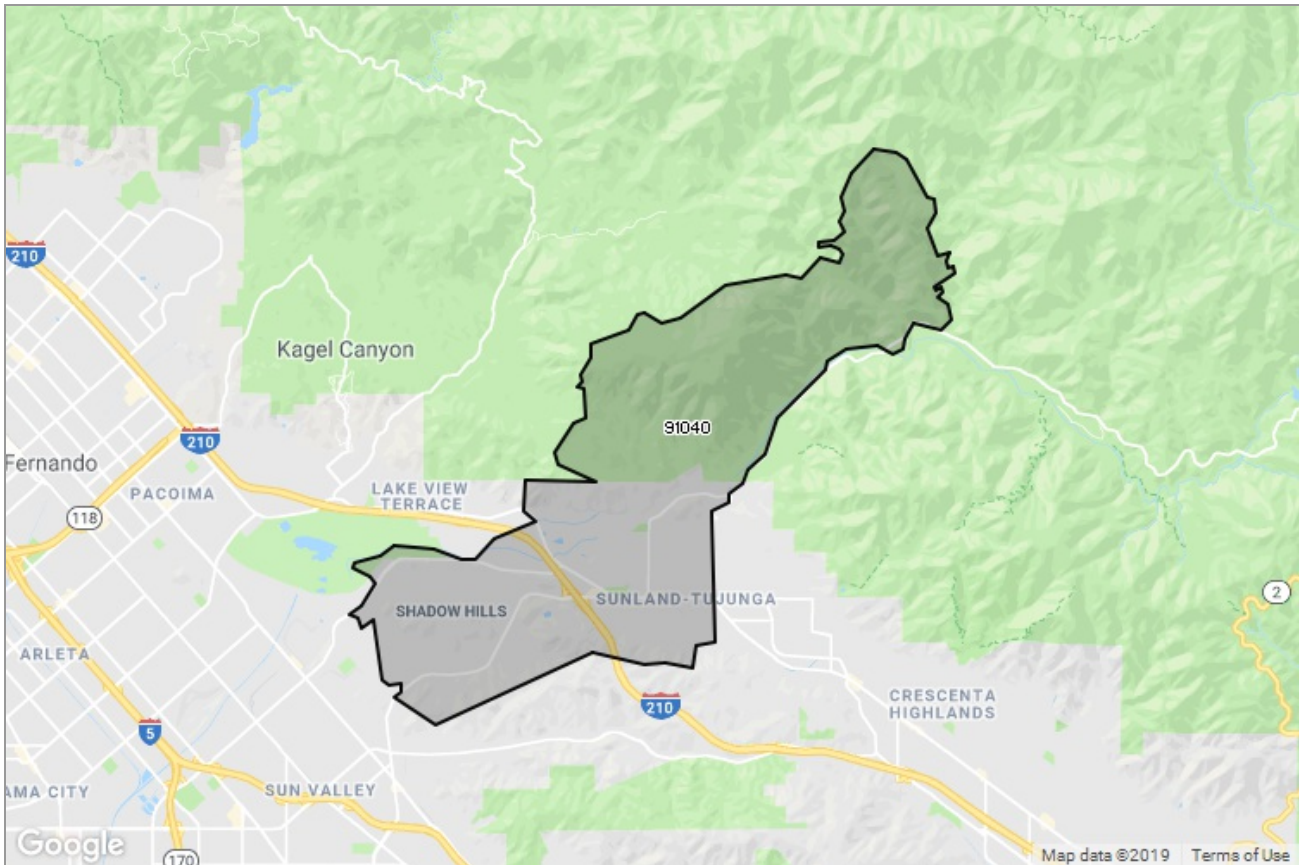




PASADENA-FOOTHILLS
ASSOCIATION OF REALTORS®

MARKET DATA REPORT

Sunland



Report Characteristics

Report Name:
Sunland

Report Date Range:
9/2018 – 9/2019

Filters Used:
MLS, Property Type, Location

Avg/Med: Both

Run Date: 10/08/2019

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	27	23	+17.4%	241	244	-1.2%
New Listing Volume	\$20,454,643	\$16,326,843	+25.3%	\$196,016,323	\$171,721,605	+14.1%
Active Listing Count	35	54	-35.2%	N/A	N/A	
Active Listing Volume	\$40,467,843	\$44,155,624	-8.4%	N/A	N/A	
Average Listing Price	\$1,156,224	\$817,697	+41.4%	\$971,345	\$803,533	+20.9%
Median Listing Price	\$849,999	\$684,450	+24.2%	\$744,772	\$683,194	+9%
Months of Inventory	2.3	2.3	-0.6%	2.4	2.1	+14.3%
Absorption Rate	42.86%	42.59%	+0.3%	42.23%	48.26%	-6%
Sales Activity Charts Metrics						
Pending Sales Count	28	21	+33.3%	N/A	N/A	
Pending Sales Volume	\$20,124,642	\$17,101,699	+17.7%	N/A	N/A	
Closed Sales Count	18	21	-14.3%	170	174	-2.3%
Closed Sales Volume	\$12,949,800	\$11,895,500	+8.9%	\$119,479,950	\$117,284,920	+1.9%
Average Sales Price	\$719,433	\$566,452	+27%	\$702,823	\$674,051	+4.3%
Median Sales Price	\$650,000	\$520,000	+25%	\$636,276	\$628,494	+1.2%
Distressed Charts Metrics						
Distressed Listing Count	-	-	-	N/A	N/A	

