

November/December 2021

REALTOR® REPORT

The Official Publication of Southland Regional Association of Realtors®

SAN FERNANDO VALLEY

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A CHILD... PG.6**

Volume 101 • Issue 11

IN MEMORIAM PAT PORTER



A seasoned Realtor, Pat Porter's distinguished career included being a top producer in sales, a successful branch manager for several top firms, and an enthusiastic participant at Southland Regional Association of Realtors & California Association of Realtors. Her career spanned decades and she was highly regarded for her knowledge & professionalism. She chaired multiple committees at SRAR and became a Director for CAR. She was named SRAR Honorary President in 2010. As a branch manager, she was beloved by her agents and her beauty belied a passion for the ethics of our profession, leading her agents to greater success, and advancing & improving the very core values of our industry. Pat retired & moved to San Diego. She passed away on September 12, 2021. She is survived by 3 cherished daughters, Linda, Teri, & Jeri, 7 grandchildren, and 2 great-grandchildren & a bevy of friends. Her spirit lives on & she will be missed by her family and many friends.

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REALTOR® REPORT

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San Fernando Valley:

HOME PRICE HITS RECORD \$960,000

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

The median price of singlefamily homes that changed owners during September in the San Fernando Valley hit a record \$960,000, the Southland Regional Association of Realtors reported Thursday.

The median price — meaning half of the sales had a higher price and half a lower price — was up 15.7 percent from a year ago, beating the prior record of

who stay in the market during what typically can be a slower time of year.”

Today’s buyers also will continue to benefit from historically low interest rates on home loans. Rates recently ticked slightly above 3 percent yet are expected to remain low for the months ahead.

Inventory, which has been extremely limited, appears to be improving slightly, although the 786 home and condominium active listings reported at the end of September were down 16.4 percent from a year ago. Prior to the pandemic active listings were averaging 1,200 per month, but even that number

was regarded as too low for a market as vast as the San Fernando Valley.

Yet, active listings have not topped the 1,000 benchmark since October 2019.

At the current pace of sales, the 786 active listings represent a 1.1-month supply, but a 5- to 6-month supply is needed to ease pressure off resale prices.

“Demand for housing will stay strong, even if rates rise slightly in the coming months, and even as prices continue to increase, although not as quickly as in

prior months,” said Tim Johnson, the Association’s chief executive officer. “The local market continues to improve, continues to stabilize,” he said. “Those trends will stay with us through the balance of 2021 and well into 2022.”

Realtors assisted the close of escrow during September of 533 single-family homes and 174 condominium.

The home tally was up 1.5 percent while the condo sales total was 8.4 percent lower compared to September 2021.

Pending escrows — a measure of future closed sales — totaled 786 at the end of September, down 16.4 percent from a year ago.

Interest Rate Update

Fixed-rate mortgage national average as reported by Freddie Mac on:

October 14

30-Year FRM — 3.05 percent

15-Year FRM — 2.3 percent

October 7

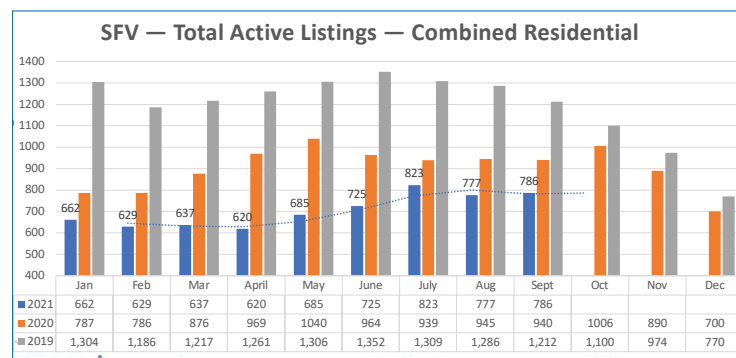
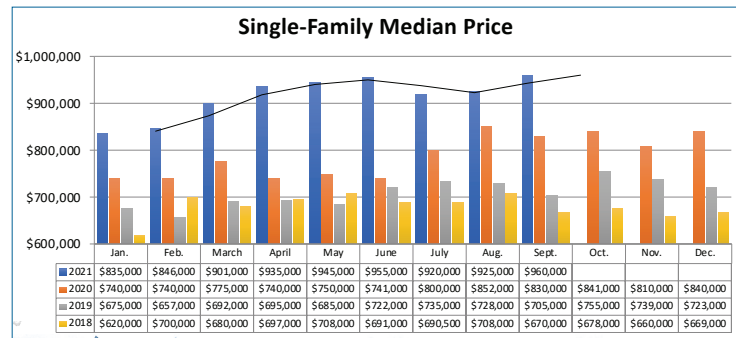
30-Year FRM — 2.99 percent

15-Year FRM — 2.23 percent

Fannie, Freddie Believe Housing Will Continue to Soar

The housing market will likely remain hot, even as mortgage rates and home prices continue to rise, according to economists at the government-sponsored enterprises Fannie Mae and Freddie Mac, who remain bullish on housing’s outlook.

