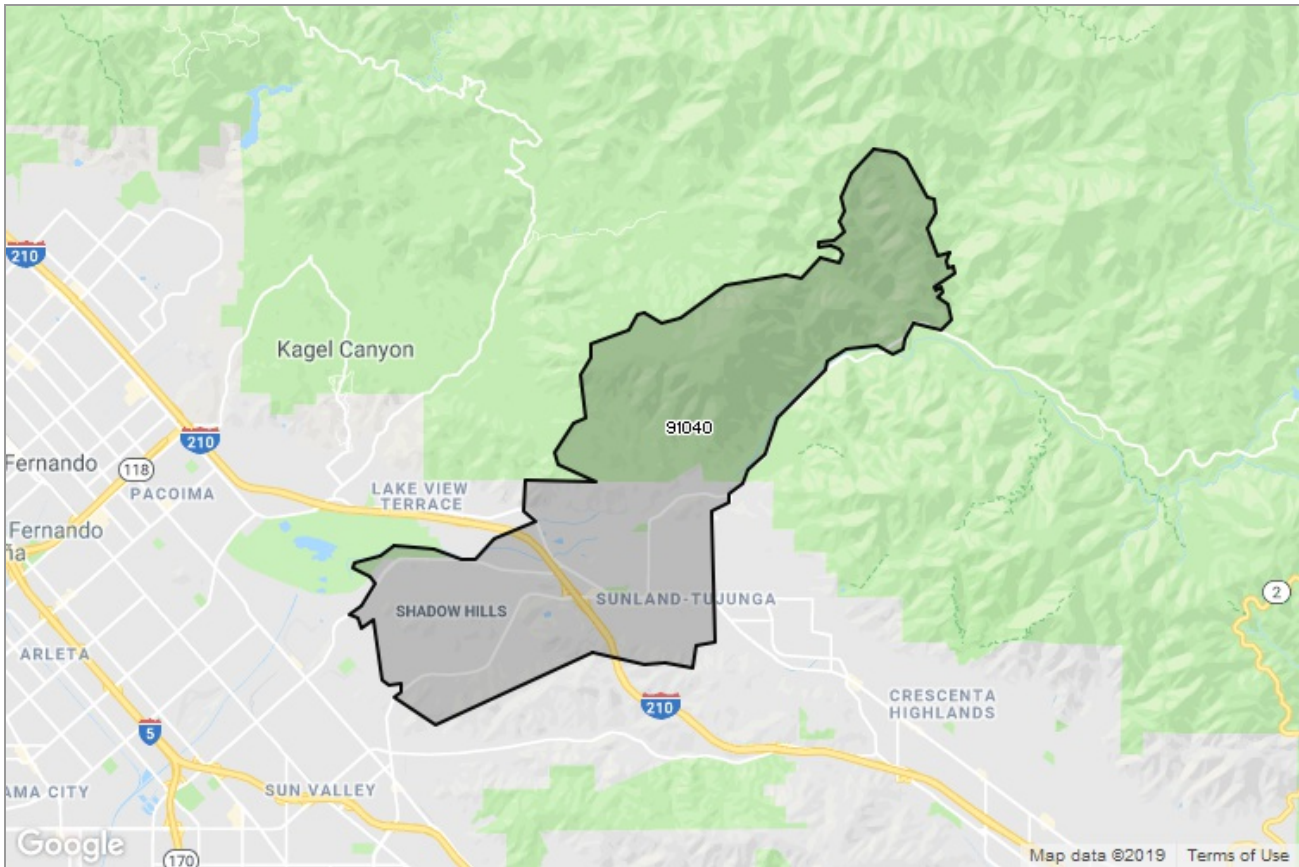




PASADENA-FOOTHILLS  
ASSOCIATION OF REALTORS®

MARKET DATA REPORT

# Sunland



## Report Characteristics

**Report Name:**  
Sunland

**Report Date Range:**  
7/2018 – 7/2019

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

**Avg/Med:** Both

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

**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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	30	25	+20%	199	196	+1.5%
New Listing Volume	\$23,219,153	\$16,995,795	+36.6%	\$166,354,970	\$138,489,119	+20.1%
Active Listing Count	33	56	-41.1%	N/A	N/A	
Active Listing Volume	\$36,460,826	\$43,378,231	-15.9%	N/A	N/A	
Average Listing Price	\$1,104,874	\$774,611	+42.6%	\$925,676	\$770,160	+20.2%
Median Listing Price	\$765,000	\$712,475	+7.4%	\$721,410	\$679,282	+6.2%
Months of Inventory	1.8	2.8	-34.5%	2.5	2	+26.4%
Absorption Rate	54.55%	35.71%	+18.8%	39.44%	49.85%	-10.4%
<b>Sales Activity Charts Metrics</b>						
Pending Sales Count	26	25	+4%	N/A	N/A	
Pending Sales Volume	\$21,155,166	\$15,908,349	+33%	N/A	N/A	
Closed Sales Count	27	19	+42.1%	137	127	+7.9%
Closed Sales Volume	\$21,044,900	\$13,652,101	+54.2%	\$95,442,150	\$86,907,320	+9.8%
Average Sales Price	\$779,441	\$718,532	+8.5%	\$696,658	\$684,310	+1.8%
Median Sales Price	\$665,000	\$675,000	-1.5%	\$629,978	\$634,480	-0.7%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	-	3	-	N/A	N/A	

