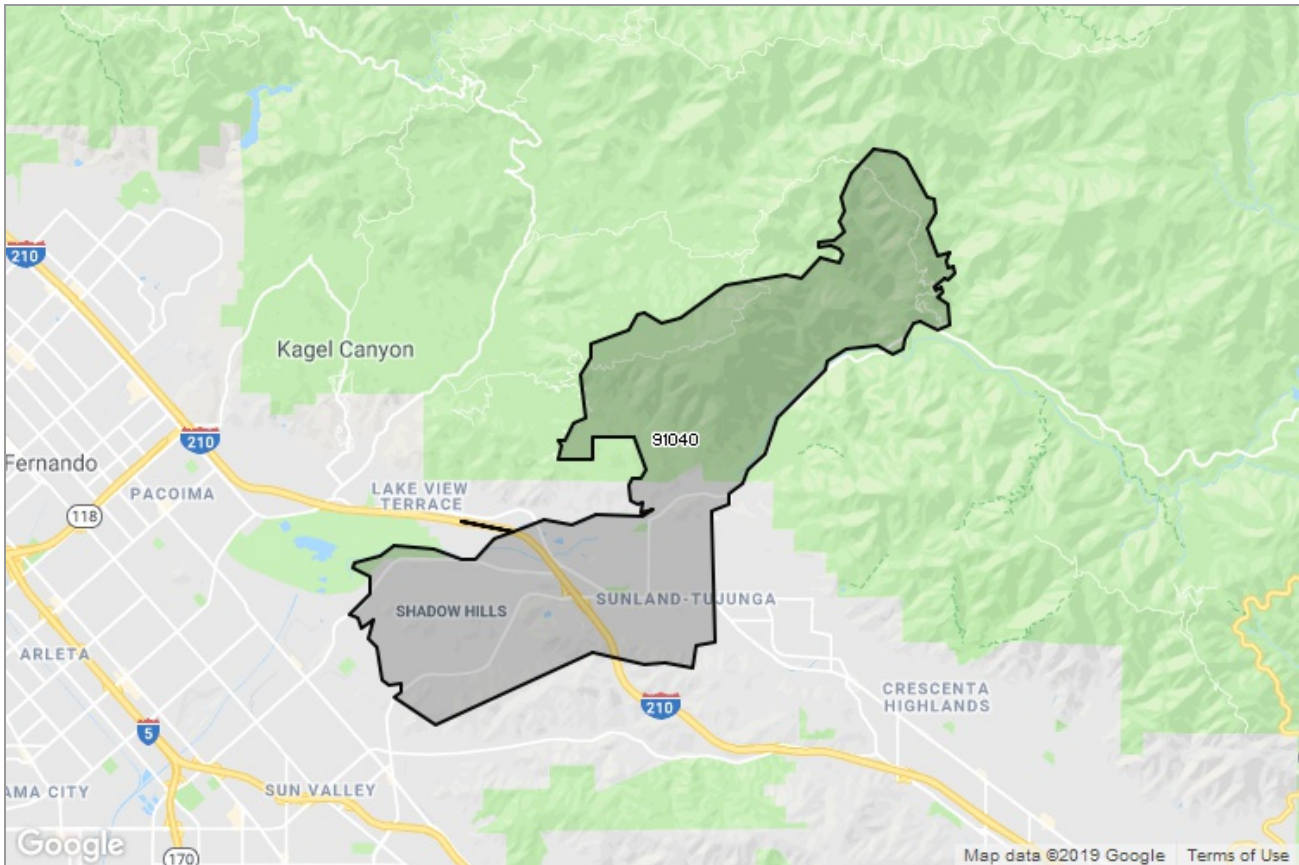




PASADENA-FOOTHILLS
ASSOCIATION OF REALTORS®

MARKET DATA REPORT

Sunland



Report Characteristics

Report Name:
Sunland

Report Date Range:
2/2018 – 2/2019

Filters Used:
MLS, Property Type, Location

Avg/Med: Both

Run Date: 03/11/2019

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	24	-8.3%	47	46	+2.2%
New Listing Volume	\$17,173,894	\$15,901,471	+8%	\$40,409,270	\$31,494,336	+28.3%
Active Listing Count	51	41	+24.4%	N/A	N/A	
Active Listing Volume	\$44,899,479	\$30,203,659	+48.7%	N/A	N/A	
Average Listing Price	\$880,382	\$736,675	+19.5%	\$902,944	\$759,006	+19%
Median Listing Price	\$695,000	\$669,000	+3.9%	\$712,052	\$674,314	+5.6%
Months of Inventory	2.6	2.9	-12.9%	4.3	2.6	+68.5%
Absorption Rate	39.22%	34.15%	+5.1%	23%	38.75%	-15.8%
Sales Activity Charts Metrics						
Pending Sales Count	16	18	-11.1%	N/A	N/A	
Pending Sales Volume	\$12,291,478	\$14,516,646	-15.3%	N/A	N/A	
Closed Sales Count	8	9	-11.1%	28	23	+21.7%
Closed Sales Volume	\$4,841,000	\$5,359,000	-9.7%	\$19,364,750	\$14,558,900	+33%
Average Sales Price	\$605,125	\$595,444	+1.6%	\$691,598	\$632,996	+9.3%
Median Sales Price	\$617,750	\$592,000	+4.3%	\$603,286	\$615,739	-2%
Distressed Charts Metrics						
Distressed Listing Count	2	5	-60%	N/A	N/A	