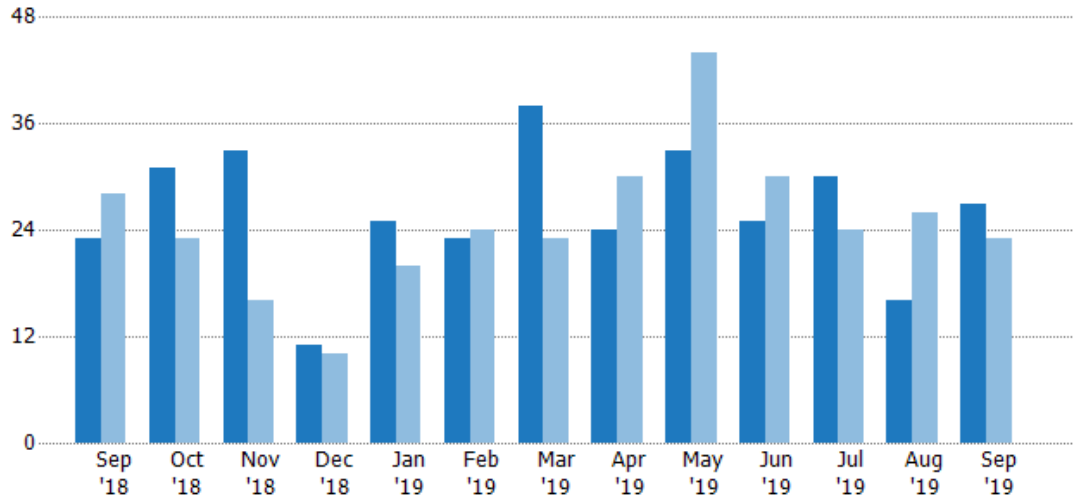
New Listings

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

Filters Used

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

Month/ Year	Count	% Chg.
Sep '19	27	17.4%
Sep '18	23	-17.9%
Sep '17	28	-7.1%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	23	31	33	11	25	23	38	24	33	25	30	16	27
Prior Year	28	23	16	10	20	24	23	30	44	30	24	26	23
Percent Change from Prior Year	-18%	35%	106%	10%	25%	-4%	65%	-20%	-25%	-17%	25%	-38%	17%

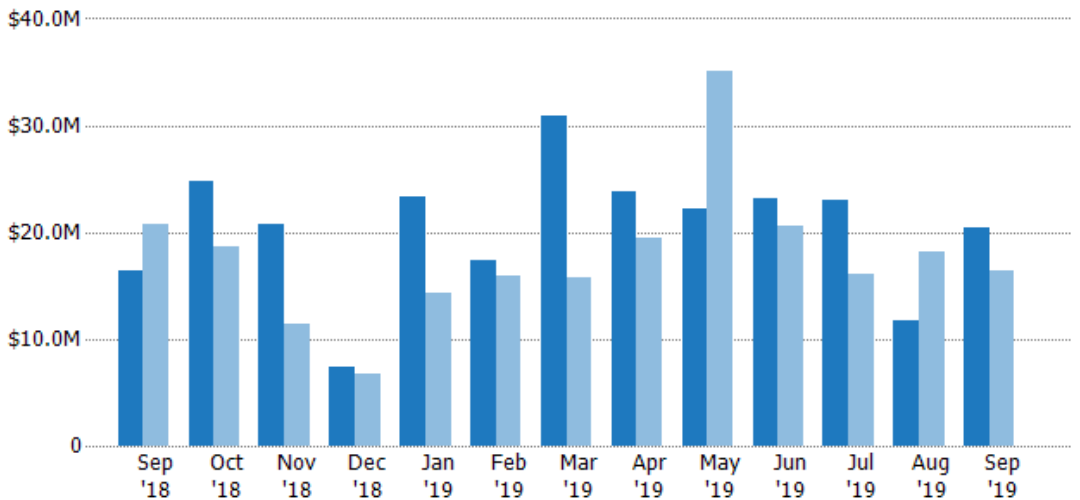
New Listing Volume

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.
Sep '19	\$20.5M	25.3%
Sep '18	\$16.3M	-21.4%
Sep '17	\$20.8M	-24.4%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$16.3M	\$24.9M	\$20.7M	\$7.31M	\$23.3M	\$17.3M	\$31M	\$23.9M	\$22.3M	\$23.1M	\$23M	\$11.7M	\$20.5M
Prior Year	\$20.8M	\$18.7M	\$11.4M	\$6.78M	\$14.3M	\$15.9M	\$15.8M	\$19.4M	\$35M	\$20.6M	\$16.1M	\$18.2M	\$16.3M
Percent Change from Prior Year	-21%	33%	82%	8%	63%	9%	96%	23%	-36%	12%	43%	-36%	25%

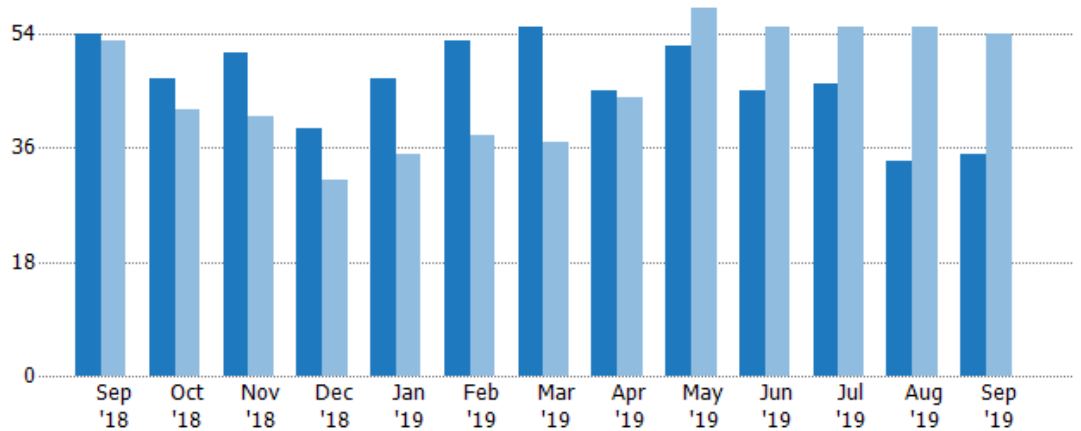
Active Listings

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.
Sep '19	35	-35.2%
Sep '18	54	1.9%
Sep '17	53	20.8%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	54	47	51	39	47	53	55	45	52	45	46	34	35
Prior Year	53	42	41	31	35	38	37	44	58	55	55	55	54
Percent Change from Prior Year	2%	12%	24%	26%	34%	39%	49%	2%	-10%	-18%	-16%	-38%	-35%