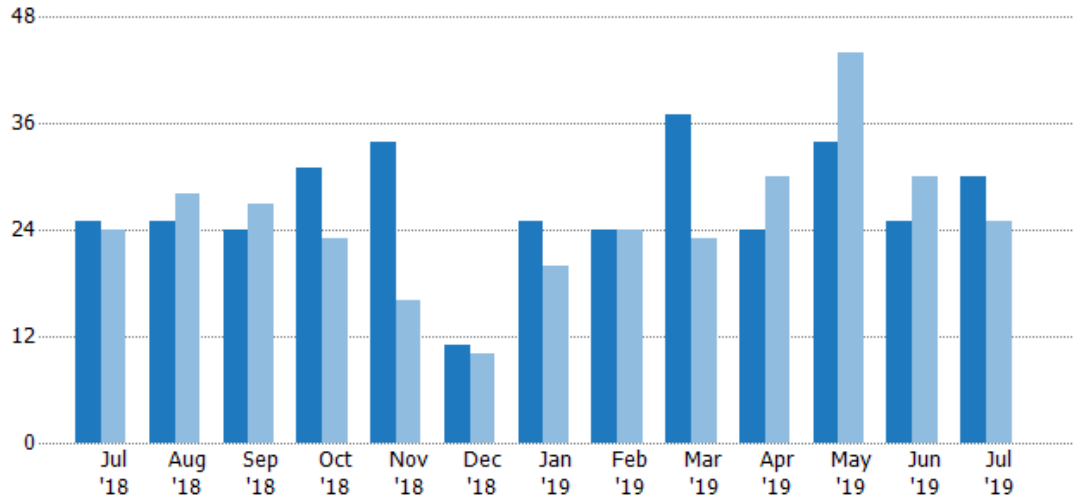
## New Listings

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.
Jul '19	30	20%
Jul '18	25	4.2%
Jul '17	24	33.3%



Current Year	25	25	24	31	34	11	25	24	37	24	34	25	30
Prior Year	24	28	27	23	16	10	20	24	23	30	44	30	25
Percent Change from Prior Year	4%	-11%	-11%	35%	113%	10%	25%	0%	61%	-20%	-23%	-17%	20%

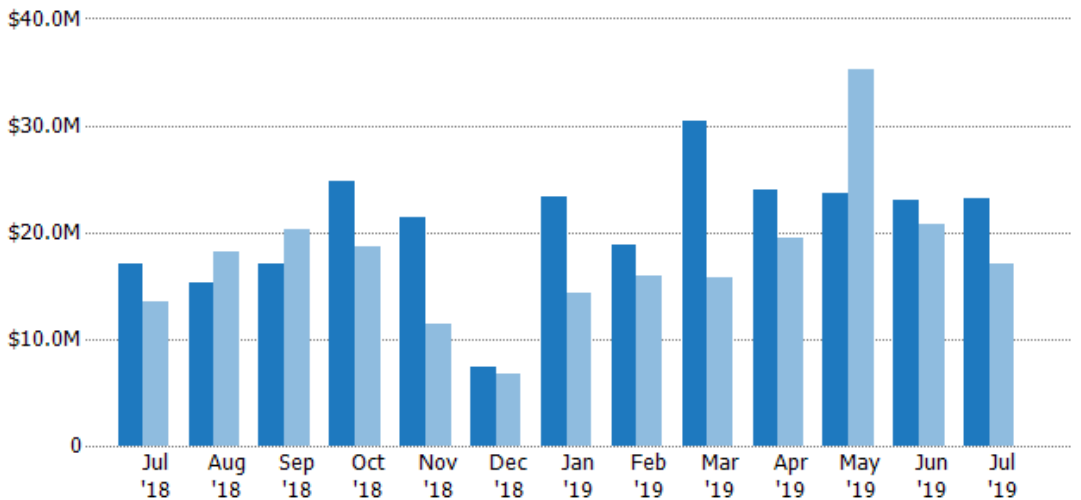
## New Listing Volume

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.
Jul '19	\$23.2M	36.6%
Jul '18	\$17M	25.8%
Jul '17	\$13.5M	38.2%



Current Year	\$17M	\$15.2M	\$17.1M	\$24.9M	\$21.5M	\$7.31M	\$23.3M	\$18.8M	\$30.4M	\$24M	\$23.6M	\$23M	\$23.2M
Prior Year	\$13.5M	\$18.2M	\$20.3M	\$18.7M	\$11.4M	\$6.78M	\$14.3M	\$15.9M	\$15.8M	\$19.4M	\$35.3M	\$20.8M	\$17M
Percent Change from Prior Year	26%	-16%	-16%	33%	88%	8%	63%	18%	92%	24%	-33%	11%	37%

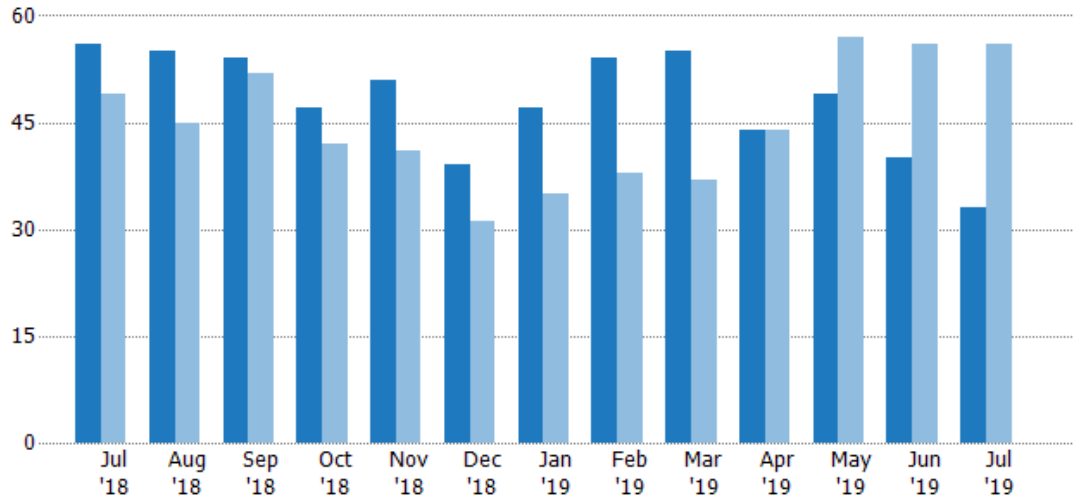
## Active Listings

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.
Jul '19	33	-41.1%
Jul '18	56	14.3%
Jul '17	49	12.2%