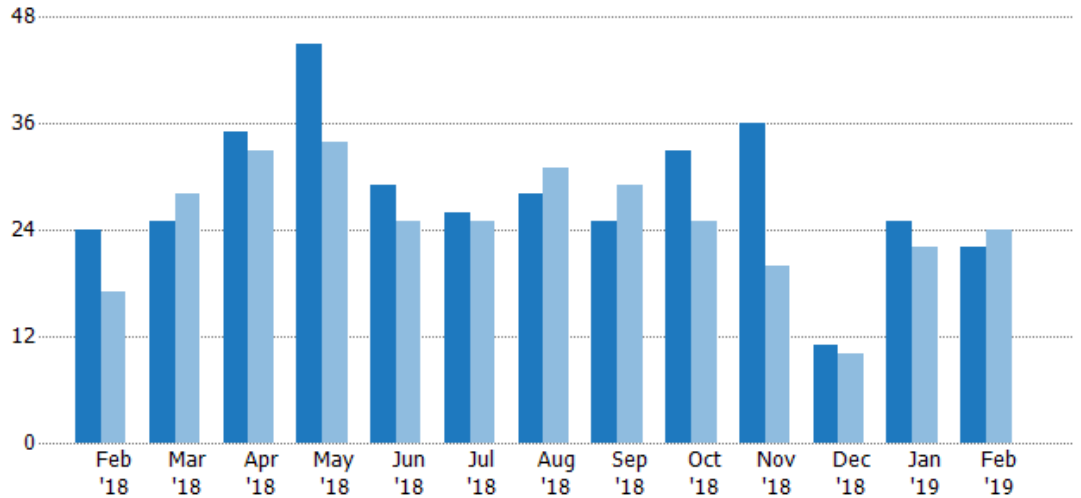
New Listings

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.
Feb '19	22	-8.3%
Feb '18	24	41.2%
Feb '17	17	41.2%



Current Year	24	25	35	45	29	26	28	25	33	36	11	25	22
Prior Year	17	28	33	34	25	25	31	29	25	20	10	22	24
Percent Change from Prior Year	41%	-11%	6%	32%	16%	4%	-10%	-14%	32%	80%	10%	14%	-8%

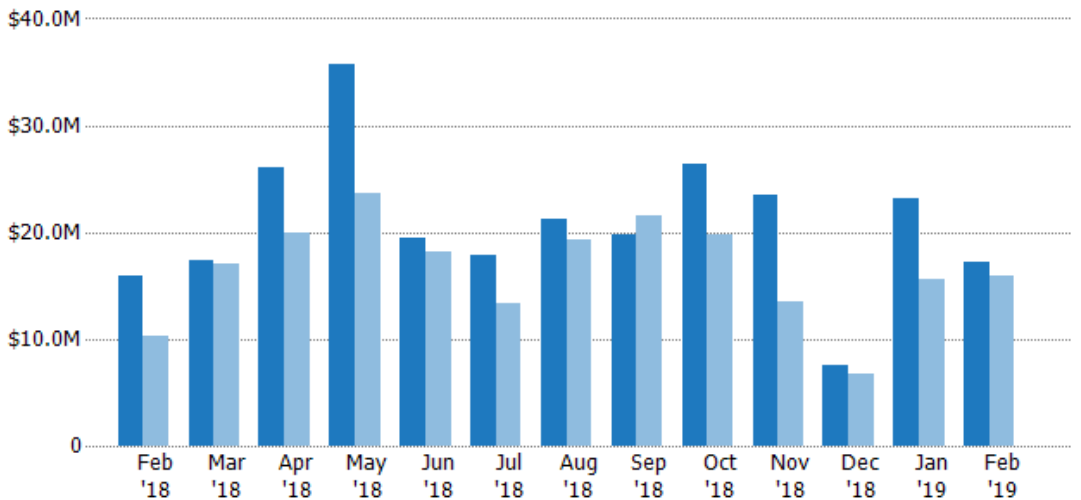
New Listing Volume

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.
Feb '19	\$17.2M	8%
Feb '18	\$15.9M	53.9%
Feb '17	\$10.3M	43.1%



Current Year	\$15.9M	\$17.4M	\$26.1M	\$35.7M	\$19.4M	\$17.9M	\$21.3M	\$19.7M	\$26.4M	\$23.5M	\$7.55M	\$23.2M	\$17.2M
Prior Year	\$10.3M	\$17M	\$19.9M	\$23.6M	\$18.1M	\$13.3M	\$19.3M	\$21.5M	\$19.8M	\$13.4M	\$6.78M	\$15.6M	\$15.9M
Percent Change from Prior Year	54%	2%	31%	51%	7%	34%	10%	-8%	33%	75%	11%	49%	8%

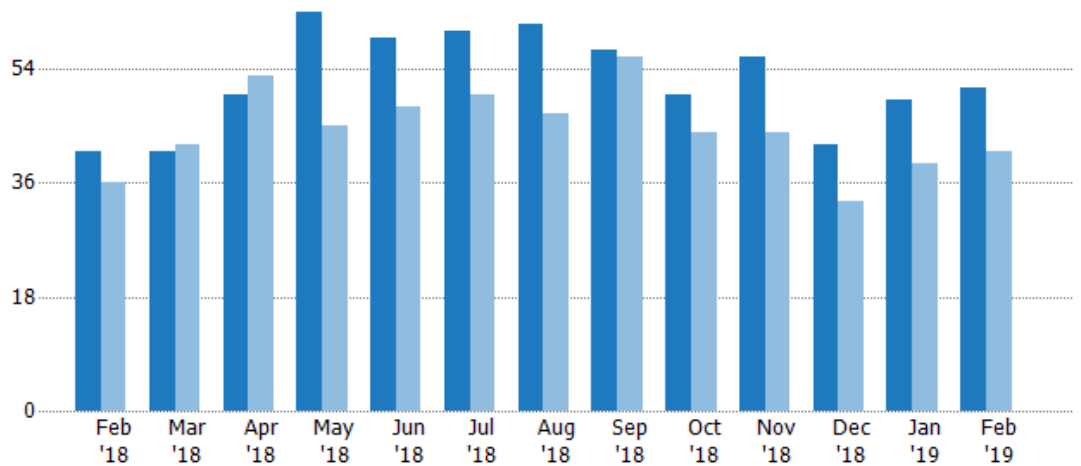
Active Listings

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.
Feb '19	51	24.4%
Feb '18	41	13.9%
Feb '17	36	22.2%



