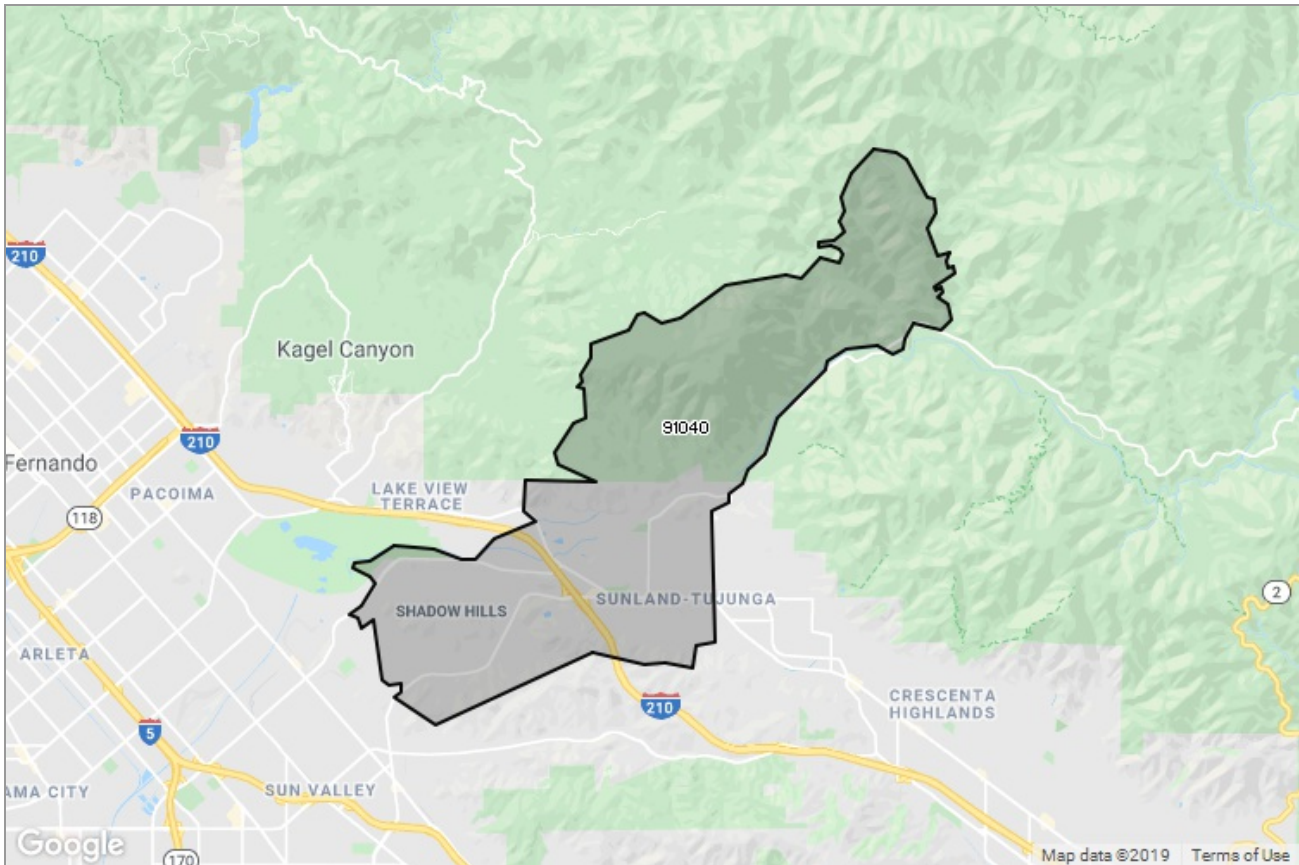




PASADENA-FOOTHILLS
ASSOCIATION OF REALTORS®

MARKET DATA REPORT

Sunland



Report Characteristics

Report Name:
Sunland

Report Date Range:
10/2018 – 10/2019

Filters Used:
MLS, Property Type, Location

Avg/Med: Both

Run Date: 11/08/2019

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.

