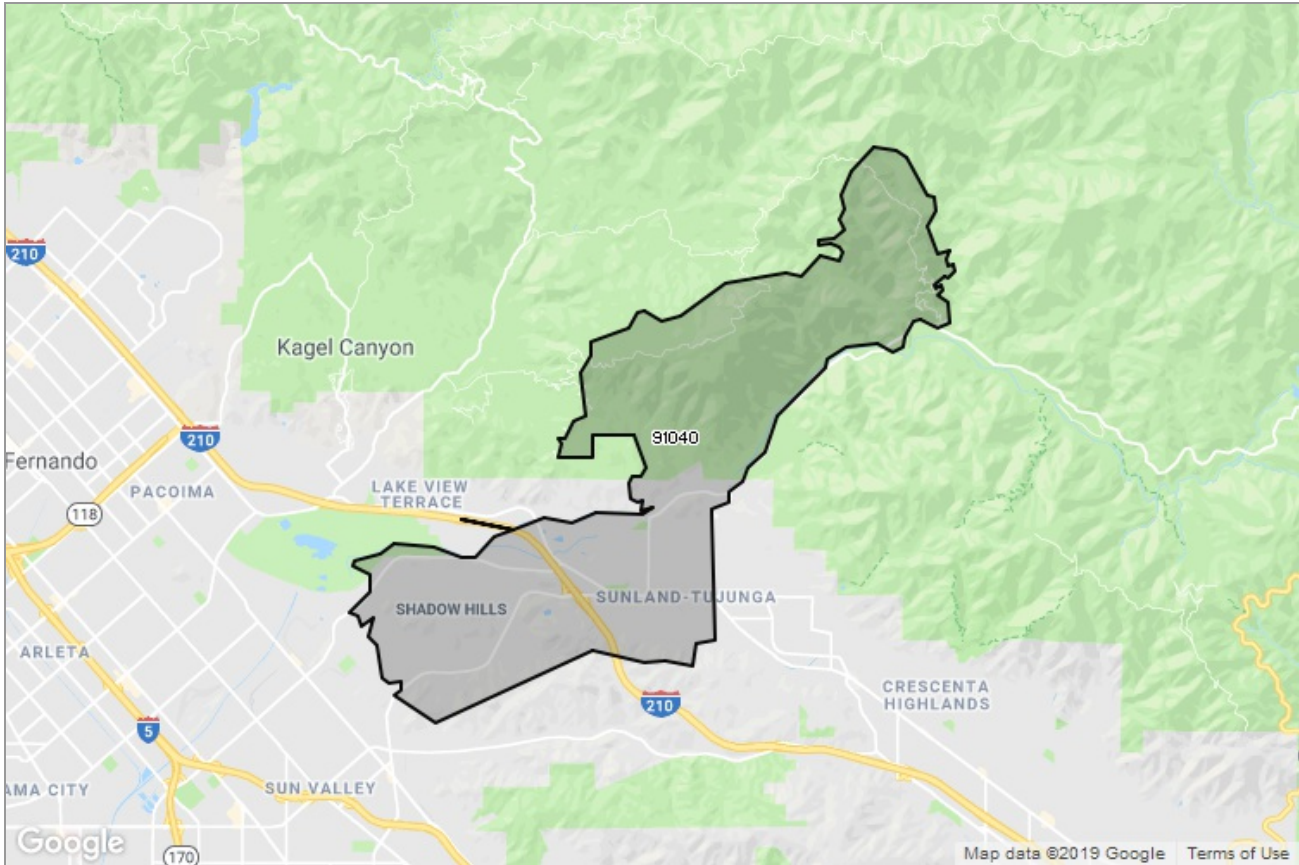




PASADENA-FOOTHILLS  
ASSOCIATION OF REALTORS®

MARKET DATA REPORT

# Sunland



## Report Characteristics

**Report Name:**  
Sunland

**Report Date Range:**  
1/2018 – 1/2019

**Filters Used:**  
MLS, Property Type, Location

**Avg/Med:** Both

**Run Date:** 02/08/2019

**Scheduled:** No

Presented by

**Pasadena Foothills Association of  
REALTORS®**

(626) 795-2455

Other: <http://www.pfar.org/>

1070 E. Green St  
Suite 100  
Pasadena, CA 91106

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	25	22	+13.6%	362	317	+14.2%
New Listing Volume	\$23,359,065	\$15,592,865	+49.8%	\$266,381,559	\$212,552,820	+25.3%
Active Listing Count	46	39	+17.9%	N/A	N/A	
Active Listing Volume	\$42,757,580	\$30,516,827	+40.1%	N/A	N/A	
Average Listing Price	\$929,513	\$782,483	+18.8%	\$819,484	\$749,588	+9.3%
Median Listing Price	\$717,000	\$679,900	+5.5%	\$691,924	\$640,248	+8.1%
Months of Inventory	2.2	2.2	+1.1%	3.3	2.8	+17.9%
Absorption Rate	45.65%	46.15%	-0.5%	30.43%	35.9%	-5.5%
<b>Sales Activity Charts Metrics</b>						
Pending Sales Count	16	13	+23.1%	N/A	N/A	
Pending Sales Volume	\$11,050,238	\$8,422,486	+31.2%	N/A	N/A	
Closed Sales Count	20	14	+42.9%	254	277	-8.3%
Closed Sales Volume	\$14,523,750	\$9,199,900	+57.9%	\$170,826,614	\$173,769,662	-1.7%
Average Sales Price	\$726,188	\$657,136	+10.5%	\$672,546	\$627,327	+7.2%
Median Sales Price	\$597,500	\$631,000	-5.3%	\$620,349	\$598,496	+3.7%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	1	4	-75%	N/A	N/A	