Current Year	41	41	50	63	59	60	61	57	50	56	42	49	51
Prior Year	36	42	53	45	48	50	47	56	44	44	33	39	41
Percent Change from Prior Year	14%	-2%	-6%	40%	23%	20%	30%	2%	14%	27%	27%	26%	24%

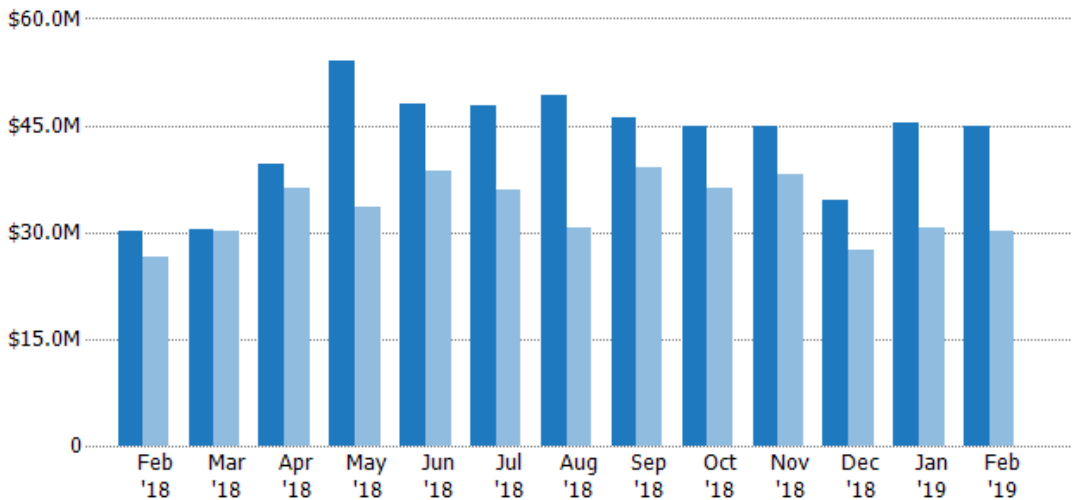
Active Listing Volume

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.
Feb '19	\$44.9M	48.7%
Feb '18	\$30.2M	13.5%
Feb '17	\$26.6M	3.7%



Current Year	\$30.2M	\$30.4M	\$39.5M	\$54.1M	\$48M	\$47.9M	\$49.2M	\$46.1M	\$44.9M	\$44.8M	\$34.6M	\$45.4M	\$44.9M
Prior Year	\$26.6M	\$30.2M	\$36.2M	\$33.5M	\$38.6M	\$35.9M	\$30.7M	\$39M	\$36.1M	\$38.2M	\$27.6M	\$30.5M	\$30.2M
Percent Change from Prior Year	13%	1%	9%	61%	24%	34%	60%	18%	24%	17%	25%	49%	49%

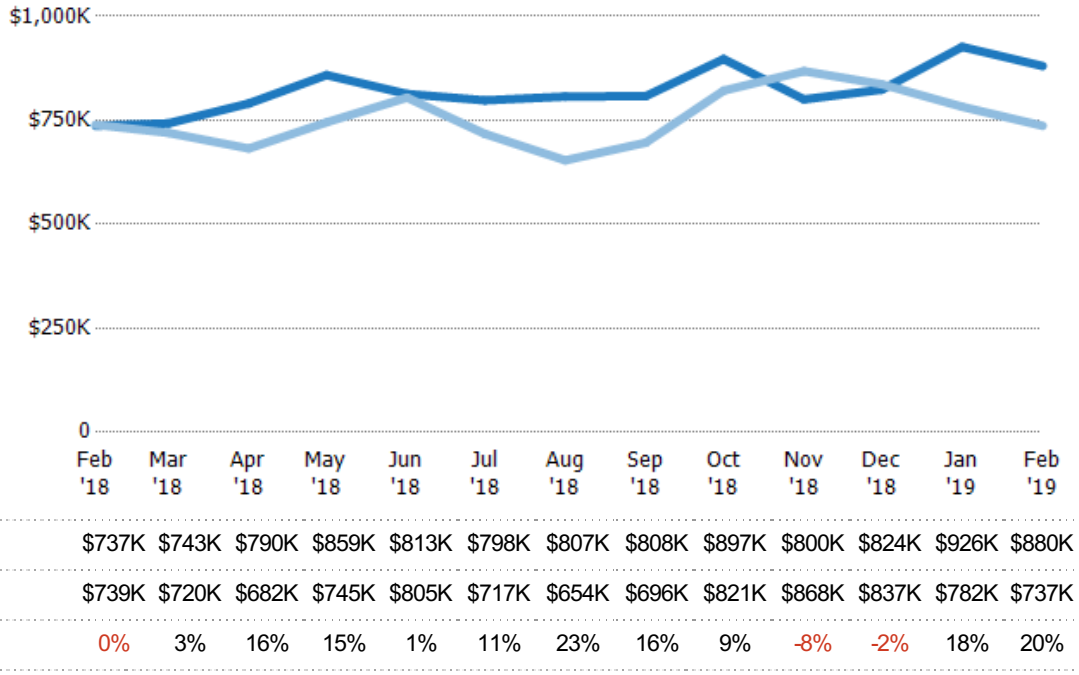
Average Listing Price

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.
Feb '19	\$880K	19.5%
Feb '18	\$737K	-0.4%
Feb '17	\$739K	-15.2%



