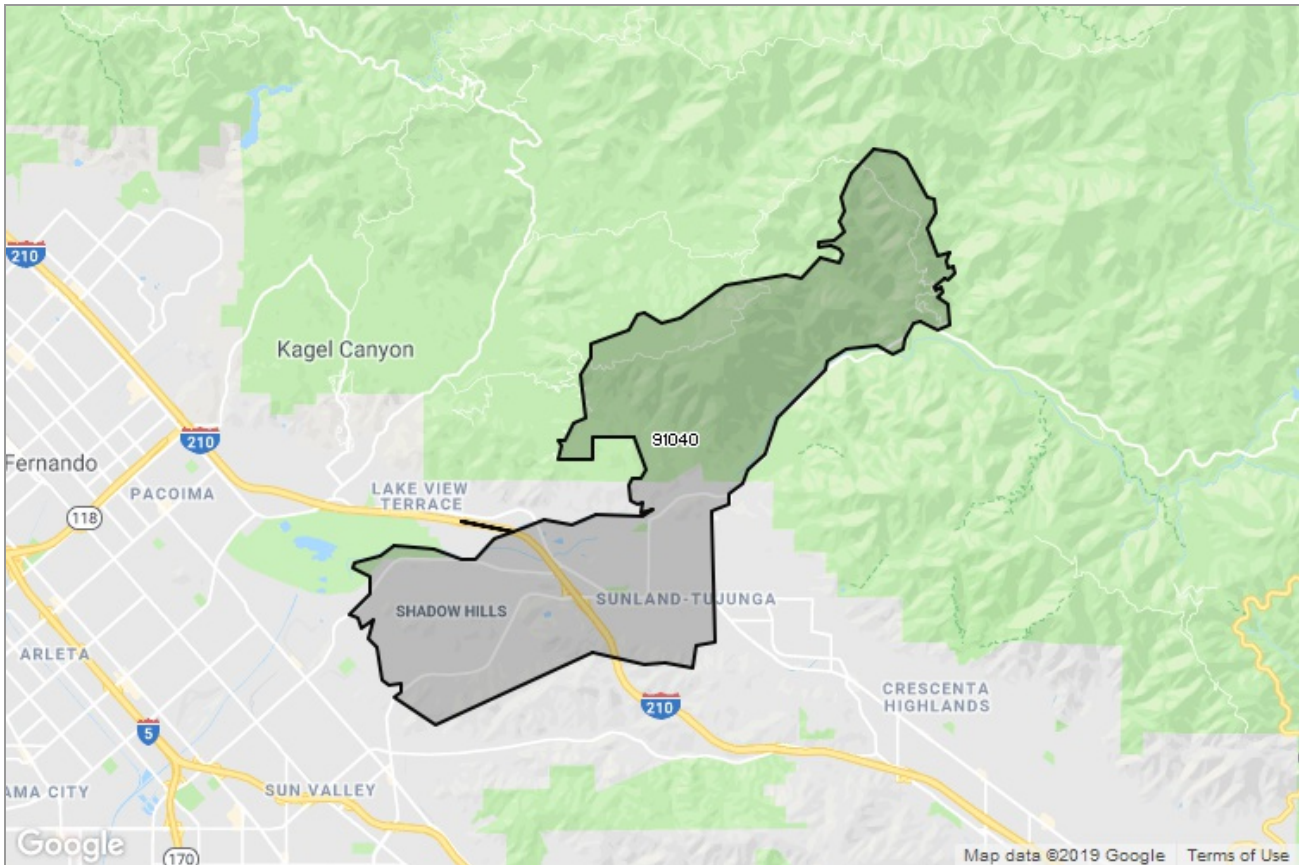




PASADENA-FOOTHILLS  
ASSOCIATION OF REALTORS®

MARKET DATA REPORT

# Sunland



## Report Characteristics

**Report Name:**  
Sunland

**Report Date Range:**  
3/2018 – 3/2019

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

**Avg/Med:** Both

**Run Date:** 04/08/2019

**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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	35	24	+45.8%	83	69	+20.3%
New Listing Volume	\$27,788,119	\$16,874,938	+64.7%	\$68,853,184	\$47,570,274	+44.7%
Active Listing Count	47	40	+17.5%	N/A	N/A	
Active Listing Volume	\$43,044,999	\$29,922,627	+43.9%	N/A	N/A	
Average Listing Price	\$915,851	\$748,066	+22.4%	\$890,926	\$761,365	+17%
Median Listing Price	\$689,999	\$663,500	+4%	\$705,193	\$672,103	+4.9%
Months of Inventory	5.9	4.4	+32.2%	3.5	2.2	+61.3%
Absorption Rate	17.02%	22.5%	-5.5%	28.38%	45.76%	-17.4%
<b>Sales Activity Charts Metrics</b>						
Pending Sales Count	29	19	+52.6%	N/A	N/A	
Pending Sales Volume	\$20,905,948	\$14,593,382	+43.3%	N/A	N/A	
Closed Sales Count	14	20	-30%	42	42	+/-
Closed Sales Volume	\$8,933,000	\$14,016,318	-36.3%	\$28,297,750	\$27,924,218	+1.3%
Average Sales Price	\$638,071	\$700,816	-9%	\$673,756	\$664,862	+1.3%
Median Sales Price	\$632,500	\$670,000	-5.6%	\$613,024	\$635,333	-3.5%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	3	5	-40%	N/A	N/A	