Current Year	56	55	54	47	51	39	47	54	55	44	49	40	33
Prior Year	49	45	52	42	41	31	35	38	37	44	57	56	56
Percent Change from Prior Year	14%	22%	4%	12%	24%	26%	34%	42%	49%	0%	-14%	-29%	-41%

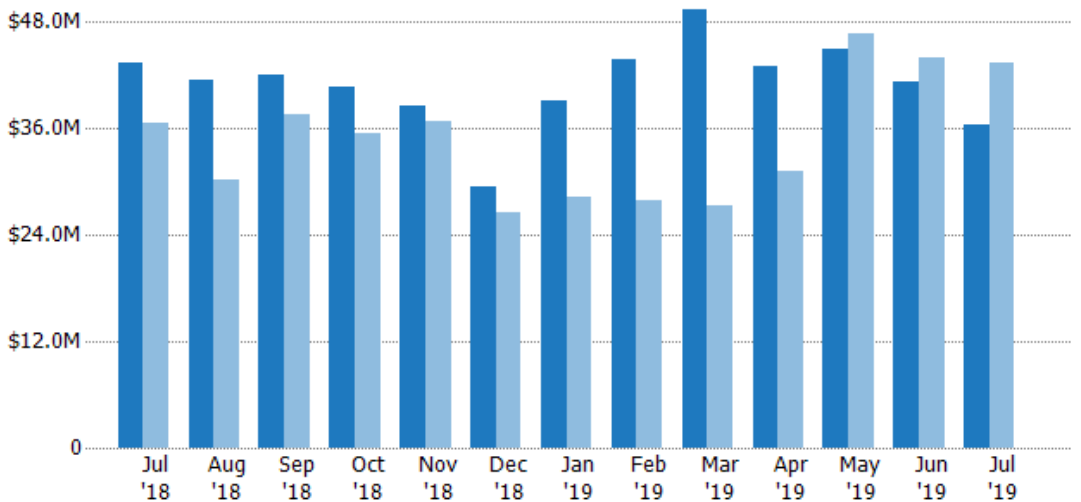
## Active Listing Volume

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.
Jul '19	\$36.5M	-15.9%
Jul '18	\$43.4M	18.7%
Jul '17	\$36.5M	9.7%



Current Year	\$43.4M	\$41.4M	\$42.1M	\$40.6M	\$38.5M	\$29.4M	\$39.2M	\$43.7M	\$49.3M	\$43M	\$45M	\$41.3M	\$36.5M
Prior Year	\$36.5M	\$30.3M	\$37.5M	\$35.4M	\$36.8M	\$26.6M	\$28.3M	\$27.9M	\$27.4M	\$31.2M	\$46.6M	\$43.9M	\$43.4M
Percent Change from Prior Year	19%	37%	12%	15%	5%	10%	39%	57%	80%	38%	-3%	-6%	-16%

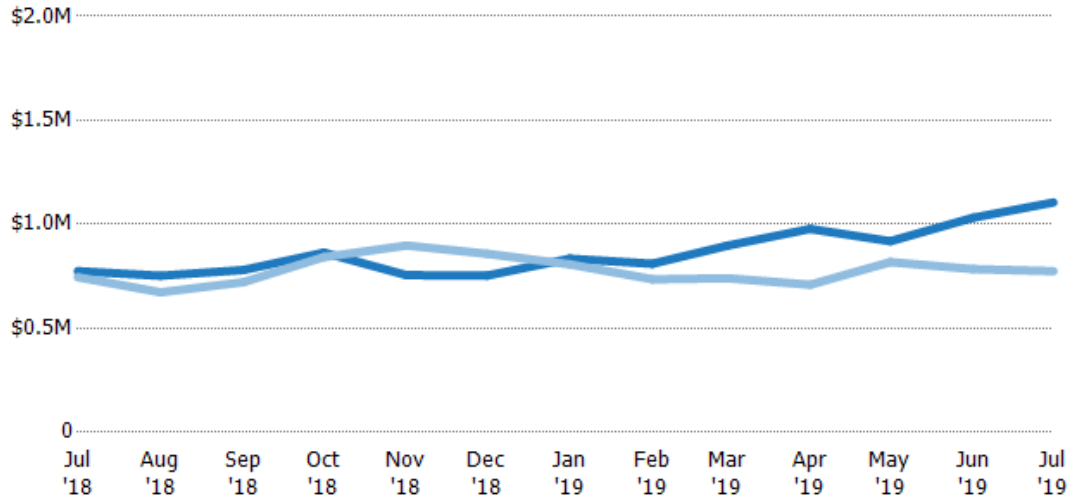
## Average Listing Price

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.
Jul '19	\$1.1M	42.6%
Jul '18	\$775K	3.9%
Jul '17	\$746K	-2.2%



Current Year	\$775K	\$753K	\$780K	\$864K	\$755K	\$753K	\$835K	\$810K	\$897K	\$978K	\$918K	\$1.03M	\$1.1M
Prior Year	\$746K	\$673K	\$722K	\$842K	\$898K	\$858K	\$807K	\$735K	\$740K	\$709K	\$818K	\$785K	\$775K
Percent Change from Prior Year	4%	12%	8%	3%	-16%	-12%	3%	10%	21%	38%	12%	31%	43%