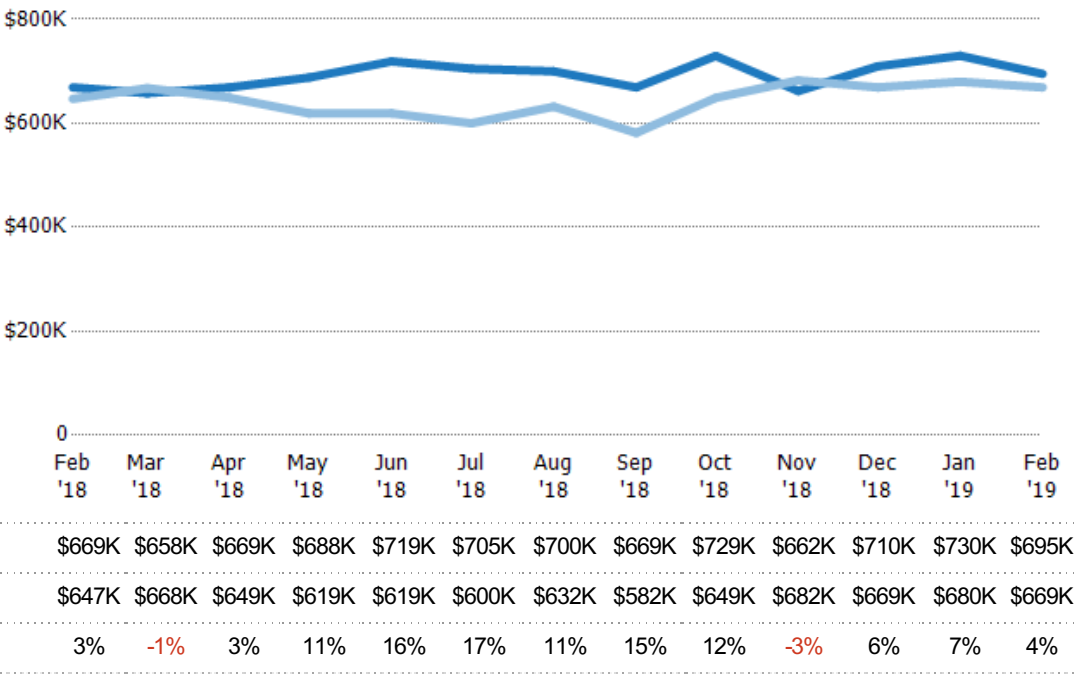
Median Listing Price

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.
Feb '19	\$695K	3.9%
Feb '18	\$669K	3.4%
Feb '17	\$647K	-13.1%



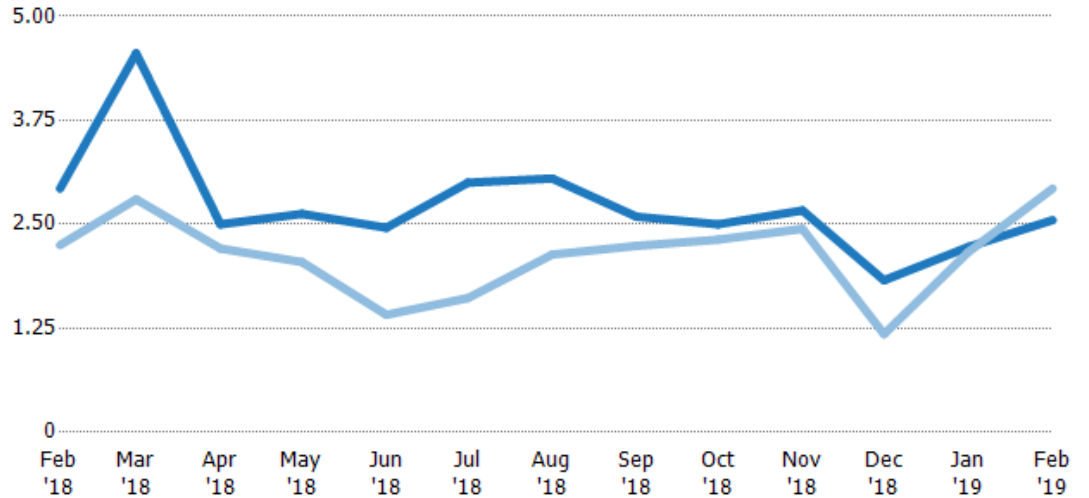
Months of Inventory

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.
Feb '19	2.55	-12.9%
Feb '18	2.93	30.2%
Feb '17	2.25	117.3%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	2.93	4.56	2.5	2.63	2.46	3	3.05	2.59	2.5	2.67	1.83	2.23	2.55
Prior Year	2.25	2.8	2.21	2.05	1.41	1.61	2.14	2.24	2.32	2.44	1.18	2.17	2.93
Percent Change from Prior Year	30%	63%	13%	28%	74%	86%	43%	16%	8%	9%	55%	3%	-13%

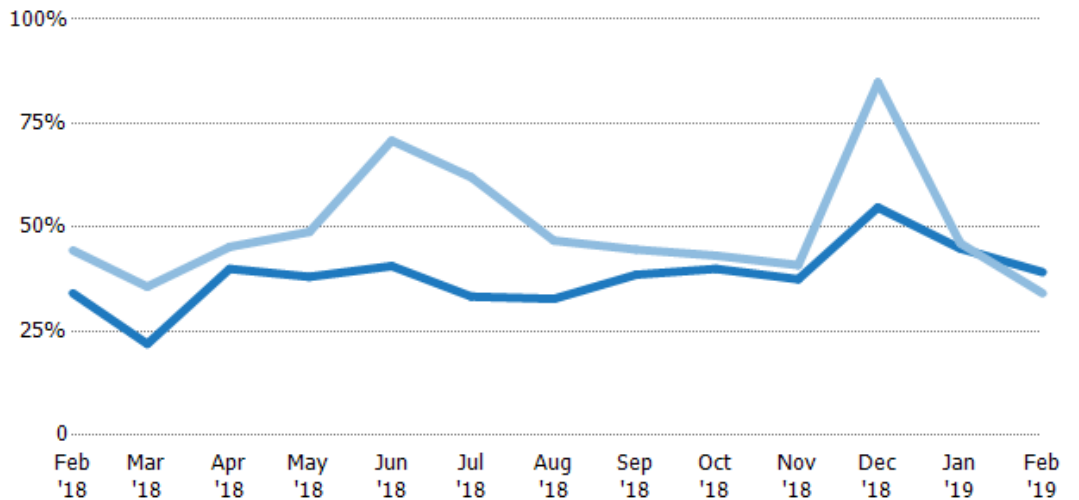
Absorption Rate

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.
Feb '19	39%	-5.1%
Feb '18	34%	10.3%
Feb '17	44%	-54%