Freddie Mac and Fannie Mae economists predict that home prices will grow nearly 17 percent overall for 2021 and then slow to 7 percent in 2022. They predict the 30-year fixed-rate mortgage — which likely will end the year averaging about 3 percent — will inch up to 3.5 percent in 2022, a projection similar to expectations by National Association of Realtors economists.

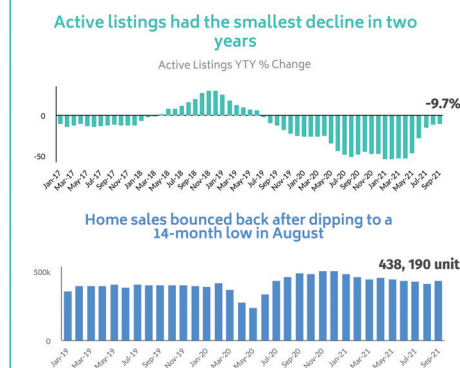
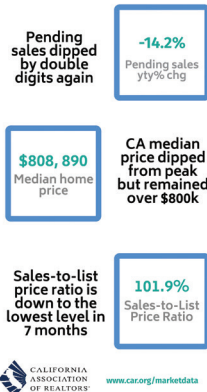


\$955,000 set just this June.

The Association reported that the condominium median price for September came in at \$535,000, up 12.6 percent from a year ago and just under the \$555,000 record set in August.

“Competition is easing a bit as winter approaches, sellers are a bit more flexible on prices, and multiple offers are fewer and coming a bit slower than just a few months ago,” said Diane Syddell, president of the 10,300-member local professional Association. “All those factors should make it a bit easier for buyers

California September 2021 Sales and Price Report



California Home Sales Reverse 4-Month Decline

- Existing, single-family home sales totaled 438,190 in September on a seasonally adjusted annualized rate, up 5.6 percent from August and down 10.5 percent from September 2020.
- September’s statewide median home price was \$808,890, up 13.5 percent from September 2020.
- Year-to-date statewide home sales were up 16.8 percent in September.

Home Sales Forecast:

FROM WHITE HOT, TO JUST RED HOT

BY DIANE SYDELL, PRESIDENT, AND DAVID WALKER

Southland Regional Association of Realtors® Supply constraints and higher home prices will bring California home sales down slightly in 2022, but transactions will still post their second highest level in the past five years, according to a housing and economic forecast released recently by the California Association of Realtors.

Existing single-family home sales are likely to decline in 2022 by 5.2 percent to reach 416,800 units — down from the projected 2021 sales figure of 439,800.

The 2021 figure is expected to be 6.8 percent higher compared with the pace of 411,900 homes sold in 2020.

“Overall, we’re pretty optimistic,” said Jordan Levine, C.A.R.’s vice president and chief economist. “California will continue to punch above its weight with jobs ... and growing faster.

“People want California, people want home ownership,” he said, “but we’re not making it happen for them.”

Levine, in a recent Zoom call with 60 San Fernando Valley and Santa Clarita Valley Realtors, brokers and office managers, noted that the Golden State builds a third of the homes it used to in the 1980s despite a more than doubling surge in population that has pushed the resident count to nearly 40 million.

And if people cannot buy a home, they move elsewhere, he said, pointing to the fact that the net out-migration of 261,084 in 2020 was the “first time the population ever declined in recorded history.”

Still, he said, “we think things will get better.”

C.A.R. President Dave Walsh found the positive in what Levine said would be a slowing from a “white hot” market to merely a “red hot” market.

“A slight decline next year from the torrid sales pace of the past year-and-a-half will be a welcome relief to potential homebuyers who have been pushed out of the market due to high market competition and an extremely low level of homes available for

sale,” Walsh said.

“Homeownership aspirations remain strong and motivated buyers will have more inventory to choose from,” he said. “They will also benefit from a favorable lending environment, with the average 30-year fixed rate mortgage remaining below 3.5 percent for most of next year.”

Recent increases in mortgage rates have reversed with the Oct. 7 national average as reported by Freddie Mac on a 30-year, fixed-rate mortgage dropping from 3.01 percent to 2.99 percent.

Low rates help all parties, but prices rising faster than incomes can “cancel out” the decline in rates, Levine noted.