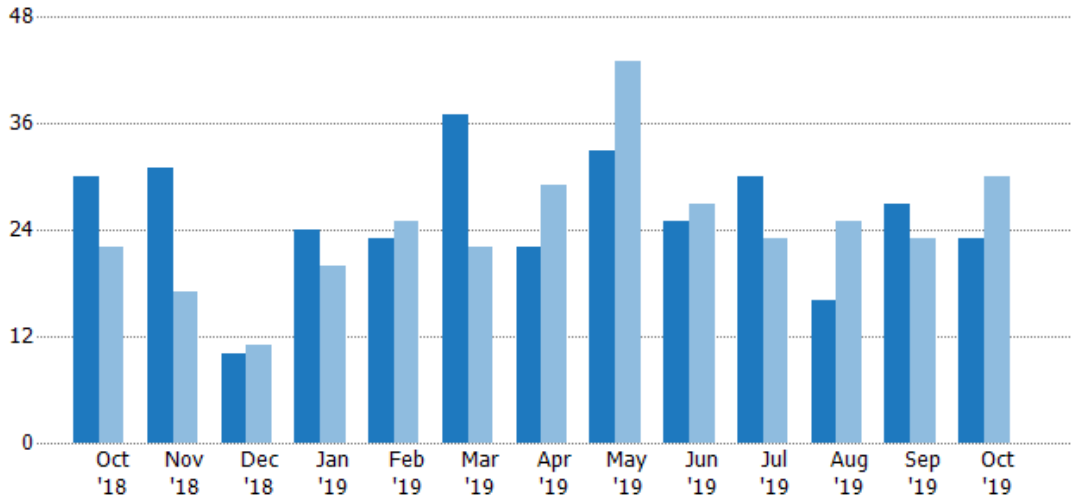
Key Metrics	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	23	30	-23.3%	260	267	-2.6%
New Listing Volume	\$19,676,665	\$24,301,090	-19%	\$212,789,989	\$190,747,794	+11.6%
Active Listing Count	37	45	-17.8%	N/A	N/A	
Active Listing Volume	\$39,310,743	\$40,557,128	-3.1%	N/A	N/A	
Average Listing Price	\$1,062,453	\$901,270	+17.9%	\$979,259	\$800,194	+22.4%
Median Listing Price	\$849,999	\$709,950	+19.7%	\$753,339	\$679,861	+10.8%
Months of Inventory	2.1	2.1	-4.1%	2.3	2.1	+11.3%
Absorption Rate	48.65%	46.67%	+2%	42.95%	47.81%	-4.9%
Sales Activity Charts Metrics						
Pending Sales Count	23	23	+—	N/A	N/A	
Pending Sales Volume	\$19,233,454	\$17,332,792	+11%	N/A	N/A	
Closed Sales Count	23	21	+9.5%	188	195	-3.6%
Closed Sales Volume	\$15,906,000	\$14,111,500	+12.7%	\$132,155,950	\$131,497,998	+0.5%
Average Sales Price	\$691,565	\$671,976	+2.9%	\$702,957	\$674,349	+4.2%
Median Sales Price	\$649,000	\$640,000	+1.4%	\$639,170	\$629,897	+1.5%
Distressed Charts Metrics						
Distressed Listing Count	—	1	—	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.
Oct '19	23	-23.3%
Oct '18	30	36.4%
Oct '17	22	27.3%

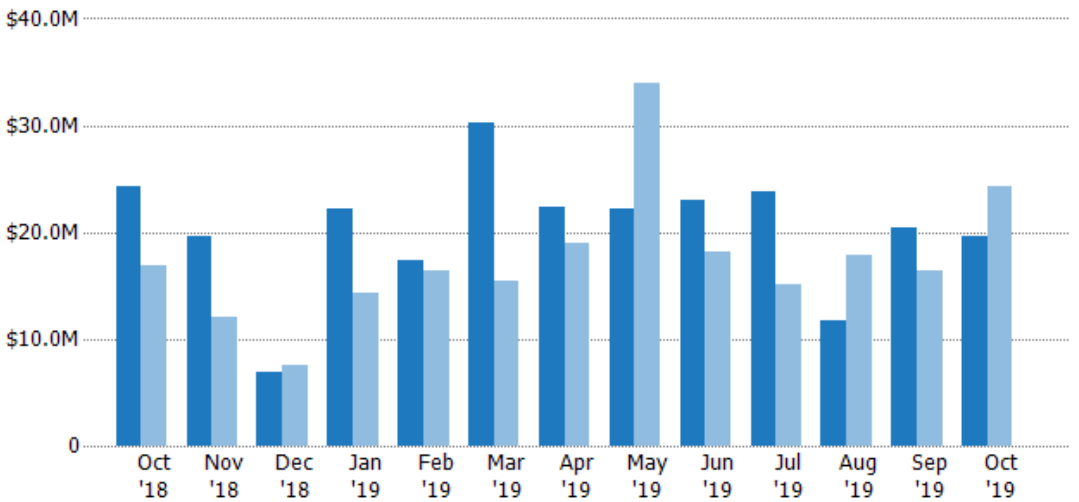
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	30	31	10	24	23	37	22	33	25	30	16	27	23
Prior Year	22	17	11	20	25	22	29	43	27	23	25	23	30
Percent Change from Prior Year	36%	82%	-9%	20%	-8%	68%	-24%	-23%	-7%	30%	-36%	17%	-23%

