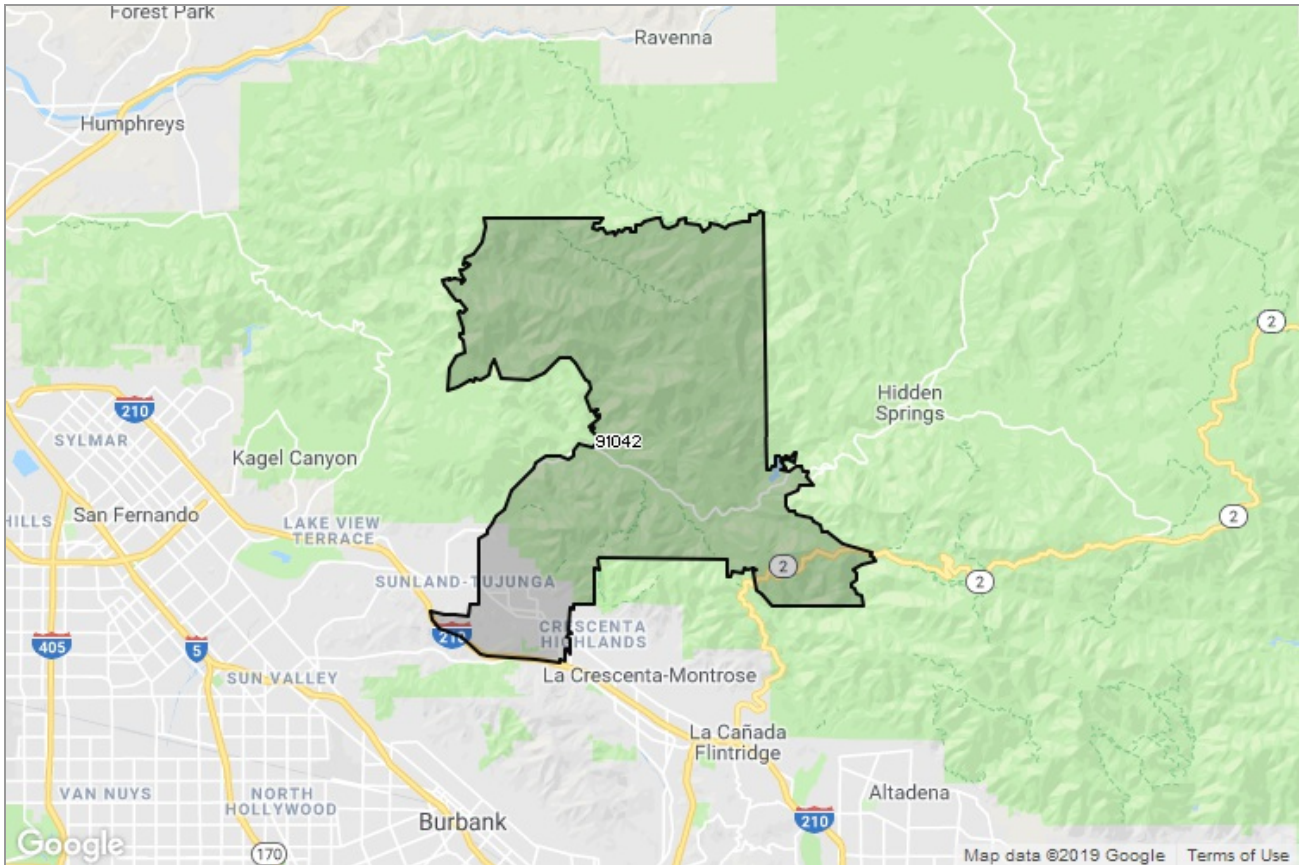




PASADENA-FOOTHILLS
ASSOCIATION OF REALTORS®

MARKET DATA REPORT

Tujunga



Report Characteristics

Report Name:
Tujunga

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 | + / - |
|--|--------------|--------------|--------|---------------|---------------|--------|
| Listing Activity Charts Metrics | | | | | | |
| New Listing Count | 27 | 36 | -25% | 166 | 180 | -7.8% |
| New Listing Volume | \$16,905,971 | \$24,074,895 | -29.8% | \$116,268,818 | \$119,766,957 | -2.9% |
| Active Listing Count | 48 | 67 | -28.4% | N/A | N/A | |
| Active Listing Volume | \$40,283,947 | \$49,202,812 | -18.1% | N/A | N/A | |
| Average Listing Price | \$839,249 | \$734,370 | +14.3% | \$787,396 | \$705,172 | +11.7% |
| Median Listing Price | \$698,000 | \$680,000 | +2.6% | \$683,414 | \$664,574 | +2.8% |
| Months of Inventory | 2.5 | 2.6 | -2% | 2.7 | 2.4 | +12.9% |
| Absorption Rate | 39.58% | 38.81% | +0.8% | 36.68% | 41.4% | -4.7% |
| Sales Activity Charts Metrics | | | | | | |
| Pending Sales Count | 22 | 21 | +4.8% | N/A | N/A | |
| Pending Sales Volume | \$13,804,900 | \$12,919,499 | +6.9% | N/A | N/A | |
| Closed Sales Count | 18 | 27 | -33.3% | 111 | 117 | -5.1% |
| Closed Sales Volume | \$9,775,821 | \$17,800,277 | -45.1% | \$69,457,595 | \$74,679,812 | -7% |
| Average Sales Price | \$543,101 | \$659,270 | -17.6% | \$625,744 | \$638,289 | -2% |
| Median Sales Price | \$522,500 | \$649,000 | -19.5% | \$611,122 | \$606,146 | +0.8% |
| Distressed Charts Metrics | | | | | | |
| Distressed Listing Count | - | - | - | N/A | N/A | |