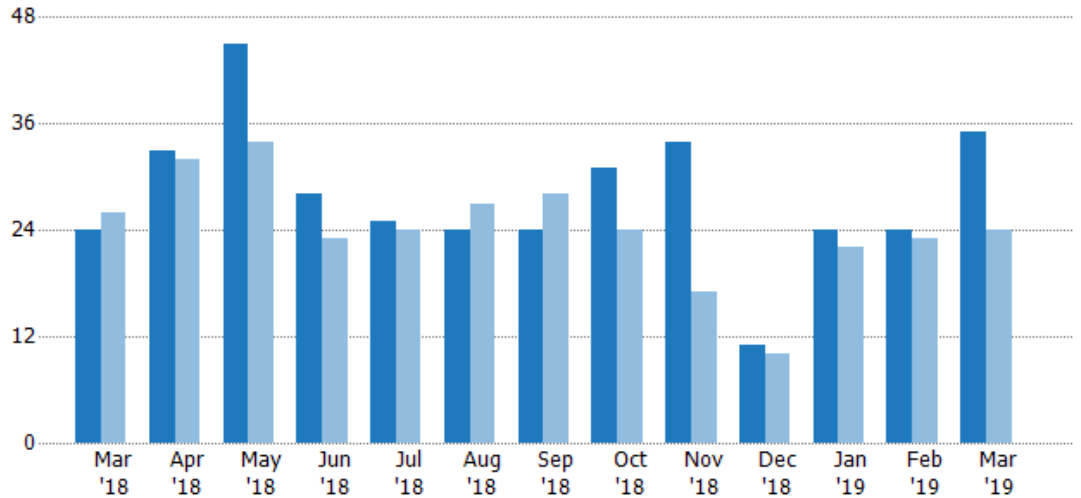
## New Listings

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.
Mar '19	35	45.8%
Mar '18	24	-7.7%
Mar '17	26	-11.5%



Current Year	24	33	45	28	25	24	24	31	34	11	24	24	35
Prior Year	26	32	34	23	24	27	28	24	17	10	22	23	24
Percent Change from Prior Year	-8%	3%	32%	22%	4%	-11%	-14%	29%	100%	10%	9%	4%	46%

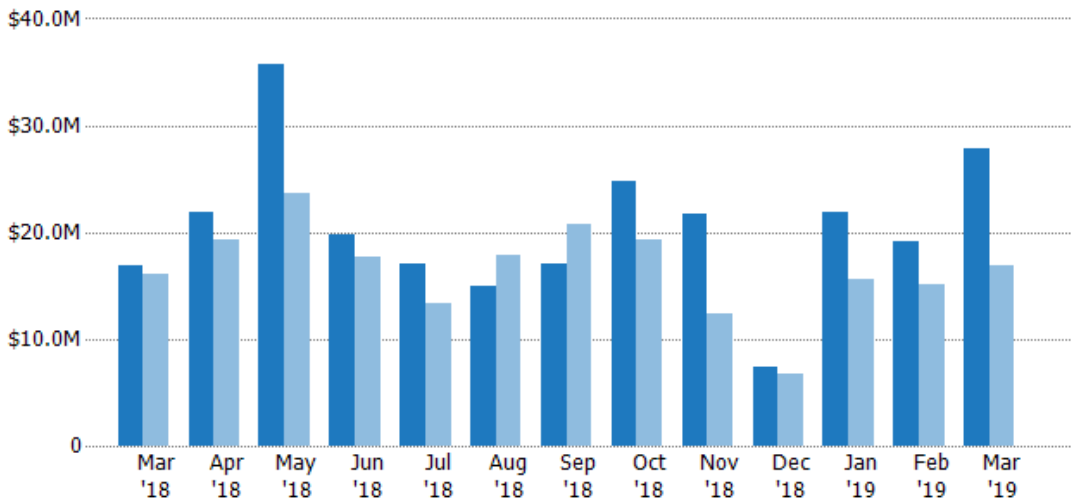
## New Listing Volume

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.
Mar '19	\$27.8M	64.7%
Mar '18	\$16.9M	4.6%
Mar '17	\$16.1M	-25.6%



Current Year	\$16.9M	\$21.9M	\$35.7M	\$19.8M	\$17M	\$14.9M	\$17.1M	\$24.9M	\$21.8M	\$7.4M	\$21.9M	\$19.1M	\$27.8M
Prior Year	\$16.1M	\$19.3M	\$23.6M	\$17.7M	\$13.3M	\$17.9M	\$20.8M	\$19.2M	\$12.4M	\$6.78M	\$15.6M	\$15.1M	\$16.9M
Percent Change from Prior Year	5%	13%	51%	12%	28%	-16%	-18%	29%	76%	9%	41%	27%	65%

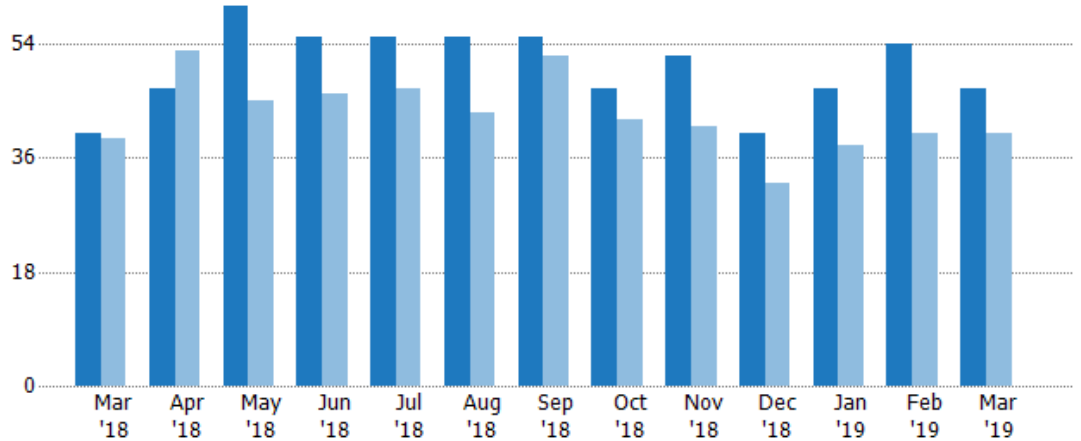
## Active Listings

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.
Mar '19	47	17.5%
Mar '18	40	2.6%
Mar '17	39	5.1%