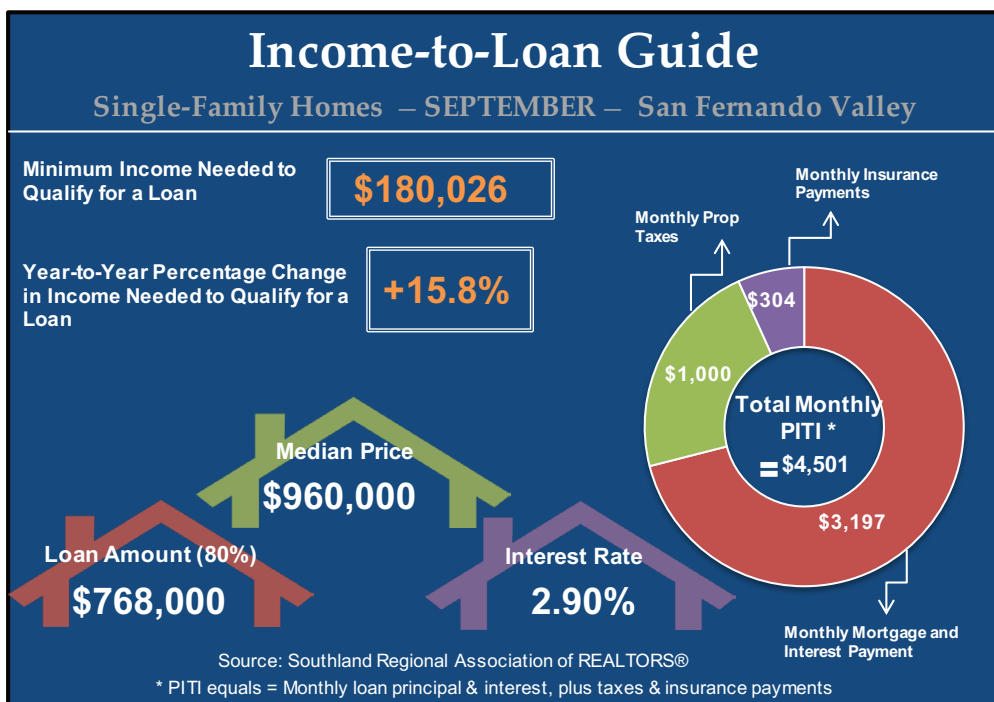
While the market came roaring back last year at the height of the Coronavirus pandemic, the recovery is taking different shapes and forms depending on location and individual buying power.

“Sellers need to know homes aren’t selling quite as quickly,” Levine said. “Not as many are selling above asking price.”

Buyers who remain interested in larger homes and lower rates along with the pandemic-induced ability to work from anywhere “combined to create an incredible tailwind for housing,” he said. “It had a profound impact on who bought and what they bought.”

Levine also noted that for the first time there are more \$1 million and up homes selling than those priced at or under \$500,000, which used to be the entirety of the California market.

“Assuming the pandemic situation can be kept under control next year, the cyclical effects from the latest economic downturn will wane, and a strong recovery will follow,” Levine said. “However, structural challenges will reassert themselves as the normalization of the market continues. Demand for homes will continue to outstrip available supply as the economy improves, resulting in higher home prices and slightly lower sales in 2022.”



Record Home Price Shrinks Buyer Pool

September saw another record median price for single-family homes sold in the San Fernando Valley, with the new high of \$960,000 up 15.7 percent over a year ago.

Yet each tick up in prices yields a tick down in the number of buyers who can qualify to buy a home. The minimum income needed to buy a median-priced Valley home last month was \$180,026, up 15.8 percent from the prior year. In 2016, when the Southland Regional Association of Realtors started tracking these statistics, the minimum income need to buy a home was \$113,736 and the local median price was \$595,000.



HOME, CONDO SALES LAG, YET MARKET REMAINS BUSY

Realtors in the Santa Clarita Valley assisted the sale of 261 single-family homes and 94 condominiums during September as the local market showed the initial signs of a seasonal slowdown, the Southland Regional Association of Realtors reported recently. The home sale tally was down 2.6 percent and the condo total off 28.8 percent compared to September 2020.

The recovery in local residential real estate from the pandemic-induced economic shutdown began in July 2020 and every month since, save September, has been higher than the prior year. Association statistics reflected a similar pattern for condominiums, though September marked the third consecutive month below the prior year.

"Once Realtors and their clients adapted to the COVID-19 rules, sales recovered quickly," said Nicole Stinson, the 2021 Chair of the Santa Clarita Valley Division Council of SRAR. "It's a testament to the professionalism of local real estate experts and an indicator of the deep demand for housing along with the resilience and persistence of homebuyers and sellers."

Even as the market reflects typical seasonal forces, Stinson noted, it remains active as buyers realize they face reduced competition, owners appear to be less rigid on asking prices, and interest rates that remain highly favorable even as they ticked slightly higher in recent weeks.

The median price of homes sold last month came in at \$800,000, which was up 5.4 percent from a year ago yet 3.6 percent below the \$830,000 record set in June.

September was the fourth consecutive month that the median matched or came in higher than the \$800,000 benchmark. The condominium median price of \$490,000 was up 12.4 percent from August 2020 and 5.8 percent below the record \$520,000 set in May.

There were 323 active home and condo listings reported at the end of August. That matched the total from a year ago and marked the third consecutive month the supply matched or exceeded year ago levels.

MILLENNIALS LARGEST SHARE OF BUYERS

BY DIANE SYDELL, PRESIDENT, AND DAVID WALKER
SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

Millennial buyers 22 to 30 years — Younger Millennials — and buyers 31 to 40 years — Older Millennials — nationwide continue to make up the largest share of homebuyers at 37 percent, an annual study by the National Association of Realtors reported recently.

Since 2013, NAR has produced the Home Buyers and Sellers Generational Trends Report, which provides insights into differences and similarities across generations of homebuyers and sellers.

Millennials have been the largest share of buyers since the 2014 report.