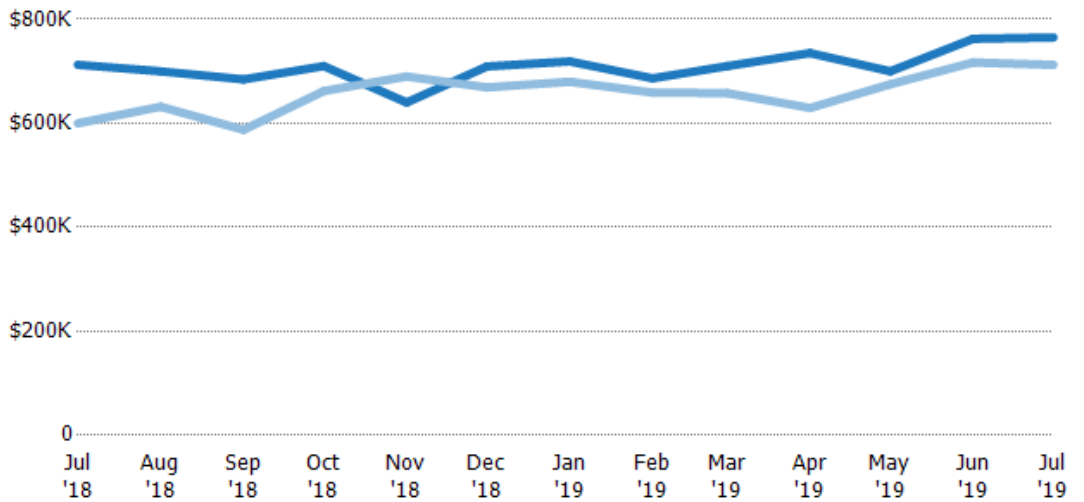
## Median Listing Price

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.
Jul '19	\$765K	7.4%
Jul '18	\$712K	18.7%
Jul '17	\$600K	4.8%



Current Year	\$712K	\$700K	\$684K	\$710K	\$640K	\$709K	\$719K	\$687K	\$710K	\$735K	\$700K	\$763K	\$765K
Prior Year	\$600K	\$632K	\$588K	\$662K	\$690K	\$669K	\$680K	\$659K	\$658K	\$630K	\$675K	\$717K	\$712K
Percent Change from Prior Year	19%	11%	17%	7%	-7%	6%	6%	4%	8%	17%	4%	6%	7%

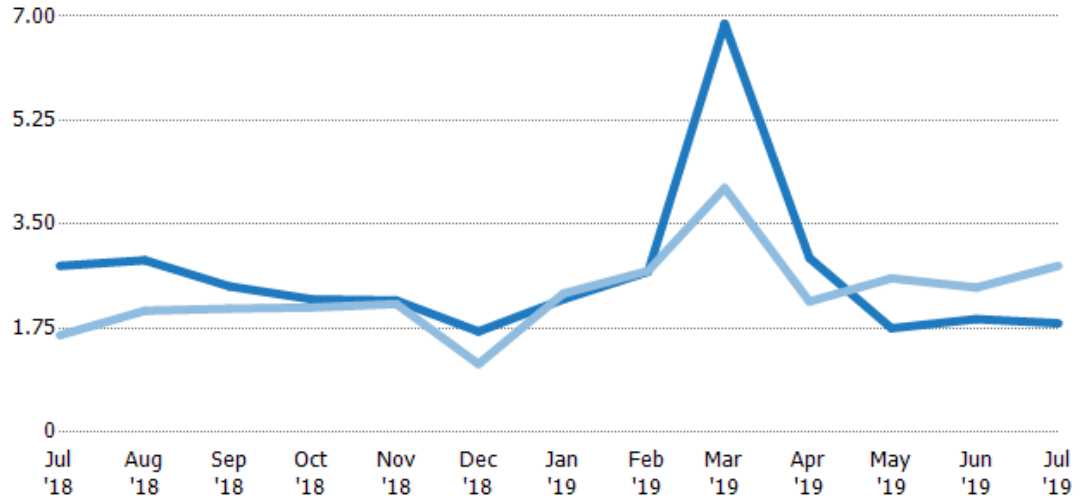
## Months of Inventory

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.
Jul '19	1.83	-34.5%
Jul '18	2.8	71.4%
Jul '17	1.63	77.2%



Current Year	2.8	2.89	2.45	2.24	2.22	1.7	2.24	2.7	6.88	2.93	1.75	1.9	1.83
Prior Year	1.63	2.05	2.08	2.1	2.16	1.15	2.33	2.71	4.11	2.2	2.59	2.43	2.8
Percent Change from Prior Year	71%	42%	18%	7%	3%	48%	-4%	-1%	67%	33%	-32%	-22%	-35%

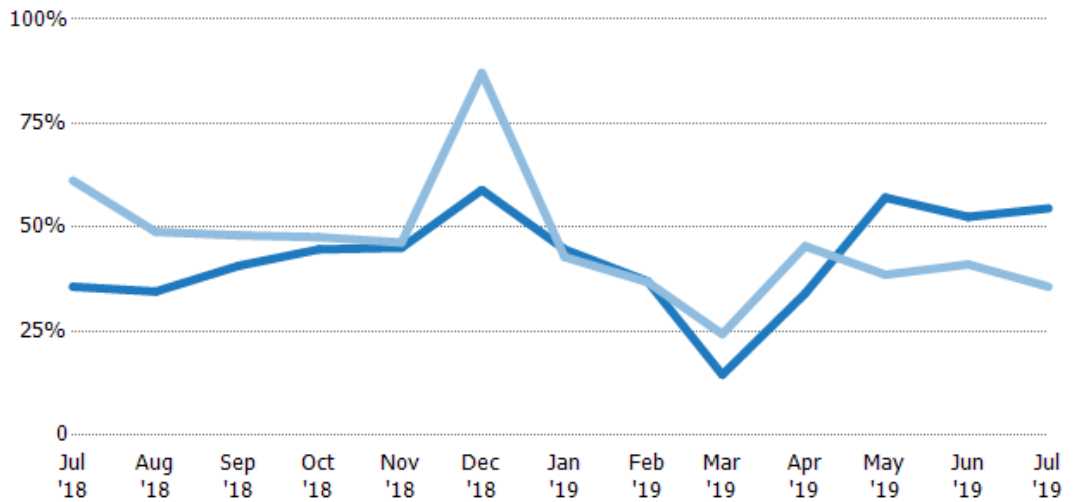
## Absorption Rate

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.
Jul '19	55%	-18.8%
Jul '18	36%	25.5%
Jul '17	61%	-43.6%



