant to launch the initiatives.

Go online to adu.lacity.org or email adu@lacity.org with questions.



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SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

REALTOR® REPORT

The Official Publication of SRAR

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VALLEY MEDIAN HOME PRICE HITS RECORD \$945,000

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Home and condominium sales during May were two and three times higher than a year ago when the pandemic hit, though a severe lack of inventory and high prices are limiting sales despite heavy buyer demand, the Southland Regional Association of Realtors reported Thursday.

The 497 homes and 174 condominiums that closed escrow during May in the San Fernando Valley were up 108.8 percent and 163.6 percent, respectively, compared to the record low 238 homes and 66 condominiums that changed owners 12 months ago as the pandemic prompted safer-at-home orders and business shutdowns.

"We're proud of how local Realtors responded a year ago in the face of adversity and pleased as the economic recovery continues, with a complete re-opening imminent," said Diane Sydell, president of the 10,300-member Association.

"There are not enough properties listed for sale," she said, "and heavy pent-up demand for housing is pushing resale prices higher and higher every month."

The median price — meaning half of the 497 homes sold for more and half for less — hit a record \$945,000. That was up 26.0 percent from a year ago and blew past the prior record of \$935,000 set in April.

The condominium medium price for May was \$530,000, up 18.4 percent from a year ago but down 1.9 percent from the record \$540,000 set this April.

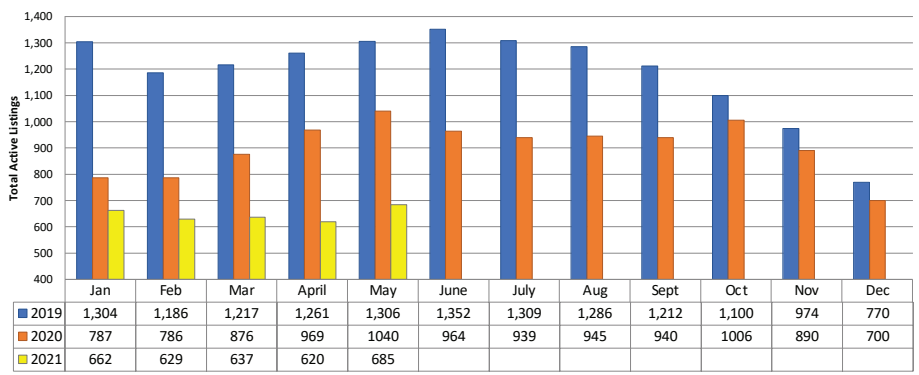
"Runaway home prices reward sellers, yet high prices diminish affordability and threaten the sustainability of the entire residential market," said Tim Johnson, the Association's chief executive officer. "Let's hope owners will be more comfortable, more willing to sell, once the economy fully re-opens and the threat of the pandemic recedes. If that happens, it may release some of the pressure on prices and give families more homebuying options."

At the end of May the Association reported a total of 685 active listings for the entire San Fernando Valley. That was up from the record low of 620 listings reported in April, yet down 34.1 percent from a year ago.

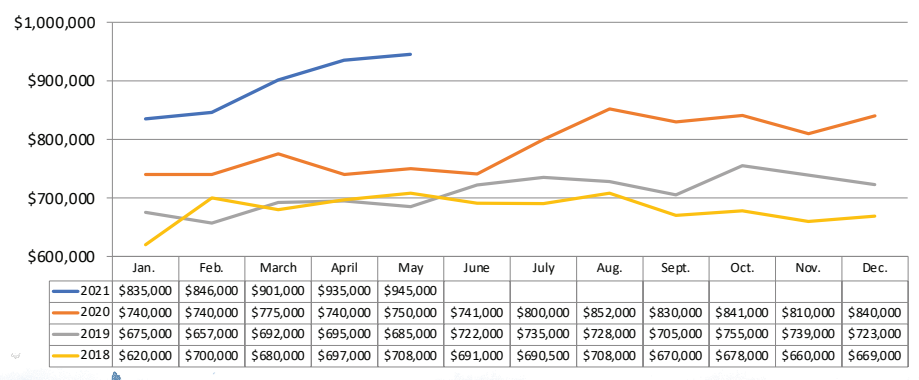
The 685 listings represented a mere 1.0-month supply at the current pace a sales, a woefully inadequate number that prior to the pandemic had been in the 2- to 3-month range, which even then was considered too low. Despite the supply shortfall, pending escrows — a measure of future activity — totaled 715, an increase of 43.4 percent over May 2020.



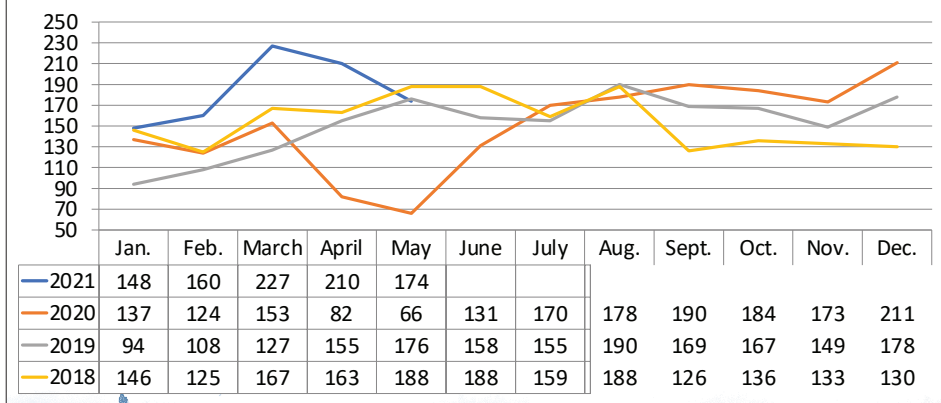
SFV — Total Active Listings — Combined Residential



Single-Family Median Price



San Fernando Valley — Condominium Closed Escrows



OPEN HOUSE RULES RETURN TO NORMAL—ALMOST

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Tuesday, June 15, marked the official re-opening of California, a lifting of virtually all Coronavirus Pandemic restrictions, including allowing real estate open houses to return to almost normal.

Keep in mind, however, that the virus remains an ongoing threat. That means even though the color-coded tiered restrictions have been lifted and businesses generally can return to normal operations, some protocols may still apply, including gatherings and groups where non-vaccinated individuals are present. Also keep in mind that the reopening and fight against the virus is a highly fluid situation, with updates, revisions, new rules and additional protocols possible on a moment's notice. Members of the California Association of Realtors have access to a wealth of updates, information, documents, and guidances available through the association's website. C.A.R. has created an extensive and detailed new Q&A and Quick Guide to ensure that members are well-informed and in compliance with the new rules as they go into effect, including changes for hold-

open houses and showings. Here are a few of the questions and answers, especially as they relate to open houses.

Will there be any restrictions on open houses or showings?

The only legal restriction will be for wearing masks, otherwise there will be no restrictions. No physical distancing will be required for guests and customers. No cleaning. No posted rules of entry. And no PEADs or any other type of sign in. No one will have to agree to an office prevention plan. No one will have to attest to their current health status.

What will the rule be for wearing masks?

It will be to follow current California Department of Public Health Guidance for Face Coverings, last updated on May 3.