Eighty-two percent of Younger Millennials and 48 percent of Older Millennials were first-time homebuyers, more than other age groups. Older Millennials had the highest share of married couples at 69 percent, while Younger Millennials had the highest share of unmarried couples, 20 percent, buying homes. Buyers 41 to 55 — Gen Xers — consisted of 24 percent of recent homebuyers. This group continues to be the highest earning homebuyers with a median income of \$113,300 in 2019. They also bought the largest homes in size at a median of 2,100 square feet. They were the most likely generation to have children under the age of 18 at 61 percent. Buyers continue to finance their home purchase similar to years past. Eighty-seven percent of homebuyers financed their home purchase — a share that

decreases as the age of the buyer increases. Younger buyers continue to depend on savings for their downpayment, while older buyers use proceeds from the sale of their previous residence. However, 28 percent of Younger Millennials did use a gift or a loan from a friend or relative to purchase their

home. Among those who did have debt, the payments hindered their ability to save for a downpayment by a median of three years and came primarily from student loan debt, followed by high rental costs holding back saving. For the full report, go to [Realtor.org](https://www.realtor.org).

Renters in Arrears Need to Apply for Aid

Renters behind in payment of their monthly rent due to a loss of income as result of the Coronavirus pandemic need to apply to receive financial aid.

That was a central message in a recent forum with local elected officials organized by the Southland Regional Association of Realtors. "People have to apply," said L.A. County Supervisor Kathryn Barger.

"The state has been actively working with us to provide direct reimbursement for renters in arrears, payment which goes directly to the landlords. Landlords are struggling as well." Eviction protections are expiring and landlords must post a 60-day notice and offer relocation assistance if they intend to evict.

Barger and Santa Clarita Mayor Bill Miranda agreed that renters and property owners needed to be protected. Miranda said that the public perceives property owners as being large companies, but most local landlords are mom and pop owners. For example, he said his daughter rents out a home and has received no payments for a year. "Yet my daughter has to pay the mortgage and expenses," he said. "We want to protect as many people as possible, but that has to include property owners."

Barger said that the County's aid efforts targeted owners like Miranda's daughter and that owners have a role and a right. "... We'll need to live with the virus," Barger said. "It breaks my heart to have vaccination be a political issue."

Miranda said that outdoor dining has been very successful in Santa Clarita, providing a lifeline for small restaurant owners and a chance for neighbors to gather in a safe environment.



L.A. County Supervisor Kathryn Barger, 5th District



Mayor Bill Miranda, City of Santa Clarita

This is the second of two articles on a recent forum organized by the Southland Regional Association of Realtors. Other participants included: State Senator Robert Hertzberg, District 18; Assemblymembers Adrin Nazarian, District 46; Jesse Gabriel, District 45; Luz Rivas, District 39; Los Angeles City Council members Nury Martinez, 6th District; Monica Rodriguez, 7th District; John Lee, 12th District; and Bob Blumenfeld, 3rd District.



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2021
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Series

All Classes Listed Below Are Held On Wednesdays 9:00am - 12:00pm
The classes are all free and are all via zoom until decided otherwise

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
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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

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June 16 2021



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July 21, 2021



Effective
Commercial
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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
Real Estate
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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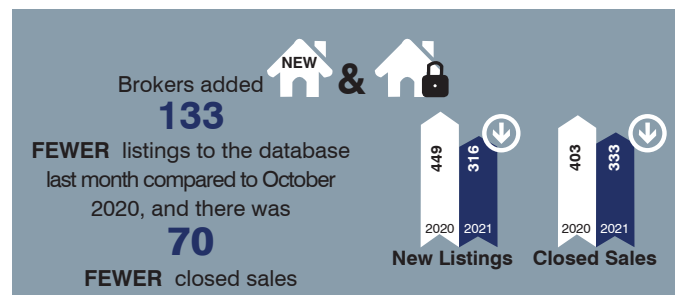
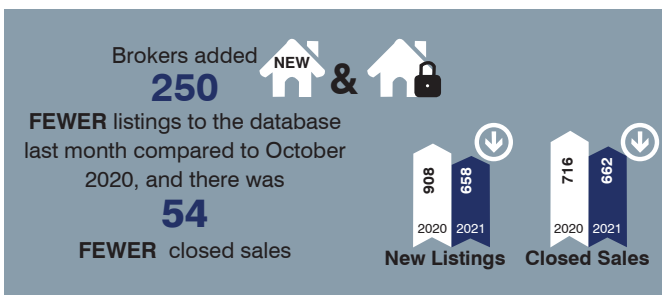
Market Snapshot (October 2021):



The median sale price for
single family homes
increased by
9%
from this time last year