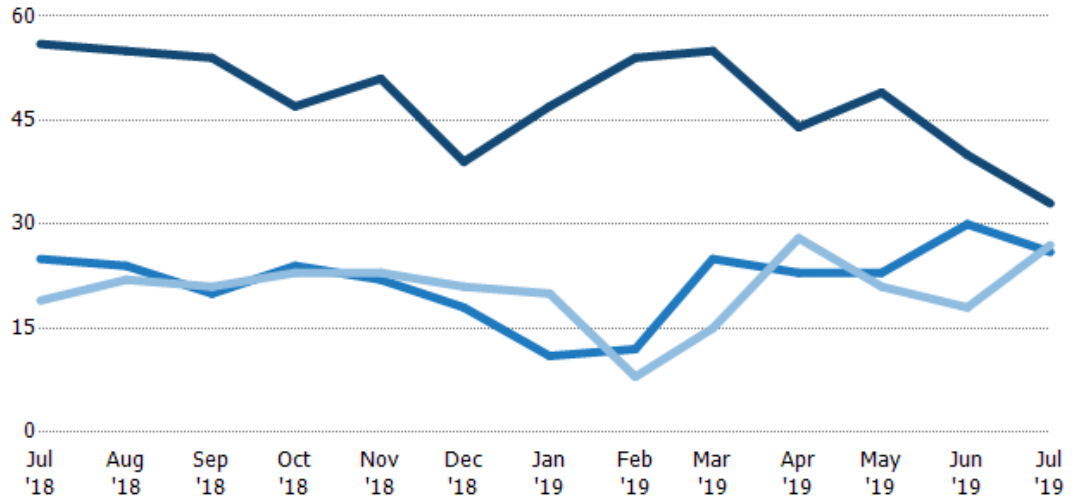
Current Year	36%	35%	41%	45%	45%	59%	45%	37%	15%	34%	57%	53%	55%
Prior Year	61%	49%	48%	48%	46%	87%	43%	37%	24%	45%	39%	41%	36%
Change from Prior Year	26%	14%	7%	3%	1%	28%	-2%	0%	10%	11%	-19%	-11%	-19%

## 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



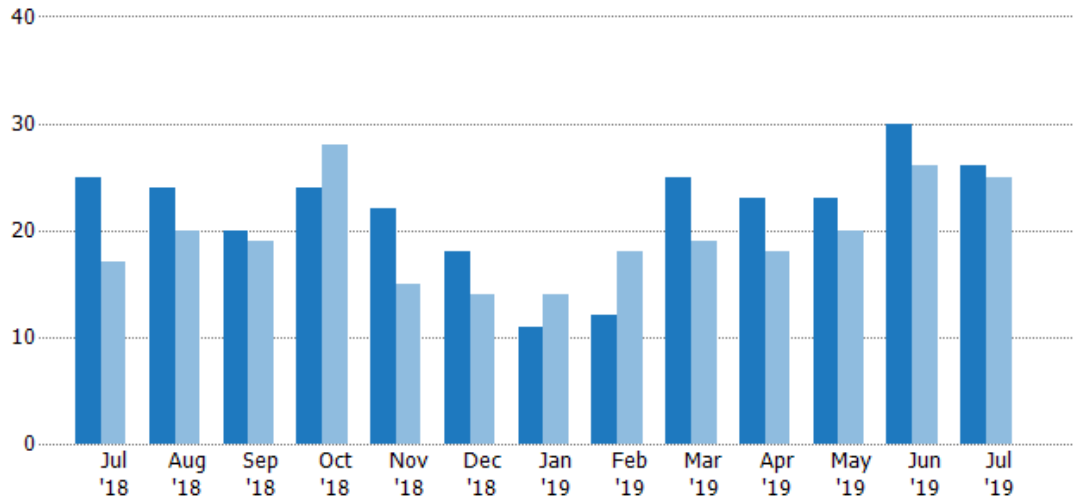
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	56	55	54	47	51	39	47	54	55	44	49	40	33
Pending	25	24	20	24	22	18	11	12	25	23	23	30	26
Sold	19	22	21	23	23	21	20	8	15	28	21	18	27

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	25	24	20	24	22	18	11	12	25	23	23	30	26
Prior Year	17	20	19	28	15	14	14	18	19	18	20	26	25
Percent Change from Prior Year	47%	20%	5%	-14%	47%	29%	-21%	-33%	32%	28%	15%	15%	4%