According to this guidance — unless everyone is fully vaccinated — people must still wear masks indoors.

As a practical matter, this means that:

- Masks need not be worn during a showing if everyone is fully vaccinated.
- But during an open house, masks will be required because even if a single unvaccinated person enters an open house, then everyone must be masked.

Who made this announcement and when? The California Department of Public Health made the announcement on May 21. See also the CDPH's information sheet

called "Beyond the Blue-print Questions and Answers."

What about the color-coded county tiers?

What if my county is in red or purple?

As of June 15, the system of color-coded county tiers is no longer in effect.

What about cities and counties? Can they continue to enforce more stringent local rules?

If a locality does continue to enforce more restrictive rules, then it will be prudent to follow them.

Can a home seller require that everyone entering the property wear a mask or be vaccinated?

Yes. A seller can set their own rules as to who will be admitted to the property. They can require that everyone wear a mask. They can even demand that all people entering be vaccinated or show a negative COVID test. Realtors should obtain the seller's instructions in writing. Real estate offices may require that the listing be formally amended.

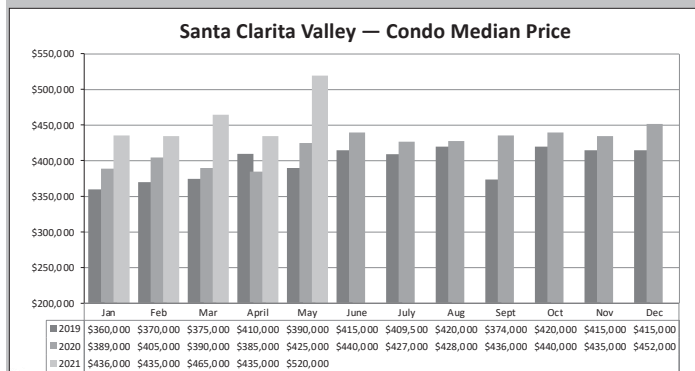
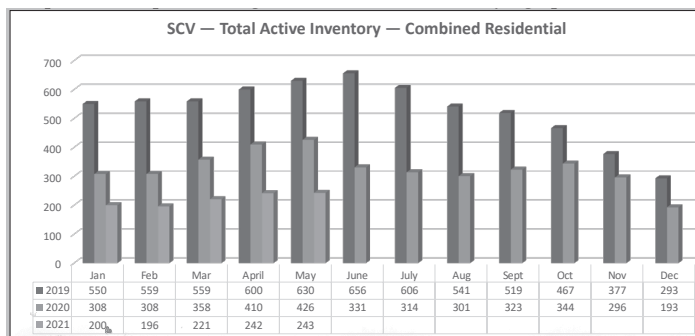
Is there a Q&A that gives Realtors more information?

Yes. Realtors should go to the California Association of Realtors website to see the Q&A "June 15 Reopening: Open Houses and Showings" and other updates and new rules.

Santa Clarita Valley

MAY HOME SALES RISE 138%, CONDO MEDIAN PRICE HITS RECORD

ReorHome and condominium sales during May in Santa Clarita shot up from pandemic-induced low levels of a year ago with single-family sales up 137.8 percent and condo closed escrows 94.5 percent higher, the Southland Regional Association of Realtors reported recently. A total of 264 homes and 107 condos changed owners. "For two months last year sales faltered as sellers, buyers, and Realtors sought to navigate the restrictions brought on by the global Coronavirus pandemic," said Nicole Stinson, chair of the Association's Santa Clarita Valley Division Council. "Realtors regrouped and man-aged to keep the market moving, as evidenced by this May's remarkable turnaround." Stinson also said that today's market is very busy, though "buyers are handicapped due to an extremely limited supply of homes listed for sale." There were 243 home and condominium active listings reported at the end of May, which was 43.0 percent below May 2020. That was an improvement from the record-low 193 listings reported in December, yet well short of what is needed to satisfy demand. Over 13 years, Santa Clarita has averaged more than 900 active listings each month. The limited supply has increased upward pressure on prices, pushing the single-family median price up 27.0 percent to \$777,000 and the condominium median to \$520,000, a record high. May was the fifth month the home median was above the \$700,000 benchmark. "Runaway home prices reward sellers, yet high prices diminish affordability and threaten the sustainability of the entire residential market," said Tim Johnson, the Association's chief executive officer. "Let's hope owners will be more comfortable,



more willing to sell once the economy fully re-opens and the threat of the pandemic recedes. If that happens, it may release some of the pressure on prices and give families more homebuying options."



SFV—INVENTORY DOWN 25%

SALES UP 57%, RECORD PRICE NEARS \$1 MILLION

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

The median price of homes that changed owners during June in the San Fernando Valley hit a record high while sales soared 56.9 percent and the number of properties listed for sale lingered at low levels, the Southland Regional Association of Realtors reported recently.

The median price — meaning half the homes sold at a higher price and half lower — came in at \$955,000, up 28.9 percent from June 2020 and 1.1 percent higher than the prior record set this April.

June was the fourth consecutive month with the median above the \$900,000 benchmark.

“Not long ago it would have been inconceivable that the San Fernando Valley would see the median home price inching toward \$1 million,” said Diane Sydell, president of the Association. “Now it seems inevitable, especially with today’s wealth of buyers, dearth of inventory, and heated competition over virtually every listing.”

The condominium median price for June was \$519,000, up 12.8 percent from June 2020, but 3.9 percent below the record high \$540,000 set this April.

A total of 554 single-family homes closed escrow during June, up 56.9 percent from a year ago and 11.5 percent ahead of May’s tally. It was the first month this year above 500 sales and the highest monthly total since June 2018.

The statistics for condominium sales were not as dramatic, in part because of the extremely limited supply of condominiums listed for sale.

Realtors assisted the close of escrow on 169 condo transactions during June, up 29.0 percent from a year ago, but down 2.9 percent from this May.

“The market has been overheated and buyer fatigue may be a factor going forward,” said Tim Johnson, the Association’s chief executive officer. “Too many buyers are weary of competing with unseen competitors and losing to a higher bidder even when they come to the market fully prepared to buy.”

That may translate in buyers being a bit more cautious, which when combined with the reopening of the economy, may yield a slowdown in sales and a few more listings.

Yet Johnson stressed that a “few more listings” doesn’t go far, even if some buyers are starting to take a bit longer to jump into the market.

There were 725 active home and condominium listings at the end of June. That was down 24.8 percent from a year ago. It also was the first month above 700 listings this year, though well below the 2,500 listings needed to ease pressure off prices.

The 725 listing represented a mere 1.0-month supply at the current pace of sales. Over 33 years, the supply

has averaged a 5.6-month supply, Association statistics indicate.