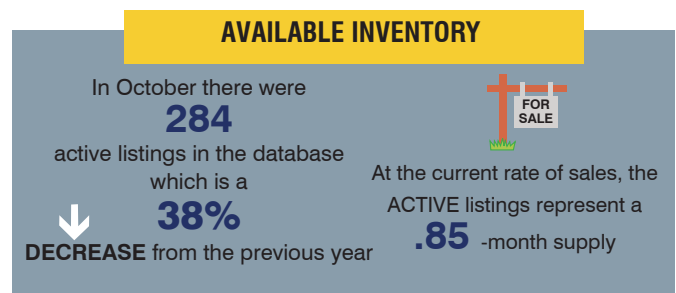
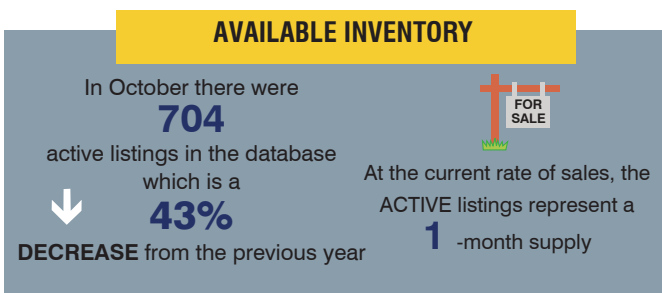
The median sale price for
single family homes
increased by
16.5%
from this time last year



The total dollar value of
to date sales **increased**
\$2,030,826,000
from October 2020



The total dollar value of
to date sales **increased**
\$822,504,000
from October 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

RESIDENTIAL PROPERTIES LISTED

1,419

RESIDENTIAL PROP. ESCROW OPENED

1,375

RESIDENTIAL PROP. ESCROW CLOSED

1,302

OCTOBER 2021 SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY

EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	91	125	164	191	658	761	1,419
TOTAL ACTIVE LISTINGS	124	134	148	204	704	981	1,685
AVERAGE DAYS ON MARKET	84	55	53	53	61	59	60
AVERAGE LIST PRICE IN THOUSANDS	711.9	1,291.9	1,223.4	1,745.6	1,347.2	894.6	1,083.7
MEDIAN LIST PRICE IN THOUSANDS	684.0	949.9	900.0	1,149.0	899.0	599.0	735.0
BOMS	32	31	55	69	217	202	419
AVERAGE BOM PRICE IN THOUSANDS	657.4	1,115.9	1,065.0	1,126.5	1,033.7	831.2	936.1
BOM TO SALE RATIO	330.0	28.2	28.9	40.1	32.8	31.6	32.2
EXPIRATIONS	10	14	7	13	54	55	109

PENDING SALES

NEW ESCROWS OPENED	104	110	183	173	672	703	1,375
TOTAL YTD ESCROWS OPENED	918	1,205	1,606	1,811	6,693	6,176	12,869
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	26	22	25	25	25	31	28
NEW OPEN ESCROWS AVERAGE LIST PRICE	625.0	1,233.9	929.3	1,146.9	991.8	688.8	836.9

CLOSED SALES

NEW ESCROWS CLOSED	82	110	190	172	662	640	1,302
TOTAL YTD ESCROWS CLOSED	882	1,205	1,572	1,774	6,573	5,879	12,452
VOLUME OF NEW SALE DOLLARS IN MILLIONS	53,479	119,516	120,904	221,228	690,814	449,886	1,140,701
VOLUME OF TOTAL YTD SALES IN MILLIONS	554,713	1,403,108	1,420,993	2,068,303	6,714,894	4,199,331	10,914,226
AVERAGE SALE PRICE IN THOUSANDS	652.2	1,086.5	924.7	1,286.2	1,043.5	702.9	876.1
MEDIAN SALE PRICE IN THOUSANDS	650.0	920.0	870.0	951.8	854.0	550.0	726.0
COOP SALES	71	90	155	144	555	559	1,114
PERCENT OF COOP SALES	86.6	81.8	88.0	83.7	83.8	87.3	85.6
AVERAGE DAYS ON MARKET	26	25	25	25	23	31	27
SALES AT LIST PRICE	70	80	160	140	532	468	1,000
PERCENT OF SALES AT LIST PRICE	85.4	72.7	84.2	81.4	80.4	73.1	76.8
SALES TO LISTING INVENTORY RATIO	66.1	82.1	114.9	84.3	94.0	65.2	77.3
FINAL SALE TO NEW LISTING RATIO	90.1	88.0	115.9	90.1	100.6	84.1	91.8

CLOSED SALES

FORCLOSURE/REO	1	0	0	1	3	3	6
SELLER CONCESSIONS	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	0
STANDARD	67	101	181	166	616	598	1,214
OTHER	13	8	9	5	41	37	78

SELLING PRICE RANGE

AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %	
LESS THAN 200,000	27	24	10	30046	15
200,000 - 249,999	32	24	8	10438	3.5
250,000 - 299,999	56	51	6	9647	0.8
300,000 - 349,999	33	53	15	2638	-1.3
350,000 - 399,999	30	111	20	-9725	-1
400,000 - 449,999	25	79	17	-7139	-1.9
450,000 - 499,999	25	99	18	-8008	-15
500,000 - 549,999	22	83	19	-3831	-1.2
550,000 - 599,999	27	85	22	1995	-0.7
600,000 - 699,999	29	163	33	35690	-2
700,000 - 799,999	24	174	55	-11018	-7.1
800,000 - 899,999	20	136	35	-27974	-10.5
900,000 - 999,999	20	102	19	-24978	-3.2
1,000,000 - 1,499,999	24	206	58	30333	-3.4
1,500,000 - 1,999,999	40	98	23	-19755	-2.3
2,000,000 - 2,499,999	24	41	10	-8684	-1
2,500,000 - 2,999,999	38	37	6	-4250	-0.4
3,000,000 OR MORE	68	79	7	328263	0.8
TOTALS	27	1685	381	-4543	-86.2