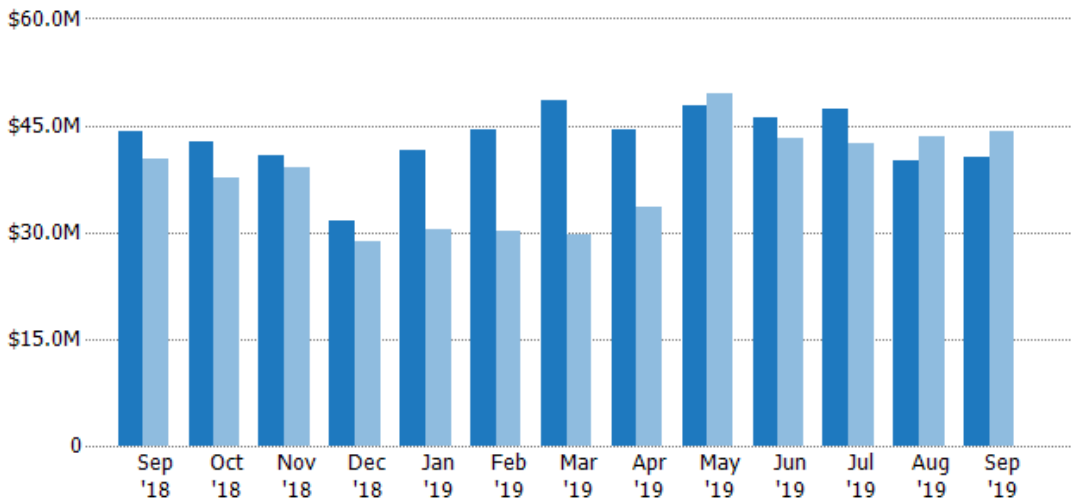
Active Listing Volume

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.
Sep '19	\$40.5M	-8.4%
Sep '18	\$44.2M	9.8%
Sep '17	\$40.2M	25.7%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$44.2M	\$42.6M	\$40.7M	\$31.5M	\$41.4M	\$44.4M	\$48.5M	\$44.3M	\$47.9M	\$46M	\$47.3M	\$40M	\$40.5M
Prior Year	\$40.2M	\$37.6M	\$39M	\$28.8M	\$30.5M	\$30.1M	\$29.6M	\$33.4M	\$49.4M	\$43.3M	\$42.4M	\$43.4M	\$44.2M
Percent Change from Prior Year	10%	13%	4%	9%	36%	47%	64%	33%	-3%	6%	11%	-8%	-8%

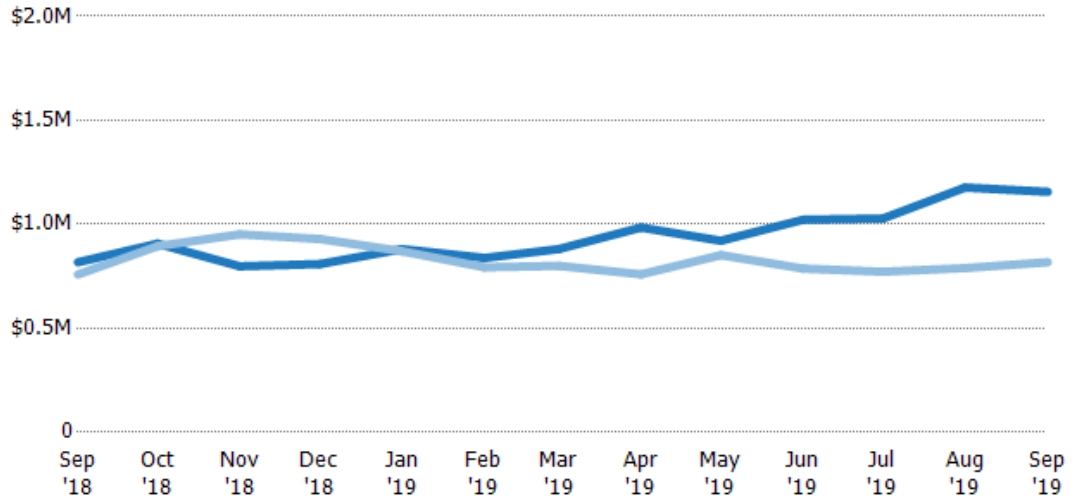
Average Listing Price

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.
Sep '19	\$1.16M	41.4%
Sep '18	\$818K	7.8%
Sep '17	\$759K	4.1%



Current Year	\$818K	\$907K	\$798K	\$809K	\$881K	\$838K	\$881K	\$984K	\$921K	\$1.02M	\$1.03M	\$1.18M	\$1.16M
Prior Year	\$759K	\$895K	\$952K	\$929K	\$870K	\$793K	\$800K	\$759K	\$852K	\$787K	\$772K	\$789K	\$818K
Percent Change from Prior Year	8%	1%	-16%	-13%	1%	6%	10%	30%	8%	30%	33%	49%	41%