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.
Oct '19	\$19.7M	-19%
Oct '18	\$24.3M	43.3%
Oct '17	\$17M	7.5%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$24.3M	\$19.6M	\$6.86M	\$22.2M	\$17.3M	\$30.2M	\$22.4M	\$22.2M	\$22.9M	\$23.7M	\$11.7M	\$20.4M	\$19.7M
Prior Year	\$17M	\$12M	\$7.55M	\$14.3M	\$16.3M	\$15.4M	\$19M	\$33.9M	\$18.2M	\$15.1M	\$17.9M	\$16.3M	\$24.3M
Percent Change from Prior Year	43%	63%	-9%	55%	6%	97%	18%	-34%	26%	57%	-35%	25%	-19%

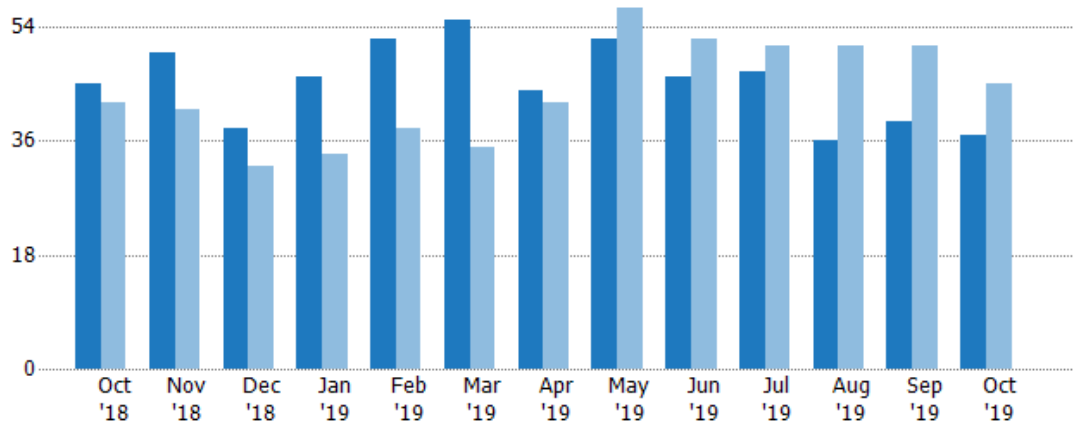
Active Listings

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.
Oct '19	37	-17.8%
Oct '18	45	7.1%
Oct '17	42	54.8%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	45	50	38	46	52	55	44	52	46	47	36	39	37
Prior Year	42	41	32	34	38	35	42	57	52	51	51	51	45
Percent Change from Prior Year	7%	22%	19%	35%	37%	57%	5%	-9%	-12%	-8%	-29%	-24%	-18%