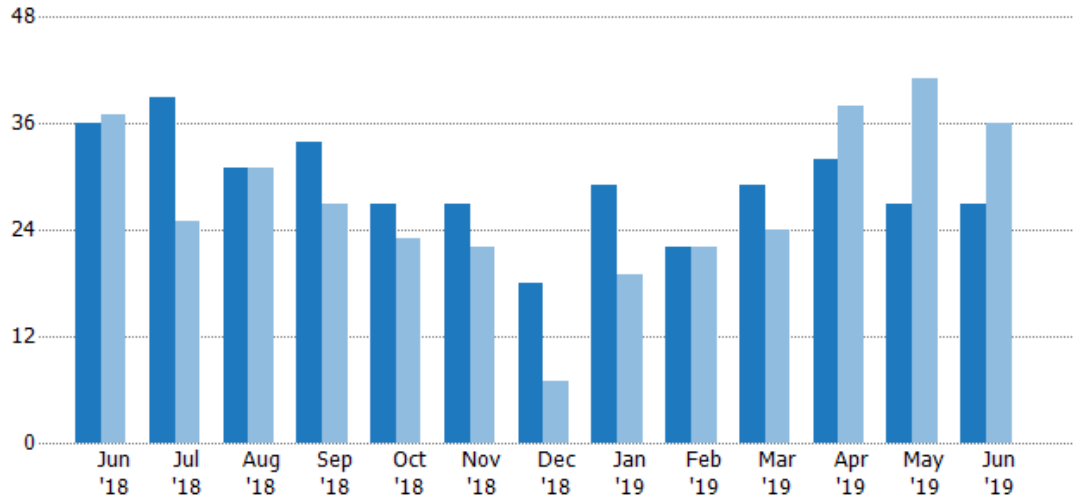
New Listings

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

Filters Used

ZIP: Tujunga, CA 91042
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

| Month/ Year | Count | % Chg. |
|----------------|-------|--------|
| Jun '19 | 27 | -25% |
| Jun '18 | 36 | -2.7% |
| Jun '17 | 37 | -2.7% |



| | 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 | 36 | 39 | 31 | 34 | 27 | 27 | 18 | 29 | 22 | 29 | 32 | 27 | 27 |
| Prior Year | 37 | 25 | 31 | 27 | 23 | 22 | 7 | 19 | 22 | 24 | 38 | 41 | 36 |
| Percent Change from Prior Year | -3% | 56% | 0% | 26% | 17% | 23% | 157% | 53% | 0% | 21% | -16% | -34% | -25% |

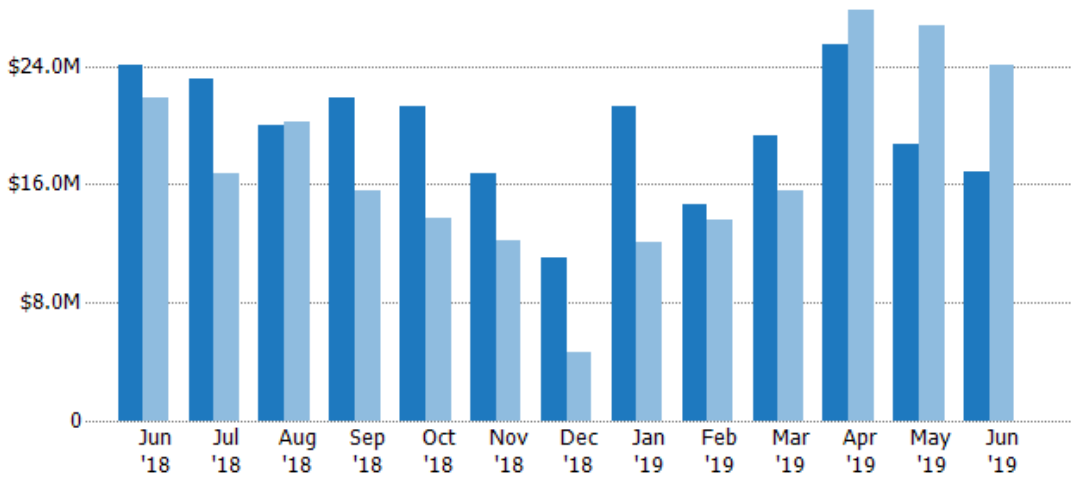
New Listing Volume

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

Filters Used

ZIP: Tujunga, CA 91042
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Jun '19 | \$16.9M | -29.8% |
| Jun '18 | \$24.1M | 10.3% |
| Jun '17 | \$21.8M | -4.7% |



| | 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 | \$24.1M | \$23.2M | \$20M | \$21.9M | \$21.3M | \$16.7M | \$11M | \$21.3M | \$14.6M | \$19.3M | \$25.4M | \$18.7M | \$16.9M |
| Prior Year | \$21.8M | \$16.7M | \$20.3M | \$15.6M | \$13.8M | \$12.2M | \$4.69M | \$12.1M | \$13.6M | \$15.5M | \$27.8M | \$26.7M | \$24.1M |
| Percent Change from Prior Year | 10% | 39% | -1% | 41% | 55% | 36% | 135% | 76% | 8% | 25% | -9% | -30% | -30% |

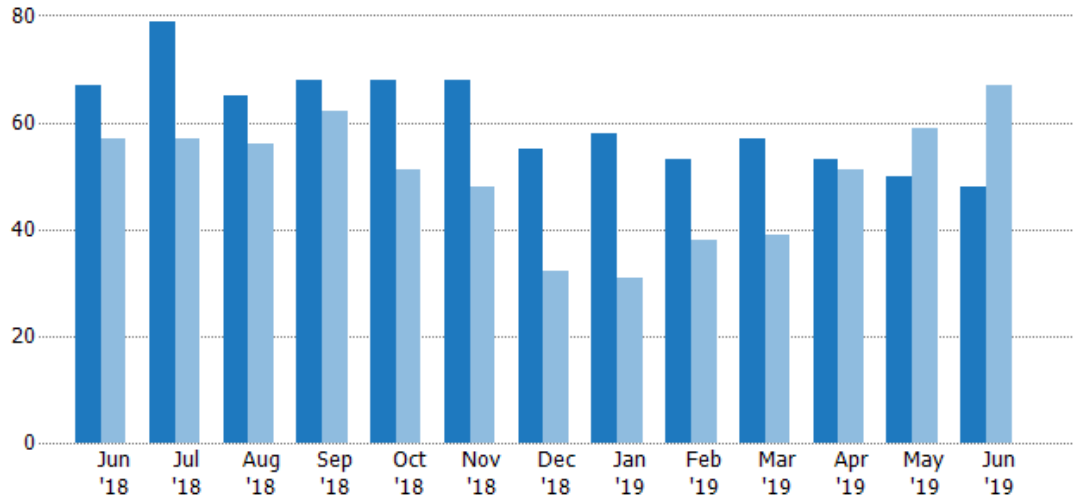
Active Listings

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

Filters Used

ZIP: Tujunga, CA 91042
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

| Month/ Year | Count | % Chg. |
|----------------|-------|--------|
| Jun '19 | 48 | -28.4% |
| Jun '18 | 67 | 17.5% |
| Jun '17 | 57 | 15.8% |



| | | | | | | | | | | | | | |
|--------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|----|------|------|
| Current Year | 67 | 79 | 65 | 68 | 68 | 68 | 55 | 58 | 53 | 57 | 53 | 50 | 48 |
| Prior Year | 57 | 57 | 56 | 62 | 51 | 48 | 32 | 31 | 38 | 39 | 51 | 59 | 67 |
| Percent Change from Prior Year | 18% | 39% | 16% | 10% | 33% | 42% | 72% | 87% | 39% | 46% | 4% | -15% | -28% |