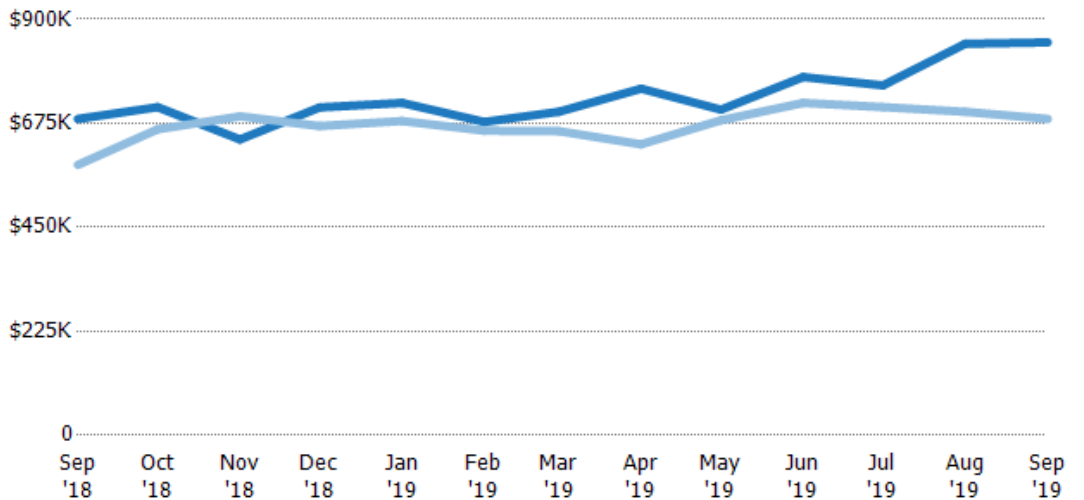
Median Listing Price

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.
Sep '19	\$850K	24.2%
Sep '18	\$684K	17%
Sep '17	\$585K	7.5%



Current Year	\$684K	\$710K	\$640K	\$709K	\$719K	\$678K	\$700K	\$750K	\$705K	\$775K	\$757K	\$847K	\$850K
Prior Year	\$585K	\$662K	\$690K	\$669K	\$680K	\$659K	\$658K	\$630K	\$682K	\$719K	\$710K	\$700K	\$684K
Percent Change from Prior Year	17%	7%	-7%	6%	6%	3%	6%	19%	3%	8%	7%	21%	24%

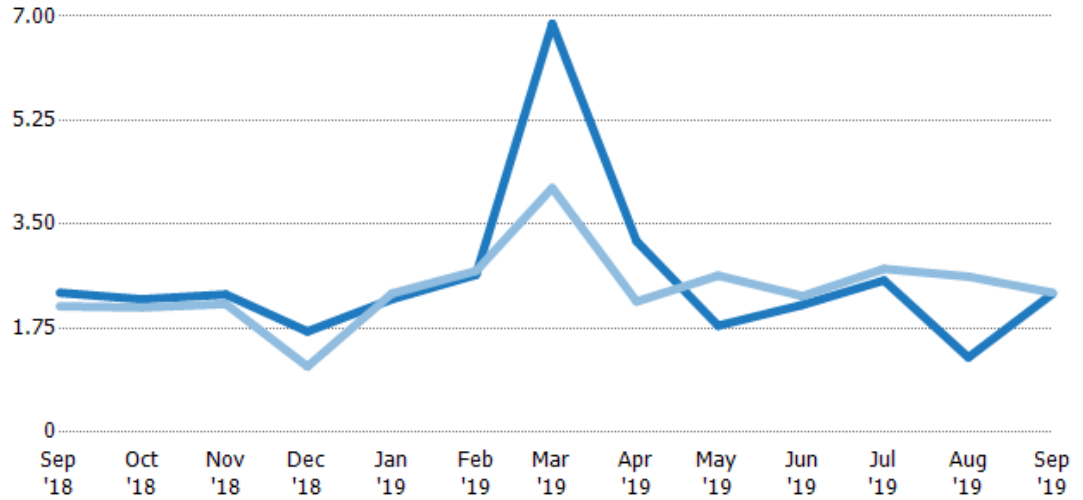
Months of Inventory

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.
Sep '19	2.33	-0.6%
Sep '18	2.35	10.7%
Sep '17	2.12	20.8%



Current Year	2.35	2.24	2.32	1.7	2.24	2.65	6.88	3.21	1.79	2.14	2.56	1.26	2.33
Prior Year	2.12	2.1	2.16	1.11	2.33	2.71	4.11	2.2	2.64	2.29	2.75	2.62	2.35
Percent Change from Prior Year	11%	7%	7%	53%	-4%	-2%	67%	46%	-32%	-6%	-7%	-52%	-1%

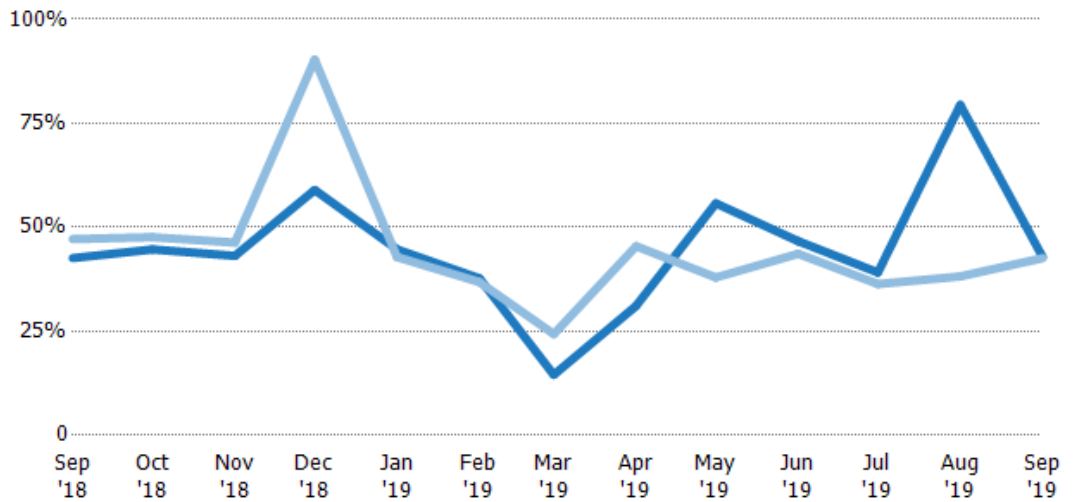
Absorption Rate

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.
Sep '19	43%	-0.3%
Sep '18	43%	4.6%
Sep '17	47%	-17.2%



