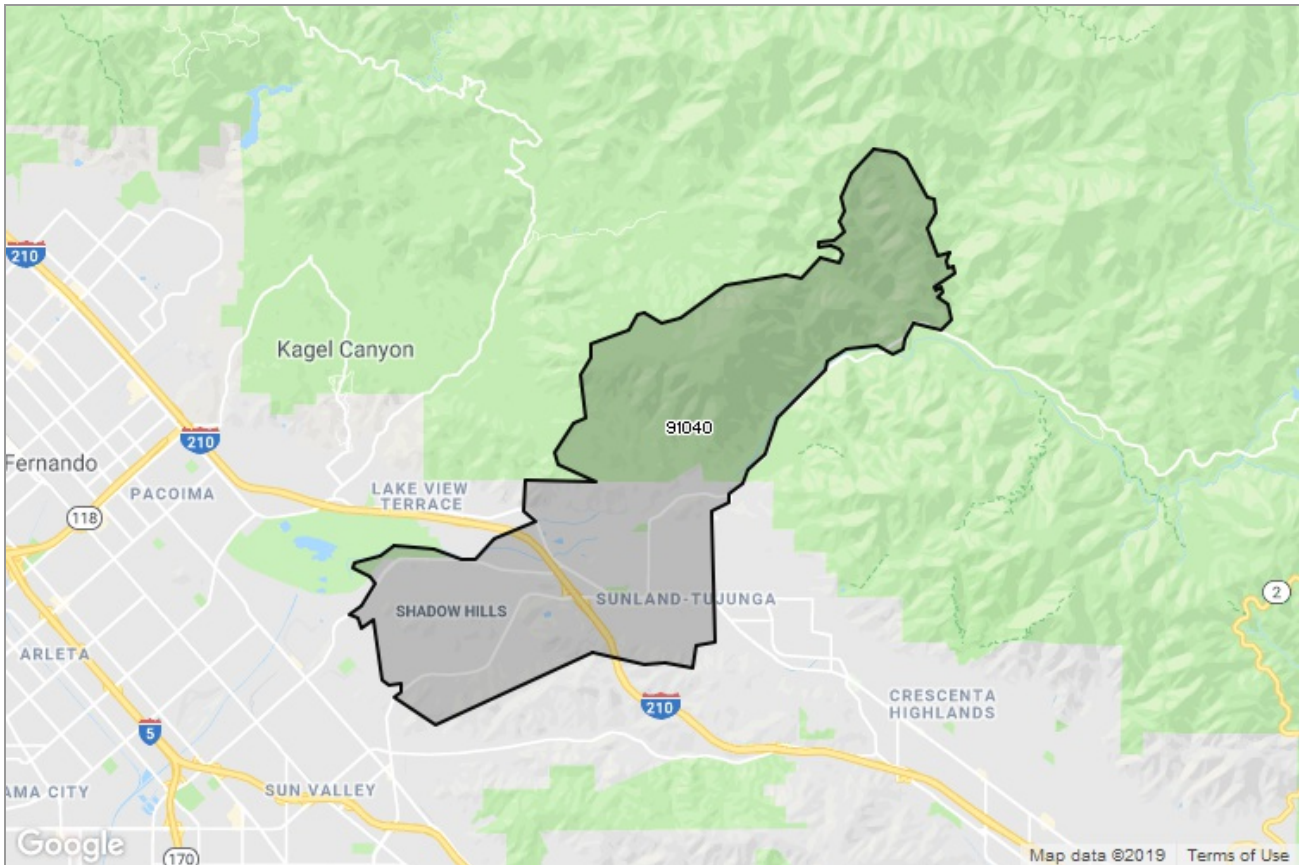




PASADENA-FOOTHILLS  
ASSOCIATION OF REALTORS®

MARKET DATA REPORT

# Sunland



## Report Characteristics

**Report Name:**  
Sunland

**Report Date Range:**  
6/2018 – 6/2019

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

**Avg/Med:** Both

**Run Date:** 07/08/2019

**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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	24	30	-20%	168	170	-1.2%
New Listing Volume	\$21,371,844	\$20,771,296	+2.9%	\$141,556,818	\$119,933,324	+18%
Active Listing Count	34	55	-38.2%	N/A	N/A	
Active Listing Volume	\$37,296,839	\$42,375,333	-12%	N/A	N/A	
Average Listing Price	\$1,096,966	\$770,461	+42.4%	\$913,204	\$748,979	+21.9%
Median Listing Price	\$817,000	\$715,000	+14.3%	\$720,322	\$667,174	+8%
Months of Inventory	1.6	2.4	-32.3%	2.6	1.9	+37.6%
Absorption Rate	61.76%	41.82%	+19.9%	38.71%	53.26%	-14.5%
<b>Sales Activity Charts Metrics</b>						
Pending Sales Count	36	26	+38.5%	N/A	N/A	
Pending Sales Volume	\$29,349,439	\$16,727,390	+75.5%	N/A	N/A	
Closed Sales Count	18	20	-10%	110	108	+1.9%
Closed Sales Volume	\$12,293,500	\$12,533,501	-1.9%	\$74,397,250	\$73,255,219	+1.6%
Average Sales Price	\$682,972	\$626,675	+9%	\$676,339	\$678,289	-0.3%
Median Sales Price	\$630,000	\$576,001	+9.4%	\$621,382	\$627,352	-1%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	2	3	-33.3%	N/A	N/A	