Current Year	40	47	60	55	55	55	55	47	52	40	47	54	47
Prior Year	39	53	45	46	47	43	52	42	41	32	38	40	40
Percent Change from Prior Year	3%	-11%	33%	20%	17%	28%	6%	12%	27%	25%	24%	35%	18%

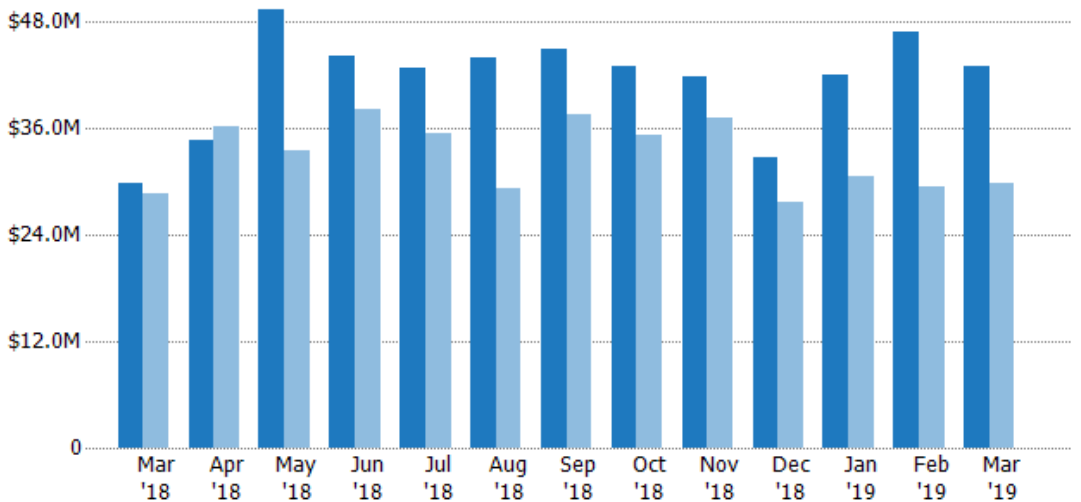
## Active Listing Volume

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.
Mar '19	\$43M	43.9%
Mar '18	\$29.9M	4%
Mar '17	\$28.8M	-5.8%



Current Year	\$29.9M	\$34.8M	\$49.4M	\$44.2M	\$42.7M	\$44M	\$45M	\$43M	\$41.8M	\$32.7M	\$42M	\$46.8M	\$43M
Prior Year	\$28.8M	\$36.2M	\$33.5M	\$38.2M	\$35.4M	\$29.3M	\$37.5M	\$35.2M	\$37.2M	\$27.6M	\$30.5M	\$29.4M	\$29.9M
Percent Change from Prior Year	4%	-4%	47%	16%	21%	50%	20%	22%	12%	19%	38%	59%	44%

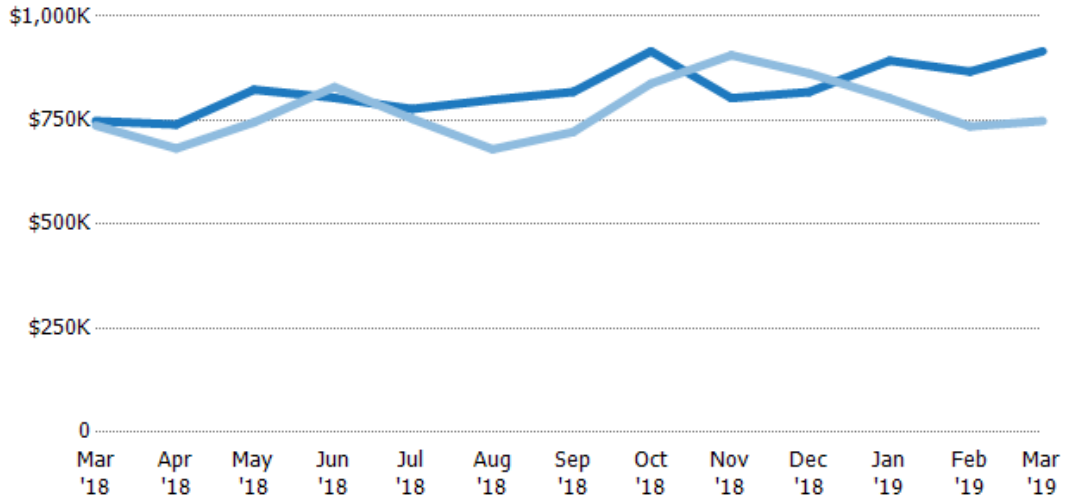
## Average Listing Price

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.
Mar '19	\$916K	22.4%
Mar '18	\$748K	1.4%
Mar '17	\$737K	-10.4%



Current Year	\$748K	\$740K	\$824K	\$804K	\$777K	\$799K	\$818K	\$916K	\$803K	\$818K	\$893K	\$867K	\$916K
Prior Year	\$737K	\$682K	\$745K	\$830K	\$753K	\$680K	\$722K	\$838K	\$906K	\$863K	\$803K	\$735K	\$748K
Percent Change from Prior Year	1%	8%	11%	-3%	3%	17%	13%	9%	-11%	-5%	11%	18%	22%