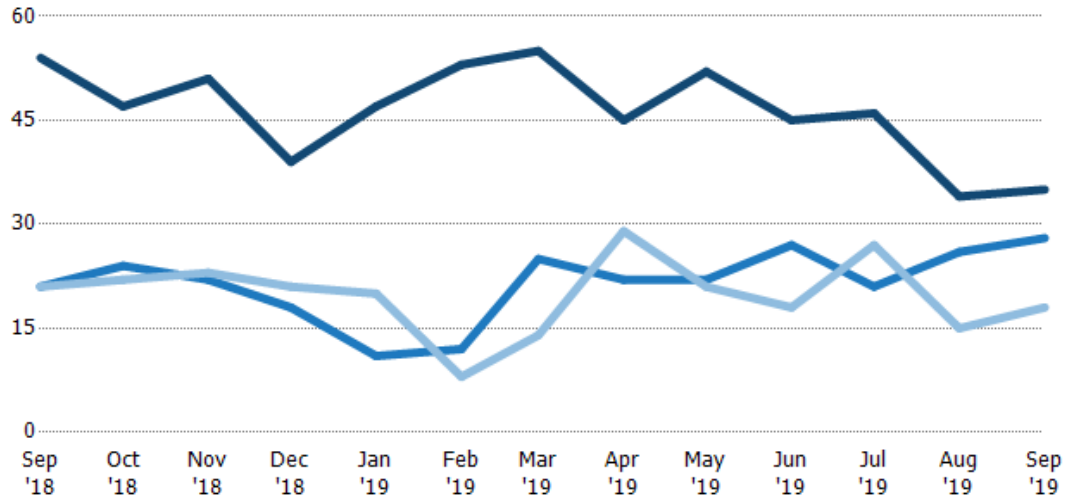
Current Year	43%	45%	43%	59%	45%	38%	15%	31%	56%	47%	39%	79%	43%
Prior Year	47%	48%	46%	90%	43%	37%	24%	45%	38%	44%	36%	38%	43%
Change from Prior Year	5%	3%	3%	31%	-2%	-1%	10%	14%	-18%	-3%	-3%	-41%	0%

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



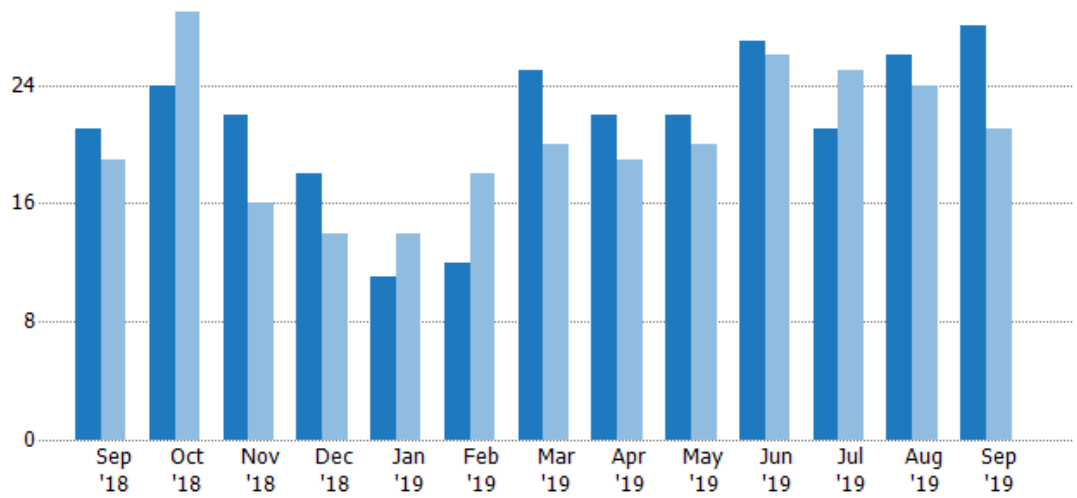
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	54	47	51	39	47	53	55	45	52	45	46	34	35
Pending	21	24	22	18	11	12	25	22	22	27	21	26	28
Sold	21	22	23	21	20	8	14	29	21	18	27	15	18

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.
Sep '19	28	33.3%
Sep '18	21	10.5%
Sep '17	19	21.1%

	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	21	24	22	18	11	12	25	22	22	27	21	26	28
Prior Year	19	29	16	14	14	18	20	19	20	26	25	24	21
Percent Change from Prior Year	11%	-17%	38%	29%	-21%	-33%	25%	16%	10%	4%	-16%	8%	33%