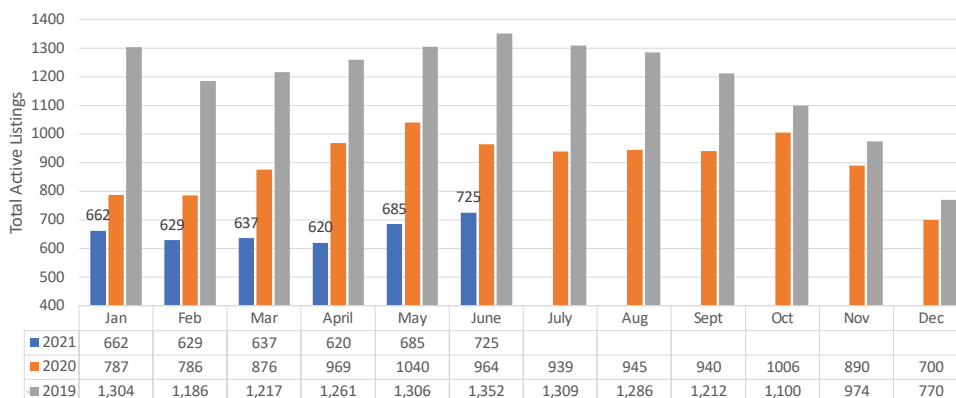
Pending escrows — an indicator of future closed escrows — support the notion that the market is cooling, albeit ever so slightly.

There were 755 open home and condominium escrows at the end of June. That was up a mere 0.8 percent from a year ago.

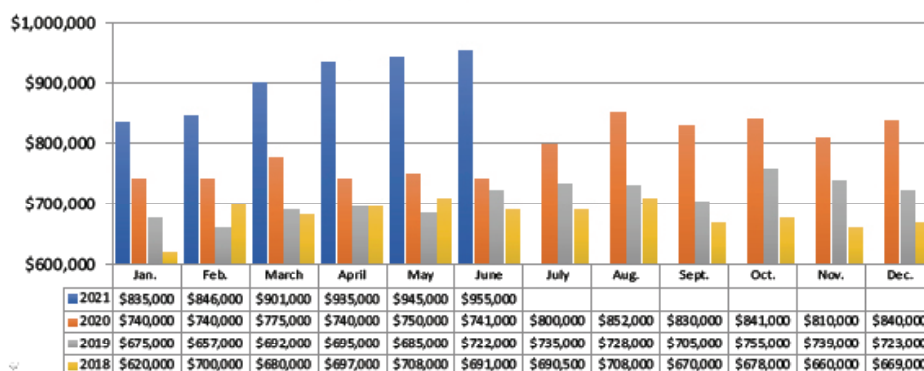
The Southland Regional Association of Realtors® is a local trade association with more than 10,300 members serving the San Fernando and Santa Clarita Valleys. SRAR is one



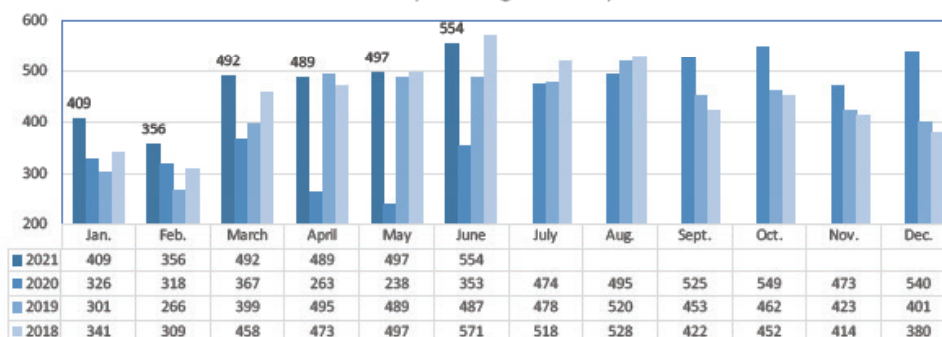
SFV — Total Active Listings — Combined Residential



Single-Family Median Price



San Fernando Valley — Single-Family Home Sales



FOR ALL BUYERS, DOWNPAYMENT AVERAGES 12%

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

A majority of consumers continue to mistakenly believe they need at least a 20 percent downpayment to purchase a home, but a study found that the average downpayment among all buyers is 12 percent.

Younger buyers tend to put down the least, according to data collected by the National Association of Realtors.

For example, those between the ages of 22 and 30 put down an average of 6 percent, and those between the ages of 31 and 40 make an average 10 percent downpayment.

A 20 percent downpayment is ideal because it helps borrowers qualify for

downpayment as low as 3 percent, while some government-backed programs like through the VA, issue loans with no money down. Borrowers may find such options through FHA, USDA, or VA loans as well as downpayment assistance programs.

Young adults, in particular, may be missing out on key information to move forward in the housing market.

Two out of three recently surveyed say they are waiting for lower mortgage rates before starting the homebuying process, according to a survey of 1,000 millennials, ages 25 to 40.

However, economists have largely predicted that mortgage rates will edge upwards in the coming weeks.

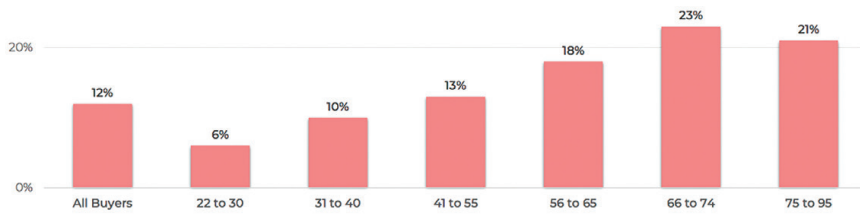
Further, one in four millennials underestimated their buying potential by \$150,000 or more, the study found.

Also, 59 percent of consumers said they did not know that the seller pays the

common terms and financing resources. After all, homebuyers of all ages are more likely to contact a real estate agent before a mortgage lender when they begin the homebuying process, according to NAR's 2021 Home Buyers and Sellers Generational Trends report.



Median Percent Downpayment by Age Groups



a mortgage and avoid the extra costs of private mortgage insurance.

But it's not always practical, especially as housing affordability dwindles.

For instance, a 20 percent downpayment on an entry-level singlefamily home in the Los Angeles area could be between \$200,000 and \$400,000.

Some conventional lenders allow buyers to purchase a home with a

real estate agents' commission.

Respondents also expressed confusion about many real estate terms, such as earnest money, FRM or fixed-rate mortgage, and PITI, an acronym for principal, interest, taxes, and insurance.

Realtors need to educate buyers on

Interest Rate Update

National average as reported by Freddie Mac on:



July 8

30-Yr FRM — 2.9 percent
15-Yr FRM — 2.2 percent

July 1

30-Yr FRM — 2.98 percent
15-Yr FRM — 2.26 percent



Santa Clarita—June Home Sales Up 43%

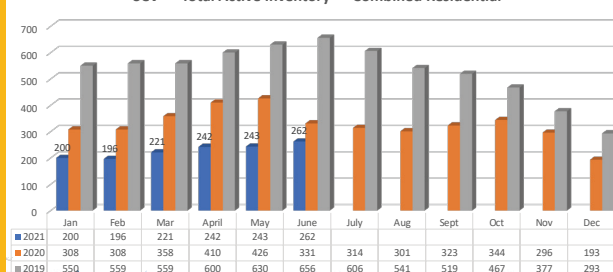
Realtors assisted the close of escrow of 286 single-family homes and 103 condominiums in the Santa Clarita Valley during June with both totals up dramatically from year ago levels, the Southland Regional Association of Realtors reported recently.