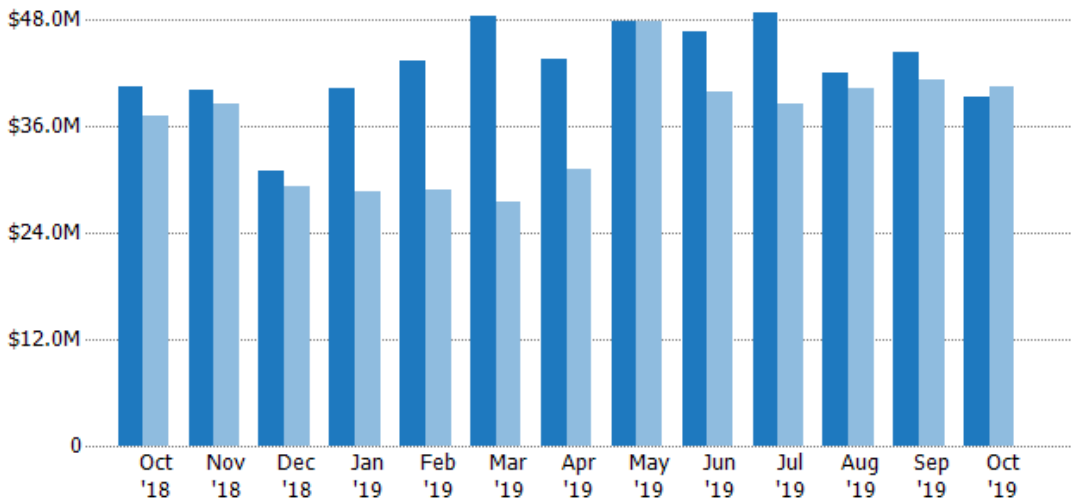
Active Listing Volume

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.
Oct '19	\$39.3M	-3.1%
Oct '18	\$40.6M	9.1%
Oct '17	\$37.2M	28.9%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$40.6M	\$40.1M	\$31.1M	\$40.3M	\$43.3M	\$48.5M	\$43.5M	\$47.8M	\$46.7M	\$48.8M	\$42.1M	\$44.3M	\$39.3M
Prior Year	\$37.2M	\$38.6M	\$29.2M	\$28.8M	\$28.9M	\$27.5M	\$31.3M	\$47.8M	\$40M	\$38.6M	\$40.2M	\$41.3M	\$40.6M
Percent Change from Prior Year	9%	4%	7%	40%	50%	76%	39%	0%	17%	26%	5%	7%	-3%

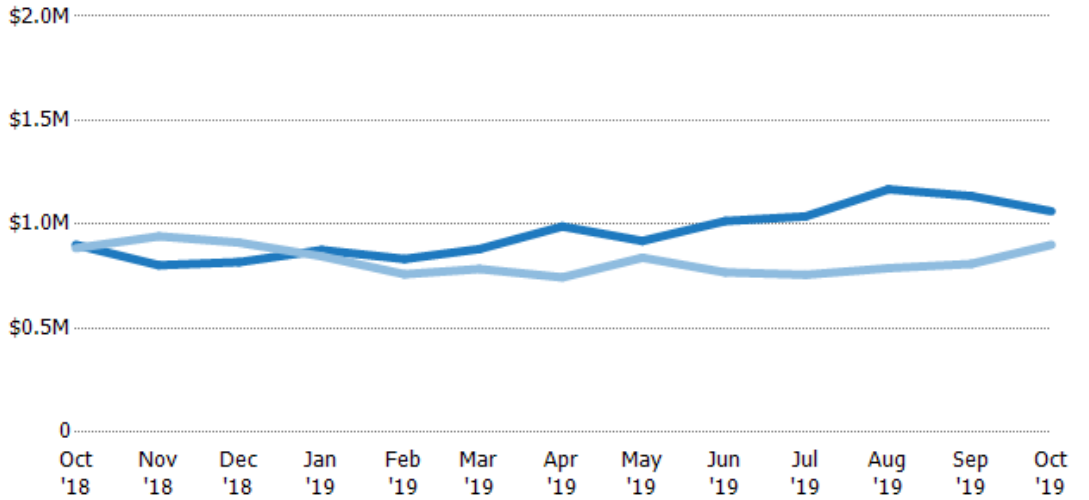
Average Listing Price

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.
Oct '19	\$1.06M	17.9%
Oct '18	\$901K	1.8%
Oct '17	\$885K	-16.7%



Current Year	\$901K	\$803K	\$818K	\$876K	\$833K	\$881K	\$989K	\$920K	\$1.02M	\$1.04M	\$1.17M	\$1.14M	\$1.06M
Prior Year	\$885K	\$942K	\$912K	\$846K	\$760K	\$785K	\$745K	\$839K	\$769K	\$757K	\$789K	\$809K	\$901K
Percent Change from Prior Year	2%	-15%	-10%	4%	10%	12%	33%	10%	32%	37%	48%	40%	18%