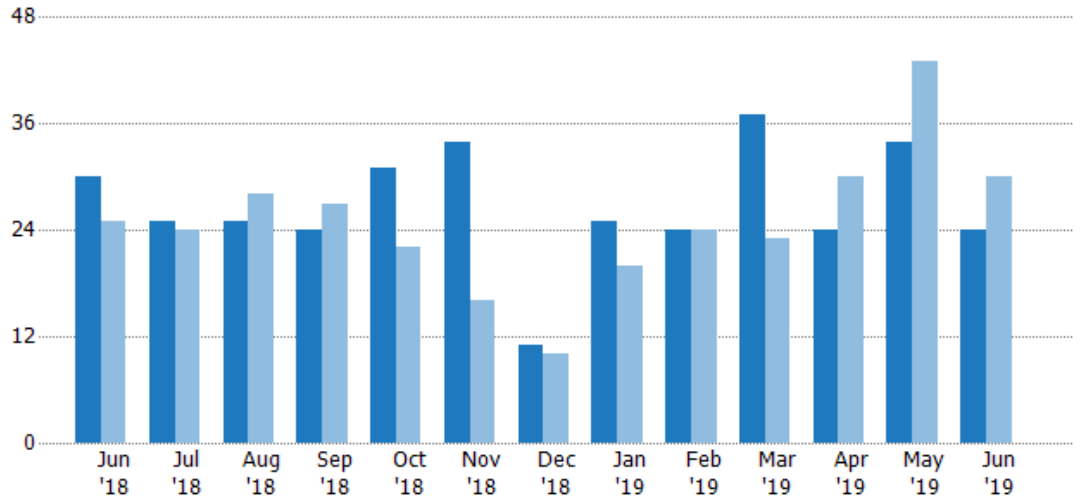
## New Listings

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.
Jun '19	24	-20%
Jun '18	30	20%
Jun '17	25	40%



Current Year	30	25	25	24	31	34	11	25	24	37	24	34	24
Prior Year	25	24	28	27	22	16	10	20	24	23	30	43	30
Percent Change from Prior Year	20%	4%	-11%	-11%	41%	113%	10%	25%	0%	61%	-20%	-21%	-20%

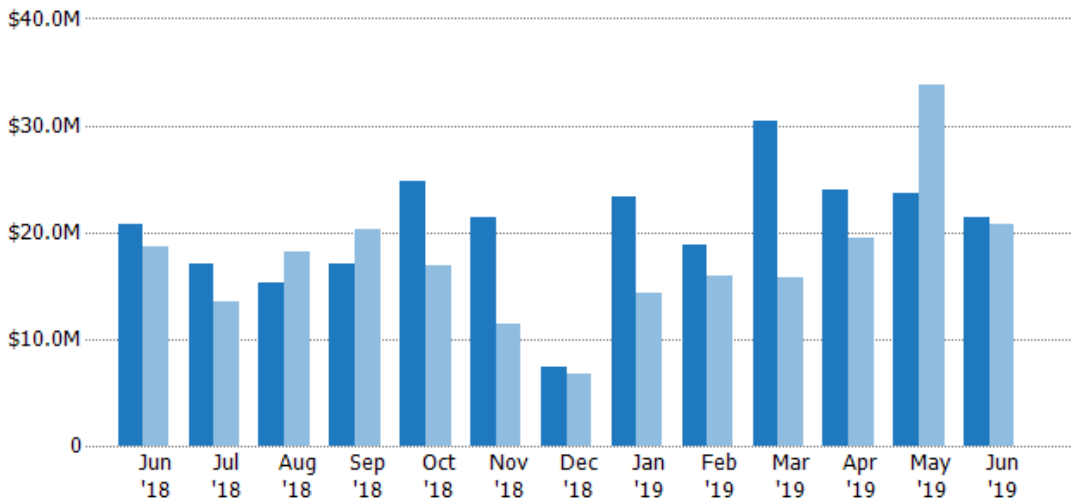
## New Listing Volume

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.
Jun '19	\$21.4M	2.9%
Jun '18	\$20.8M	11.7%
Jun '17	\$18.6M	32.1%



Current Year	\$20.8M	\$17M	\$15.2M	\$17.1M	\$24.9M	\$21.5M	\$7.31M	\$23.3M	\$18.8M	\$30.4M	\$24M	\$23.6M	\$21.4M
Prior Year	\$18.6M	\$13.5M	\$18.2M	\$20.3M	\$17M	\$11.4M	\$6.78M	\$14.3M	\$15.9M	\$15.8M	\$19.4M	\$33.7M	\$20.8M
Percent Change from Prior Year	12%	26%	-16%	-16%	47%	88%	8%	63%	18%	92%	24%	-30%	3%

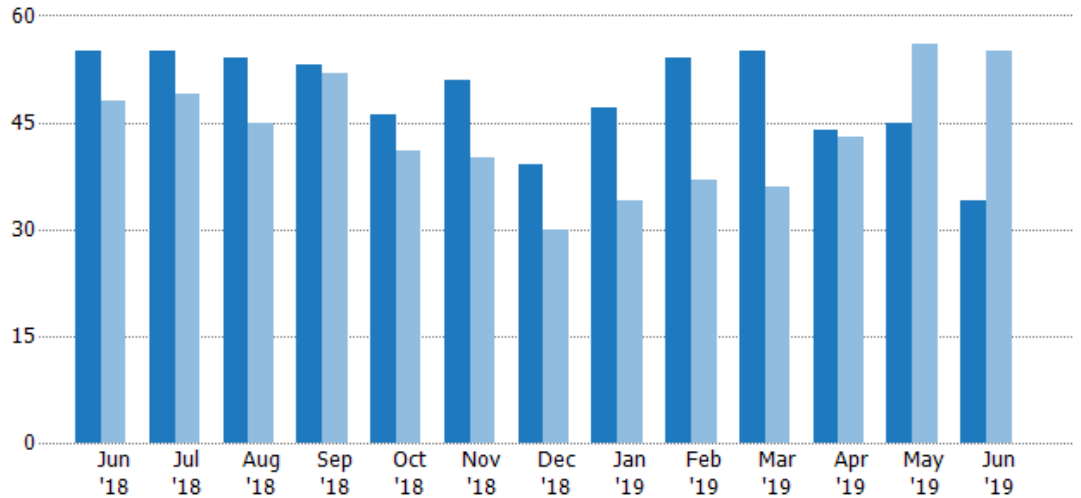
## Active Listings

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.
Jun '19	34	-38.2%
Jun '18	55	14.6%
Jun '17	48	14.6%