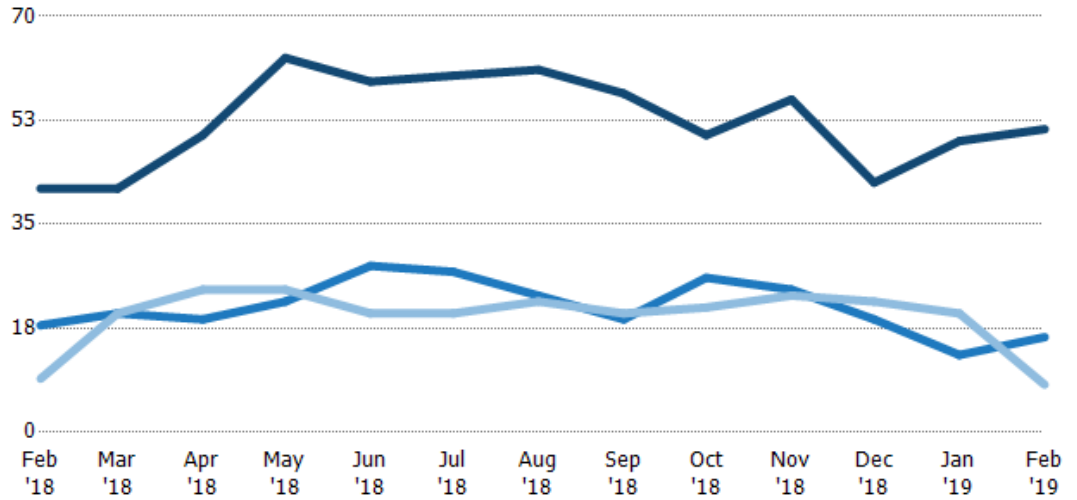
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	34%	22%	40%	38%	41%	33%	33%	39%	40%	38%	55%	45%	39%
Prior Year	44%	36%	45%	49%	71%	62%	47%	45%	43%	41%	85%	46%	34%
Change from Prior Year	10%	14%	5%	11%	30%	29%	14%	6%	3%	3%	30%	1%	-5%

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



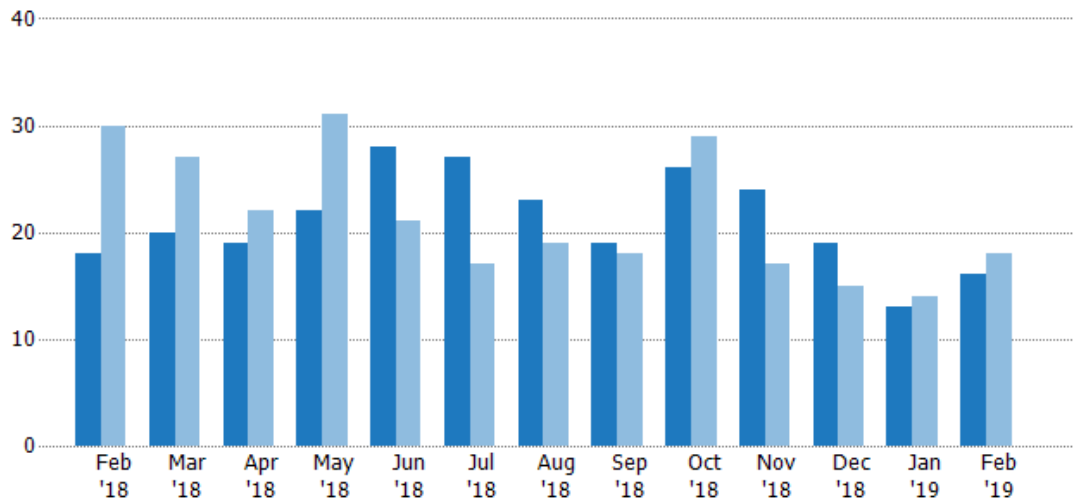
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	41	41	50	63	59	60	61	57	50	56	42	49	51
Pending	18	20	19	22	28	27	23	19	26	24	19	13	16
Sold	9	20	24	24	20	20	22	20	21	23	22	20	8

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.
Feb '19	16	-11.1%
Feb '18	18	-40%
Feb '17	30	-16.7%

	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	18	20	19	22	28	27	23	19	26	24	19	13	16
Prior Year	30	27	22	31	21	17	19	18	29	17	15	14	18
Percent Change from Prior Year	-40%	-26%	-14%	-29%	33%	59%	21%	6%	-10%	41%	27%	-7%	-11%