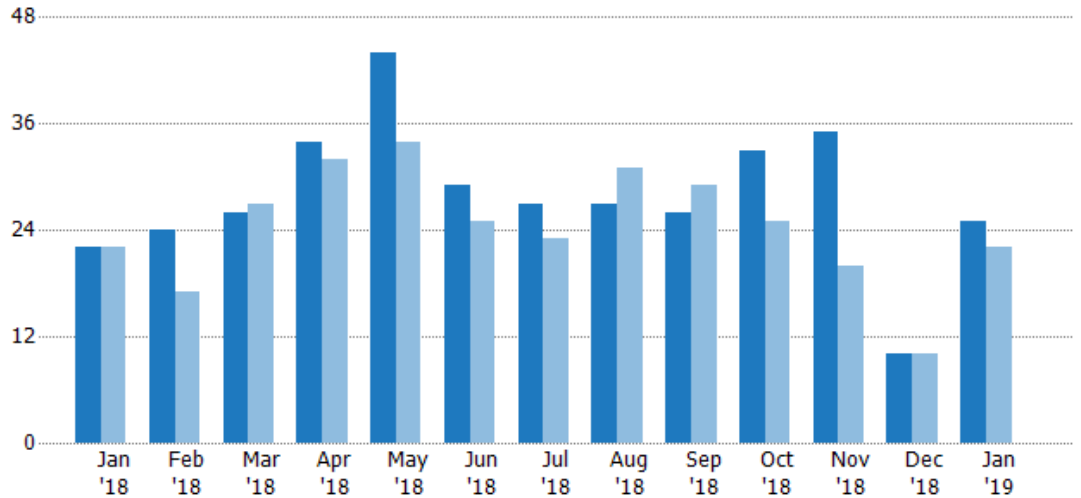
## New Listings

The number of new residential listings that were added each month.

### Filters Used

ZIP: Sunland, CA 91040  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Count	% Chg.
Jan '19	25	13.6%
Jan '18	22	0%
Jan '17	22	9.1%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	22	24	26	34	44	29	27	27	26	33	35	10	25
Prior Year	22	17	27	32	34	25	23	31	29	25	20	10	22
Percent Change from Prior Year	0%	41%	-4%	6%	29%	16%	17%	-13%	-10%	32%	75%	0%	14%

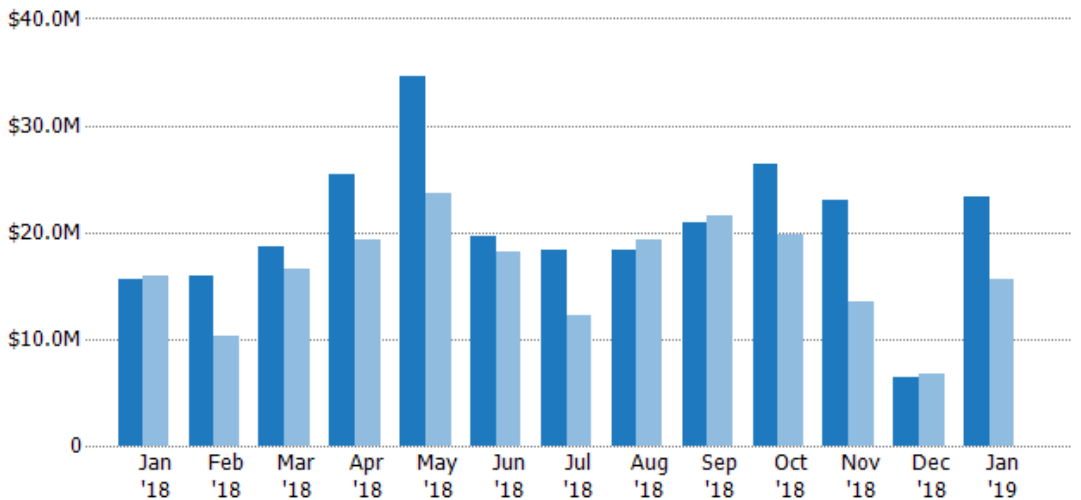
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

ZIP: Sunland, CA 91040  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$23.4M	49.8%
Jan '18	\$15.6M	-1.7%
Jan '17	\$15.9M	-12.2%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$15.6M	\$15.9M	\$18.6M	\$25.5M	\$34.6M	\$19.5M	\$18.4M	\$18.3M	\$20.8M	\$26.4M	\$23M	\$6.43M	\$23.4M
Prior Year	\$15.9M	\$10.3M	\$16.6M	\$19.3M	\$23.6M	\$18.1M	\$12.2M	\$19.3M	\$21.5M	\$19.8M	\$13.4M	\$6.78M	\$15.6M
Percent Change from Prior Year	-2%	54%	12%	32%	46%	8%	50%	-5%	-3%	33%	71%	-5%	50%

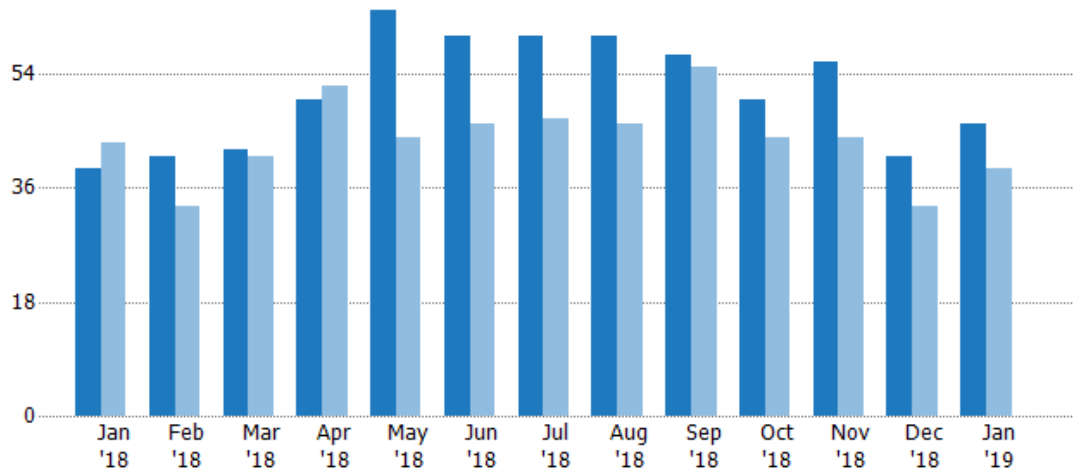
## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