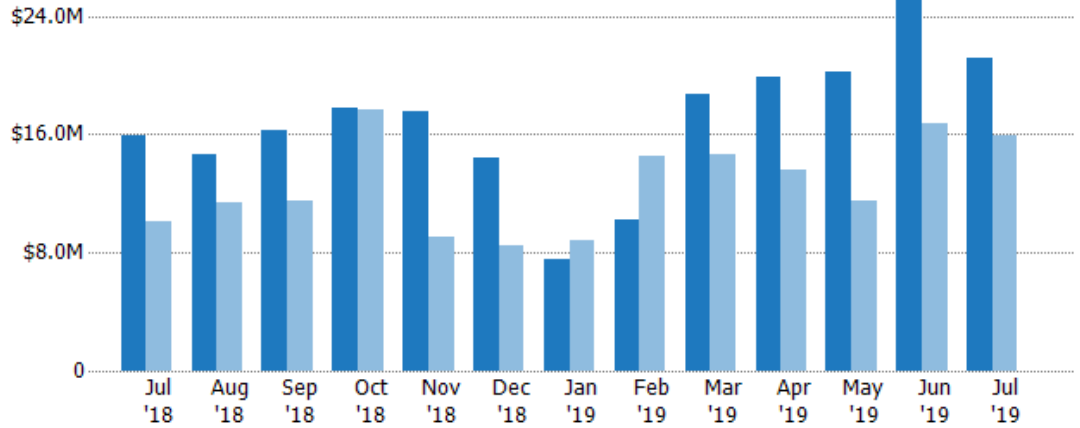
## Pending Sales Volume

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.
Jul '19	\$21.2M	33%
Jul '18	\$15.9M	57.9%
Jul '17	\$10.1M	83.4%



Current Year	\$15.9M	\$14.6M	\$16.3M	\$17.8M	\$17.5M	\$14.4M	\$7.58M	\$10.2M	\$18.7M	\$19.9M	\$20.2M	\$25.3M	\$21.2M
Prior Year	\$10.1M	\$11.4M	\$11.4M	\$17.6M	\$9.05M	\$8.43M	\$8.8M	\$14.5M	\$14.6M	\$13.6M	\$11.4M	\$16.7M	\$15.9M
Percent Change from Prior Year	58%	28%	43%	1%	94%	70%	-14%	-30%	28%	46%	77%	51%	33%

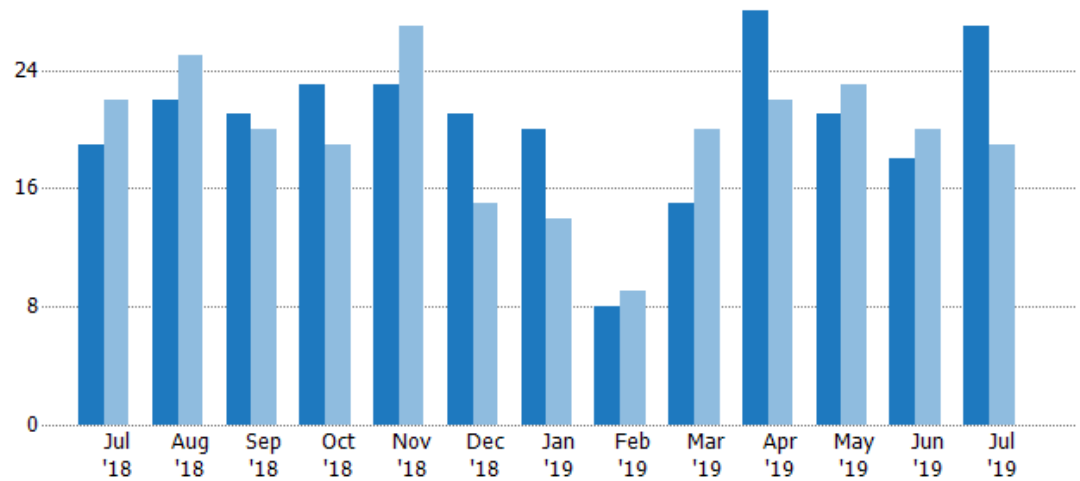
## Closed Sales

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.
Jul '19	27	42.1%
Jul '18	19	-13.6%
Jul '17	22	-9.1%



Current Year	19	22	21	23	23	21	20	8	15	28	21	18	27
Prior Year	22	25	20	19	27	15	14	9	20	22	23	20	19
Percent Change from Prior Year	-14%	-12%	5%	21%	-15%	40%	43%	-11%	-25%	27%	-9%	-10%	42%



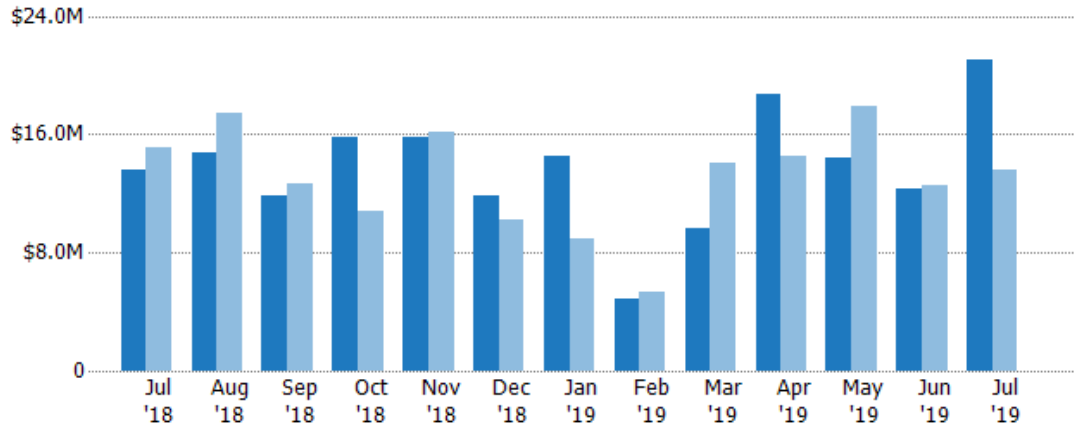
## Closed Sales Volume

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.
Jul '19	\$21M	54.2%
Jul '18	\$13.7M	-9.6%
Jul '17	\$15.1M	-21.2%