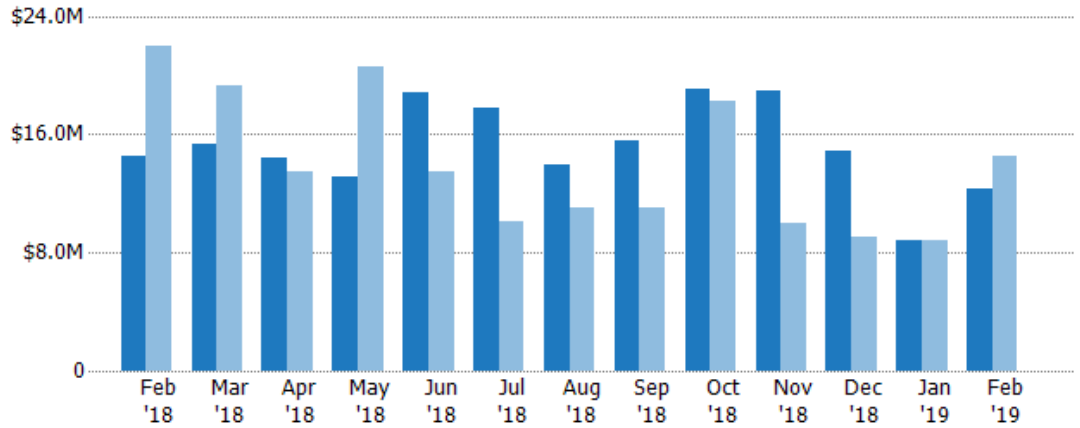
Pending Sales Volume

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.
Feb '19	\$12.3M	-15.3%
Feb '18	\$14.5M	-33.9%
Feb '17	\$21.9M	-25.7%



Current Year	\$14.5M	\$15.4M	\$14.4M	\$13.2M	\$18.8M	\$17.8M	\$13.9M	\$15.6M	\$19.1M	\$18.9M	\$14.9M	\$8.87M	\$12.3M
Prior Year	\$21.9M	\$19.3M	\$13.5M	\$20.5M	\$13.5M	\$10.1M	\$11M	\$11.1M	\$18.2M	\$9.98M	\$9.08M	\$8.8M	\$14.5M
Percent Change from Prior Year	-34%	-20%	7%	-36%	40%	77%	26%	41%	5%	89%	64%	1%	-15%

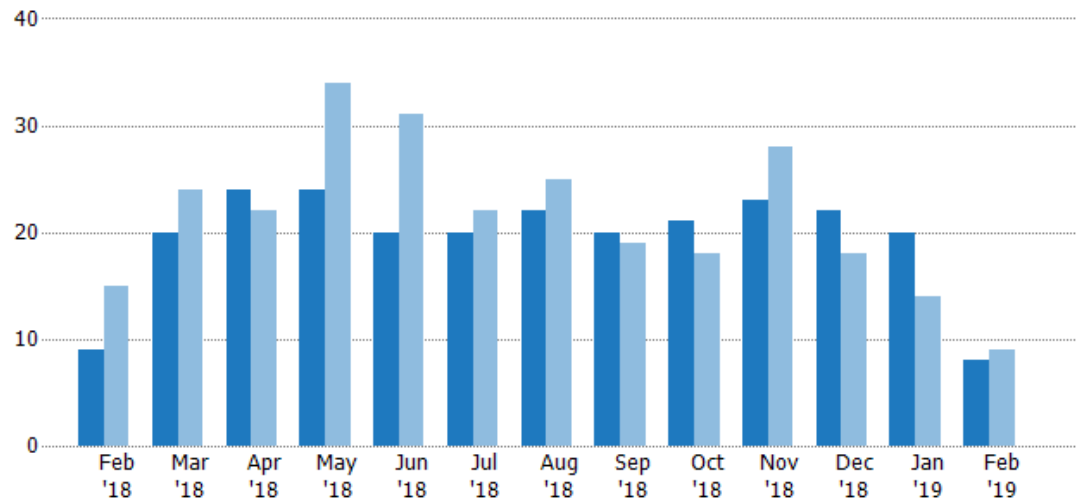
Closed Sales

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.
Feb '19	8	-11.1%
Feb '18	9	-40%
Feb '17	15	-46.7%



Current Year	9	20	24	24	20	20	22	20	21	23	22	20	8
Prior Year	15	24	22	34	31	22	25	19	18	28	18	14	9
Percent Change from Prior Year	-40%	-17%	9%	-29%	-35%	-9%	-12%	5%	17%	-18%	22%	43%	-11%

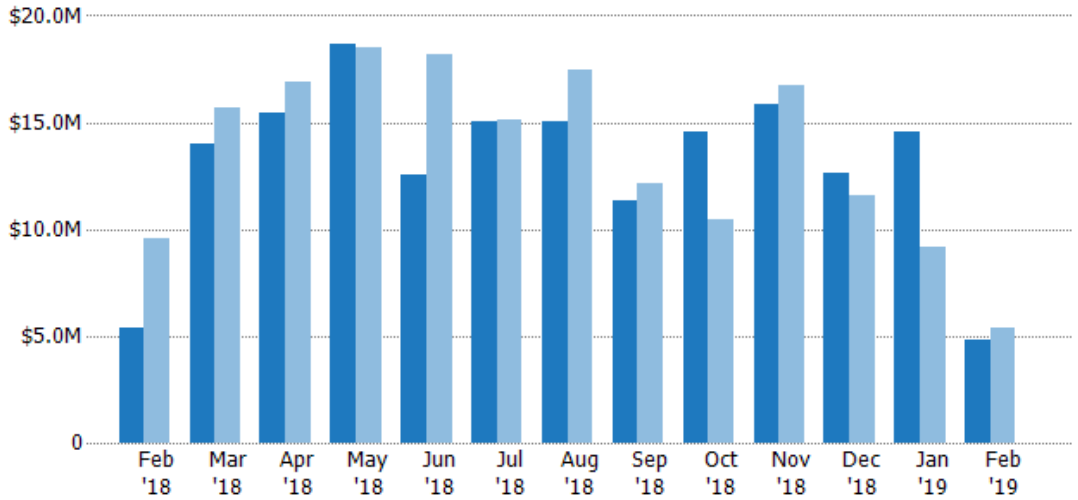
Closed Sales Volume

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.
Feb '19	\$4.84M	-9.7%
Feb '18	\$5.36M	-43.8%
Feb '17	\$9.54M	-53.8%