Current Year	55	55	54	53	46	51	39	47	54	55	44	45	34
Prior Year	48	49	45	52	41	40	30	34	37	36	43	56	55
Percent Change from Prior Year	15%	12%	20%	2%	12%	28%	30%	38%	46%	53%	2%	-20%	-38%

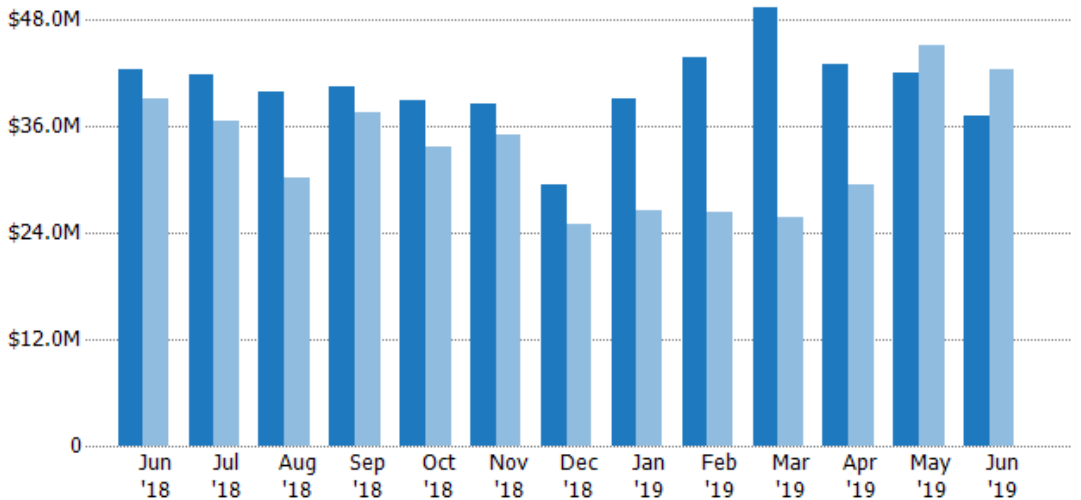
## Active Listing Volume

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.
Jun '19	\$37.3M	-12%
Jun '18	\$42.4M	8.3%
Jun '17	\$39.1M	8%



Current Year	\$42.4M	\$41.8M	\$39.8M	\$40.6M	\$39M	\$38.5M	\$29.4M	\$39.2M	\$43.7M	\$49.4M	\$43M	\$42.1M	\$37.3M
Prior Year	\$39.1M	\$36.5M	\$30.3M	\$37.5M	\$33.7M	\$35.1M	\$24.9M	\$26.6M	\$26.3M	\$25.7M	\$29.5M	\$45.1M	\$42.4M
Percent Change from Prior Year	8%	14%	32%	8%	16%	10%	18%	48%	67%	92%	46%	-7%	-12%

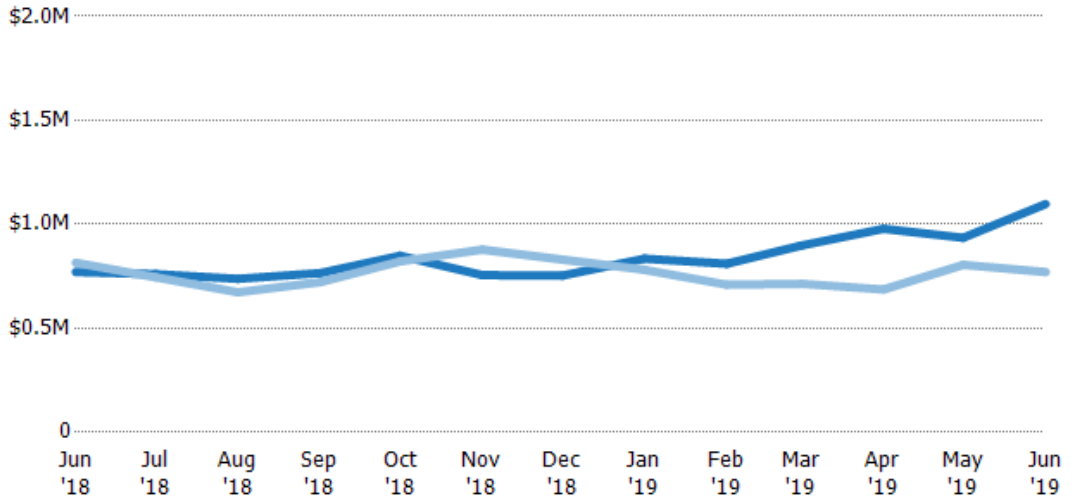
## Average Listing Price

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.
Jun '19	\$1.1M	42.4%
Jun '18	\$770K	-5.4%
Jun '17	\$815K	-5.8%



Current Year	\$770K	\$760K	\$738K	\$766K	\$849K	\$755K	\$753K	\$835K	\$810K	\$898K	\$978K	\$935K	\$1.1M
Prior Year	\$815K	\$746K	\$673K	\$722K	\$821K	\$878K	\$830K	\$781K	\$710K	\$714K	\$687K	\$805K	\$770K
Percent Change from Prior Year	-5%	2%	10%	6%	3%	-14%	-9%	7%	14%	26%	43%	16%	42%