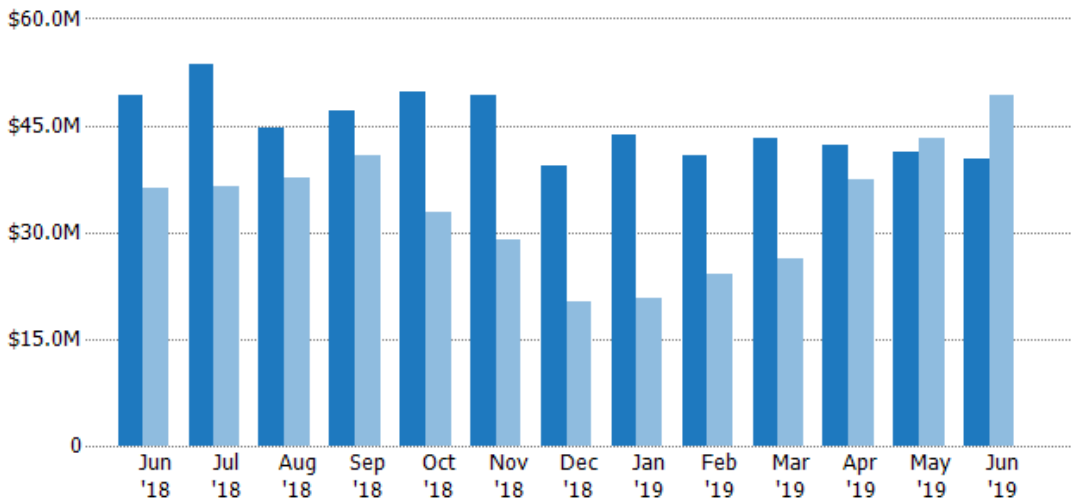
Active Listing Volume

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

Filters Used

ZIP: Tujunga, CA 91042
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Jun '19 | \$40.3M | -18.1% |
| Jun '18 | \$49.2M | 36.1% |
| Jun '17 | \$36.2M | 11.1% |



| | | | | | | | | | | | | | |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$49.2M | \$53.5M | \$44.7M | \$47.1M | \$49.7M | \$49.2M | \$39.4M | \$43.7M | \$40.7M | \$43.1M | \$42.2M | \$41.2M | \$40.3M |
| Prior Year | \$36.2M | \$36.5M | \$37.6M | \$40.7M | \$32.8M | \$29.1M | \$20.3M | \$20.6M | \$24.2M | \$26.3M | \$37.4M | \$43.3M | \$49.2M |
| Percent Change from Prior Year | 36% | 47% | 19% | 16% | 51% | 69% | 94% | 112% | 68% | 64% | 13% | -5% | -18% |

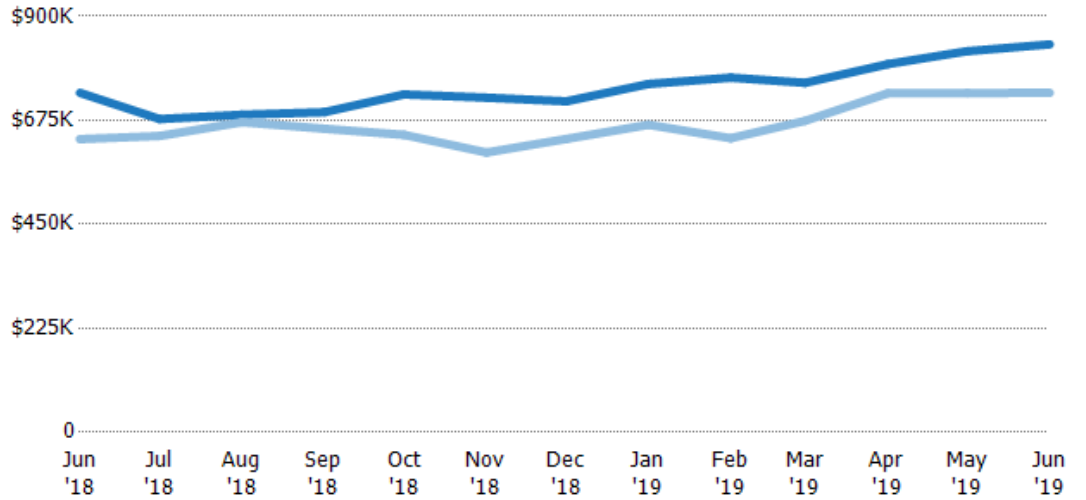
Average Listing Price

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

Filters Used

ZIP: Tujunga, CA 91042
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

| Month/ Year | Price | % Chg. |
|----------------|--------|--------|
| Jun '19 | \$839K | 14.3% |
| Jun '18 | \$734K | 15.8% |
| Jun '17 | \$634K | -4.1% |



| | | | | | | | | | | | | | |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year | \$734K | \$678K | \$687K | \$693K | \$731K | \$724K | \$716K | \$754K | \$767K | \$756K | \$796K | \$824K | \$839K |
| Prior Year | \$634K | \$641K | \$671K | \$657K | \$643K | \$605K | \$634K | \$665K | \$636K | \$674K | \$733K | \$734K | \$734K |
| Percent Change from Prior Year | 16% | 6% | 2% | 5% | 14% | 20% | 13% | 13% | 21% | 12% | 9% | 12% | 14% |