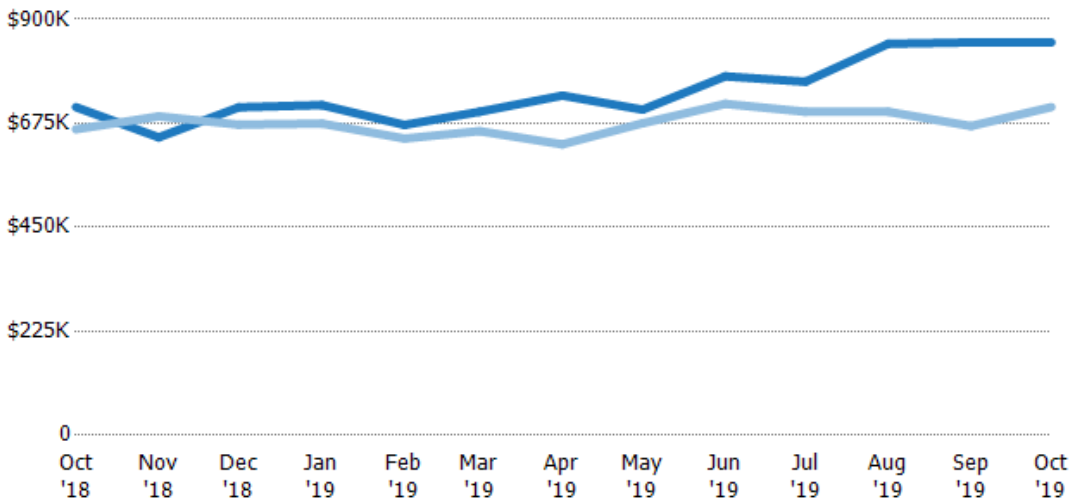
Median Listing Price

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.
Oct '19	\$850K	19.7%
Oct '18	\$710K	7.2%
Oct '17	\$662K	-0.5%



Current Year	\$710K	\$645K	\$710K	\$714K	\$672K	\$700K	\$735K	\$705K	\$777K	\$765K	\$847K	\$850K	\$850K
Prior Year	\$662K	\$690K	\$672K	\$674K	\$642K	\$658K	\$630K	\$675K	\$717K	\$700K	\$700K	\$669K	\$710K
Percent Change from Prior Year	7%	-7%	6%	6%	5%	6%	17%	4%	8%	9%	21%	27%	20%

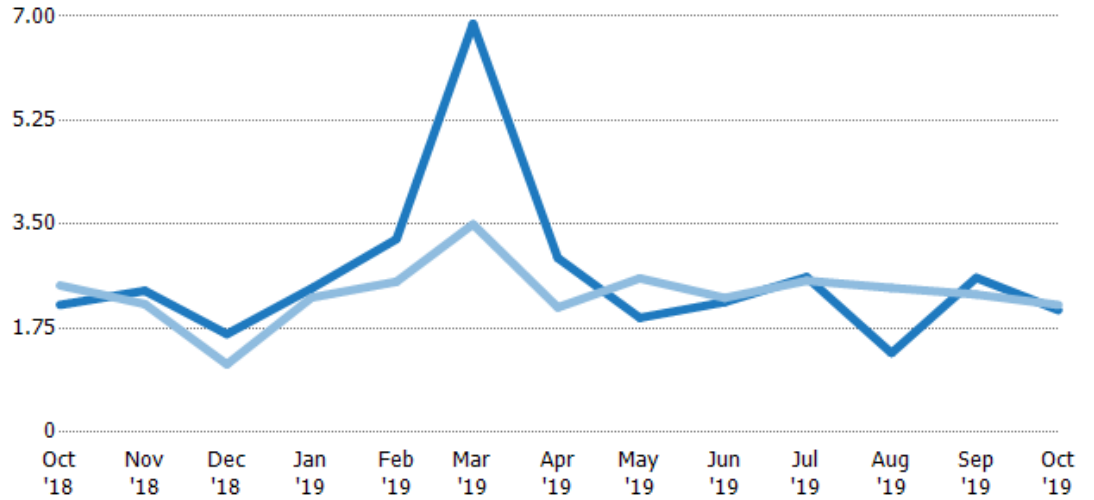
Months of Inventory

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.
Oct '19	2.06	-4.1%
Oct '18	2.14	-13.3%
Oct '17	2.47	14.4%



Current Year	2.14	2.38	1.65	2.42	3.25	6.88	2.93	1.93	2.19	2.61	1.33	2.6	2.06
Prior Year	2.47	2.16	1.14	2.27	2.53	3.5	2.1	2.59	2.26	2.55	2.43	2.32	2.14
Percent Change from Prior Year	-13%	10%	45%	7%	28%	96%	40%	-26%	-3%	2%	-45%	12%	-4%