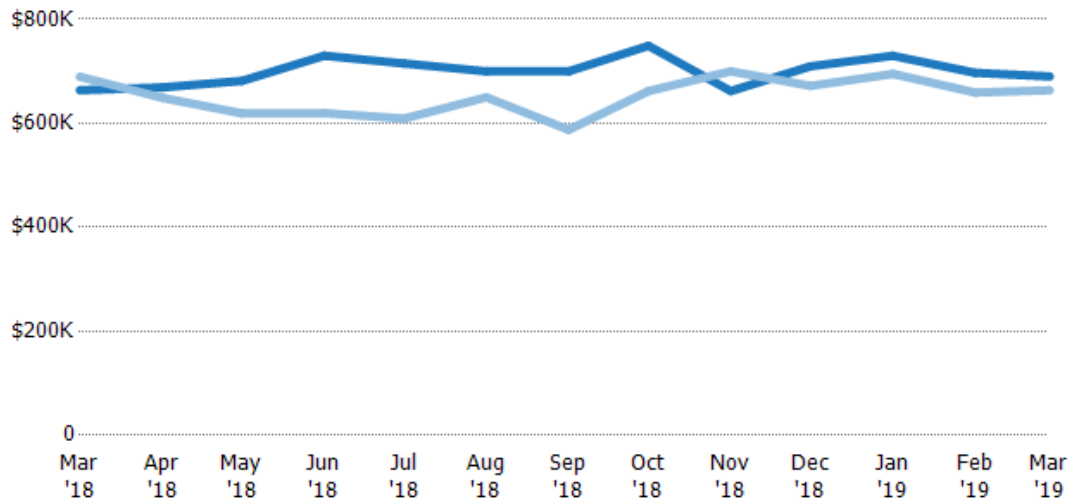
## Median Listing Price

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.
Mar '19	\$690K	4%
Mar '18	\$664K	-3.8%
Mar '17	\$690K	-16%



Current Year	\$664K	\$669K	\$682K	\$730K	\$715K	\$700K	\$700K	\$749K	\$662K	\$710K	\$730K	\$697K	\$690K
Prior Year	\$690K	\$649K	\$619K	\$620K	\$609K	\$650K	\$588K	\$662K	\$700K	\$672K	\$695K	\$659K	\$664K
Percent Change from Prior Year	-4%	3%	10%	18%	17%	8%	19%	13%	-5%	6%	5%	6%	4%

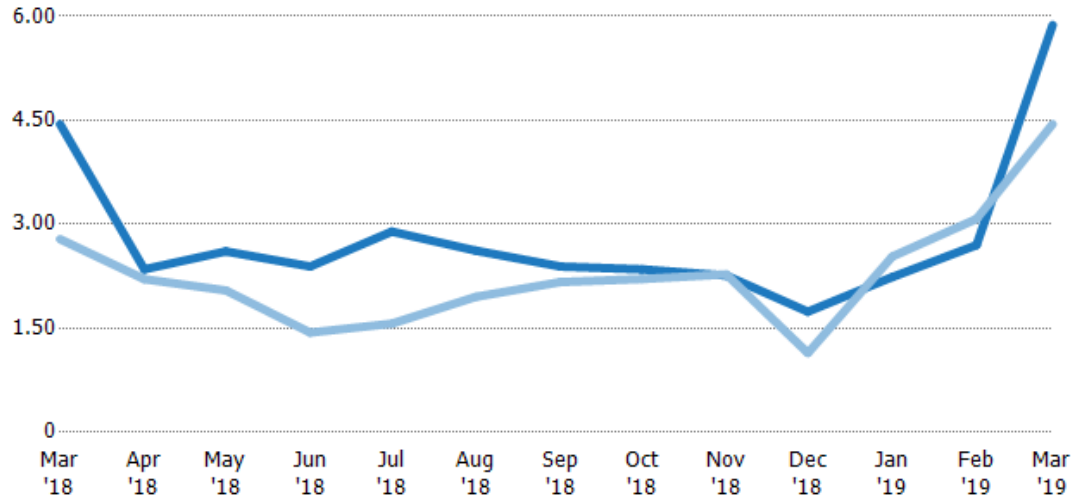
## Months of Inventory

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.
Mar '19	5.88	32.2%
Mar '18	4.44	59.5%
Mar '17	2.79	84%



Current Year	4.44	2.35	2.61	2.39	2.89	2.62	2.39	2.35	2.26	1.74	2.24	2.7	5.88
Prior Year	2.79	2.21	2.05	1.44	1.57	1.95	2.17	2.21	2.28	1.14	2.53	3.08	4.44
Percent Change from Prior Year	60%	6%	28%	66%	85%	34%	10%	6%	-1%	52%	-12%	-12%	32%

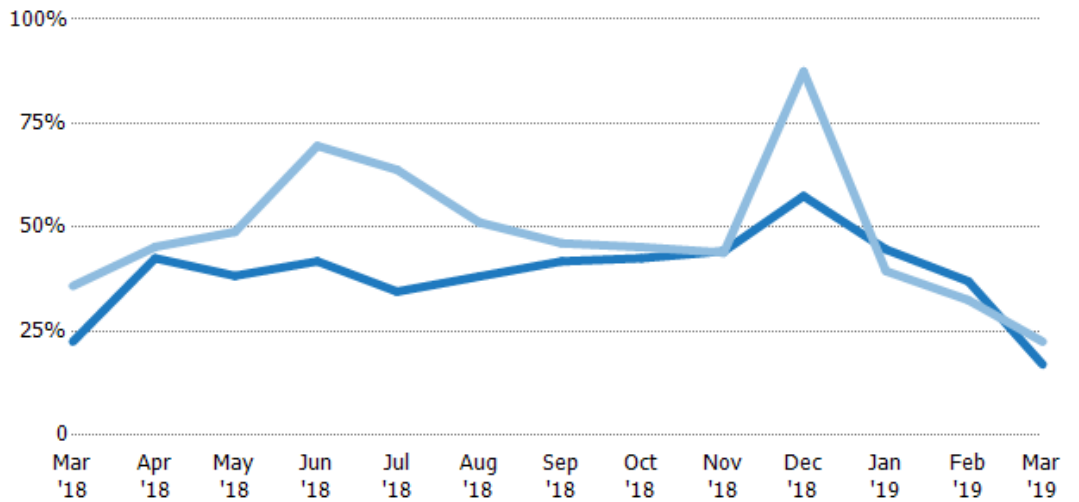
## Absorption Rate

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.
Mar '19	17%	5.5%
Mar '18	23%	13.4%
Mar '17	36%	-45.6%