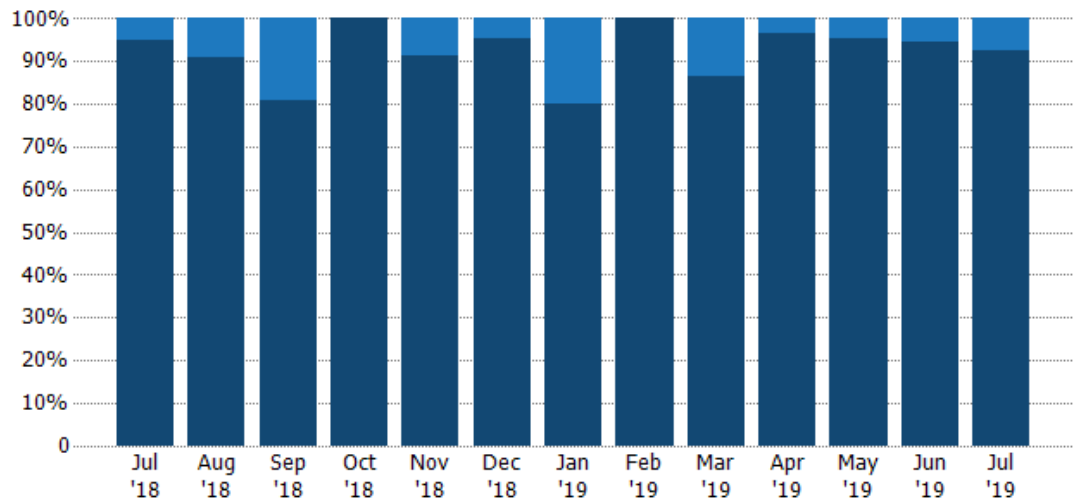
Current Year	\$13.7M	\$14.7M	\$11.9M	\$15.8M	\$15.8M	\$11.9M	\$14.5M	\$4.84M	\$9.64M	\$18.7M	\$14.4M	\$12.3M	\$21M
Prior Year	\$15.1M	\$17.4M	\$12.7M	\$10.8M	\$16.2M	\$10.2M	\$8.93M	\$5.36M	\$14M	\$14.5M	\$17.9M	\$12.5M	\$13.7M
Percent Change from Prior Year	-10%	-16%	-6%	46%	-2%	16%	63%	-10%	-31%	28%	-19%	-2%	54%

## 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	5%	9%	19%	-	9%	5%	20%	-	13%	4%	5%	6%	7%
Single Family Residence	95%	91%	81%	100%	91%	95%	80%	100%	87%	96%	95%	94%	93%

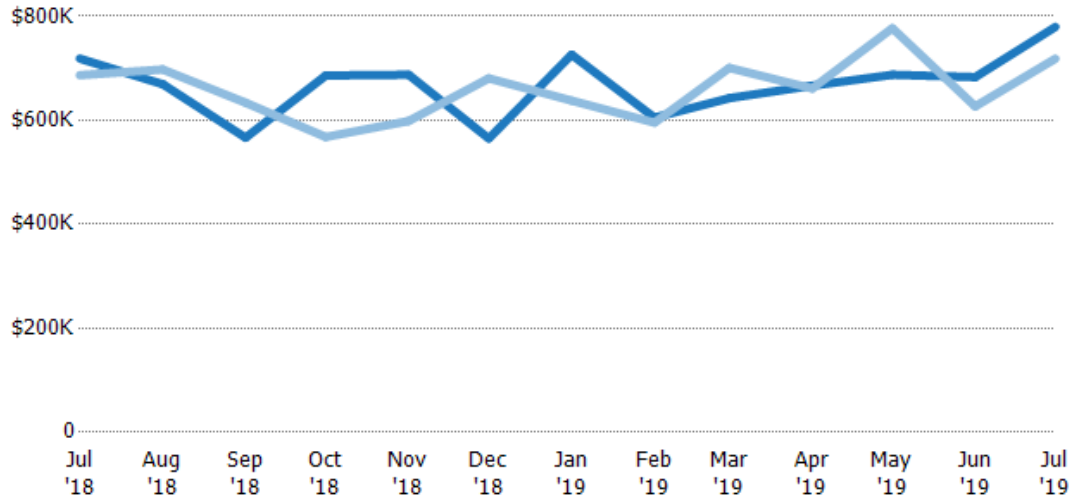
## Average Sales Price

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.
Jul '19	\$779K	8.5%
Jul '18	\$719K	4.6%
Jul '17	\$687K	-13.3%



Current Year	\$719K	\$669K	\$566K	\$686K	\$687K	\$565K	\$726K	\$605K	\$643K	\$667K	\$688K	\$683K	\$779K
Prior Year	\$687K	\$698K	\$634K	\$568K	\$599K	\$681K	\$638K	\$595K	\$701K	\$661K	\$777K	\$627K	\$719K
Percent Change from Prior Year	5%	-4%	-11%	21%	15%	-17%	14%	2%	-8%	1%	-12%	9%	8%