ZIP: Sunland, CA 91040  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Jan '19	46	17.9%
Jan '18	39	-9.3%
Jan '17	43	0%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	39	41	42	50	64	60	60	60	57	50	56	41	46
Prior Year	43	33	41	52	44	46	47	46	55	44	44	33	39
Percent Change from Prior Year	-9%	24%	2%	-4%	45%	30%	28%	30%	4%	14%	27%	24%	18%

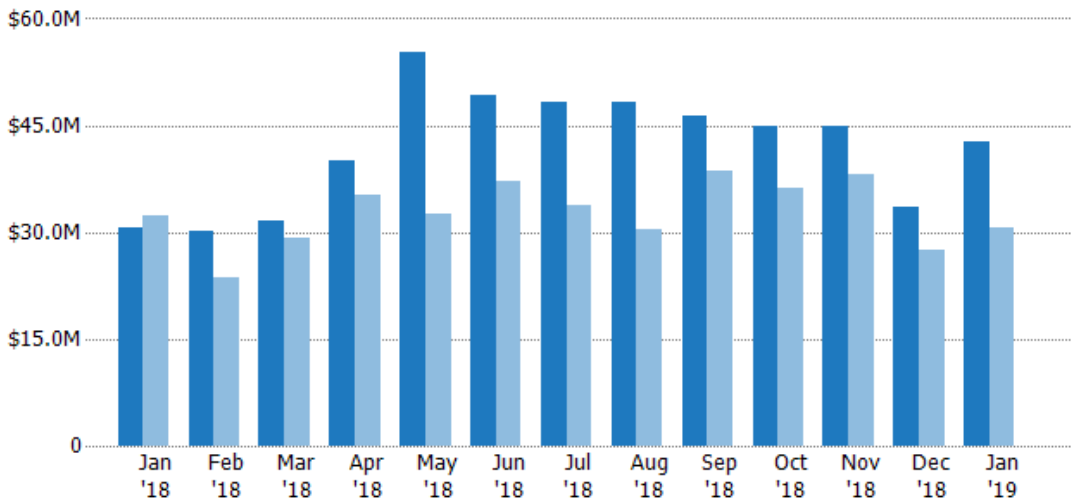
## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Sunland, CA 91040  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$42.8M	40.1%
Jan '18	\$30.5M	-5.3%
Jan '17	\$32.2M	-14.1%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$30.5M	\$30.2M	\$31.6M	\$40.1M	\$55.3M	\$49.3M	\$48.3M	\$48.3M	\$46.3M	\$44.8M	\$44.8M	\$33.5M	\$42.8M
Prior Year	\$32.2M	\$23.6M	\$29.2M	\$35.2M	\$32.5M	\$37.1M	\$33.8M	\$30.3M	\$38.6M	\$36.1M	\$38.2M	\$27.6M	\$30.5M
Percent Change from Prior Year	-5%	28%	8%	14%	70%	33%	43%	59%	20%	24%	17%	21%	40%

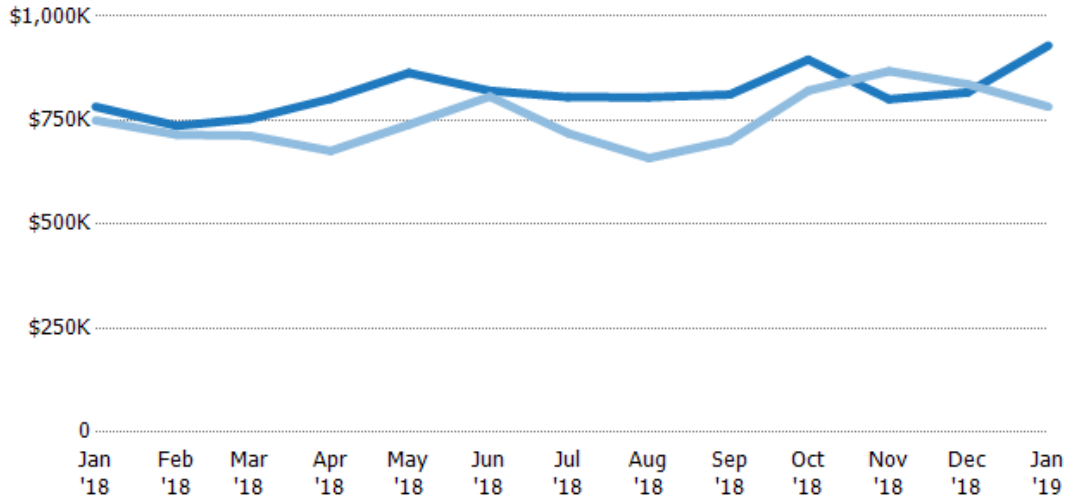
## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Sunland, CA 91040  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$930K	18.8%
Jan '18	\$782K	4.4%
Jan '17	\$750K	-14.1%



Current Year	\$782K	\$737K	\$753K	\$802K	\$864K	\$821K	\$806K	\$805K	\$812K	\$896K	\$801K	\$817K	\$930K
Prior Year	\$750K	\$715K	\$713K	\$676K	\$739K	\$807K	\$719K	\$659K	\$701K	\$821K	\$868K	\$837K	\$782K
Percent Change from Prior Year	4%	3%	6%	19%	17%	2%	12%	22%	16%	9%	-8%	-2%	19%