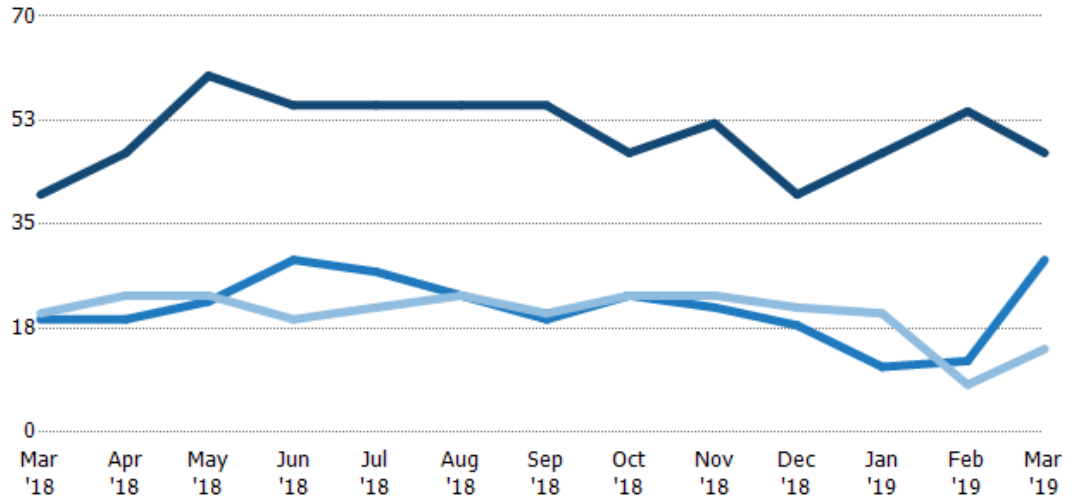
Current Year	23%	43%	38%	42%	35%	38%	42%	43%	44%	58%	45%	37%	17%
Prior Year	36%	45%	49%	70%	64%	51%	46%	45%	44%	88%	39%	33%	23%
Change from Prior Year	13%	3%	11%	28%	29%	13%	4%	3%	0%	30%	-5%	-5%	5%

## 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



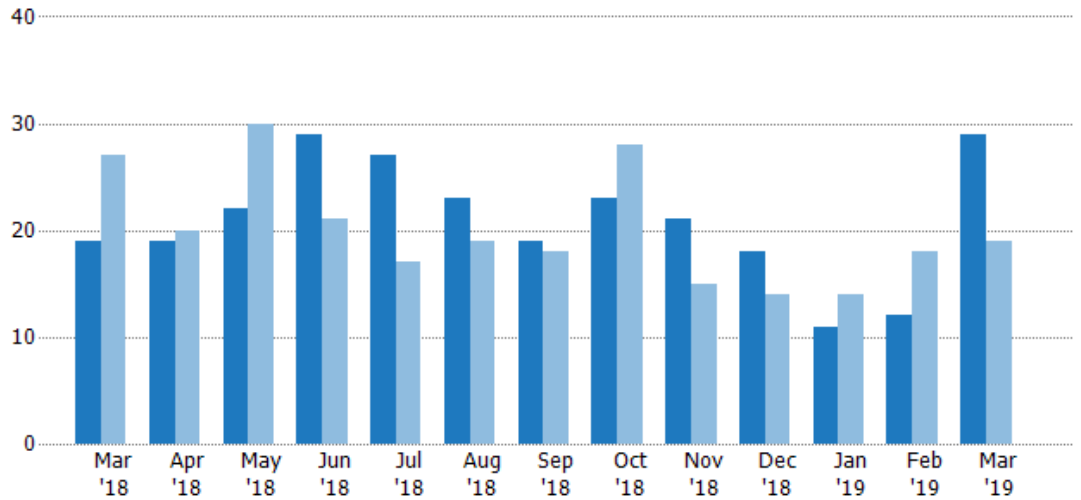
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	40	47	60	55	55	55	55	47	52	40	47	54	47
Pending	19	19	22	29	27	23	19	23	21	18	11	12	29
Sold	20	23	23	19	21	23	20	23	23	21	20	8	14

## 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.
Mar '19	29	52.6%
Mar '18	19	-29.6%
Mar '17	27	-29.6%

	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	19	19	22	29	27	23	19	23	21	18	11	12	29
Prior Year	27	20	30	21	17	19	18	28	15	14	14	18	19
Percent Change from Prior Year	-30%	-5%	-27%	38%	59%	21%	6%	-18%	40%	29%	-21%	-33%	53%

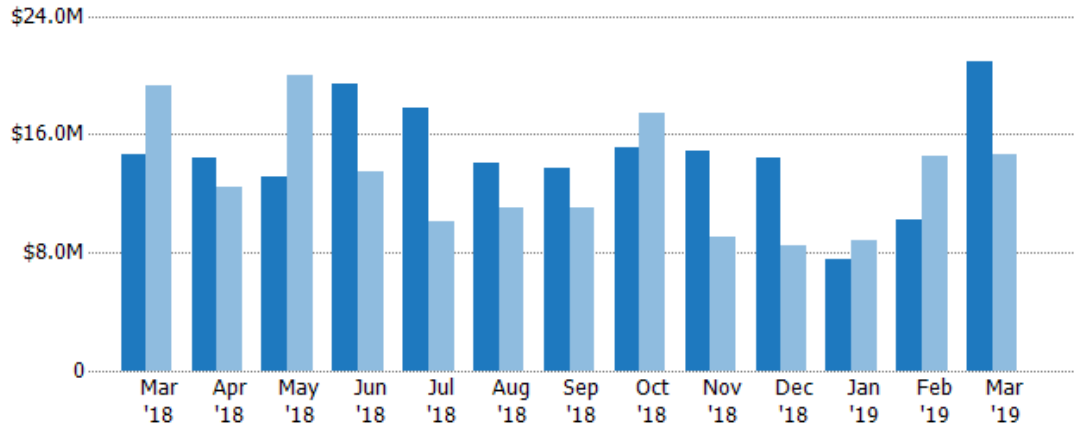
## Pending Sales Volume

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.
Mar '19	\$20.9M	43.3%
Mar '18	\$14.6M	-24.4%
Mar '17	\$19.3M	-47.5%