LISTINGS

15,420

2021 RMLS TOTAL - \$ VOLUME

\$10,914,226,000

SALES

12,452

EN: Arleta, Kagal 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, 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



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

SAN FERNANDO VALLEY
COMPARABLE SALES ANALYSIS 2016-2021
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)
TOTAL MONTH BY MONTH

	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	1,739	1,337	866.5	85.1
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	1,669	1,496	859.1	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	1,581	1,365	851.0	84.6
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	1,419	1,375	836.9	85.6
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 OCTOBER 2021

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	67	85	57	128	155	492	613	1,105
TOTAL ACTIVE LISTINGS	95	87	60	123	160	525	787	1,312
AVERAGE DAYS ON MARKET	85	53	69	54	50	60	59	59
AVERAGE LIST PRICE IN THOUSANDS	763.9	1,567.2	2,088.5	1,338.9	2,041.1	1,572.4	944.3	1,195.6
MEDIAN LIST PRICE IN THOUSANDS	699.9	1,186.7	1,199.0	999.0	1,295.0	999.9	610.0	799.0
BOMS	24	17	20	46	52	159	162	321
AVERAGE BOM PRICE IN THOUSANDS	690.5	1,518.3	1,333.6	1,137.4	1,312.0	1,192.4	867.5	1,028.5
BOM TO SALE RATIO	39.3	23.3	27.8	29.9	37.1	31.8	32.3	32.1
EXPIRATIONS	9	5	8	7	6	35	45	80
PENDING SALES								
NEW ESCROWS OPENED	71	68	75	142	143	499	546	1,045
TOTAL YTD ESCROWS OPENED	643	793	762	1,275	1,419	4,892	4,786	9,678
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	26	20	25	22	24	23	30	27
NEW OPEN ESCROWS AVERAGE LIST PRICE	682.7	1,595.2	1,122.4	1,022.7	1,263.1	1,136.2	683.4	899.6
CLOSED SALES								
NEW ESCROWS CLOSED	61	73	72	154	140	500	501	1,001
TOTAL YTD ESCROWS CLOSED	620	804	748	1,254	1,378	4,804	4,544	9,348
VOLUME OF NEW SALE DOLLARS IN MILLIONS	42,983	93,517.6	102,405	151,413	201,528	591,845	371,193.24	963,038
VOLUME OF TOTAL YTD SALES IN MILLIONS	425,878	1,135,472.6	1,060,046	1,230,718	1,839,648	5,691,762	3,391,706	9,083,468
AVERAGE SALE PRICE IN THOUSANDS	704.6	1,281.1	1,422.3	983.2	1,439.5	1,183.7	740.9	962.1
MEDIAN SALE PRICE IN THOUSANDS	701.0	1,100.0	960.0	895.0	1,050.0	925.0	573.0	785.0
COOP SALES	55	57	61	124	117	414	438	852
PERCENT OF COOP SALES	90.2	78.1	84.7	80.5	83.6	82.8	87.4	85.1
AVERAGE DAYS ON MARKET	26	20	18	27	22	31	27	27
SALES AT LIST PRICE	51	56	54	129	114	404	365	769
PERCENT OF SALES AT LIST PRICE	83.6	76.7	75	83.8	81.4	80.8	72.9	76.8
SALES TO LISTING INVENTORY RATIO	64.2	83.9	120.0	125.2	87.5	95.2	63.7	76.3
FINAL SALE TO NEW LISTING RATIO	91.0	85.9	126.3	120.3	90.3	101.6	81.7	90.6
CLOSED SALES								
FORCLOSURE/REO	1	0	1	0	1	3	3	6
SELLER CONCESSIONS	0	0	0	0	0	0	0	0
SHORT SALE	0	0	0	0	0	0	2	2
STANDARD	47	64	67	148	134	460	463	923
OTHER	12	8	4	6	5	35	33	68