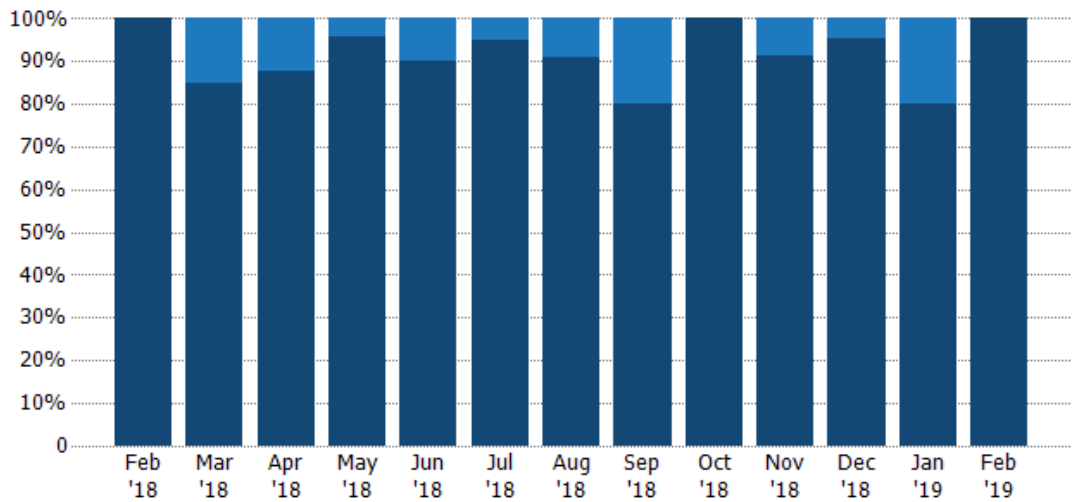
Current Year	\$5.36M	\$14M	\$15.5M	\$18.7M	\$12.5M	\$15M	\$15.1M	\$11.4M	\$14.5M	\$15.8M	\$12.6M	\$14.5M	\$4.84M
Prior Year	\$9.54M	\$15.7M	\$16.9M	\$18.5M	\$18.2M	\$15.1M	\$17.4M	\$12.1M	\$10.5M	\$16.8M	\$11.6M	\$9.2M	\$5.36M
Percent Change from Prior Year	-44%	-11%	-8%	1%	-31%	-1%	-14%	-6%	39%	-6%	9%	58%	-10%

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%	4%	10%	5%	9%	20%	-	9%	5%	20%	-
Single Family Residence	100%	85%	88%	96%	90%	95%	91%	80%	100%	91%	95%	80%	100%

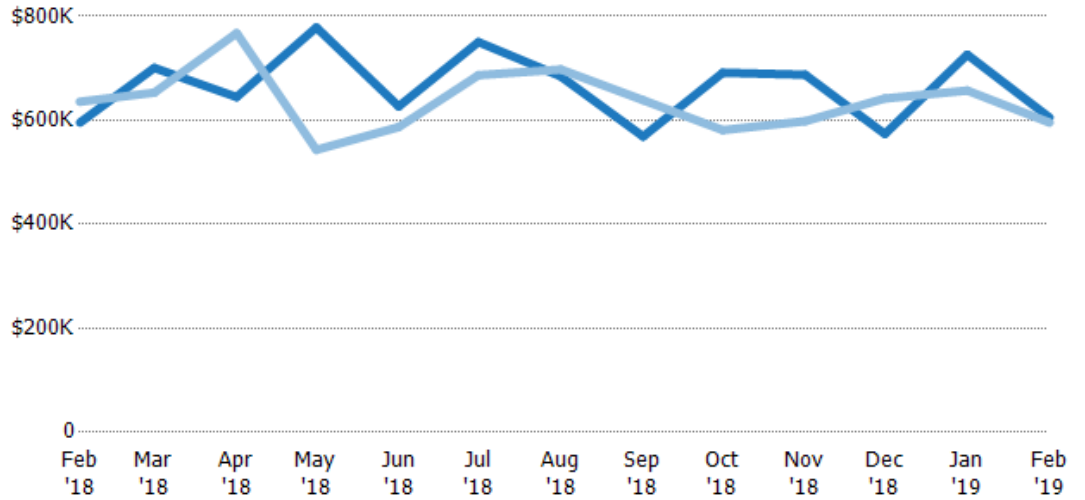
Average Sales Price

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.
Feb '19	\$605K	1.6%
Feb '18	\$595K	-6.3%
Feb '17	\$636K	-13.3%



Current Year	\$595K	\$701K	\$645K	\$779K	\$627K	\$750K	\$684K	\$569K	\$691K	\$687K	\$574K	\$726K	\$605K
Prior Year	\$636K	\$653K	\$768K	\$543K	\$587K	\$687K	\$698K	\$639K	\$581K	\$598K	\$642K	\$657K	\$595K
Percent Change from Prior Year	-6%	7%	-16%	43%	7%	9%	-2%	-11%	19%	15%	-11%	11%	2%