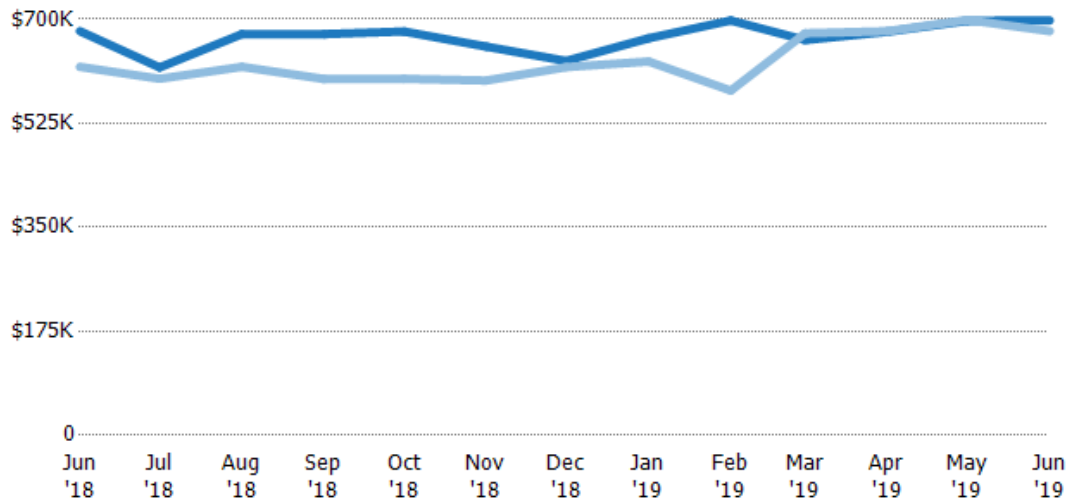
Median Listing Price

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

Filters Used

ZIP: Tujunga, CA 91042
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

| Month/ Year | Price | % Chg. |
|----------------|--------|--------|
| Jun '19 | \$698K | 2.6% |
| Jun '18 | \$680K | 9.7% |
| Jun '17 | \$620K | -13.1% |



| | | | | | | | | | | | | | |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year | \$680K | \$619K | \$675K | \$675K | \$679K | \$654K | \$630K | \$668K | \$698K | \$665K | \$679K | \$698K | \$698K |
| Prior Year | \$620K | \$600K | \$620K | \$599K | \$600K | \$597K | \$619K | \$629K | \$580K | \$677K | \$680K | \$699K | \$680K |
| Percent Change from Prior Year | 10% | 3% | 9% | 13% | 13% | 10% | 2% | 6% | 20% | -2% | 0% | 0% | 3% |

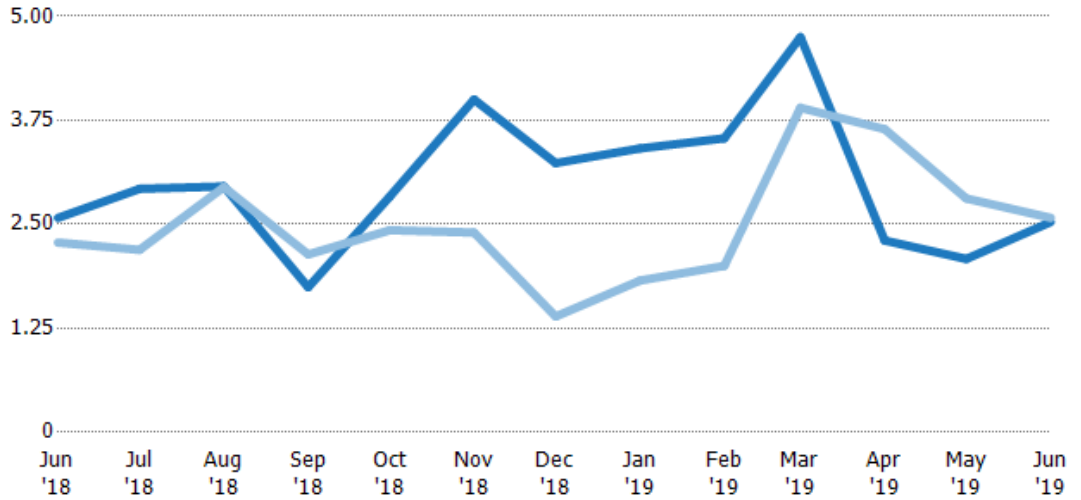
Months of Inventory

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

Filters Used

ZIP: Tujunga, CA 91042
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

| Month/ Year | Months | % Chg. |
|----------------|--------|--------|
| Jun '19 | 2.53 | -2% |
| Jun '18 | 2.58 | 13% |
| Jun '17 | 2.28 | 3.4% |



| | 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 | 2.58 | 2.93 | 2.95 | 1.74 | 2.83 | 4 | 3.24 | 3.41 | 3.53 | 4.75 | 2.3 | 2.08 | 2.53 |
| Prior Year | 2.28 | 2.19 | 2.95 | 2.14 | 2.43 | 2.4 | 1.39 | 1.82 | 2 | 3.9 | 3.64 | 2.81 | 2.58 |
| Percent Change from Prior Year | 13% | 33% | 0% | -18% | 17% | 67% | 133% | 87% | 77% | 22% | -37% | -26% | -2% |

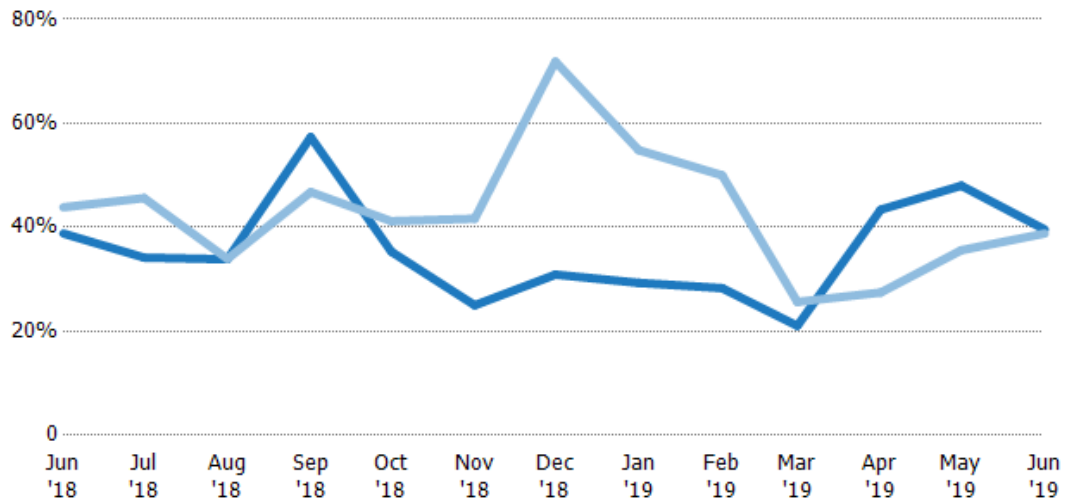
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Tujunga, CA 91042
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

| Month/ Year | Rate | Chg. |
|----------------|------|-------|
| Jun '19 | 40% | -0.8% |
| Jun '18 | 39% | 5.1% |
| Jun '17 | 44% | -3.3% |