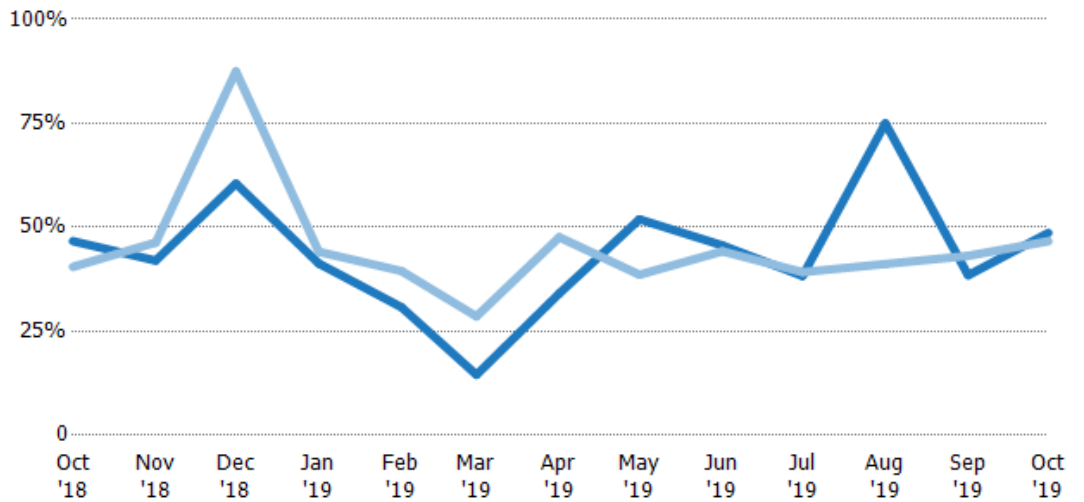
Absorption Rate

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.
Oct '19	49%	-2%
Oct '18	47%	-6.2%
Oct '17	40%	-12.6%



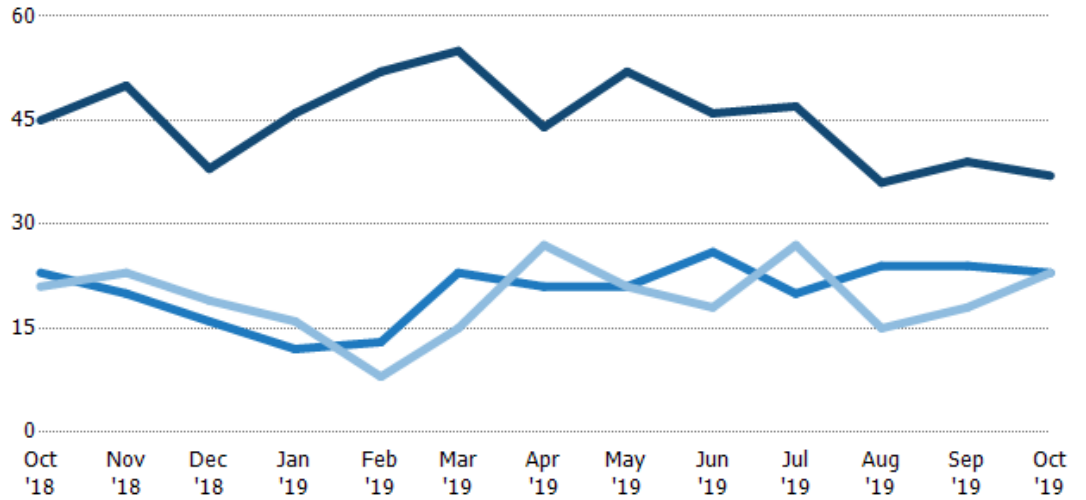
Current Year	47%	42%	61%	41%	31%	15%	34%	52%	46%	38%	75%	38%	49%
Prior Year	40%	46%	88%	44%	39%	29%	48%	39%	44%	39%	41%	43%	47%
Change from Prior Year	-6%	4%	27%	3%	9%	14%	14%	-13%	-1%	1%	-34%	5%	-2%