That translated to a 43.0 percent increase in home sales and a 33.8 percent jump in condos compared to June 2020, which saw the real estate market gradually recovering from the impact of stay-at-home orders due to the Corona virus pandemic.

"Buyer interest remains strong and sales would be higher if only there were more properties listed for sale," said Nicole Stinson, chair of the Santa Clarita Valley Division Council of the Southland Regional Association of Realtors. "With few listings, especially of condominiums, buyers may be hesitating as they compete over a dwindling supply with rising prices." Stinson said that low interest

rates continue to lure buyers into the market, which offset some of the impact of rising resale prices. The median price of single-family homes broke the \$800,000 benchmark, soaring to a record \$830,000 — up 27.7 percent from a year ago and 6.8 percent higher than the May median price.

SCV — Total Active Inventory — Combined Residential



• The June active listings total of 262 represented a 0.7-month supply at the current pace of sales.

• The 262 listings were 20.8% below a year ago

• The Santa Clarita Valley market has averaged a 3.7-month supply over the last 13 years.

• Record low of 193 listings recorded in December 2020. Record high 2,630 in September 2006.

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January 20, 2021



ABC's of
Commercial
Real Estate
9am-10:30am

Brian Hatkoff, CCIM

SRAR.com/Ciclass20January2021

January 27, 2021



Intro to
Commercial
Leasing
9am-10:30am

Heather Boren

SRAR.com/Ciclass27January2021

February 17, 2021



Effective
Commercial
Purchase
Agreements

Bruce Hatkoff, Esq.

SRAR.com/CiclassFebruary2021

March 10, 2021



Keys to
Financing
Commercial
Real Estate

Arnie Garfinkel, All Star Group

SRAR.com/CiclassMarch2021

April 7, 2021



Overview of
Commercial Real
Estate Investment
Analysis

Brian Hatkoff, CCIM

SRAR.com/CiclassApril2021

May 12, 2021



Deferring Capital
Gains Through
1031 Exchange

Dino Champagne

SRAR.com/CiclassMay2021

June 16 2021



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July 21, 2021



Effective
Commercial
Lease
Agreements

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SRAR.com/CiclassJuly2021

August 18, 2021



Tax & Legal
Impact on
Real Estate

Tony Watson, Robert Hall & Associates

SRAR.com/CiclassAugust2021

Tuesday, September 28, 2021



Due Diligence
in Commercial
Real Estate
Transactions

Brian Hennessey, SVP Avison Young

SRAR.com/CiclassSeptember2021

October 20, 2021



Overview of
Commercial
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Investment Analysis

Brian Hatkoff, CCIM

SRAR.com/CiclassOctober2021

November 17, 2021



Property
Management for
Investment
Real Estate

Bill Waldman, Waldman Real Estate

SRAR.com/CiclassNovember2021

*Due to COVID-19, the SRAR's Commercial and Investment Division will be offering 2021 classes for free, until further notice.
While The ABC's of Commercial Real Estate and Introduction to Leasing are always free, all other classes are normally in-person and \$25.00.
All classes require registration found under the calendar at: srar.com/events or at the link noted in each box above. Take 5 or more classes to get
a Certificate of Completion in early 2022. Classes do NOT contribute to continuing education credits.*



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"The Voice of Real Estate in the San Fernando and Santa Clarita Valleys"

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Southland Regional Association of REALTORS®

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Statistics

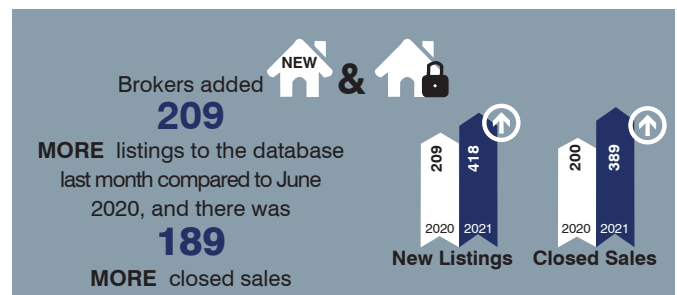
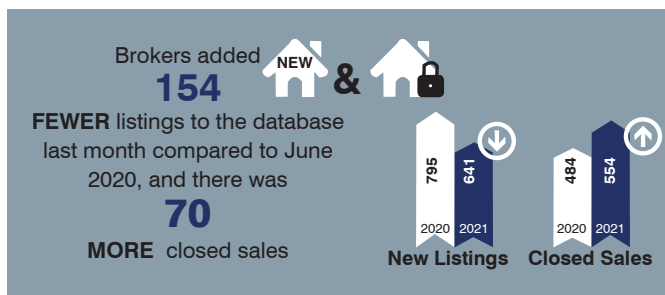
Market Snapshot (June 2021):



The median sale price for single family homes **increased by 28%** from this time last year



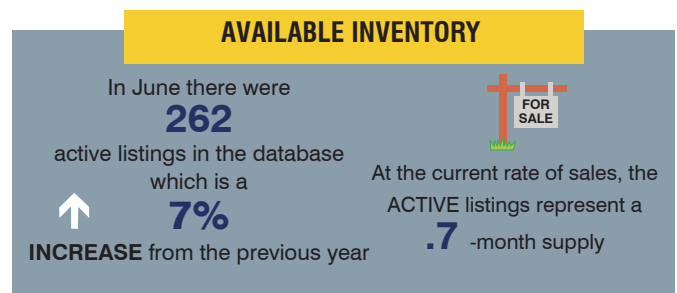
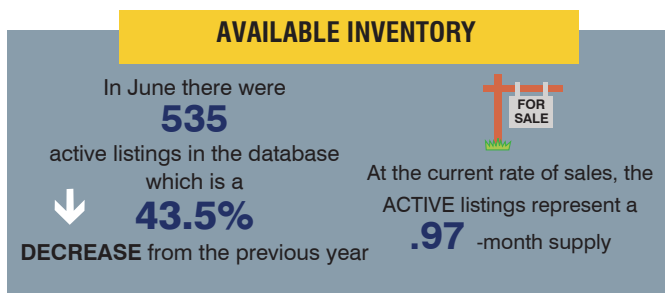
The median sale price for single family homes **increased by 28.1%** from this time last year



The total dollar value of to date sales **increased \$1,200,056,000** from June 2020



The total dollar value of to date sales **increased \$849,103,000** from June 2020



City Sign Ordinances

SAN FERNANDO AND SANTA CLARITA VALLEY

Listed below for your reference, are the specific municipal regulations, along with the regulations for L.A. and Ventura Counties that apply in unincorporated areas or those cities without specific municipal codes. SRAR highly advises REALTORS® to check the current laws, and follow these best practices as they will help preserve our rights as REALTORS® to use temporary signs:

1. Only post temporary signs (directional or open house) when you have an open house.
2. Always observe time and placement restrictions for signage.
3. Always obtain a property owner's permission before placing a temporary sign on someone's property whether their property is residential or commercial.
4. Never place temporary signs in the medians or rights of way - meaning along the streets or sidewalk and observe Americans with Disabilities Act regulations.
5. Decrease visual clutter by "piggy backing" off of other directional signs, placing your directional signs only when your directions divert from other directions.