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2021

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SEV TOT	EXT	TOTAL
NEW LISTINGS	24	40	30	36	36	166	148	314
TOTAL ACTIVE LISTINGS	29	47	34	25	44	179	194	373
AVERAGE DAYS ON MARKET	83	58	64	49	62	63	59	61
AVERAGE LIST PRICE IN THOUSANDS	541.7	782.4	722.3	655.1	671.0	686.8	692.9	690.0
MEDIAN LIST PRICE IN THOUSANDS	450.0	750.0	475.0	700.0	569.0	599.0	549.0	570.0
BOMS	8	14	10	9	17	58	40	98
AVERAGE BOM PRICE IN THOUSANDS	558.0	627.4	571.2	695.3	559.1	598.7	683.9	633.5
BOM TO SALE RATIO	38.1	37.8	27.8	25.0	53.1	35.8	28.8	32.6
EXPIRATIONS	1	9	2	0	7	19	10	29
PENDING SALES								
NEW ESCROWS OPENED	33	42	27	41	30	173	157	330
TOTAL YTD ESCROWS OPENED	275	412	391	331	392	1,801	1,390	3,191
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	26	25	31	38	30	30	35	32
NEW OPEN ESCROWS AVERAGE LIST PRICE	500.7	648.9	485.1	605.8	592.8	575.1	707.6	638.2
CLOSED SALES								
NEW ESCROWS CLOSED	21	37	36	36	32	162	139	301
TOTAL YTD ESCROWS CLOSED	262	401	392	318	396	1,769	1,335	3,104
VOLUME OF NEW SALE DOLLARS IN MILLIONS	10,496	25,994.6	18,500	24,280	19,700	98,969	78,693.24	177,663
VOLUME OF TOTAL YTD SALES IN MILLIONS	128,836	267,635.6	207,731	190,275	228,655	1,023,132	807,625	1,830,758
AVERAGE SALE PRICE IN THOUSANDS	499.8	702.5	513.9	674.5	615.6	610.9	566.1	590.2
MEDIAN SALE PRICE IN THOUSANDS	470.0	675.0	510.0	589.0	569.0	580.0	490.0	548.8
COOP SALES	16	33	34	31	27	141	121	262
PERCENT OF COOP SALES	76.2	89.2	94.4	86.1	84.4	87.0	87.1	87.0
AVERAGE DAYS ON MARKET	27	35	19	20	27	29	28	27
SALES AT LIST PRICE	19	24	28	31	26	128	103	231
PERCENT OF SALES AT LIST PRICE	90.5	64.9	77.8	86.1	81.3	79	74.1	76.7
SALES TO LISTING INVENTORY RATIO	72.4	78.7	105.9	144.0	72.7	90.5	71.6	80.7
FINAL SALE TO NEW LISTING RATIO	87.5	92.5	120.0	100.0	88.9	97.6	93.9	95.9
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	0	0	0	0	0	0
STANDARD	20	37	34	33	32	156	135	291
OTHER	1	0	2	3	0	6	4	10

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR OCTOBER 2021

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	17	6	52	14	17	59	6	49	220	79	299
TOTAL ACTIVE LISTINGS	20	20	57	26	13	46	4	35	221	105	326
AVERAGE DAYS ON MARKET	86	77	62	76	35	55	17	47	61	48	57
AVERAGE LIST PRICE IN THOUSANDS	936.3	1,483.3	911.4	989.1	905.3	967.4	989.7	1,009.2	1,002.8	683.1	899.8
MEDIAN LIST PRICE IN THOUSANDS	950.0	1,250.0	780.0	774.9	800.0	867.9	970.0	835.3	850.0	540.0	790.0
BOMS	6	4	26	8	11	23	3	18	99	31	130
AVERAGE BOM PRICE IN THOUSANDS	719.6	1,573.5	688.8	793.4	898.5	894.3	996.6	829.7	840.9	704.5	808.3
BOM TO SALE RATIO	66.7	57.1	46.4	32.0	91.7	41.8	23.1	37.5	44.0	48.4	45.0
EXPIRATIONS	0	0	1	0	0	0	0	1	2	5	7
PENDING SALES											
NEW ESCROWS OPENED	24	5	55	21	17	63	7	66	258	69	327
TOTAL YTD ESCROWS OPENED	135	76	540	236	171	631	123	639	2,551	680	3,231
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	41	43	28	27	36	22	46	20	27	27	27
NEW OPEN ESCROWS AVERAGE LIST PRICE	808.2	949.3	769.4	736.2	975.5	853.6	1,102.1	858.4	839.7	596.0	788.3
CLOSED SALES											
NEW ESCROWS CLOSED	9	7	56	25	12	55	13	48	225	64	289
TOTAL YTD ESCROWS CLOSED	123	79	535	240	171	607	120	621	2,496	648	3,144
VOLUME OF NEW SALE DOLLARS IN MILLIONS	7.203	6.2356	42.720	17.438	9.740	47.895	13.796	50.446	195.471	40.82024	236.291
VOLUME OF TOTAL YTD SALES IN MILLIONS	88.417	72.7916	424.247	176.517	149.332	495.095	133.230	565.275	2,104.905	412.647	2,517.551
AVERAGE SALE PRICE IN THOUSANDS	800.3	890.7	762.8	697.5	811.6	870.8	1,061.2	1,051.0	868.8	637.8	817.6
MEDIAN SALE PRICE IN THOUSANDS	829.0	880.0	718.0	685.0	715.0	846.5	1,015.0	900.0	810.0	510.0	775.0
COOP SALES	9	7	50	22	11	48	12	43	202	52	254
PERCENT OF COOP SALES	100.0	100.0	89.3	88.0	91.7	87.3	92.3	89.6	89.8	81.3	87.9
AVERAGE DAYS ON MARKET	17	20	28	39	34	24	22	26	23	25	25
SALES AT LIST PRICE	7	6	48	21	11	44	8	37	182	55	237
PERCENT OF SALES AT LIST PRICE	77.8	85.7	85.7	84	91.7	80	61.5	77.1	80.9	85.9	82
SALES TO LISTING INVENTORY RATIO	45.0	35.0	98.2	96.2	92.3	119.6	325.0	137.1	101.8	61.0	88.7
FINAL SALE TO NEW LISTING RATIO	52.9	116.7	107.7	178.6	70.6	93.2	216.7	98.0	102.3	81.0	96.7
CLOSED SALES											
FORCLOSURE/REO	0	0	0	0	0	0	0	0	0	3	3
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	9	7	56	24	12	52	11	45	216	58	274
OTHER	0	0	0	1	0	3	2	3	9	0	12