Current Year	\$14.6M	\$14.4M	\$13.2M	\$19.4M	\$17.8M	\$14.1M	\$13.7M	\$15.1M	\$14.9M	\$14.4M	\$7.58M	\$10.2M	\$20.9M
Prior Year	\$19.3M	\$12.4M	\$20M	\$13.5M	\$10.1M	\$11M	\$11.1M	\$17.5M	\$9.02M	\$8.43M	\$8.8M	\$14.5M	\$14.6M
Percent Change from Prior Year	-24%	16%	-34%	44%	77%	28%	24%	-14%	65%	70%	-14%	-30%	43%

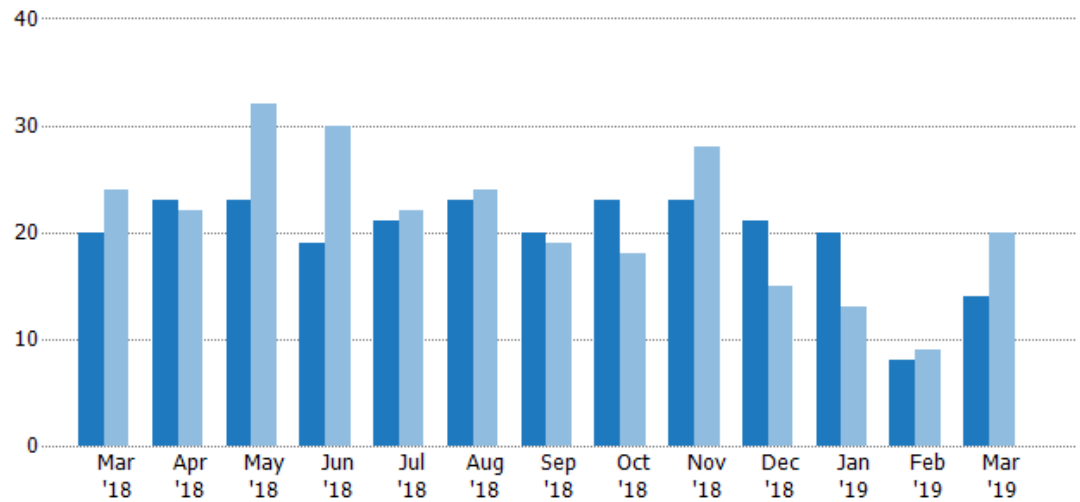
## Closed Sales

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.
Mar '19	14	-30%
Mar '18	20	-16.7%
Mar '17	24	0%



Current Year	20	23	23	19	21	23	20	23	23	21	20	8	14
Prior Year	24	22	32	30	22	24	19	18	28	15	13	9	20
Percent Change from Prior Year	-17%	5%	-28%	-37%	-5%	-4%	5%	28%	-18%	40%	54%	-11%	-30%



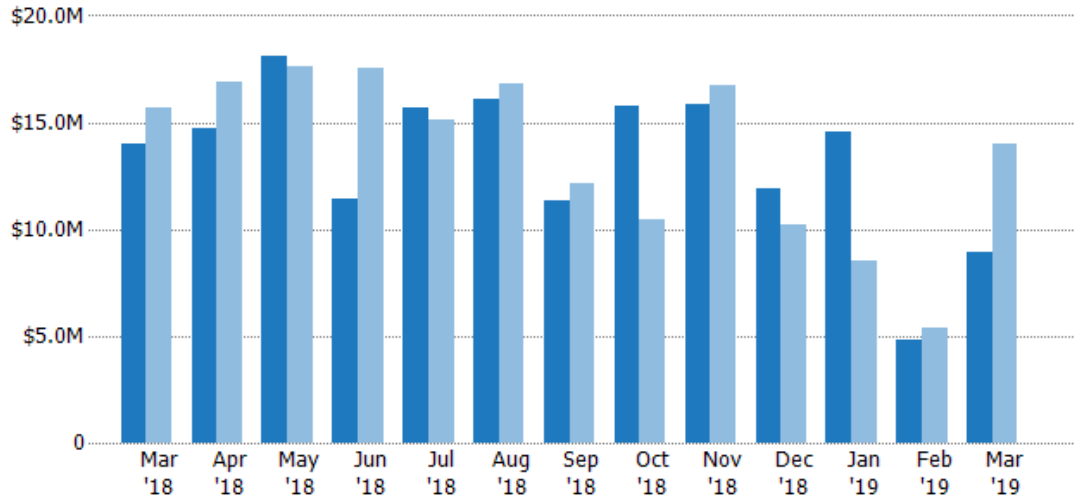
## Closed Sales Volume

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.
Mar '19	\$8.93M	-36.3%
Mar '18	\$14M	-10.6%
Mar '17	\$15.7M	-4.4%