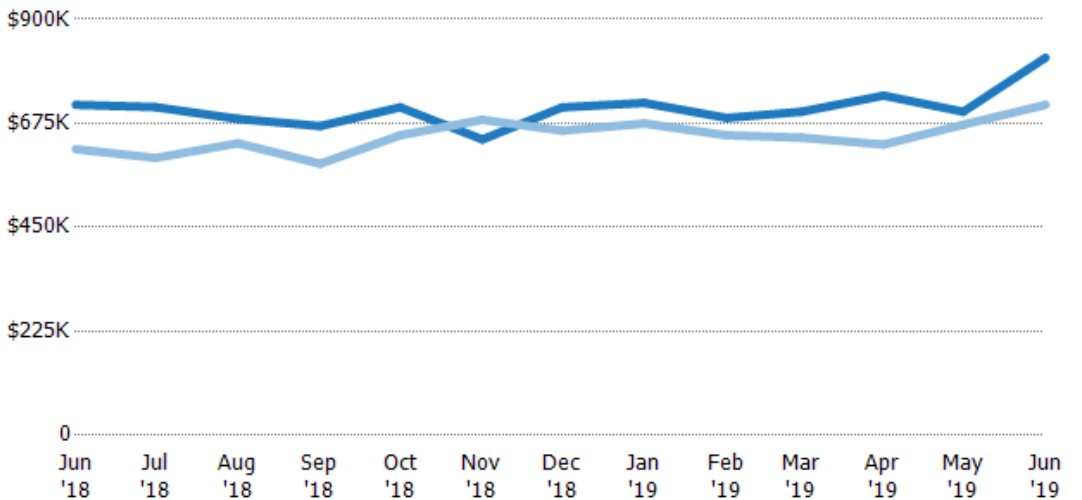
## Median Listing Price

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.
Jun '19	\$817K	14.3%
Jun '18	\$715K	15.5%
Jun '17	\$619K	6.5%



Current Year	\$715K	\$710K	\$684K	\$669K	\$710K	\$640K	\$709K	\$719K	\$687K	\$700K	\$735K	\$700K	\$817K
Prior Year	\$619K	\$600K	\$632K	\$588K	\$649K	\$682K	\$659K	\$674K	\$649K	\$644K	\$629K	\$672K	\$715K
Percent Change from Prior Year	16%	18%	8%	14%	9%	-6%	8%	7%	6%	9%	17%	4%	14%

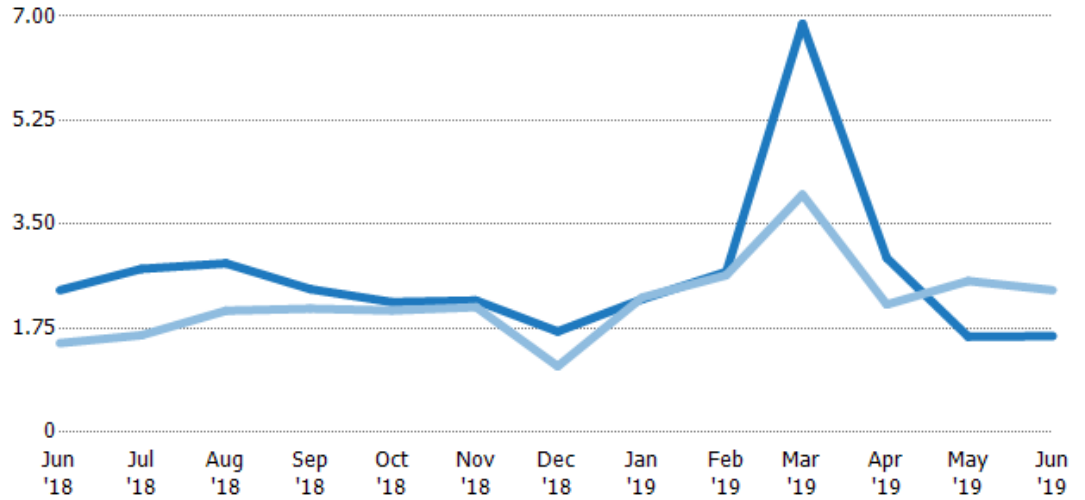
## Months of Inventory

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.
Jun '19	1.62	-32.3%
Jun '18	2.39	59.4%
Jun '17	1.5	266.7%



Current Year	2.39	2.75	2.84	2.41	2.19	2.22	1.7	2.24	2.7	6.88	2.93	1.61	1.62
Prior Year	1.5	1.63	2.05	2.08	2.05	2.11	1.11	2.27	2.64	4	2.15	2.55	2.39
Percent Change from Prior Year	59%	68%	39%	16%	7%	5%	53%	-1%	2%	72%	36%	-37%	-32%

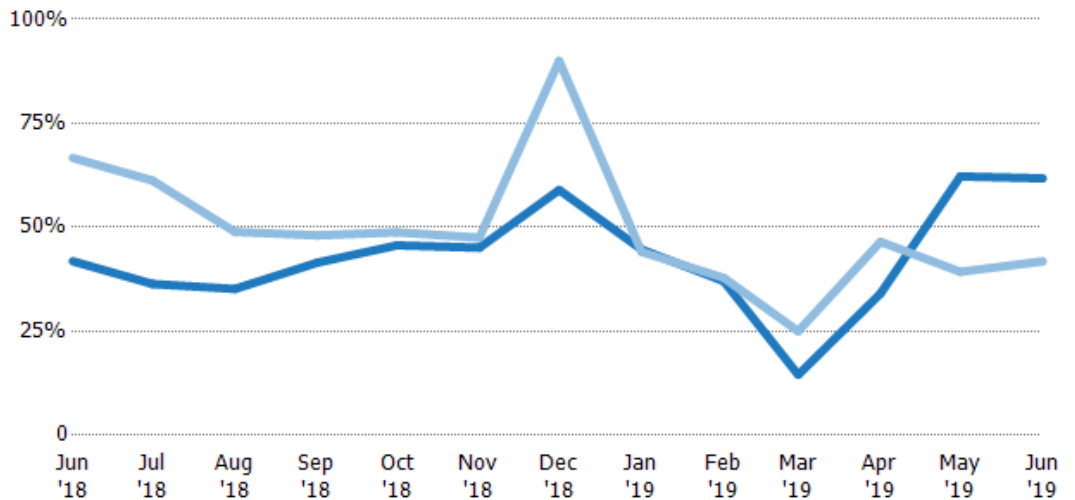
## Absorption Rate

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.
Jun '19	62%	-20%
Jun '18	42%	24.9%
Jun '17	67%	-72.7%