The following are the regulations from each municipality in areas where our members frequently work:

Agoura Hills:

For Sale - 1 sign per unit, shall not exceed 6 square ft. in area and 6 ft. in height

Open House/Directional - Maximum of 4 signs, size may not exceed 3 square ft. in area or 4 ft. in height

Other - No flags, balloons or banners, Signs can not be located on a public right-of-way

Beverly Hills:

For Sale - 1 - 150 square in. sign including riders

Open House/Directional - Not allowed

Other - Must obtain annual sign permit sticker from city

Burbank:

For Sale - Sign shall not exceed 7 square feet including riders. Maximum of 2 riders

Open House/Directional - Maximum of 4 signs, size may not exceed 24" x 24" in area or 3ft. in height

Other - See municipal code for details

Calabasas:

For Sale - 1 - 6 square ft. sign

Open House/Directional - Maximum of 2 signs, size may not exceed 3 square ft. in area.

Other - Signs can not be located on a public right-of-way

Hidden Hills:

For Sale - Not allowed

Open House/Directional - Not allowed

Other - Call for details

Los Angeles City:

For Sale - 1 or more unlighted signs. Total area of signs not to exceed 12 square ft.

Open House/Directional - Not specified

Other - See municipal code for details

Malibu:

For Sale - 1 sign per unit, shall not exceed 6 square ft. in area and 6 ft. in height

Open House/Directional - Signs can not exceed 3 square ft. in area or 4 ft. above ground level

Other - No more than 2 pole flags not exceeding 2 square ft. or 5 ft. in height

shall be used

San Fernando:

For Sale - Sign shall not exceed 6 square ft. in area and 6 ft. in height. Rider no larger than 6" X 24"

Open House/Directional - Permitted between 9am and sunset

Other - See municipal code for details

Santa Clarita:

For Sale - Maximum height of 6ft

Open House/Directional - Not permitted on sidewalks, parkways or medians.

Other - Price information prohibited

Simi Valley:

For Sale - Sign shall not exceed 12 square ft. and 6 ft. in height

Open House/Directional - Not permitted on sidewalks or medians

Other - See municipal code for details

West Hollywood:

For Sale - 1 - 432 square inch sign per frontage & 2 - 76 square inch riders

Open House/Directional - 1 per corner, 4 per intersection 18" X 24" Tue., Sat. & Sun. 11am to 7pm

Other - 4 flags per open house. See municipal code for details

Westlake Village:

For Sale - 1 sign per unit, shall not exceed 6 square ft. in area and 5 ft. in height

Open House/Directional - 1 open house sign on property. No directional signs permitted in community

Other - See municipal code for details

Los Angeles County: (unincorporated areas, and municipalities without regulations)

For Sale - 1 or more unlighted signs. Total area of signs not to exceed 12 square ft.

Open House/Directional - No ordinance

Other - See municipal code for details

Ventura County: (unincorporated areas, and municipalities without regulations)

For Sale - 1 free standing sign that does not exceed 12 square ft. or 8 ft. in height

Open House/Directional - 1- 3 square foot sign per frontage not to exceed 4 ft. in height

Other - See municipal code for details

12 Realtor® Report July/August 2021 www.srar.com



SAN FERNANDO VALLEY

| | 2016 | | | | | 2017 | | | | | 2018 | | | | | 2019 | | | | | 2020 | | | | | 2021 | | |
|-----------------|--------|-----------|-------------|-----------------|--------|-----------|-------------|-----------------|--------|-----------|-------------|-----------------|--------|-----------|-------------|-----------------|--------|-----------|-------------|-----------------|-------|-------|-------------|-----------------|--|------|--|--|
| | 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 | | | | |
| JAN | 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 | 1,165 | 1,009 | 891.5 | 86.0 | | | | |
| FEB | 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 | 1,231 | 945 | 747.7 | 86.3 | | | | |
| MAR | 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 | 1,592 | 1,329 | 847.7 | 86.2 | | | | |
| APR | 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 | 1,529 | 1,350 | 907.2 | 85.7 | | | | |
| MAY | 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 | 1,572 | 1,244 | 913.6 | 85.7 | | | | |
| JUNE | 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 | 1,629 | 1,409 | 913.2 | 85.2 | | | | |
| JUL | 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 | | | | | | | | |
| AUG | 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 | | | | | | | | |
| SEPT | 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 | | | | | | | | |
| OCT | 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 | | | | | | | | |
| NOV | 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 | | | | | | | | |
| DEC | 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 | | | | | | | | |
| TOTAL | 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 | | | | | | | | |
| AVG. SALE PRICE | | \$605,843 | | | | \$636,060 | | | | \$681,115 | | | | \$671,901 | | | | \$764,341 | | | | | | | | | | |

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE 2021

| ACTIVE INVENTORY | EN | ES | CS | WN | WS | SEV TOT | EXT | TOTAL |
|---|---------|----------|---------|---------|-----------|-----------|-----------|-----------|
| NEW LISTINGS | 95 | 105 | 91 | 149 | 201 | 641 | 610 | 1,251 |
| TOTAL ACTIVE LISTINGS | 82 | 102 | 75 | 110 | 166 | 535 | 593 | 1,128 |
| AVERAGE DAYS ON MARKET | 64 | 49 | 54 | 57 | 39 | 50 | 53 | 52 |
| AVERAGE LIST PRICE IN THOUSANDS | 744.9 | 1,424.8 | 2,244.3 | 1,447.5 | 2,553.0 | 1,790.2 | 1,156.0 | 1,456.8 |
| MEDIAN LIST PRICE IN THOUSANDS | 660.0 | 1,099.0 | 1,399.0 | 949.0 | 1,350.0 | 999.0 | 670.0 | 849.0 |
| BOMS | 25 | 26 | 29 | 54 | 73 | 207 | 173 | 380 |
| AVERAGE BOM PRICE IN THOUSANDS | 720.0 | 1,091.2 | 1,573.6 | 942.3 | 1,361.9 | 1,170.6 | 922.9 | 1,057.8 |
| BOM TO SALE RATIO | 36.2 | 26.5 | 32.6 | 34.0 | 52.5 | 37.4 | 33.1 | 35.3 |
| EXPIRATIONS | 5 | 9 | 4 | 7 | 8 | 33 | 44 | 77 |
| PENDING SALES | | | | | | | | |
| NEW ESCROWS OPENED | 78 | 84 | 82 | 133 | 164 | 541 | 545 | 1,086 |
| TOTAL YTD ESCROWS OPENED | 388 | 483 | 459 | 703 | 849 | 2,882 | 2,792 | 5,674 |
| NEW OPEN ESCROWS AVERAGE DAYS ON MARKET | 22 | 20 | 24 | 17 | 28 | 23 | 23 | 23 |
| NEW OPEN ESCROWS AVERAGE LIST PRICE | 694.6 | 1,376.2 | 1,364.2 | 926.2 | 1,148.8 | 1,096.5 | 749.2 | 922.3 |
| CLOSED SALES | | | | | | | | |
| NEW ESCROWS CLOSED | 69 | 98 | 89 | 159 | 139 | 554 | 522 | 1,076 |
| TOTAL YTD ESCROWS CLOSED | 374 | 474 | 441 | 679 | 800 | 2,768 | 2,555 | 5,323 |
| VOLUME OF NEW SALE DOLLARS IN MILLIONS | 48.512 | 152.3846 | 113.964 | 157.549 | 198.431 | 670.841 | 415.10124 | 1,085.941 |
| VOLUME OF TOTAL YTD SALES IN MILLIONS | 249.266 | 679.5236 | 629.002 | 653.174 | 1,081.816 | 3,292.781 | 1,887.183 | 5,179.964 |
| AVERAGE SALE PRICE IN THOUSANDS | 703.1 | 1,554.9 | 1,280.5 | 990.9 | 1,427.6 | 1,210.9 | 795.2 | 1,009.2 |
| MEDIAN SALE PRICE IN THOUSANDS | 660.0 | 1,350.0 | 1,100.0 | 900.0 | 1,150.0 | 955.0 | 600.0 | 829.0 |
| COOP SALES | 48 | 79 | 72 | 135 | 118 | 452 | 446 | 898 |
| PERCENT OF COOP SALES | 69.6 | 80.6 | 80.9 | 84.9 | 84.9 | 81.6 | 85.4 | 83.5 |
| AVERAGE DAYS ON MARKET | 19 | 28 | 16 | 19 | 20 | 22 | 21 | |
| SALES AT LIST PRICE | 61 | 75 | 77 | 134 | 117 | 464 | 431 | 895 |
| PERCENT OF SALES AT LIST PRICE | 88.4 | 76.5 | 86.5 | 84.3 | 84.2 | 83.8 | 82.6 | 83.2 |
| SALES TO LISTING INVENTORY RATIO | 84.1 | 96.1 | 118.7 | 144.5 | 83.7 | 103.6 | 88.0 | 95.4 |
| FINAL SALE TO NEW LISTING RATIO | 72.6 | 93.3 | 97.8 | 106.7 | 69.2 | 86.4 | 85.6 | 86.0 |
| CLOSED SALES | | | | | | | | |
| FORCLOSURE/REO | 0 | 0 | 0 | 1 | 0 | 1 | 5 | 6 |
| SELLER CONCESSIONS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SHORT SALE | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| STANDARD | 62 | 89 | 84 | 138 | 133 | 506 | 482 | 988 |
| OTHER | 7 | 9 | 5 | 20 | 6 | 47 | 34 | 81 |