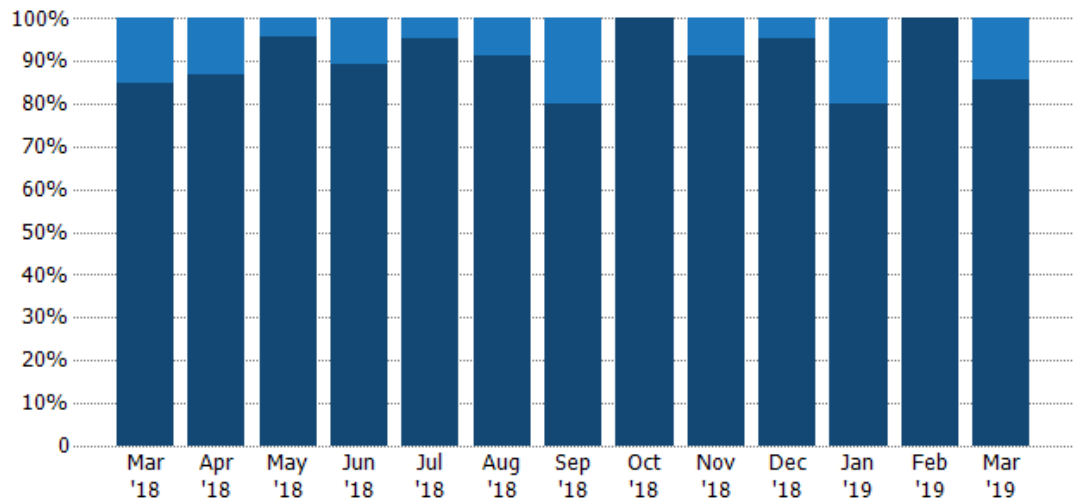
Current Year	\$14M	\$14.7M	\$18.1M	\$11.4M	\$15.7M	\$16.1M	\$11.4M	\$15.8M	\$15.8M	\$11.9M	\$14.5M	\$4.84M	\$8.93M
Prior Year	\$15.7M	\$16.9M	\$17.6M	\$17.6M	\$15.1M	\$16.8M	\$12.1M	\$10.5M	\$16.8M	\$10.2M	\$8.55M	\$5.36M	\$14M
Percent Change from Prior Year	-11%	-13%	3%	-35%	4%	-4%	-6%	51%	-6%	16%	70%	-10%	-36%

## 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%	11%	5%	9%	20%	-	9%	5%	20%	-	14%
Single Family Residence	85%	87%	96%	89%	95%	91%	80%	100%	91%	95%	80%	100%	86%

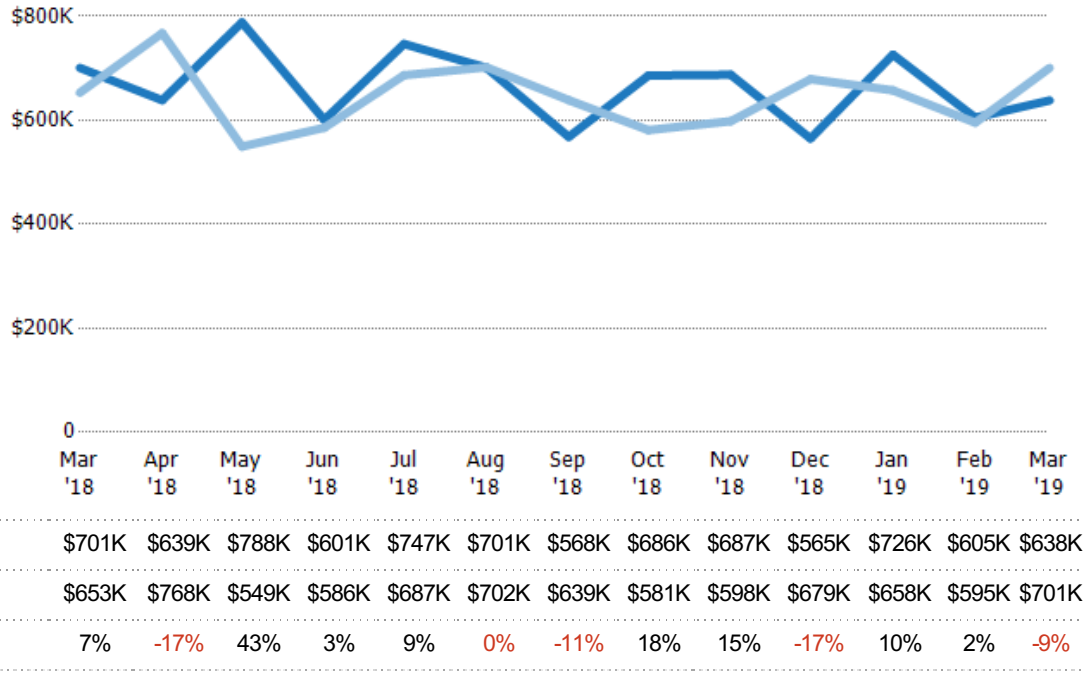
## Average Sales Price

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.
Mar '19	\$638K	-9%
Mar '18	\$701K	7.3%
Mar '17	\$653K	-4.4%