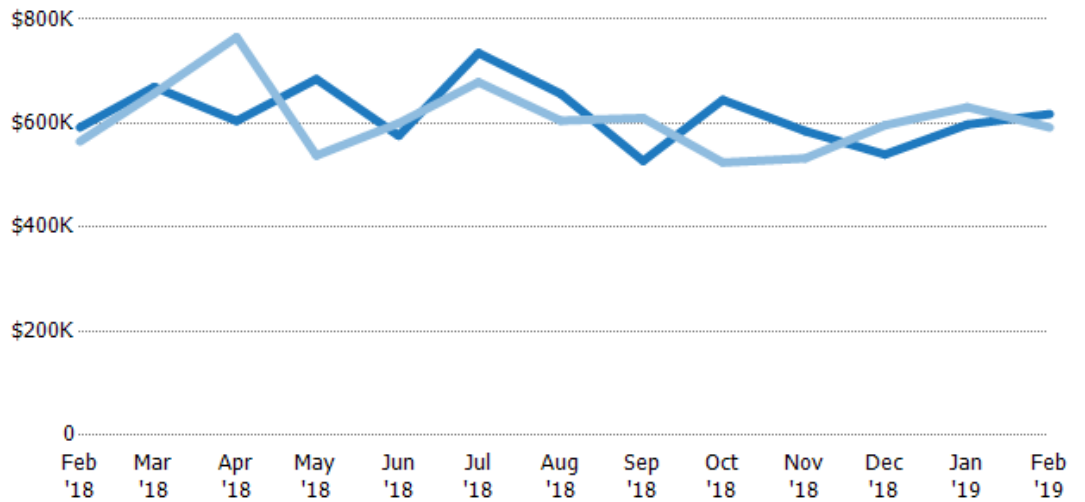
Median Sales Price

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.
Feb '19	\$618K	4.3%
Feb '18	\$592K	4.8%
Feb '17	\$565K	-8%



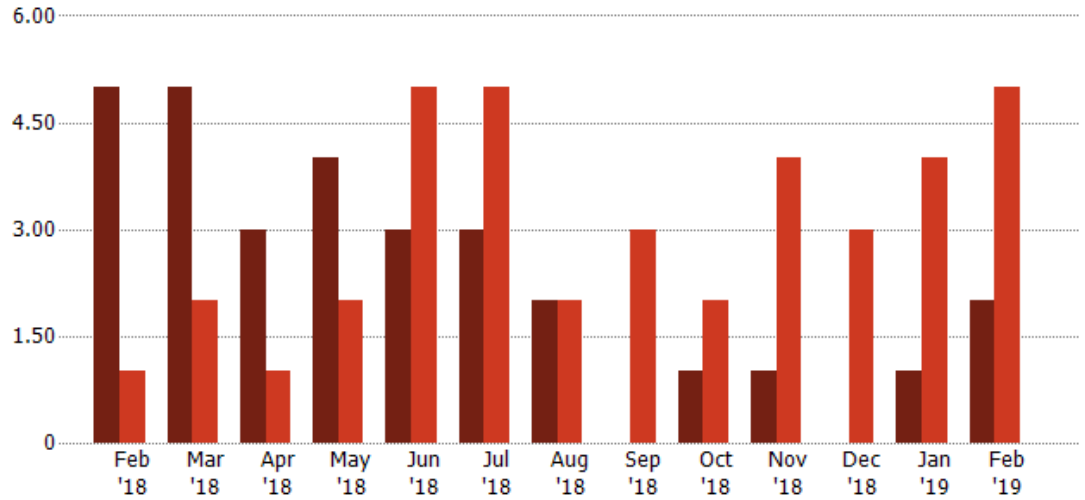
Current Year	\$592K	\$670K	\$605K	\$685K	\$576K	\$735K	\$657K	\$528K	\$645K	\$585K	\$540K	\$598K	\$618K
Prior Year	\$565K	\$658K	\$766K	\$538K	\$600K	\$679K	\$605K	\$610K	\$525K	\$533K	\$596K	\$631K	\$592K
Percent Change from Prior Year	5%	2%	-21%	27%	-4%	8%	9%	-14%	23%	10%	-9%	-5%	4%

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



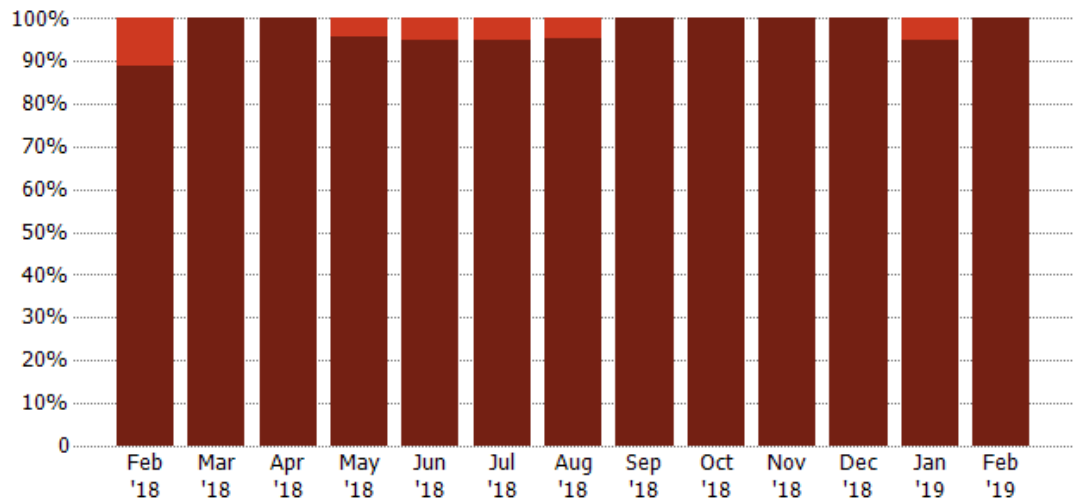
Current Year	5	5	3	4	3	3	2	-	1	1	-	1	2
Prior Year	1	2	1	2	5	5	2	3	2	4	3	4	5
Percent Change from Prior Year	400%	150%	200%	100%	-40%	-40%	0%	-100%	-50%	-75%	-100%	-75%	-60%

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	11%	-	-	4%	5%	5%	5%	-	-	-	-	5%	-
Non-Distressed	89%	100%	100%	96%	95%	95%	95%	100%	100%	100%	100%	95%	100%

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: 03/11/2019

Scheduled: No

Report Date Range: From 2/2018 To: 2/2019

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

MLS:	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 2/2019 data

Listing Activity by ZIP

Listing Activity by Metro Area

Sales Activity by ZIP

Sales Activity by Metro Area