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE 2021

| ACTIVE INVENTORY | EN | ES | CS | WN | WS | SEV TOT | EXT | TOTAL |
|---|--------|----------|---------|---------|---------|---------|-----------|-----------|
| NEW LISTINGS | 33 | 45 | 52 | 33 | 49 | 212 | 166 | 378 |
| TOTAL ACTIVE LISTINGS | 30 | 45 | 40 | 32 | 43 | 190 | 173 | 363 |
| AVERAGE DAYS ON MARKET | 83 | 57 | 64 | 58 | 43 | 60 | 60 | 60 |
| AVERAGE LIST PRICE IN THOUSANDS | 540.2 | 717.8 | 551.8 | 697.2 | 749.2 | 658.5 | 838.5 | 744.3 |
| MEDIAN LIST PRICE IN THOUSANDS | 410.0 | 650.0 | 499.0 | 530.0 | 585.0 | 549.9 | 645.0 | 595.0 |
| BOMS | 8 | 15 | 15 | 17 | 19 | 74 | 59 | 133 |
| AVERAGE BOM PRICE IN THOUSANDS | 542.6 | 719.8 | 535.9 | 563.5 | 564.8 | 587.7 | 679.8 | 628.5 |
| BOM TO SALE RATIO | 30.8 | 51.7 | 35.7 | 65.4 | 41.3 | 43.8 | 36.0 | 39.9 |
| EXPIRATIONS | 4 | 4 | 2 | 0 | 3 | 13 | 16 | 29 |
| PENDING SALES | | | | | | | | |
| NEW ESCROWS OPENED | 34 | 49 | 47 | 36 | 48 | 214 | 152 | 366 |
| TOTAL YTD ESCROWS OPENED | 172 | 265 | 266 | 188 | 245 | 1,136 | 849 | 1,985 |
| NEW OPEN ESCROWS AVERAGE DAYS ON MARKET | 17 | 27 | 16 | 19 | 22 | 20 | 25 | 22 |
| NEW OPEN ESCROWS AVERAGE LIST PRICE | 497.9 | 684.8 | 494.2 | 634.2 | 595.7 | 584.7 | 654.1 | 613.5 |
| CLOSED SALES | | | | | | | | |
| NEW ESCROWS CLOSED | 26 | 29 | 42 | 26 | 46 | 169 | 164 | 333 |
| TOTAL YTD ESCROWS CLOSED | 160 | 251 | 248 | 186 | 231 | 1,076 | 814 | 1,890 |
| VOLUME OF NEW SALE DOLLARS IN MILLIONS | 13.443 | 18.7906 | 23.277 | 15.905 | 24.160 | 95.574 | 105.17124 | 200.745 |
| VOLUME OF TOTAL YTD SALES IN MILLIONS | 77.202 | 161.1696 | 133.322 | 109.431 | 122.482 | 603.606 | 489.281 | 1,092.886 |
| AVERAGE SALE PRICE IN THOUSANDS | 517.0 | 647.9 | 554.2 | 611.7 | 525.2 | 565.5 | 641.3 | 602.8 |
| MEDIAN SALE PRICE IN THOUSANDS | 470.0 | 620.0 | 470.0 | 565.0 | 475.0 | 519.0 | 565.0 | 545.0 |
| COOP SALES | 22 | 27 | 38 | 22 | 44 | 153 | 149 | 302 |
| PERCENT OF COOP SALES | 84.6 | 93.1 | 90.5 | 84.6 | 95.7 | 90.5 | 90.9 | 90.7 |
| AVERAGE DAYS ON MARKET | 16 | 25 | 34 | 22 | 25 | 28 | 26 | |
| SALES AT LIST PRICE | 21 | 23 | 33 | 23 | 42 | 142 | 128 | 270 |
| PERCENT OF SALES AT LIST PRICE | 80.8 | 79.3 | 78.6 | 88.5 | 91.3 | 84 | 78 | 81.1 |
| SALES TO LISTING INVENTORY RATIO | 86.7 | 64.4 | 105.0 | 81.3 | 107.0 | 88.9 | 94.8 | 91.7 |
| FINAL SALE TO NEW LISTING RATIO | 78.8 | 64.4 | 80.8 | 78.8 | 93.9 | 79.7 | 98.8 | 88.1 |
| CLOSED SALES | | | | | | | | |
| FORCLOSURE/REO | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| SELLER CONCESSIONS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SHORT SALE | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 |
| STANDARD | 25 | 29 | 40 | 24 | 43 | 161 | 154 | 315 |
| OTHER | 1 | 0 | 1 | 2 | 3 | 7 | 9 | 16 |