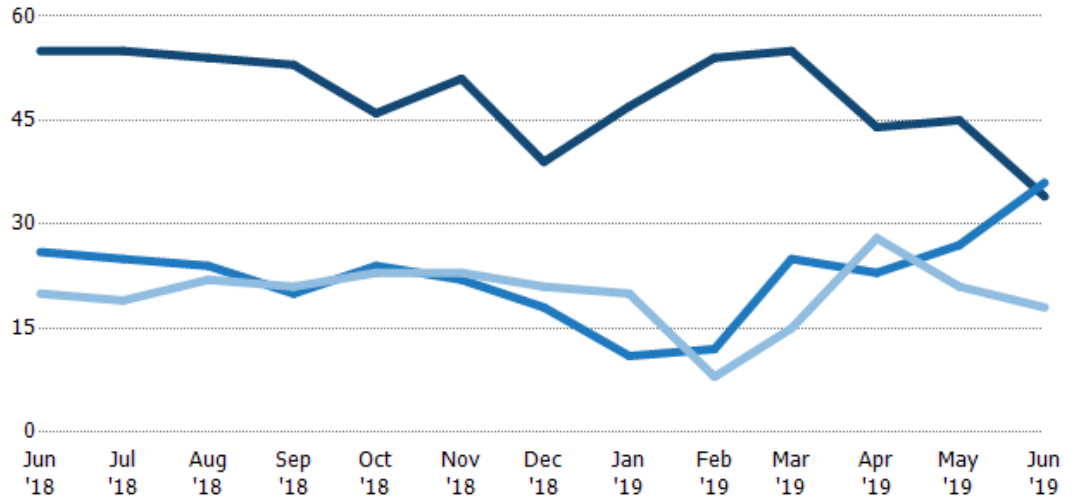
Current Year	42%	36%	35%	42%	46%	45%	59%	45%	37%	15%	34%	62%	62%
Prior Year	67%	61%	49%	48%	49%	48%	90%	44%	38%	25%	47%	39%	42%
Change from Prior Year	25%	25%	14%	7%	3%	2%	31%	-1%	1%	10%	12%	-23%	-20%

## 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



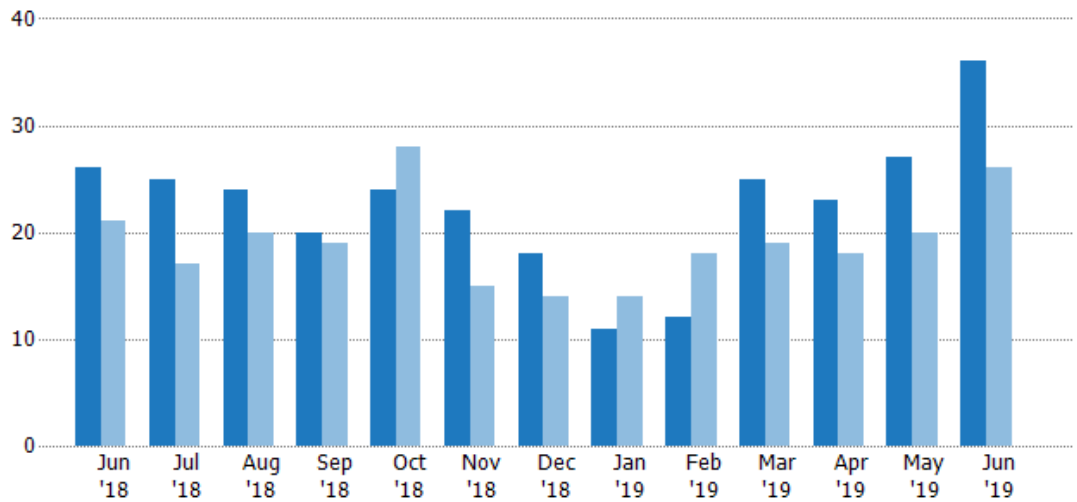
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	55	55	54	53	46	51	39	47	54	55	44	45	34
Pending	26	25	24	20	24	22	18	11	12	25	23	27	36
Sold	20	19	22	21	23	23	21	20	8	15	28	21	18

## 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.
Jun '19	36	38.5%
Jun '18	26	23.8%
Jun '17	21	33.3%

	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	26	25	24	20	24	22	18	11	12	25	23	27	36
Prior Year	21	17	20	19	28	15	14	14	18	19	18	20	26
Percent Change from Prior Year	24%	47%	20%	5%	-14%	47%	29%	-21%	-33%	32%	28%	35%	38%

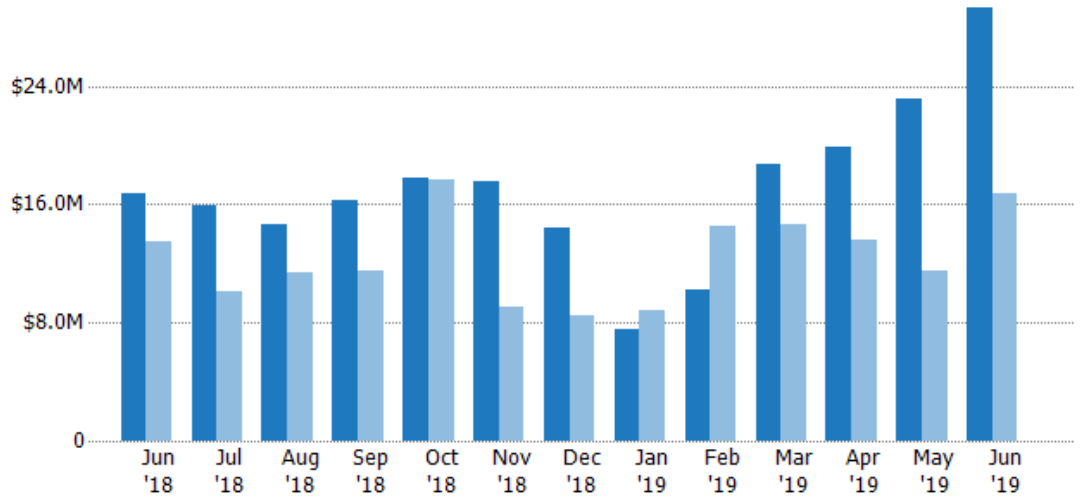
## Pending Sales Volume

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.
Jun '19	\$29.3M	75.5%
Jun '18	\$16.7M	24.3%
Jun '17	\$13.5M	26.2%