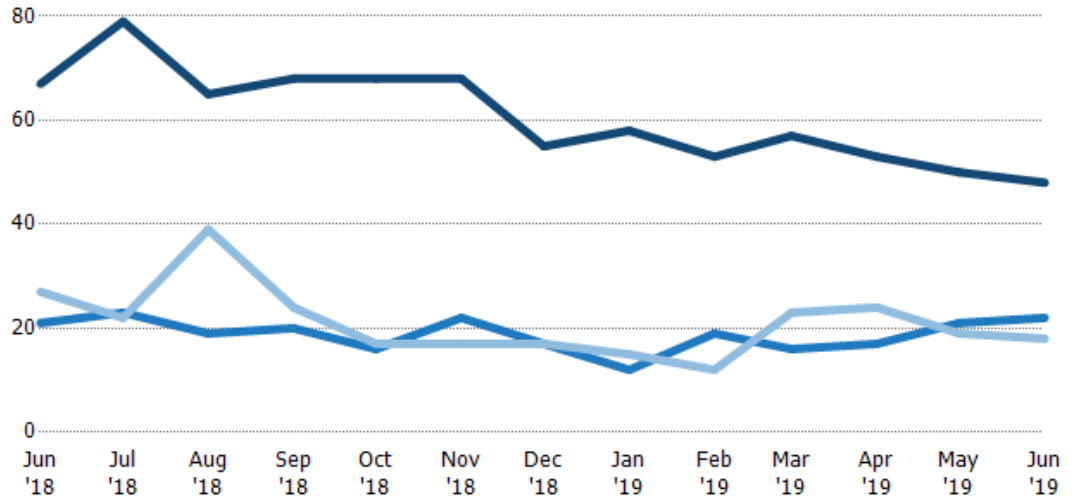
| | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | 39% | 34% | 34% | 57% | 35% | 25% | 31% | 29% | 28% | 21% | 43% | 48% | 40% |
| Prior Year | 44% | 46% | 34% | 47% | 41% | 42% | 72% | 55% | 50% | 26% | 27% | 36% | 39% |
| Change from Prior Year | 5% | 11% | 0% | -11% | 6% | 17% | 41% | 26% | 22% | 5% | -16% | -12% | -1% |

Active/Pending/Sold Units

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

Filters Used

ZIP: Tujunga, CA 91042
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



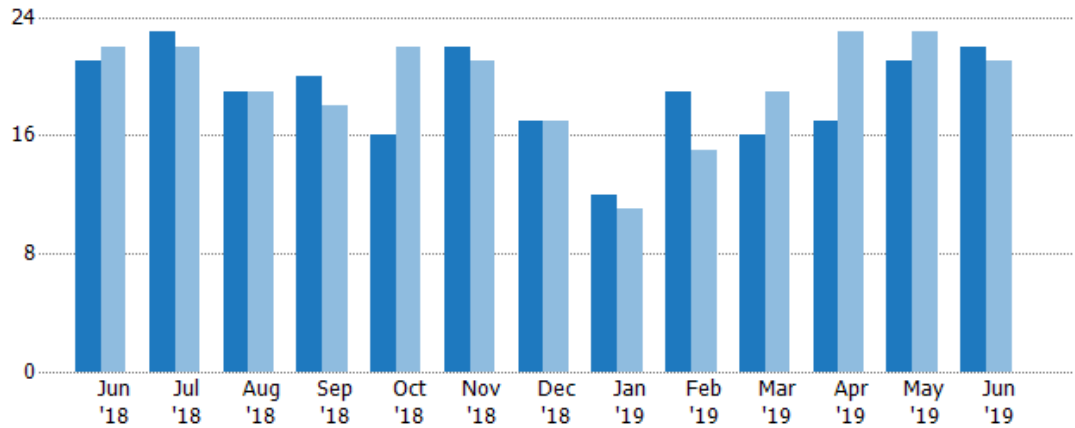
| | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Active | 67 | 79 | 65 | 68 | 68 | 68 | 55 | 58 | 53 | 57 | 53 | 50 | 48 |
| Pending | 21 | 23 | 19 | 20 | 16 | 22 | 17 | 12 | 19 | 16 | 17 | 21 | 22 |
| Sold | 27 | 22 | 39 | 24 | 17 | 17 | 17 | 15 | 12 | 23 | 24 | 19 | 18 |

Pending Sales

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

Filters Used

ZIP: Tujunga, CA 91042
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Jun '19 | 22 | 4.8% |
| Jun '18 | 21 | -4.5% |
| Jun '17 | 22 | 9.1% |

| | 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 | 21 | 23 | 19 | 20 | 16 | 22 | 17 | 12 | 19 | 16 | 17 | 21 | 22 |
| Prior Year | 22 | 22 | 19 | 18 | 22 | 21 | 17 | 11 | 15 | 19 | 23 | 23 | 21 |
| Percent Change from Prior Year | -5% | 5% | 0% | 11% | -27% | 5% | 0% | 9% | 27% | -16% | -26% | -9% | 5% |

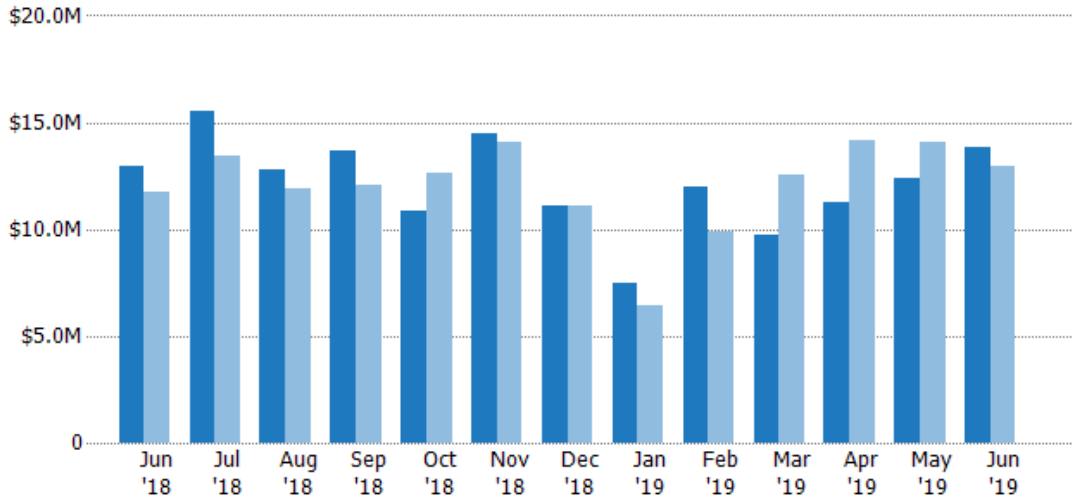
Pending Sales Volume

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

Filters Used

ZIP: Tujunga, CA 91042
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Jun '19 | \$13.8M | 6.9% |
| Jun '18 | \$12.9M | 9.9% |
| Jun '17 | \$11.8M | 10.4% |