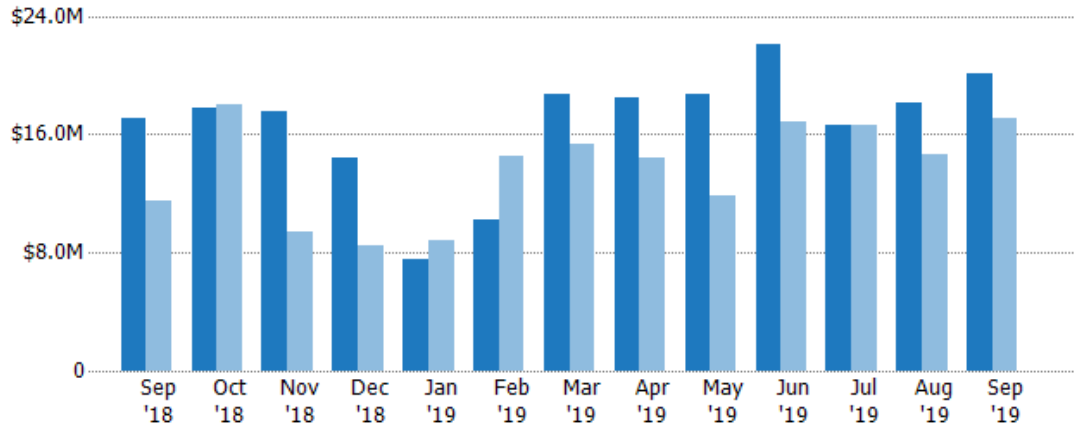
Pending Sales Volume

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.
Sep '19	\$20.1M	17.7%
Sep '18	\$17.1M	49.4%
Sep '17	\$11.4M	29.3%



Current Year	\$17.1M	\$17.8M	\$17.5M	\$14.4M	\$7.58M	\$10.2M	\$18.7M	\$18.4M	\$18.8M	\$22.1M	\$16.6M	\$18.2M	\$20.1M
Prior Year	\$11.4M	\$18M	\$9.43M	\$8.43M	\$8.8M	\$14.5M	\$15.4M	\$14.4M	\$11.8M	\$16.9M	\$16.7M	\$14.6M	\$17.1M
Percent Change from Prior Year	49%	-1%	86%	70%	-14%	-30%	22%	28%	59%	31%	-1%	24%	18%

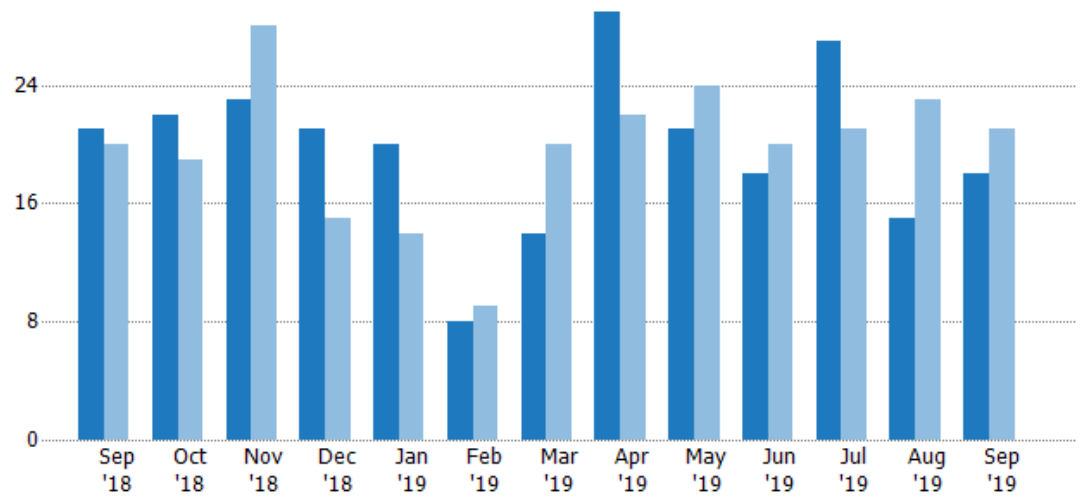
Closed Sales

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.
Sep '19	18	-14.3%
Sep '18	21	5%
Sep '17	20	10%



Current Year	21	22	23	21	20	8	14	29	21	18	27	15	18
Prior Year	20	19	28	15	14	9	20	22	24	20	21	23	21
Percent Change from Prior Year	5%	16%	-18%	40%	43%	-11%	-30%	32%	-13%	-10%	29%	-35%	-14%

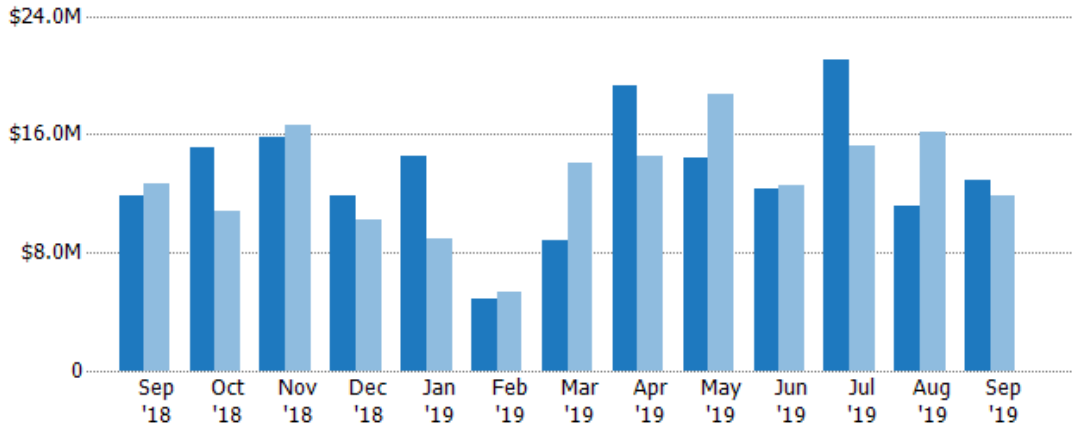
Closed Sales Volume

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.
Sep '19	\$12.9M	8.9%
Sep '18	\$11.9M	-6.2%
Sep '17	\$12.7M	0.1%