Current Year	\$16.7M	\$15.9M	\$14.6M	\$16.3M	\$17.8M	\$17.5M	\$14.4M	\$7.58M	\$10.2M	\$18.7M	\$19.9M	\$23.2M	\$29.3M
Prior Year	\$13.5M	\$10.1M	\$11.4M	\$11.4M	\$17.6M	\$9.05M	\$8.43M	\$8.8M	\$14.5M	\$14.6M	\$13.6M	\$11.4M	\$16.7M
Percent Change from Prior Year	24%	58%	28%	43%	1%	94%	70%	-14%	-30%	28%	46%	102%	75%

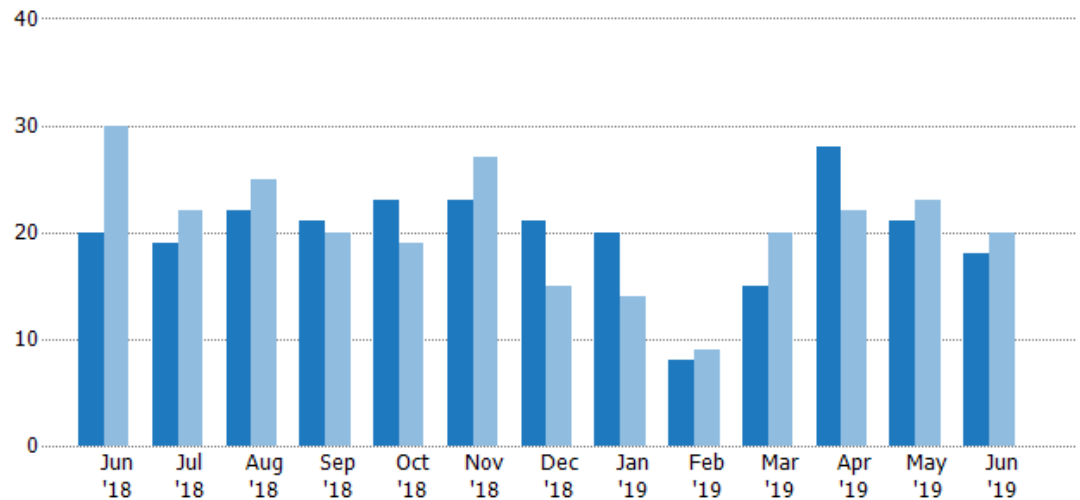
## Closed Sales

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.
Jun '19	18	-10%
Jun '18	20	-33.3%
Jun '17	30	-36.7%



Current Year	20	19	22	21	23	23	21	20	8	15	28	21	18
Prior Year	30	22	25	20	19	27	15	14	9	20	22	23	20
Percent Change from Prior Year	-33%	-14%	-12%	5%	21%	-15%	40%	43%	-11%	-25%	27%	-9%	-10%



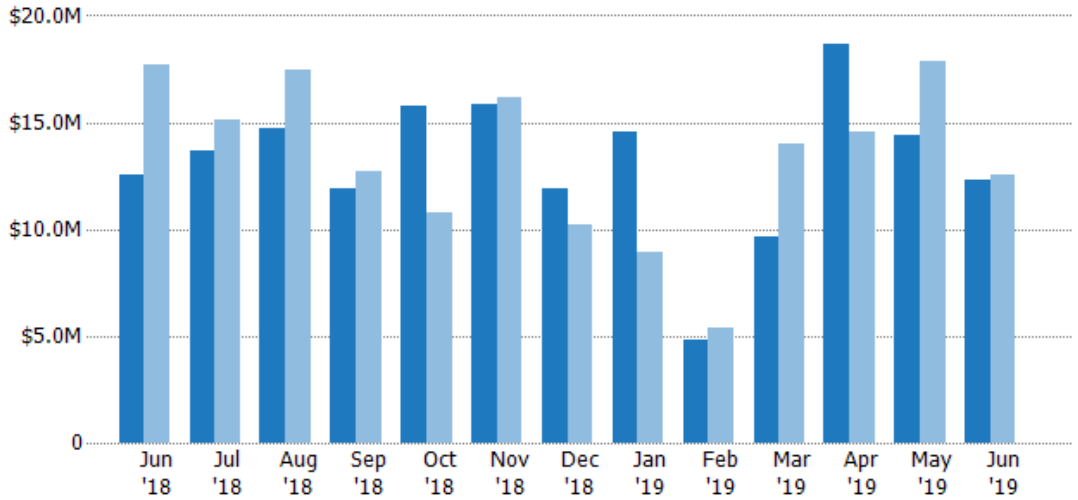
## Closed Sales Volume

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.
Jun '19	\$12.3M	-1.9%
Jun '18	\$12.5M	-29.2%
Jun '17	\$17.7M	-45.9%