| | | | | | | | | | | | | | |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$12.9M | \$15.5M | \$12.8M | \$13.7M | \$10.8M | \$14.5M | \$11.1M | \$7.44M | \$11.9M | \$9.69M | \$11.3M | \$12.4M | \$13.8M |
| Prior Year | \$11.8M | \$13.5M | \$11.9M | \$12M | \$12.6M | \$14.1M | \$11.1M | \$6.43M | \$9.9M | \$12.6M | \$14.2M | \$14.1M | \$12.9M |
| Percent Change from Prior Year | 10% | 15% | 7% | 14% | -14% | 3% | 0% | 16% | 21% | -23% | -21% | -12% | 7% |

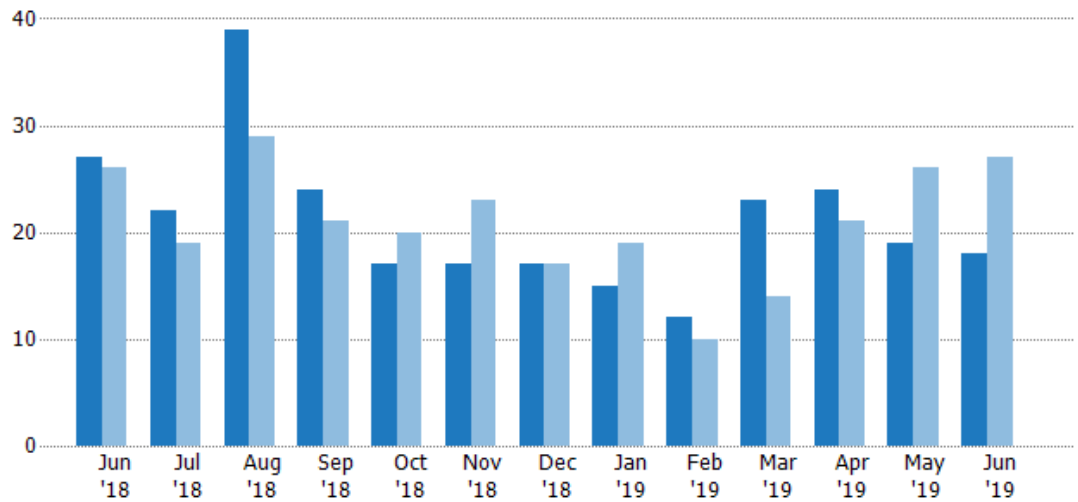
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Tujunga, CA 91042
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

| Month/ Year | Count | % Chg. |
|----------------|-------|--------|
| Jun '19 | 18 | -33.3% |
| Jun '18 | 27 | 3.8% |
| Jun '17 | 26 | 3.8% |



| | | | | | | | | | | | | | |
|--------------------------------|----|-----|-----|-----|------|------|----|------|-----|-----|-----|------|------|
| Current Year | 27 | 22 | 39 | 24 | 17 | 17 | 17 | 15 | 12 | 23 | 24 | 19 | 18 |
| Prior Year | 26 | 19 | 29 | 21 | 20 | 23 | 17 | 19 | 10 | 14 | 21 | 26 | 27 |
| Percent Change from Prior Year | 4% | 16% | 34% | 14% | -15% | -26% | 0% | -21% | 20% | 64% | 14% | -27% | -33% |

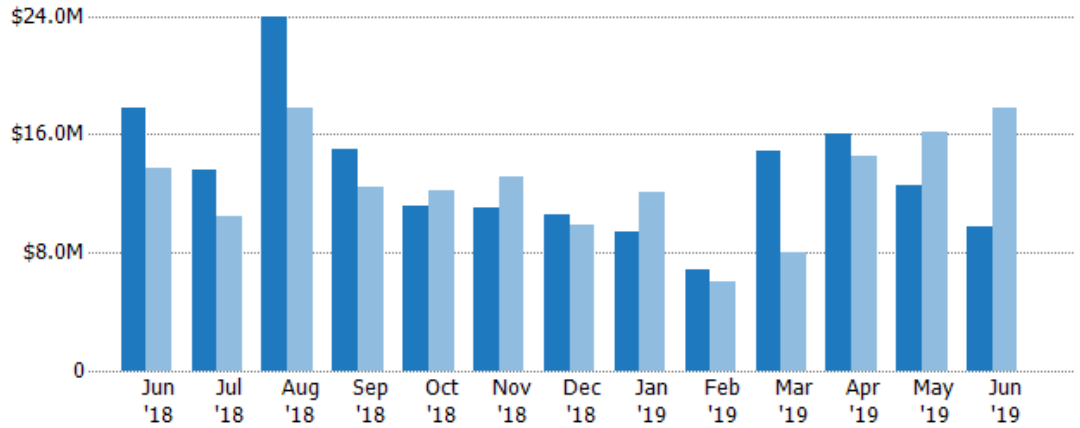
Closed Sales Volume

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

Filters Used

ZIP: Tujunga, CA 91042
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Jun '19 | \$9.78M | -45.1% |
| Jun '18 | \$17.8M | 30.1% |
| Jun '17 | \$13.7M | 10.7% |