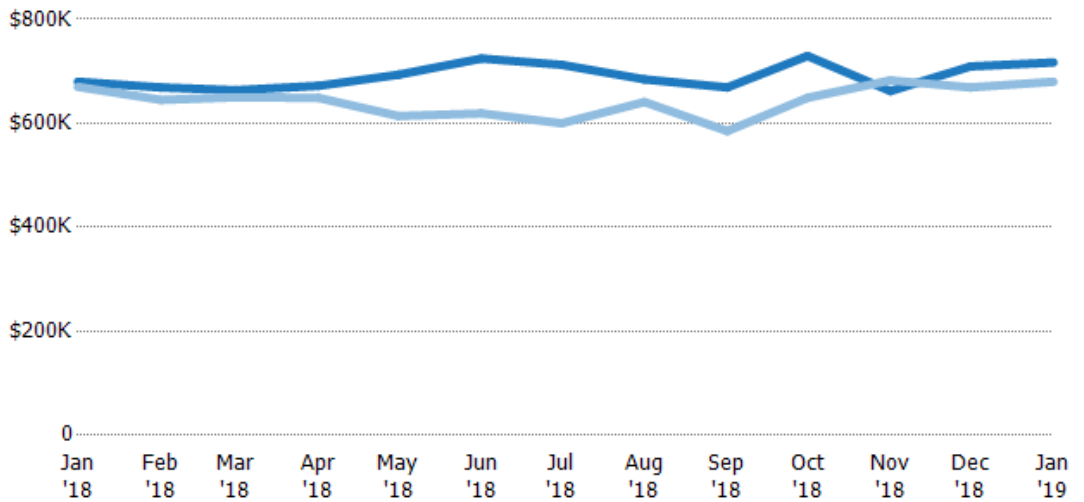
## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Sunland, CA 91040  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$717K	5.5%
Jan '18	\$680K	1.5%
Jan '17	\$670K	-13.6%



Current Year	\$680K	\$669K	\$664K	\$672K	\$694K	\$725K	\$712K	\$684K	\$669K	\$729K	\$662K	\$709K	\$717K
Prior Year	\$670K	\$645K	\$650K	\$649K	\$614K	\$619K	\$600K	\$641K	\$585K	\$649K	\$682K	\$669K	\$680K
Percent Change from Prior Year	1%	4%	2%	4%	13%	17%	19%	7%	14%	12%	-3%	6%	5%

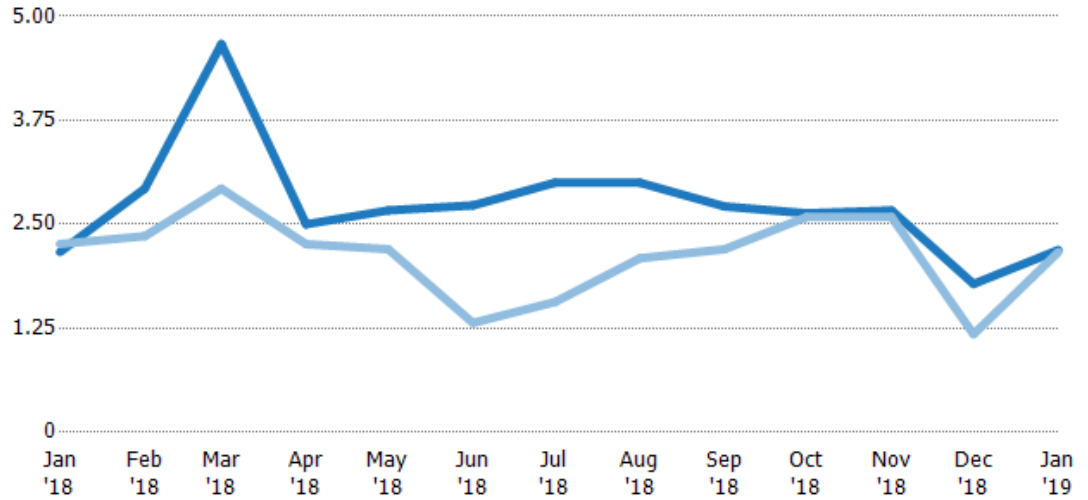
## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

ZIP: Sunland, CA 91040  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Months	% Chg.
Jan '19	2.19	1.1%
Jan '18	2.17	-4.3%
Jan '17	2.26	0%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	2.17	2.93	4.67	2.5	2.67	2.73	3	3	2.71	2.63	2.67	1.78	2.19
Prior Year	2.26	2.36	2.93	2.26	2.2	1.31	1.57	2.09	2.2	2.59	2.59	1.18	2.17
Percent Change from Prior Year	-4%	24%	59%	11%	21%	108%	91%	43%	23%	2%	3%	51%	1%

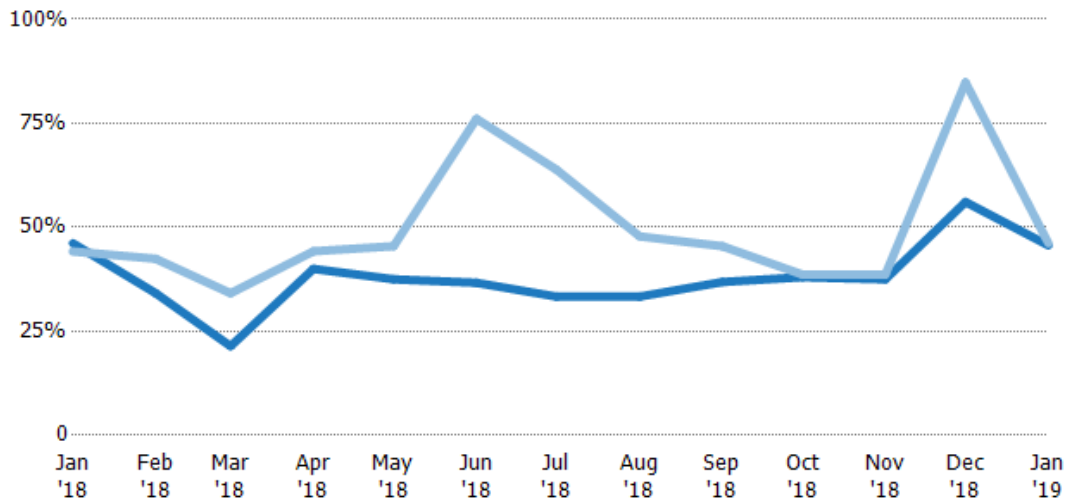
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Sunland, CA 91040  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Rate	Chg.
Jan '19	46%	0.5%
Jan '18	46%	-2%
Jan '17	44%	0%