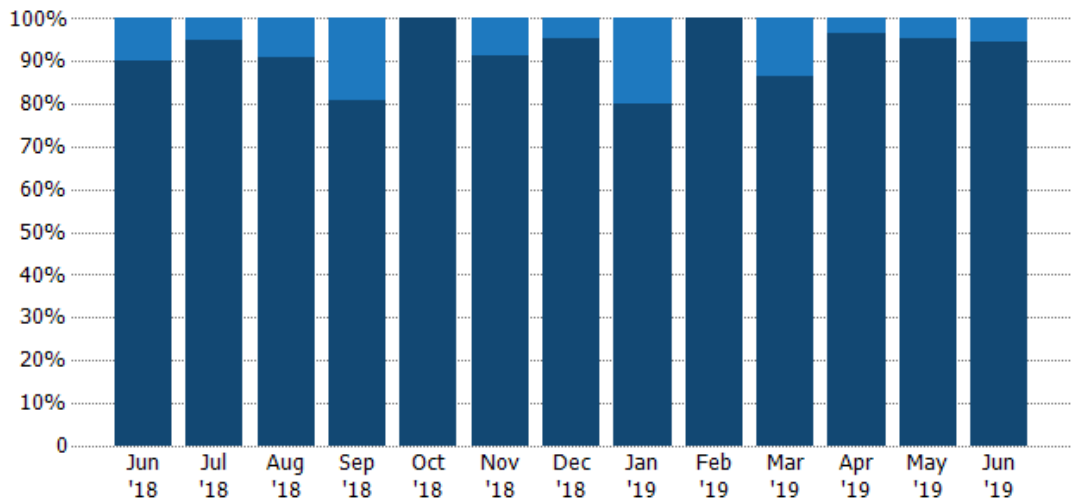
Current Year	\$12.5M	\$13.7M	\$14.7M	\$11.9M	\$15.8M	\$15.8M	\$11.9M	\$14.5M	\$4.84M	\$9.64M	\$18.7M	\$14.4M	\$12.3M
Prior Year	\$17.7M	\$15.1M	\$17.4M	\$12.7M	\$10.8M	\$16.2M	\$10.2M	\$8.93M	\$5.36M	\$14M	\$14.5M	\$17.9M	\$12.5M
Percent Change from Prior Year	-29%	-10%	-16%	-6%	46%	-2%	16%	63%	-10%	-31%	28%	-19%	-2%

## 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	10%	5%	9%	19%	-	9%	5%	20%	-	13%	4%	5%	6%
Single Family Residence	90%	95%	91%	81%	100%	91%	95%	80%	100%	87%	96%	95%	94%

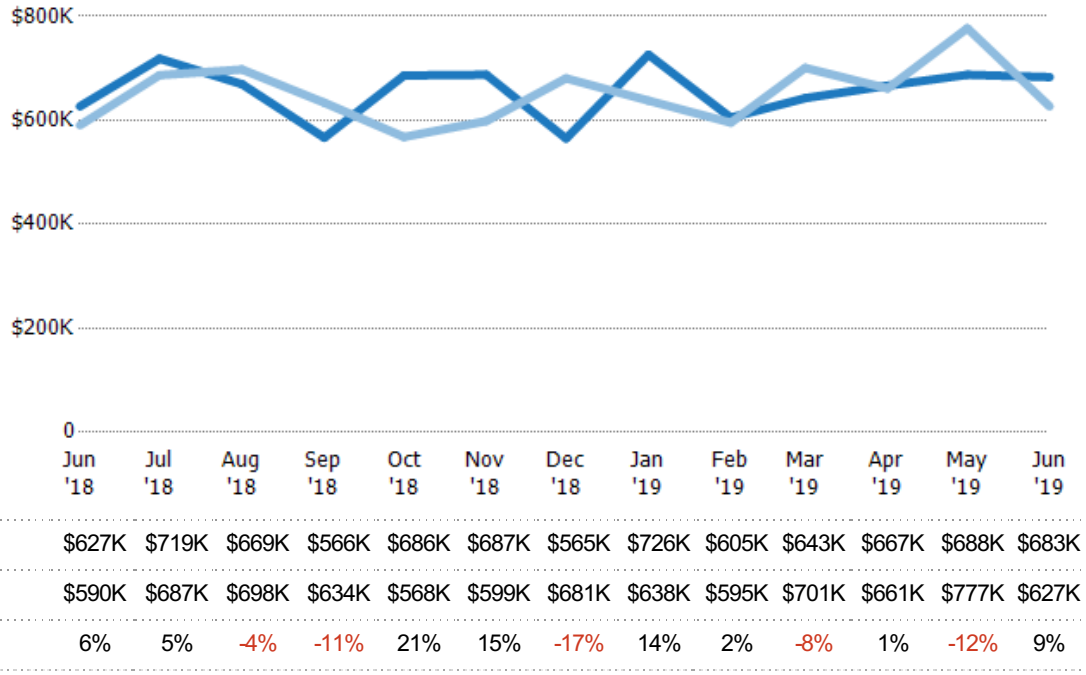
## Average Sales Price

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.
Jun '19	\$683K	9%
Jun '18	\$627K	6.1%
Jun '17	\$590K	-14.6%