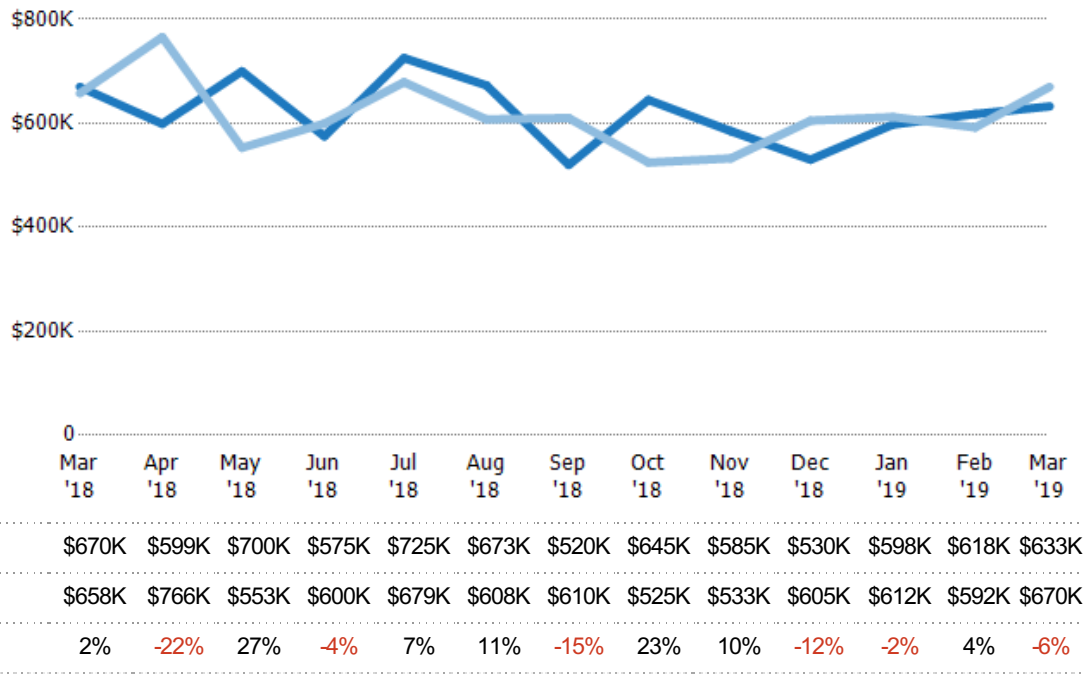
## Median Sales Price

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.
Mar '19	\$633K	-5.6%
Mar '18	\$670K	1.9%
Mar '17	\$658K	-22.8%

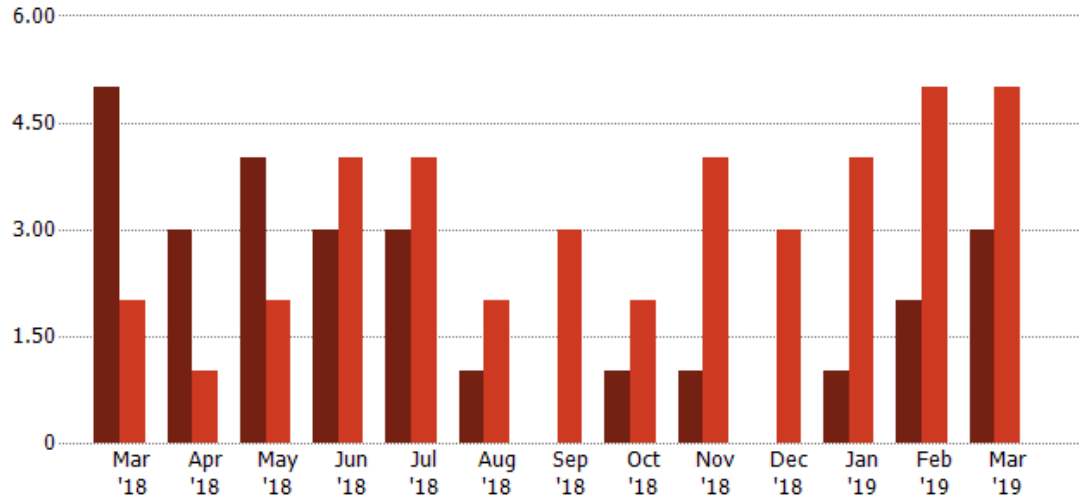


## Distressed Listings

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	3	4	3	3	1	-	1	1	-	1	2	3
Prior Year	2	1	2	4	4	2	3	2	4	3	4	5	5
Percent Change from Prior Year	150%	200%	100%	-25%	-25%	-50%	-100%	-50%	-75%	-100%	-75%	-60%	-40%

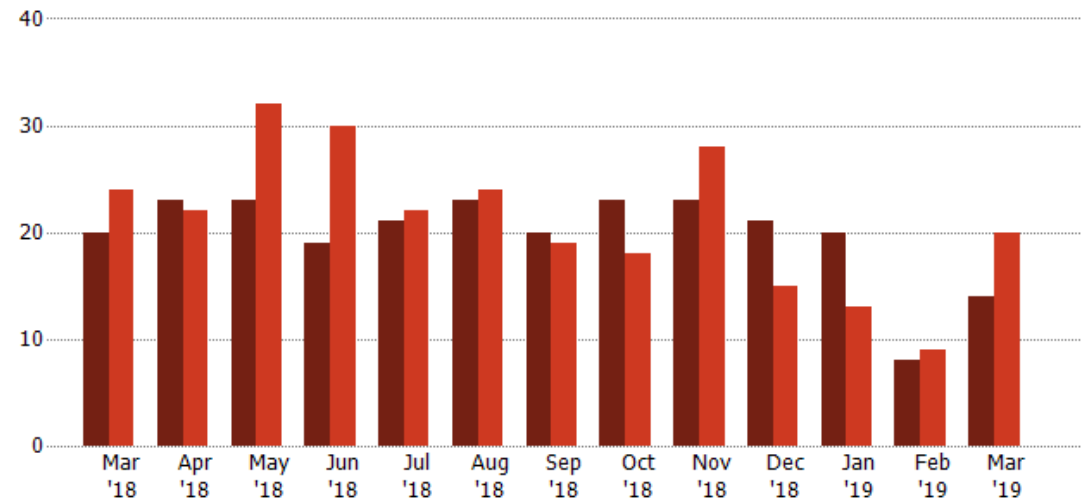
## Distressed Sales

The count of distressed residential properties sold each month.

### Filters Used

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

Month/Year	Count	% Chg.
Mar '19	14	-30%
Mar '18	20	-16.7%
Mar '17	24	0%



Current Year	20	23	23	19	21	23	20	23	23	21	20	8	14
Prior Year	24	22	32	30	22	24	19	18	28	15	13	9	20
Percent Change from Prior Year	-17%	5%	-28%	-37%	-5%	-4%	5%	28%	-18%	40%	54%	-11%	-30%

## 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:** 04/08/2019

**Scheduled:** No

**Report Date Range:** From 3/2018 To: 3/2019

### 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 3/2019 data

Listing Activity by ZIP

Listing Activity by Metro Area

Sales Activity by ZIP

Sales Activity by Metro Area