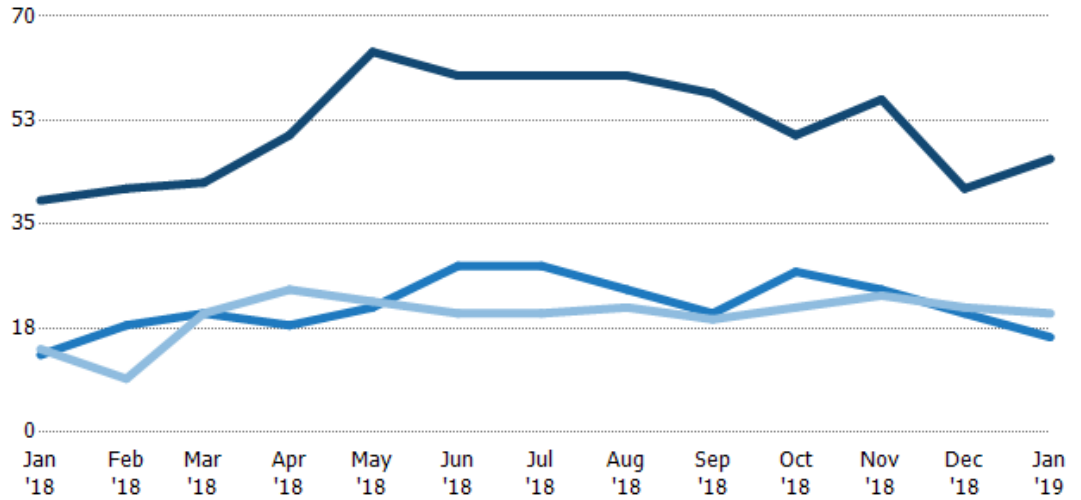
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	46%	34%	21%	40%	38%	37%	33%	33%	37%	38%	38%	56%	46%
Prior Year	44%	42%	34%	44%	45%	76%	64%	48%	45%	39%	39%	85%	46%
Change from Prior Year	-2%	8%	13%	4%	8%	39%	30%	14%	9%	1%	1%	29%	1%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

ZIP: Sunland, CA 91040  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



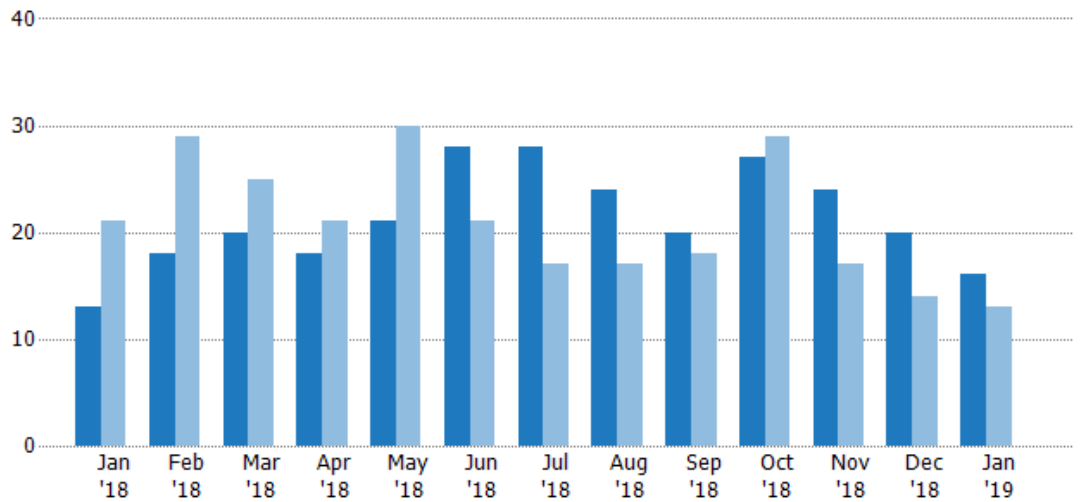
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Active	39	41	42	50	64	60	60	60	57	50	56	41	46
Pending	13	18	20	18	21	28	28	24	20	27	24	20	16
Sold	14	9	20	24	22	20	20	21	19	21	23	21	20

## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

ZIP: Sunland, CA 91040  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Month/Year	Count	% Chg.
Jan '19	16	23.1%
Jan '18	13	-38.1%
Jan '17	21	-38.1%

	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	13	18	20	18	21	28	28	24	20	27	24	20	16
Prior Year	21	29	25	21	30	21	17	17	18	29	17	14	13
Percent Change from Prior Year	-38%	-38%	-20%	-14%	-30%	33%	65%	41%	11%	-7%	41%	43%	23%

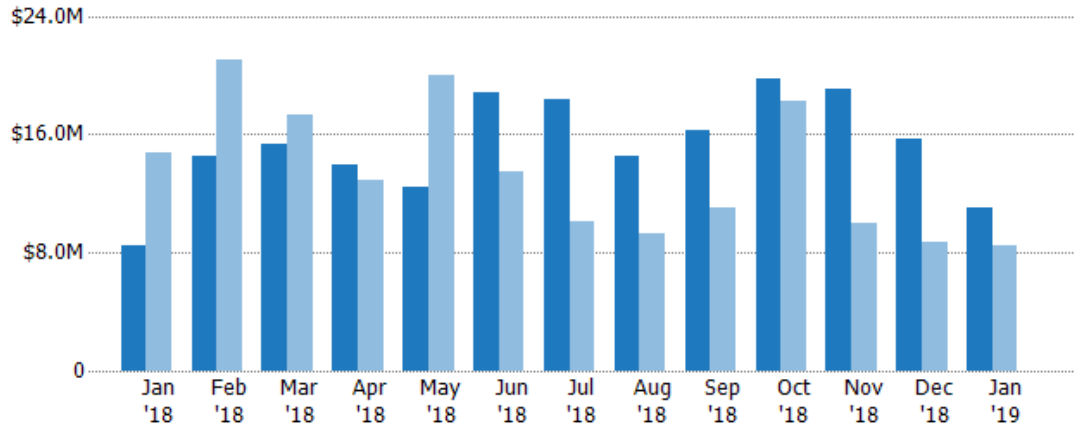
## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

ZIP: Sunland, CA 91040  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$11.1M	31.2%
Jan '18	\$8.42M	-43%
Jan '17	\$14.8M	-49.7%