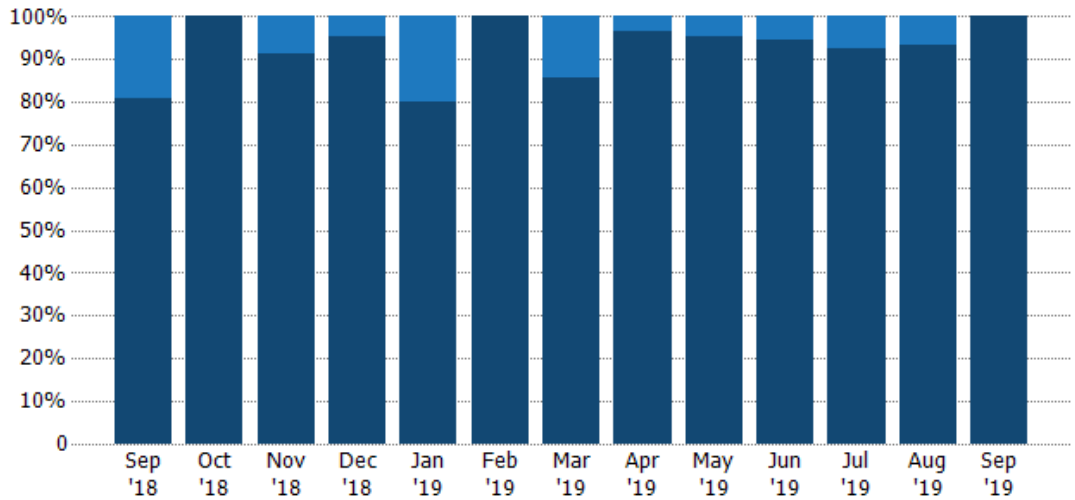
Current Year	\$11.9M	\$15.1M	\$15.8M	\$11.9M	\$14.5M	\$4.84M	\$8.86M	\$19.3M	\$14.4M	\$12.3M	\$21M	\$11.2M	\$12.9M
Prior Year	\$12.7M	\$10.8M	\$16.6M	\$10.2M	\$8.93M	\$5.36M	\$14M	\$14.5M	\$18.7M	\$12.5M	\$15.2M	\$16.1M	\$11.9M
Percent Change from Prior Year	-6%	39%	-5%	16%	63%	-10%	-37%	33%	-23%	-2%	39%	-31%	9%

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	19%	-	9%	5%	20%	-	14%	3%	5%	6%	7%	7%	-
Single Family Residence	81%	100%	91%	95%	80%	100%	86%	97%	95%	94%	93%	93%	100%

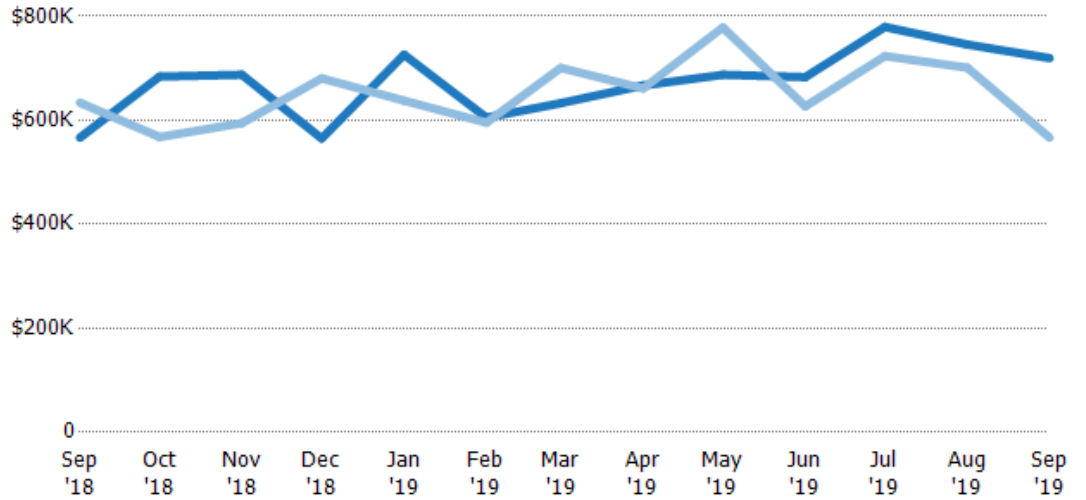
Average Sales Price

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.
Sep '19	\$719K	27%
Sep '18	\$566K	-10.6%
Sep '17	\$634K	-9%



Current Year	\$566K	\$684K	\$687K	\$565K	\$726K	\$605K	\$633K	\$667K	\$688K	\$683K	\$779K	\$746K	\$719K
Prior Year	\$634K	\$568K	\$595K	\$681K	\$638K	\$595K	\$701K	\$661K	\$779K	\$627K	\$723K	\$701K	\$566K
Percent Change from Prior Year	-11%	20%	16%	-17%	14%	2%	-10%	1%	-12%	9%	8%	6%	27%