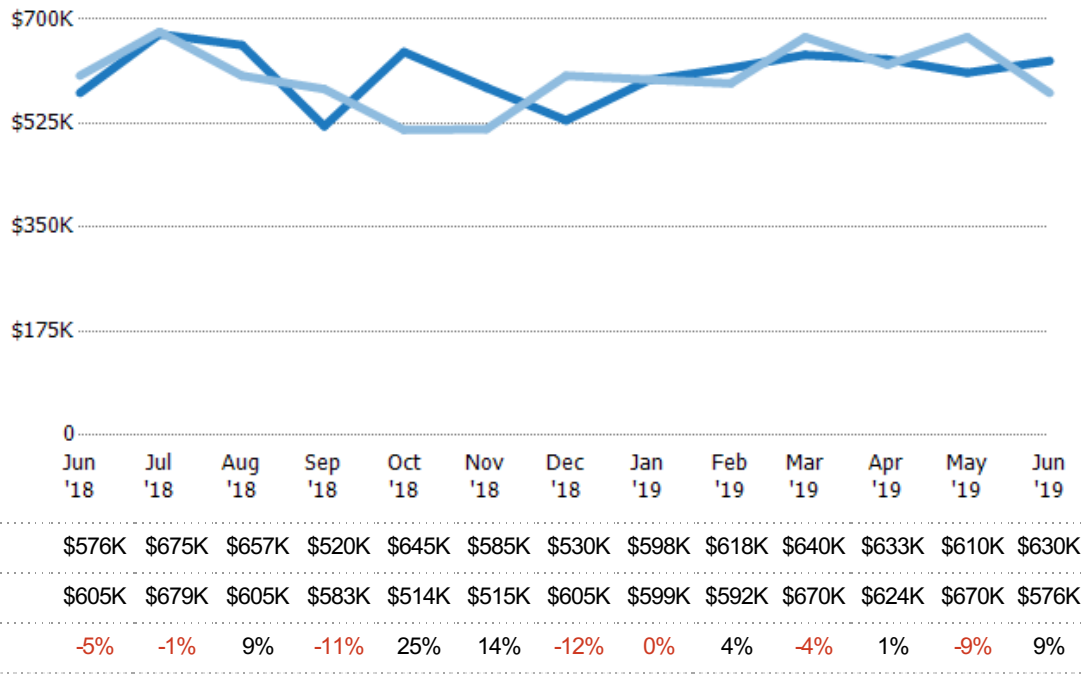
## Median Sales Price

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.
Jun '19	\$630K	9.4%
Jun '18	\$576K	-4.8%
Jun '17	\$605K	-23.1%

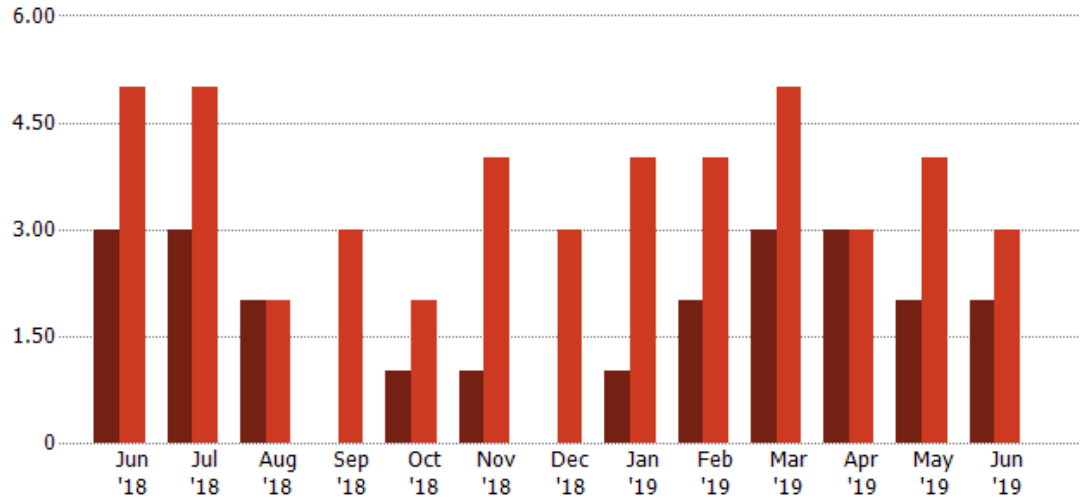


## Distressed Listings

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	3	3	2	-	1	1	-	1	2	3	3	2	2
Prior Year	5	5	2	3	2	4	3	4	4	5	3	4	3
Percent Change from Prior Year	-40%	-40%	0%	-100%	-50%	-75%	-100%	-75%	-50%	-40%	0%	-50%	-33%

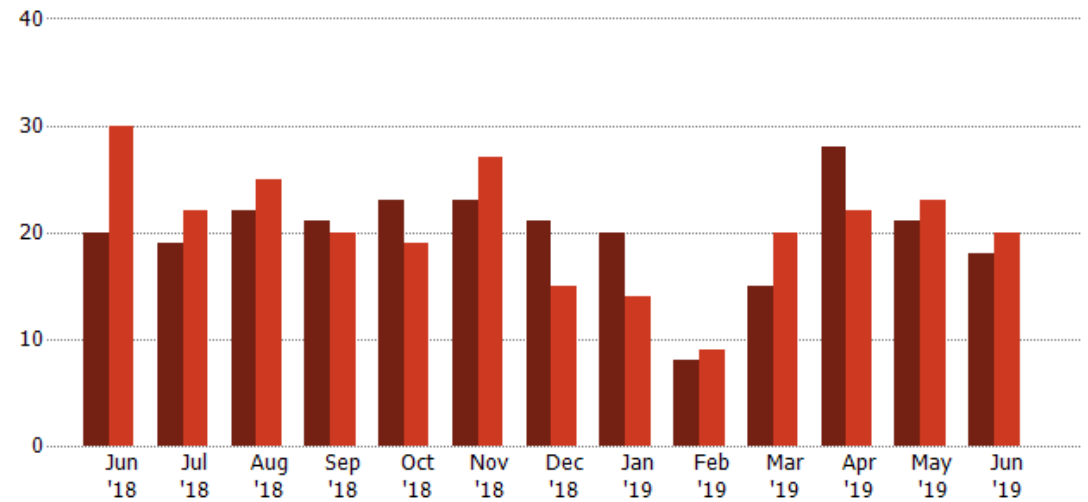
## Distressed Sales

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.
Jun '19	18	-10%
Jun '18	20	-33.3%
Jun '17	30	-36.7%



Current Year	20	19	22	21	23	23	21	20	8	15	28	21	18
Prior Year	30	22	25	20	19	27	15	14	9	20	22	23	20
Percent Change from Prior Year	-33%	-14%	-12%	5%	21%	-15%	40%	43%	-11%	-25%	27%	-9%	-10%

## 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:** 07/08/2019

**Scheduled:** No

**Report Date Range:** From 6/2018 To: 6/2019

### 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 6/2019 data

Listing Activity by ZIP

Listing Activity by Metro Area

Sales Activity by ZIP

Sales Activity by Metro Area