Current Year	\$8.42M	\$14.5M	\$15.4M	\$13.9M	\$12.5M	\$18.8M	\$18.3M	\$14.6M	\$16.3M	\$19.8M	\$19.1M	\$15.6M	\$11.1M
Prior Year	\$14.8M	\$21.1M	\$17.3M	\$12.9M	\$20M	\$13.5M	\$10.1M	\$9.34M	\$11.1M	\$18.2M	\$9.98M	\$8.7M	\$8.42M
Percent Change from Prior Year	-43%	-31%	-11%	8%	-38%	40%	82%	56%	48%	9%	92%	80%	31%

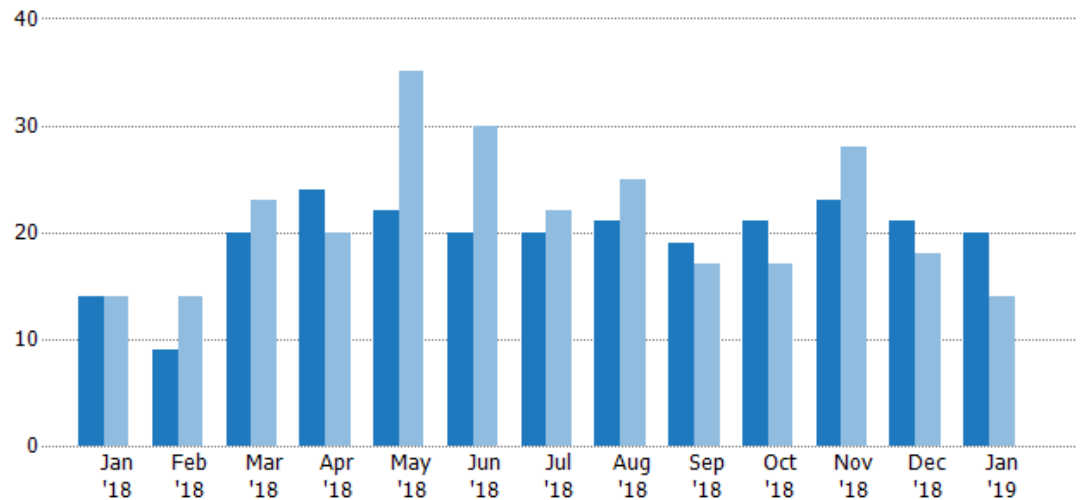
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: Sunland, CA 91040  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Count	% Chg.
Jan '19	20	42.9%
Jan '18	14	0%
Jan '17	14	-35.7%



Current Year	14	9	20	24	22	20	20	21	19	21	23	21	20
Prior Year	14	14	23	20	35	30	22	25	17	17	28	18	14
Percent Change from Prior Year	0%	-36%	-13%	20%	-37%	-33%	-9%	-16%	12%	24%	-18%	17%	43%



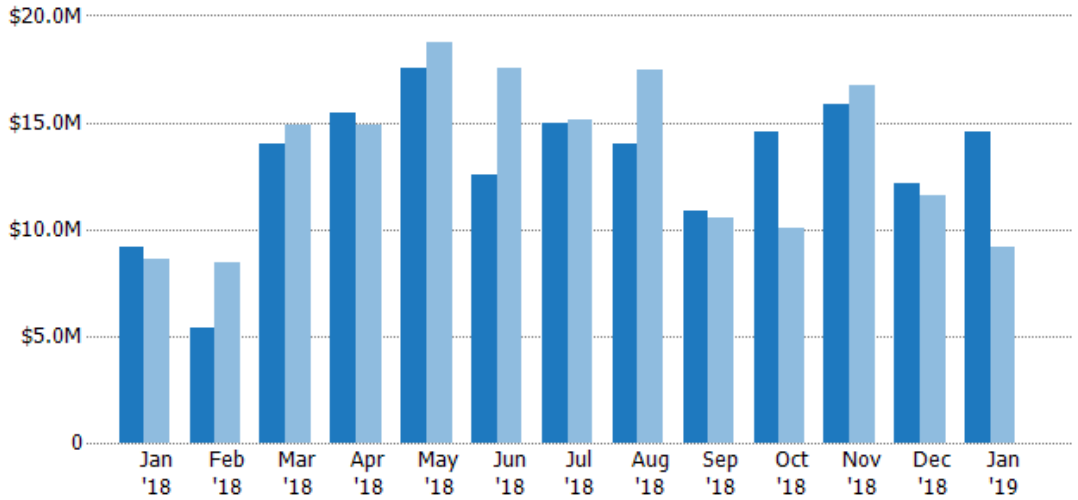
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

ZIP: Sunland, CA 91040  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$14.5M	57.9%
Jan '18	\$9.2M	6.5%
Jan '17	\$8.63M	-47.5%



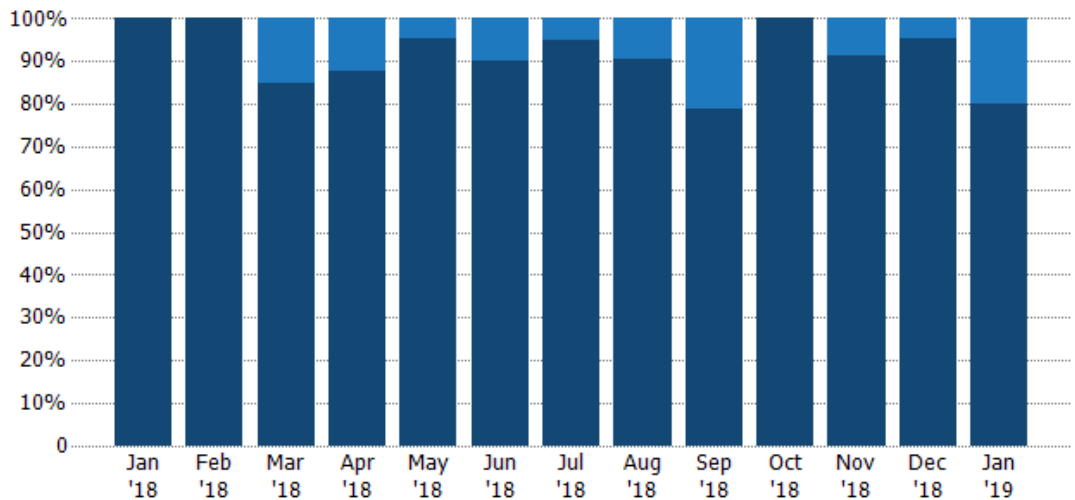
Current Year	\$9.2M	\$5.36M	\$14M	\$15.5M	\$17.5M	\$12.5M	\$14.9M	\$14M	\$10.8M	\$14.5M	\$15.8M	\$12.1M	\$14.5M
Prior Year	\$8.63M	\$8.48M	\$14.8M	\$14.8M	\$18.8M	\$17.6M	\$15.1M	\$17.4M	\$10.5M	\$10.1M	\$16.8M	\$11.6M	\$9.2M
Percent Change from Prior Year	7%	-37%	-6%	4%	-7%	-29%	-1%	-20%	3%	44%	-6%	5%	58%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