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE 2021

| ACTIVE INVENTORY | AC | ADUL | CC | CA | NE | SAU | SR | VAL | SCV TOT | EXT | TOTAL |
|---|--------|---------|---------|--------|---------|---------|---------|---------|-----------|----------|-----------|
| NEW LISTINGS | 11 | 6 | 69 | 35 | 18 | 75 | 18 | 88 | 320 | 85 | 405 |
| TOTAL ACTIVE LISTINGS | 16 | 10 | 42 | 22 | 10 | 47 | 11 | 50 | 208 | 62 | 270 |
| AVERAGE DAYS ON MARKET | 58 | 64 | 36 | 31 | 55 | 48 | 21 | 26 | 39 | 45 | 40 |
| AVERAGE LIST PRICE IN THOUSANDS | 711.1 | 1,360.9 | 994.5 | 798.6 | 980.8 | 851.7 | 1,127.0 | 1,088.8 | 966.3 | 931.3 | 958.3 |
| MEDIAN LIST PRICE IN THOUSANDS | 649.0 | 1,200.0 | 779.0 | 699.0 | 880.0 | 775.0 | 1,100.0 | 899.9 | 839.9 | 629.0 | 799.9 |
| BOMS | 9 | 4 | 25 | 11 | 11 | 44 | 7 | 40 | 151 | 33 | 184 |
| AVERAGE BOM PRICE IN THOUSANDS | 619.1 | 787.2 | 781.6 | 757.2 | 1,198.2 | 845.7 | 1,092.0 | 1,082.1 | 913.3 | 651.6 | 866.4 |
| BOM TO SALE RATIO | 52.9 | 40.0 | 43.9 | 40.7 | 55.0 | 63.8 | 35.0 | 60.6 | 52.8 | 43.4 | 50.8 |
| EXPIRATIONS | 2 | 2 | 1 | 1 | 1 | 1 | 2 | 4 | 14 | 3 | 17 |
| PENDING SALES | | | | | | | | | | | |
| NEW ESCROWS OPENED | 10 | 9 | 57 | 30 | 21 | 72 | 16 | 75 | 290 | 98 | 388 |
| TOTAL YTD ESCROWS OPENED | 81 | 51 | 318 | 140 | 105 | 363 | 72 | 388 | 1,518 | 425 | 1,943 |
| NEW OPEN ESCROWS AVERAGE DAYS ON MARKET | 25 | 31 | 10 | 20 | 19 | 16 | 10 | 19 | 17 | 33 | 21 |
| NEW OPEN ESCROWS AVERAGE LIST PRICE | 705.2 | 897.7 | 761.8 | 785.8 | 1,002.0 | 825.7 | 1,103.5 | 953.8 | 868.3 | 620.7 | 805.8 |
| CLOSED SALES | | | | | | | | | | | |
| NEW ESCROWS CLOSED | 17 | 10 | 57 | 27 | 20 | 69 | 20 | 66 | 286 | 76 | 362 |
| TOTAL YTD ESCROWS CLOSED | 89 | 48 | 302 | 134 | 104 | 334 | 64 | 368 | 1,443 | 366 | 1,809 |
| VOLUME OF NEW SALE DOLLARS IN MILLIONS | 12.477 | 9.8246 | 47.307 | 20.308 | 17.909 | 60.847 | 20.916 | 61.947 | 251.534 | 49.48624 | 301.020 |
| VOLUME OF TOTAL YTD SALES IN MILLIONS | 63.254 | 44.6156 | 236.571 | 97.450 | 91.441 | 265.688 | 70.299 | 317.190 | 1,186.509 | 228.880 | 1,415.389 |
| AVERAGE SALE PRICE IN THOUSANDS | 733.9 | 982.4 | 829.9 | 752.1 | 895.4 | 881.8 | 1,045.8 | 938.6 | 879.5 | 651.1 | 831.5 |
| MEDIAN SALE PRICE IN THOUSANDS | 785.0 | 952.5 | 745.5 | 680.0 | 822.0 | 850.0 | 1,018.0 | 876.0 | 830.0 | 517.5 | 799.0 |
| COOP SALES | 16 | 8 | 46 | 25 | 15 | 62 | 12 | 58 | 242 | 67 | 309 |
| PERCENT OF COOP SALES | 94.1 | 80.0 | 80.7 | 92.6 | 75.0 | 89.9 | 60.0 | 87.9 | 84.6 | 88.2 | 85.4 |
| AVERAGE DAYS ON MARKET | 23 | 21 | 12 | 15 | 13 | 22 | 13 | 17 | 29 | 20 | 20 |
| SALES AT LIST PRICE | 15 | 5 | 47 | 26 | 16 | 63 | 16 | 61 | 249 | 65 | 314 |
| PERCENT OF SALES AT LIST PRICE | 88.2 | 50 | 82.5 | 96.3 | 80 | 91.3 | 80 | 92.4 | 87.1 | 85.5 | 86.7 |
| SALES TO LISTING INVENTORY RATIO | 106.3 | 100.0 | 135.7 | 122.7 | 200.0 | 146.8 | 181.8 | 132.0 | 137.5 | 122.6 | 134.1 |
| FINAL SALE TO NEW LISTING RATIO | 154.5 | 166.7 | 82.6 | 77.1 | 111.1 | 92.0 | 111.1 | 75.0 | 89.4 | 89.4 | 89.4 |
| CLOSED SALES | | | | | | | | | | | |
| FORCLOSURE/REO | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| SELLER CONCESSIONS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SHORT SALE | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 |
| STANDARD | 15 | 9 | 54 | 27 | 19 | 66 | 20 | 63 | 273 | 71 | 344 |
| OTHER | 2 | 1 | 2 | 0 | 1 | 3 | 0 | 3 | 12 | 0 | 16 |