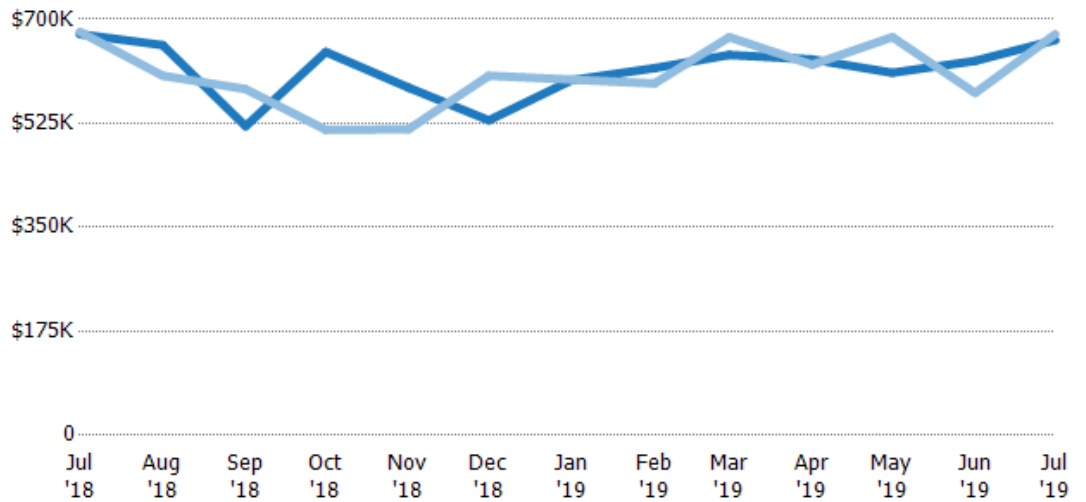
## Median Sales Price

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.
Jul '19	\$665K	-1.5%
Jul '18	\$675K	-0.6%
Jul '17	\$679K	-19.2%



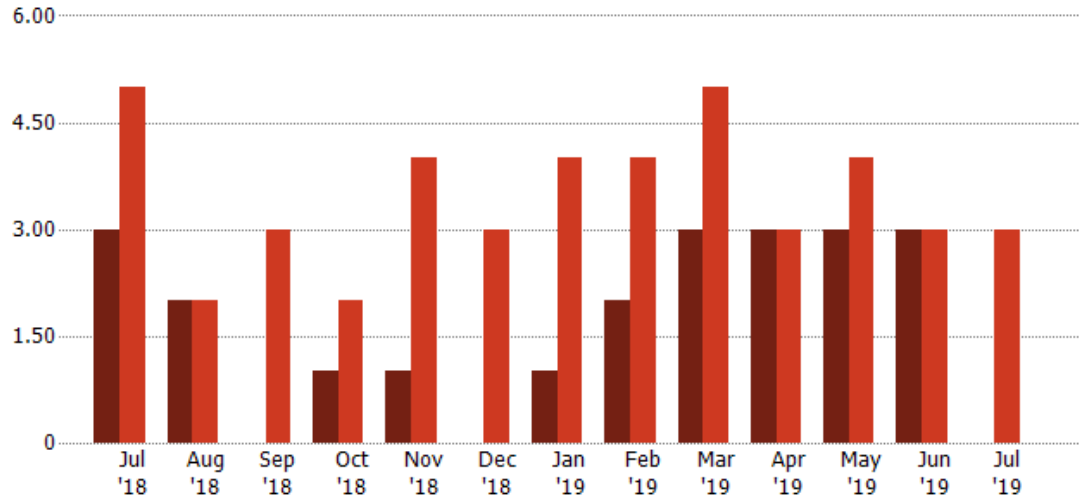
Current Year	\$675K	\$657K	\$520K	\$645K	\$585K	\$530K	\$598K	\$618K	\$640K	\$633K	\$610K	\$630K	\$665K
Prior Year	\$679K	\$605K	\$583K	\$514K	\$515K	\$605K	\$599K	\$592K	\$670K	\$624K	\$670K	\$576K	\$675K
Percent Change from Prior Year	-1%	9%	-11%	25%	14%	-12%	0%	4%	-4%	1%	-9%	9%	-1%

## 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



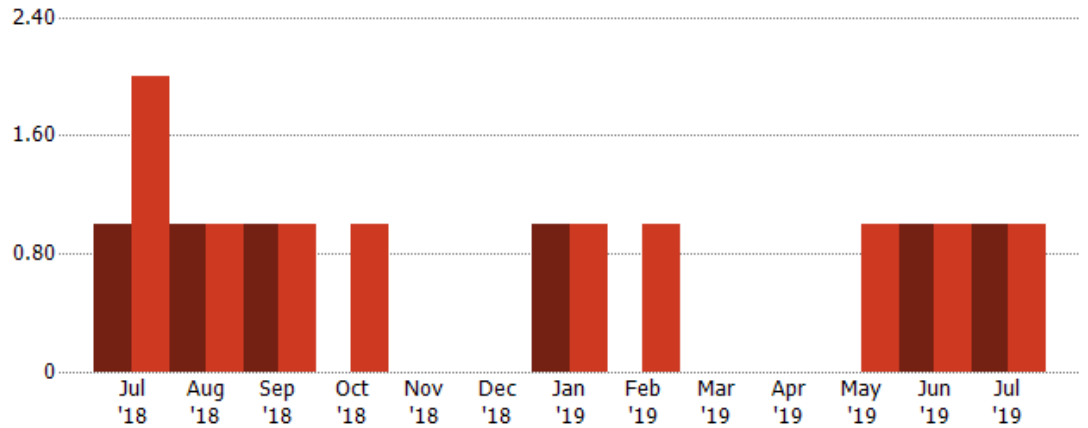
Current Year	3	2	-	1	1	-	1	2	3	3	3	3	-
Prior Year	5	2	3	2	4	3	4	4	5	3	4	3	3
Percent Change from Prior Year	-40%	0%	-100%	-50%	-75%	-100%	-75%	-50%	-40%	0%	-25%	0%	-100%

## 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



Current Year	1	1	1	-	-	-	1	-	-	-	-	1	1
Prior Year	2	1	1	1	-	-	1	1	-	-	1	1	1
Percent Change from Prior Year	-50%	0%	0%	-100%	-	-	0%	-100%	-	-	-100%	0%	0%

## 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:** 08/08/2019

**Scheduled:** No

**Report Date Range:** From 7/2018 To: 7/2019

### 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 7/2019 data

Listing Activity by ZIP

Listing Activity by Metro Area

Sales Activity by ZIP

Sales Activity by Metro Area