ZIP: Sunland, CA 91040  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Condo/Townhouse	-	-	15%	13%	5%	10%	5%	10%	21%	-	9%	5%	20%
Single Family Residence	100%	100%	85%	88%	95%	90%	95%	90%	79%	100%	91%	95%	80%

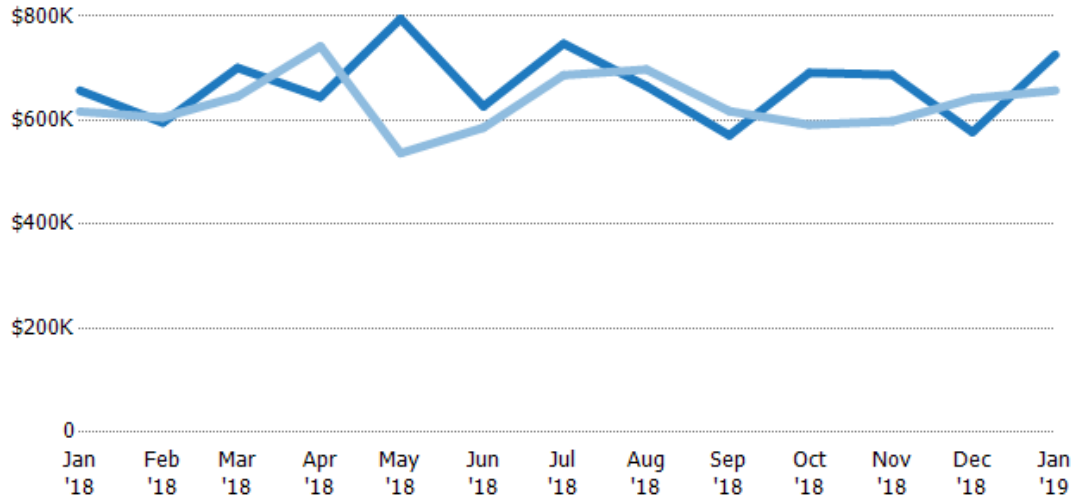
## Average Sales Price

The average sales price of the residential properties sold each month.

### Filters Used

ZIP: Sunland, CA 91040  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$726K	10.5%
Jan '18	\$657K	6.5%
Jan '17	\$617K	-18.3%



Current Year	\$657K	\$595K	\$701K	\$645K	\$795K	\$627K	\$747K	\$666K	\$571K	\$691K	\$687K	\$577K	\$726K
Prior Year	\$617K	\$605K	\$646K	\$742K	\$537K	\$586K	\$687K	\$698K	\$618K	\$591K	\$598K	\$642K	\$657K
Percent Change from Prior Year	7%	-2%	9%	-13%	48%	7%	9%	-5%	-8%	17%	15%	-10%	11%

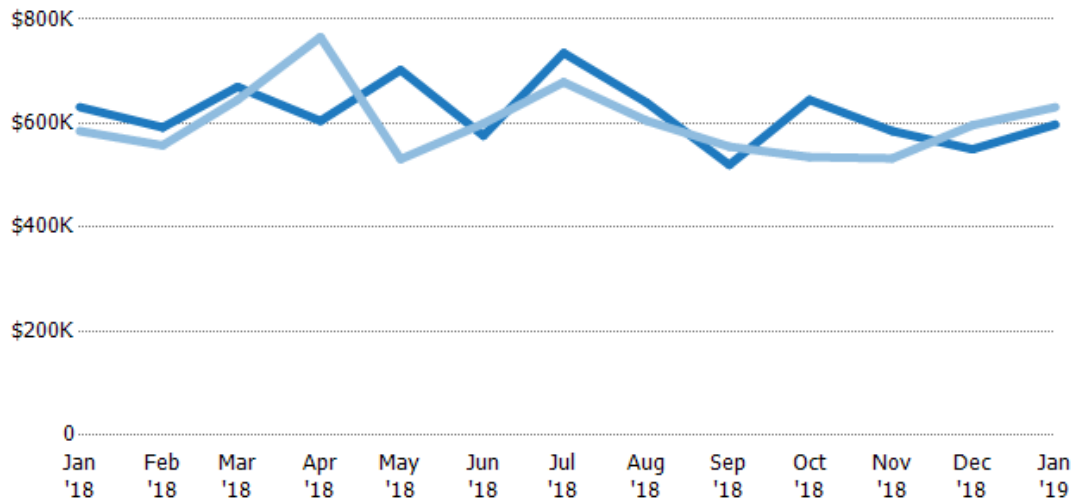
## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Sunland, CA 91040  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$598K	-5.3%
Jan '18	\$631K	7.9%
Jan '17	\$585K	-9.4%