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE 2021

| ACTIVE INVENTORY | AC | ADUL | CC | CA | NE | SAU | SR | VAL | SCV TOT | EXT | TOTAL |
|---|-------|--------|--------|-------|--------|--------|-------|---------|---------|---------|---------|
| NEW LISTINGS | 0 | 0 | 24 | 1 | 18 | 14 | 4 | 37 | 98 | 15 | 113 |
| TOTAL ACTIVE LISTINGS | 0 | 0 | 15 | 0 | 13 | 11 | 0 | 15 | 54 | 12 | 66 |
| AVERAGE DAYS ON MARKET | 0 | 0 | 63 | 0 | 17 | 12 | 0 | 52 | 39 | 46 | 40 |
| AVERAGE LIST PRICE IN THOUSANDS | 0.0 | 0.0 | 475.9 | 0.0 | 389.9 | 508.9 | 0.0 | 622.9 | 502.7 | 542.0 | 509.9 |
| MEDIAN LIST PRICE IN THOUSANDS | 0.0 | 0.0 | 425.0 | 0.0 | 359.9 | 515.0 | 0.0 | 589.0 | 459.0 | 499.9 | 490.0 |
| BOMS | 0 | 0 | 12 | 0 | 7 | 4 | 0 | 23 | 46 | 0 | 46 |
| AVERAGE BOM PRICE IN THOUSANDS | 0.0 | 0.0 | 466.2 | 0.0 | 382.8 | 506.2 | 0.0 | 615.4 | 531.6 | 0.0 | 531.6 |
| BOM TO SALE RATIO | 0.0 | 0.0 | 70.6 | 0.0 | 30.4 | 25.0 | 0.0 | 54.8 | 44.7 | 0.0 | 39.7 |
| EXPIRATIONS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| PENDING SALES | | | | | | | | | | | |
| NEW ESCROWS OPENED | 0 | 0 | 26 | 2 | 17 | 12 | 6 | 44 | 107 | 12 | 119 |
| TOTAL YTD ESCROWS OPENED | 0 | 2 | 127 | 6 | 106 | 95 | 19 | 240 | 595 | 71 | 666 |
| NEW OPEN ESCROWS AVERAGE DAYS ON MARKET | 0 | 0 | 14 | 28 | 23 | 19 | 10 | 22 | 19 | 14 | 19 |
| NEW OPEN ESCROWS AVERAGE LIST PRICE | 0.0 | 0.0 | 421.0 | 320.0 | 384.7 | 565.3 | 839.8 | 589.4 | 522.3 | 623.5 | 532.5 |
| CLOSED SALES | | | | | | | | | | | |
| NEW ESCROWS CLOSED | 0 | 2 | 17 | 1 | 23 | 16 | 2 | 42 | 103 | 13 | 116 |
| TOTAL YTD ESCROWS CLOSED | 0 | 2 | 119 | 5 | 107 | 94 | 18 | 215 | 560 | 68 | 628 |
| VOLUME OF NEW SALE DOLLARS IN MILLIONS | 0.000 | 1.9606 | 9.614 | 0.475 | 12.875 | 8.104 | 1.135 | 23.450 | 57.613 | 6.53824 | 64.151 |
| VOLUME OF TOTAL YTD SALES IN MILLIONS | 0.000 | 1.9606 | 52.981 | 3.095 | 49.397 | 48.683 | 8.913 | 117.201 | 282.230 | 36.069 | 318.298 |
| AVERAGE SALE PRICE IN THOUSANDS | 0.0 | 980.0 | 565.6 | 475.0 | 559.8 | 506.5 | 567.5 | 558.3 | 559.3 | 502.9 | 553.0 |
| MEDIAN SALE PRICE IN THOUSANDS | 0.0 | 860.0 | 450.0 | 475.0 | 430.0 | 475.0 | 540.0 | 545.0 | 478.0 | 493.0 | 478.0 |
| COOP SALES | 0 | 2 | 16 | 1 | 22 | 15 | 2 | 36 | 94 | 12 | 106 |
| PERCENT OF COOP SALES | 0.0 | 100.0 | 94.1 | 100.0 | 95.7 | 93.8 | 100.0 | 85.7 | 91.3 | 92.3 | 91.4 |
| AVERAGE DAYS ON MARKET | 0 | 20 | 14 | 21 | 13 | 24 | 13 | 16 | 34 | 18 | 18 |
| SALES AT LIST PRICE | 0 | 2 | 16 | 1 | 18 | 13 | 2 | 41 | 93 | 10 | 103 |
| PERCENT OF SALES AT LIST PRICE | 0 | 100 | 94.1 | 100 | 78.3 | 81.3 | 100 | 97.6 | 90.3 | 76.9 | 88.8 |
| SALES TO LISTING INVENTORY RATIO | 0.0 | 0.0 | 113.3 | 0.0 | 176.9 | 145.5 | 0.0 | 280.0 | 190.7 | 108.3 | 175.8 |
| FINAL SALE TO NEW LISTING RATIO | 0.0 | 0.0 | 70.8 | 100.0 | 127.8 | 114.3 | 50.0 | 113.5 | 105.1 | 86.7 | 102.7 |
| CLOSED SALES | | | | | | | | | | | |
| FORCLOSURE/REO | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SELLER CONCESSIONS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SHORT SALE | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| STANDARD | 0 | 2 | 17 | 1 | 22 | 16 | 2 | 42 | 102 | 12 | 114 |
| OTHER | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 2 |

MONTHLY RESIDENTIAL SALES STATISTICS

**RESIDENTIAL PROP.
ESCROW OPENED**
507

**RESIDENTIAL PROP.
ESCROW CLOSED**

| SELLING PRICE RANGE | SELLING TIME - PRICE CHANGE - PRICE REDUCTION | | | |
|---------------------|---|---------------------|--------------|------------|
| | AVG. SELL TIME | ACTIVE NO. LISTINGS | TOTAL # SOLD | REDUCED \$ |
| LESS THAN 100,000 | 0 | 2 | 0 | 0 |
| 100,000 TO 109,999 | 0 | 0 | 0 | 0 |
| 110,000 TO 119,999 | 0 | 0 | 0 | 0 |
| 120,000 TO 129,999 | 0 | 0 | 0 | 0 |
| 130,000 TO 139,999 | 0 | 0 | 0 | 0 |
| 140,000 TO 149,999 | 0 | 0 | 0 | 0 |
| 150,000 TO 159,999 | 0 | 0 | 0 | 0 |
| 160,000 TO 169,999 | 0 | 0 | 0 | 0 |
| 170,000 TO 179,999 | 0 | 0 | 0 | 0 |
| 180,000 TO 189,999 | 9 | 1 | 1 | 0 |
| 190,000 TO 199,999 | 2 | 2 | 2 | 1 |
| 200,000 TO 209,999 | 78 | 2 | 2 | 6950 |
| 210,000 TO 219,999 | 41 | 6 | 6 | 3782 |
| 220,000 TO 229,999 | 23 | 10 | 16 | 3 |
| 230,000 TO 239,999 | 15 | 24 | 23 | 0 |
| 240,000 TO 249,999 | 21 | 9 | 25 | 1 |
| 250,000 TO 259,999 | 18 | 14 | 33 | 3 |
| 260,000 TO 269,999 | 17 | 16 | 17 | 2 |
| 270,000 TO 279,999 | 19 | 21 | 22 | 2 |
| 280,000 TO 289,999 | 14 | 47 | 75 | 3 |
| 290,000 TO 299,999 | 15 | 54 | 66 | 1 |
| 300,000 TO 309,999 | 18 | 34 | 70 | 5 |
| 310,000 TO 319,999 | 20 | 29 | 46 | 11 |
| 320,000 TO 329,999 | 22 | 62 | 72 | 22 |
| 330,000 TO 339,999 | 87 | 10 | 5 | 2 |
| 340,000 TO 349,999 | 27 | 8 | 10 | 2 |
| 350,000 TO 359,999 | 19 | 336 | 478 | 59 |
| TOTALS | | | | |

2021RMLS TOTAL - \$ VOLUME
\$1,733,687,000

LISTINGS
2,817

***THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.**



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July/August 2021

17

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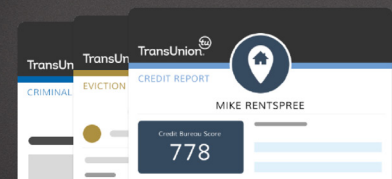
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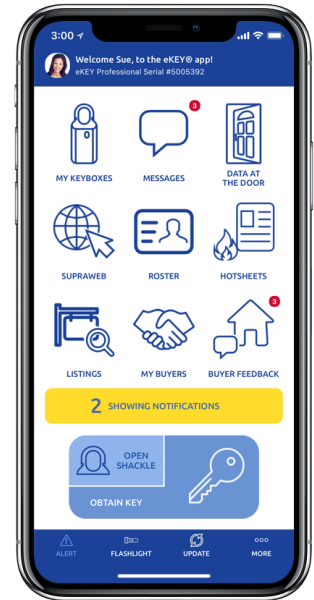


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