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER 2021

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOT	EXT	TOTAL
NEW LISTINGS	0	0	21	2	20	21	1	31	96	14	110
TOTAL ACTIVE LISTINGS	0	0	16	1	11	14	0	21	63	16	79
AVERAGE DAYS ON MARKET	0	0	64	27	45	36	0	18	39	47	40
AVERAGE LIST PRICE IN THOUSANDS	0.0	0.0	421.0	274.0	376.2	545.3	0.0	587.7	494.0	814.7	559.0
MEDIAN LIST PRICE IN THOUSANDS	0.0	0.0	389.0	274.0	380.0	510.0	0.0	599.9	449.9	659.0	485.5
BOMS	0	0	10	0	8	8	1	6	33	9	42
AVERAGE BOM PRICE IN THOUSANDS	0.0	0.0	456.9	0.0	388.5	551.2	619.9	436.3	464.4	413.1	453.4
BOM TO SALE RATIO	0.0	0.0	37.0	0.0	40.0	36.4	20.0	21.4	30.6	52.9	33.6
EXPIRATIONS	0	0	1	0	0	0	0	3	4	1	5
PENDING SALES											
NEW ESCROWS OPENED	1	0	25	1	20	23	3	29	102	13	115
TOTAL YTD ESCROWS OPENED	1	2	217	14	177	171	34	358	974	130	1,104
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	74	0	29	13	19	13	12	21	21	18	21
NEW OPEN ESCROWS AVERAGE LIST PRICE	947.0	0.0	440.6	440.0	388.3	578.4	541.6	559.8	503.3	573.5	511.2
CLOSED SALES											
NEW ESCROWS CLOSED	0	0	27	6	20	22	5	28	108	17	125
TOTAL YTD ESCROWS CLOSED	0	2	209	14	173	161	36	349	944	125	1,069
VOLUME OF NEW SALE DOLLARS IN MILLIONS	0.000	0.0006	12.562	2.794	8.785	12.308	2.735	16.274	55.458	9.37324	64.831
VOLUME OF TOTAL YTD SALES IN MILLIONS	0.000	1.9606	94.298	6.816	79.274	84.763	21.064	194.515	482.689	67.423	550.113
AVERAGE SALE PRICE IN THOUSANDS	0.0	0.0	465.3	465.7	439.3	559.5	547.0	581.2	513.5	551.4	518.6
MEDIAN SALE PRICE IN THOUSANDS	0.0	0.0	450.0	432.0	415.0	530.0	540.0	595.0	505.0	525.0	515.0
COOP SALES	0	0	25	6	17	20	5	27	100	15	115
PERCENT OF COOP SALES	0.0	0.0	92.6	100.0	85.0	90.9	100.0	96.4	92.6	88.2	92.0
AVERAGE DAYS ON MARKET	0	21	13	29	14	18	14	19	16	18	18
SALES AT LIST PRICE	0	0	23	4	16	21	3	24	91	12	103
PERCENT OF SALES AT LIST PRICE	0	0	85.2	66.7	80	95.5	60	85.7	84.3	70.6	82.4
SALES TO LISTING INVENTORY RATIO	0.0	0.0	168.8	600.0	181.8	157.1	0.0	133.3	171.4	106.3	158.2
FINAL SALE TO NEW LISTING RATIO	0.0	0.0	128.6	300.0	100.0	104.8	500.0	90.3	112.5	121.4	113.6
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	0	26	5	19	20	5	28	103	15	118
OTHER	0	0	1	1	1	2	0	0	5	0	7

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32 years,
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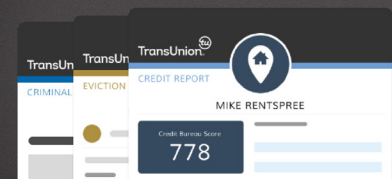
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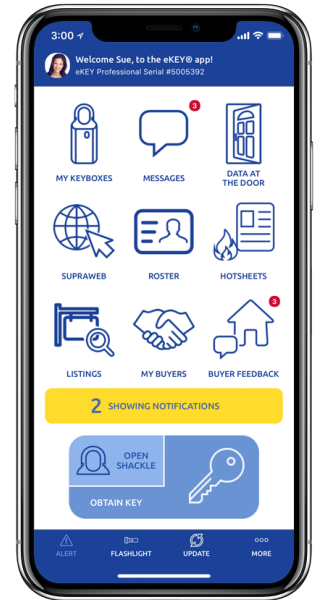
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