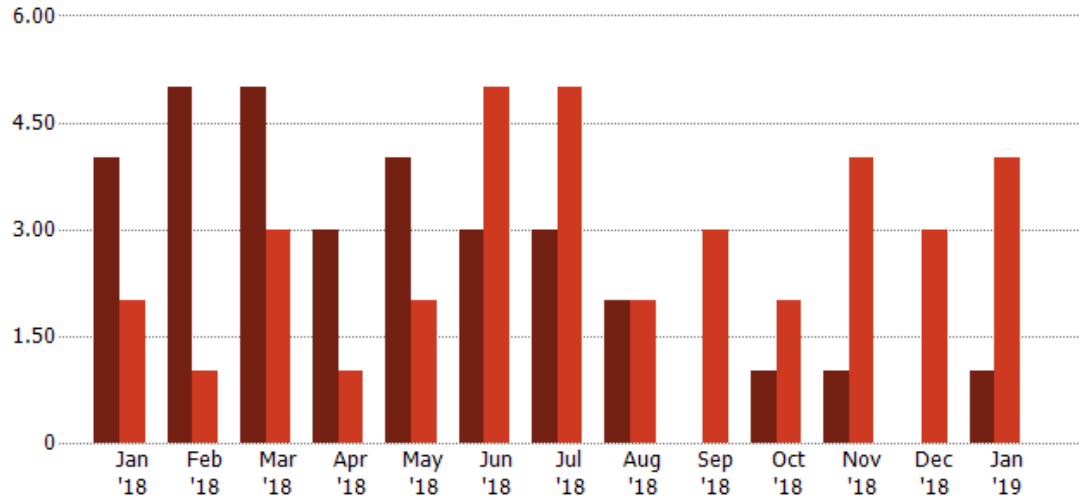
Current Year	\$631K	\$592K	\$670K	\$605K	\$703K	\$576K	\$735K	\$640K	\$520K	\$645K	\$585K	\$550K	\$598K
Prior Year	\$585K	\$558K	\$645K	\$766K	\$531K	\$600K	\$679K	\$605K	\$555K	\$535K	\$533K	\$596K	\$631K
Percent Change from Prior Year	8%	6%	4%	-21%	32%	-4%	8%	6%	-6%	21%	10%	-8%	-5%

## Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

### Filters Used

ZIP: Sunland, CA 91040  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



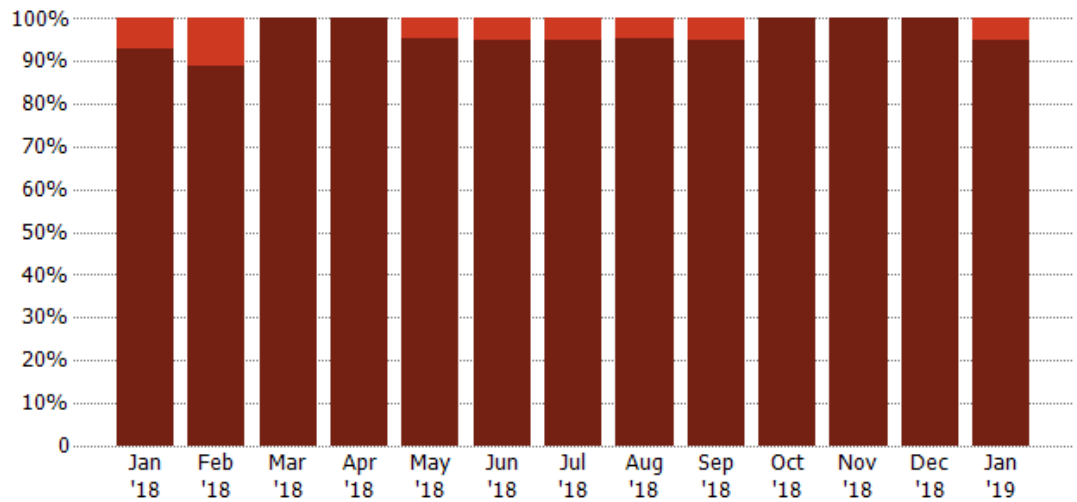
Current Year	4	5	5	3	4	3	3	2	-	1	1	-	1
Prior Year	2	1	3	1	2	5	5	2	3	2	4	3	4
Percent Change from Prior Year	100%	400%	67%	200%	100%	-40%	-40%	0%	-100%	-50%	-75%	-100%	-75%

## Distressed Sales by Sales Type

The percentage of residential properties sold each month for each sales type.

### Filters Used

ZIP: Sunland, CA 91040  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Pre-Foreclosure	7%	11%	-	-	5%	5%	5%	5%	5%	-	-	-	5%
Non-Distressed	93%	89%	100%	100%	95%	95%	95%	95%	95%	100%	100%	100%	95%

## Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

### Report Details

**Report Name:** Sunland

**Run Date:** 02/08/2019

**Scheduled:** No

**Report Date Range:** From 1/2018 To: 1/2019

### Information Included

Include Cover Sheet

Include Key Metric Summary \*

Include Metrics By

Averages

Include Appendix

Medians

\* The Key Metrics Table's YTD median calculations are calculated using a weighted average of the median values for each month that is included.

### MLS Filter

<b>MLS:</b>	California Regional MLS (Matrix)	CRISNet MLS	i-Tech MLS
	Palm Springs Regional Association	Pasadena Foothills MLS	The MLS™/CLAW
	Ventura County Regional Data Share		

### Listing Filters

**Property Types:** Condo/Townhouse/Apt    Single Family Residence

**Sales Types:** All

**Price Range:** None

### Location Filters

**State:** All

**County:** All

**ZIP Code:** Sunland, CA 91040

### Listing Activity Charts

New Listings

Active Listings

Avg/Med Listing Price

Avg/Med Listing Price per Sq Ft

Avg/Med Listing Price vs Est Value

Median Days in RPR

Months of Inventory

Absorption Rate

### Sales Activity Charts

Active/Pending/Sold

New Pending Sales

Pending Sales

Closed Sales

Avg/Med Sales Price

Avg/Med Sales Price per Sq Ft

Avg/Med Sales Price vs Listing Price

Avg/Med Sales Price vs Est Value

### Distressed Charts

Distressed Listings

Distressed Sales

### Data Tables Using 1/2019 data

Listing Activity by ZIP

Listing Activity by Metro Area

Sales Activity by ZIP

Sales Activity by Metro Area