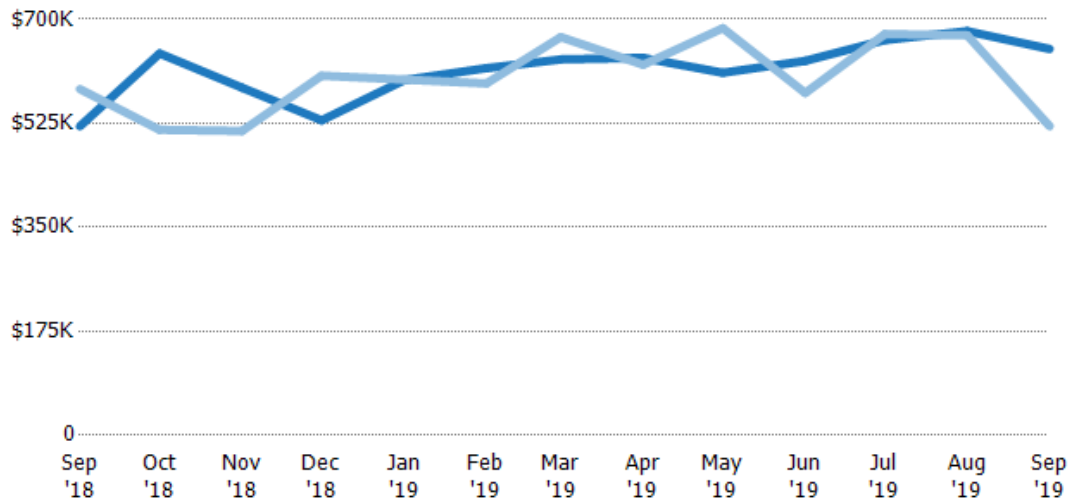
Median Sales Price

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.
Sep '19	\$650K	25%
Sep '18	\$520K	-10.7%
Sep '17	\$583K	-7%



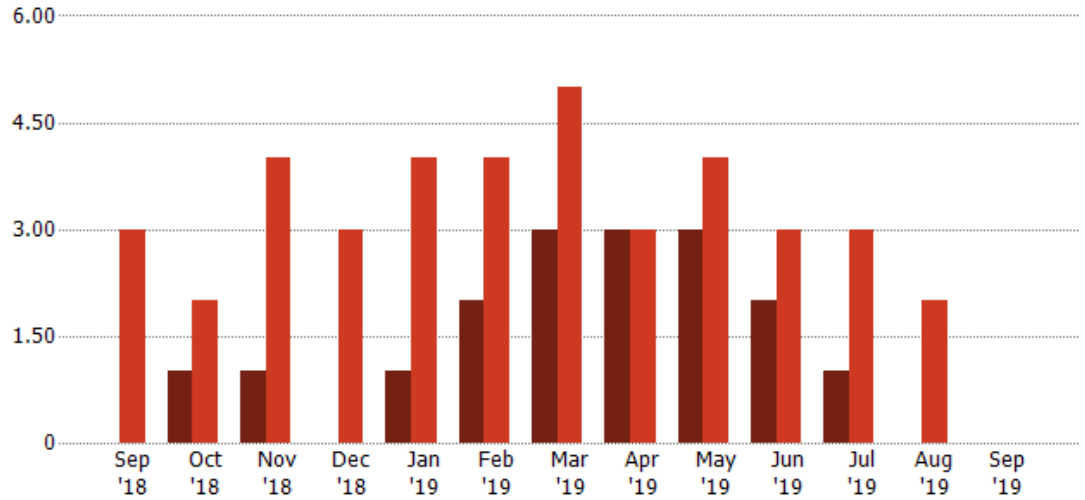
Current Year	\$520K	\$643K	\$585K	\$530K	\$598K	\$618K	\$633K	\$635K	\$610K	\$630K	\$665K	\$680K	\$650K
Prior Year	\$583K	\$514K	\$512K	\$605K	\$599K	\$592K	\$670K	\$624K	\$685K	\$576K	\$675K	\$673K	\$520K
Percent Change from Prior Year	-11%	25%	14%	-12%	0%	4%	-6%	2%	-11%	9%	-1%	1%	25%

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



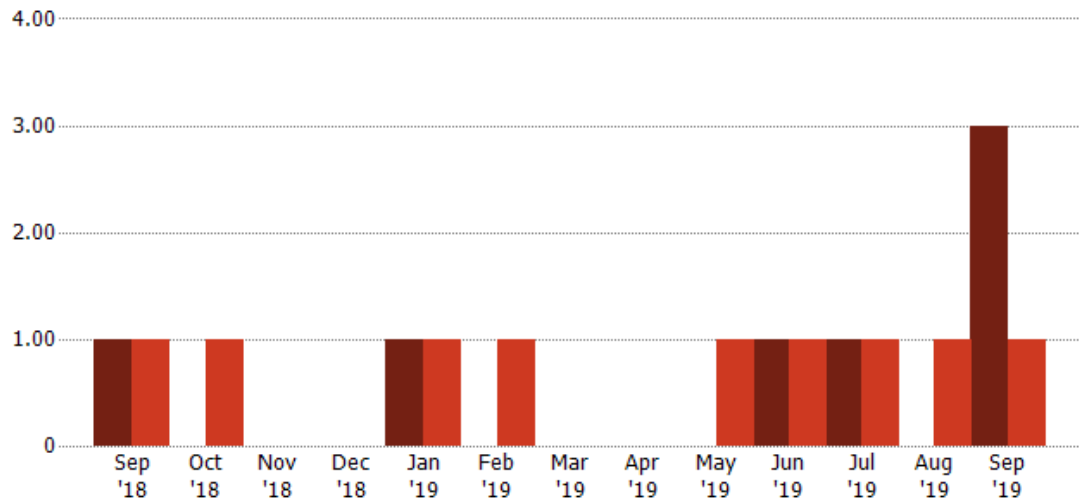
Current Year	-	1	1	-	1	2	3	3	3	2	1	-	-
Prior Year	3	2	4	3	4	4	5	3	4	3	3	2	-
Percent Change from Prior Year	-100%	-50%	-75%	-100%	-75%	-50%	-40%	0%	-25%	-33%	-67%	-100%	-

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	-	3
Prior Year	1	1	-	-	1	1	-	-	1	1	1	1	1
Percent Change from Prior Year	0%	-100%	-	-	0%	-100%	-	-	-100%	0%	0%	-100%	200%

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: 10/08/2019

Scheduled: No

Report Date Range: From 9/2018 To: 9/2019

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 9/2019 data

Listing Activity by ZIP

Listing Activity by Metro Area

Sales Activity by ZIP

Sales Activity by Metro Area