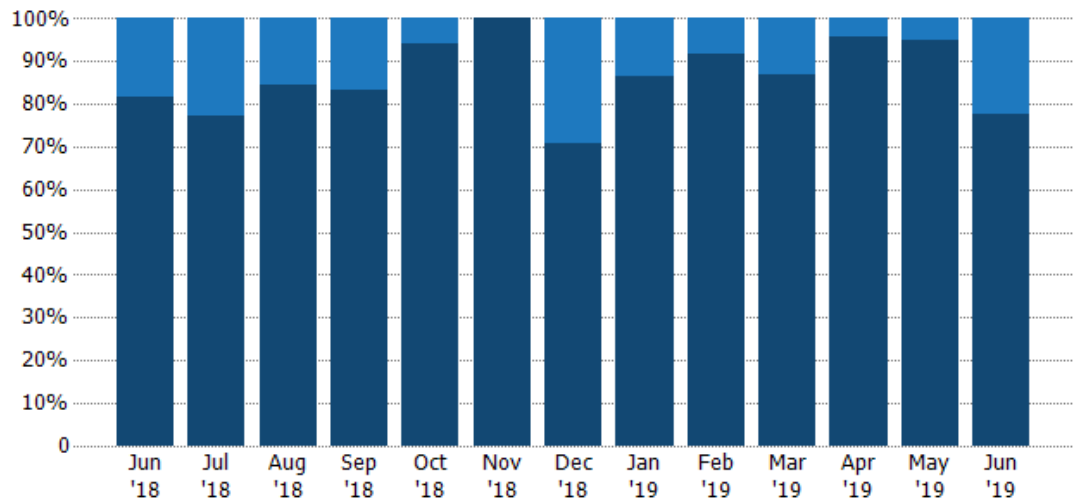
| | | | | | | | | | | | | | |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$17.8M | \$13.6M | \$24M | \$15M | \$11.2M | \$11M | \$10.5M | \$9.36M | \$6.81M | \$14.9M | \$16.1M | \$12.5M | \$9.78M |
| Prior Year | \$13.7M | \$10.4M | \$17.8M | \$12.4M | \$12.2M | \$13.1M | \$9.89M | \$12.1M | \$6.05M | \$8.06M | \$14.5M | \$16.2M | \$17.8M |
| Percent Change from Prior Year | 30% | 30% | 34% | 21% | -9% | -16% | 6% | -23% | 13% | 85% | 11% | -22% | -45% |

Closed Sales by Property Type

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

Filters Used

ZIP: Tujunga, CA 91042
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



| | | | | | | | | | | | | | |
|-------------------------|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|
| Condo/Townhouse | 19% | 23% | 15% | 17% | 6% | - | 29% | 13% | 8% | 13% | 4% | 5% | 22% |
| Single Family Residence | 81% | 77% | 85% | 83% | 94% | 100% | 71% | 87% | 92% | 87% | 96% | 95% | 78% |

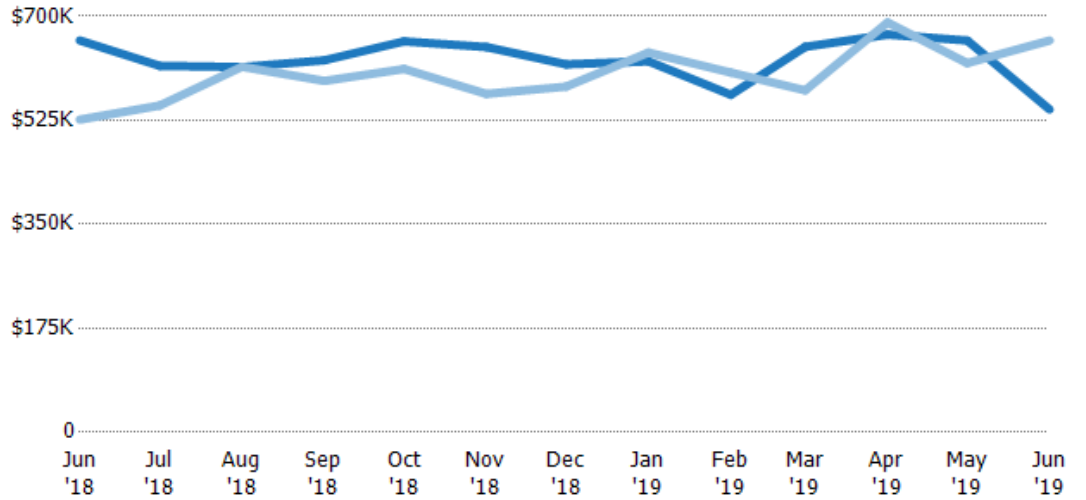
Average Sales Price

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

Filters Used

ZIP: Tujunga, CA 91042
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

| Month/ Year | Price | % Chg. |
|----------------|--------|--------|
| Jun '19 | \$543K | -17.6% |
| Jun '18 | \$659K | 25.3% |
| Jun '17 | \$526K | 6.6% |



| | | | | | | | | | | | | | |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year | \$659K | \$617K | \$615K | \$626K | \$658K | \$648K | \$619K | \$624K | \$568K | \$649K | \$669K | \$659K | \$543K |
| Prior Year | \$526K | \$550K | \$615K | \$591K | \$611K | \$569K | \$582K | \$639K | \$605K | \$575K | \$690K | \$621K | \$659K |
| Percent Change from Prior Year | 25% | 12% | 0% | 6% | 8% | 14% | 6% | -2% | -6% | 13% | -3% | 6% | -18% |

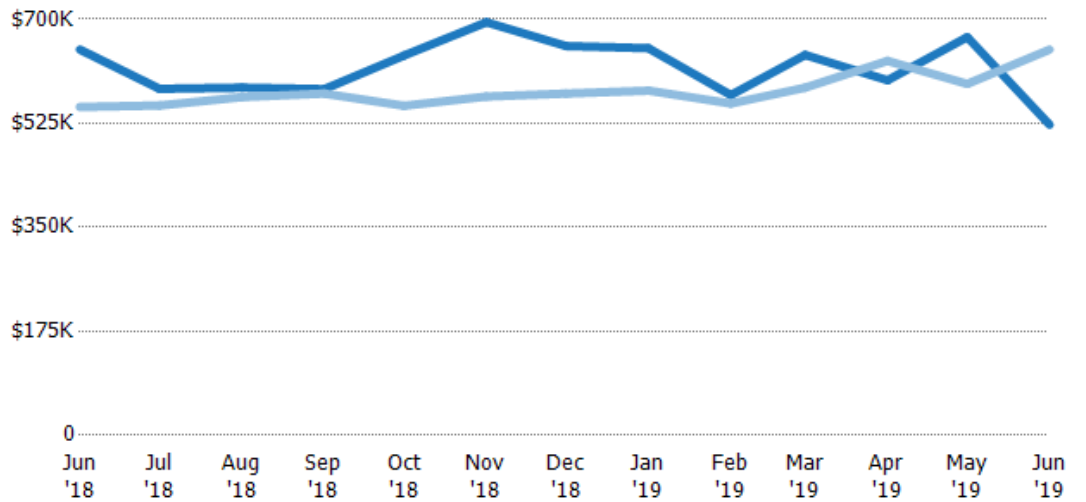
Median Sales Price

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

Filters Used

ZIP: Tujunga, CA 91042
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

| Month/ Year | Price | % Chg. |
|----------------|--------|--------|
| Jun '19 | \$523K | -19.5% |
| Jun '18 | \$649K | 17.5% |
| Jun '17 | \$553K | -2.3% |



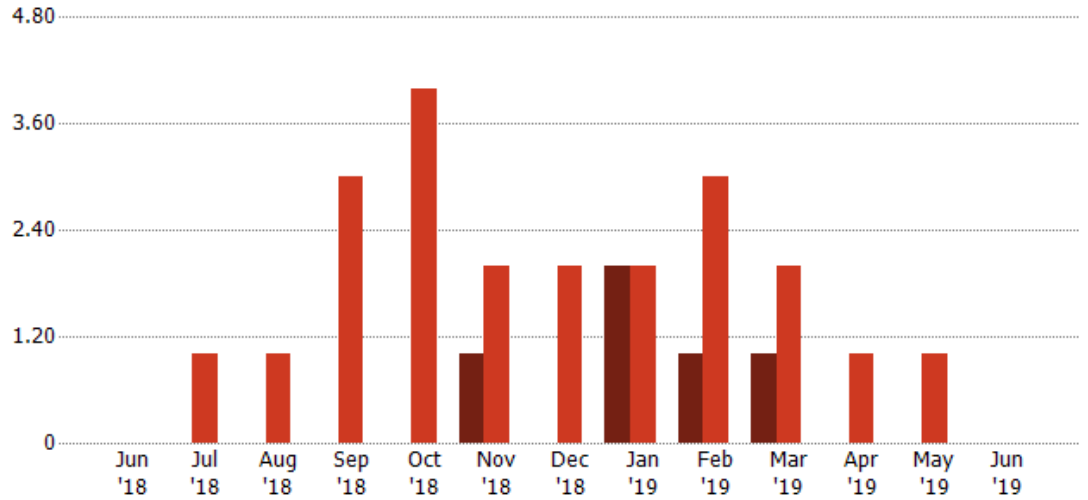
| | | | | | | | | | | | | | |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year | \$649K | \$583K | \$585K | \$583K | \$639K | \$695K | \$655K | \$651K | \$573K | \$640K | \$598K | \$670K | \$523K |
| Prior Year | \$553K | \$555K | \$569K | \$575K | \$555K | \$570K | \$575K | \$580K | \$558K | \$585K | \$630K | \$591K | \$649K |
| Percent Change from Prior Year | 17% | 5% | 3% | 1% | 15% | 22% | 14% | 12% | 3% | 9% | -5% | 13% | -19% |

Distressed Listings

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

Filters Used

ZIP: Tujunga, CA 91042
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



| | | | | | | | | | | | | | |
|--------------------------------|---|-------|-------|-------|-------|------|-------|----|------|------|-------|-------|---|
| Current Year | - | - | - | - | - | 1 | - | 2 | 1 | 1 | - | - | - |
| Prior Year | - | 1 | 1 | 3 | 4 | 2 | 2 | 2 | 3 | 2 | 1 | 1 | - |
| Percent Change from Prior Year | - | -100% | -100% | -100% | -100% | -50% | -100% | 0% | -67% | -50% | -100% | -100% | - |

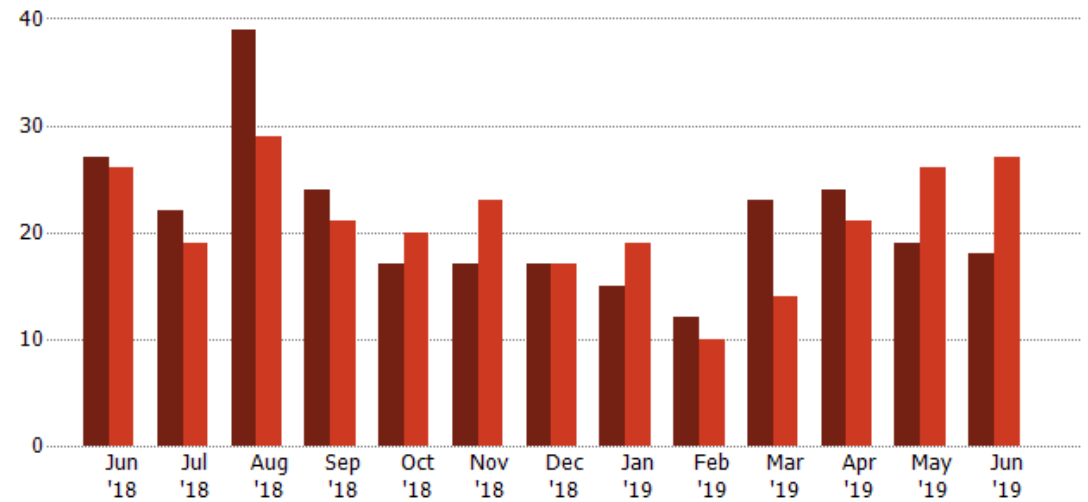
Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

ZIP: Tujunga, CA 91042
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Jun '19 | 18 | -33.3% |
| Jun '18 | 27 | 3.8% |
| Jun '17 | 26 | 3.8% |



| | | | | | | | | | | | | | |
|--------------------------------|----|-----|-----|-----|------|------|----|------|-----|-----|-----|------|------|
| Current Year | 27 | 22 | 39 | 24 | 17 | 17 | 17 | 15 | 12 | 23 | 24 | 19 | 18 |
| Prior Year | 26 | 19 | 29 | 21 | 20 | 23 | 17 | 19 | 10 | 14 | 21 | 26 | 27 |
| Percent Change from Prior Year | 4% | 16% | 34% | 14% | -15% | -26% | 0% | -21% | 20% | 64% | 14% | -27% | -33% |

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: Tujunga

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

| | | | |
|-------------|------------------------------------|------------------------|---------------|
| 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: Tujunga, CA 91042

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