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



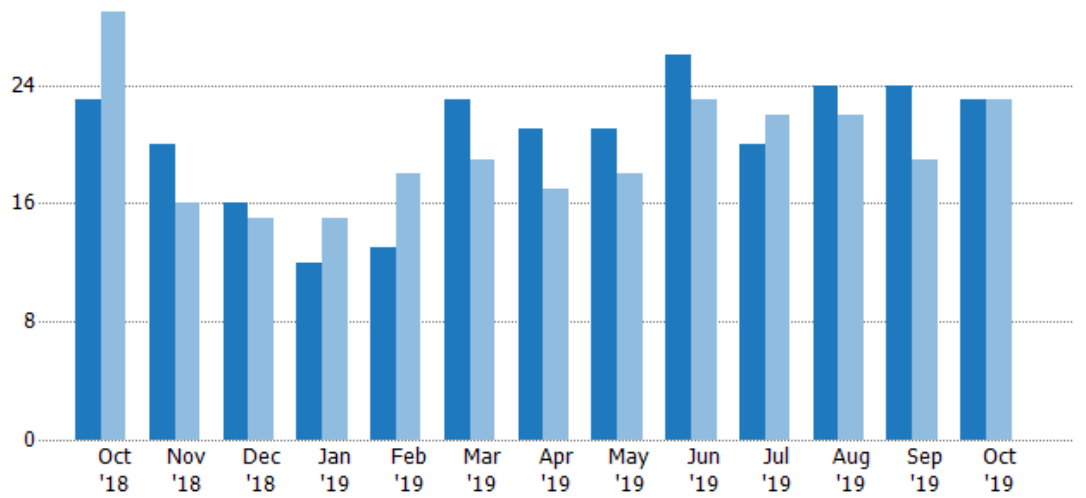
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	45	50	38	46	52	55	44	52	46	47	36	39	37
Pending	23	20	16	12	13	23	21	21	26	20	24	24	23
Sold	21	23	19	16	8	15	27	21	18	27	15	18	23

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.
Oct '19	23	0%
Oct '18	23	-20.7%
Oct '17	29	-24.1%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	23	20	16	12	13	23	21	21	26	20	24	24	23
Prior Year	29	16	15	15	18	19	17	18	23	22	22	19	23
Percent Change from Prior Year	-21%	25%	7%	-20%	-28%	21%	24%	17%	13%	-9%	9%	26%	0%

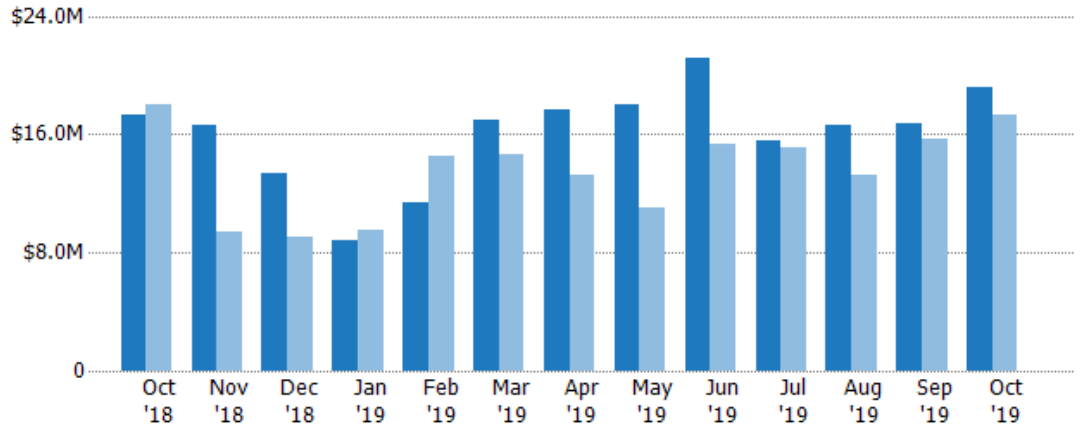
Pending Sales Volume

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.
Oct '19	\$19.2M	11%
Oct '18	\$17.3M	-3.6%
Oct '17	\$18M	-23.3%



Current Year	\$17.3M	\$16.6M	\$13.4M	\$8.78M	\$11.4M	\$16.9M	\$17.7M	\$18M	\$21.1M	\$15.6M	\$16.6M	\$16.7M	\$19.2M
Prior Year	\$18M	\$9.43M	\$9.08M	\$9.57M	\$14.5M	\$14.6M	\$13.2M	\$11M	\$15.4M	\$15.2M	\$13.2M	\$15.7M	\$17.3M
Percent Change from Prior Year	-4%	76%	48%	-8%	-22%	16%	34%	64%	37%	3%	26%	6%	11%

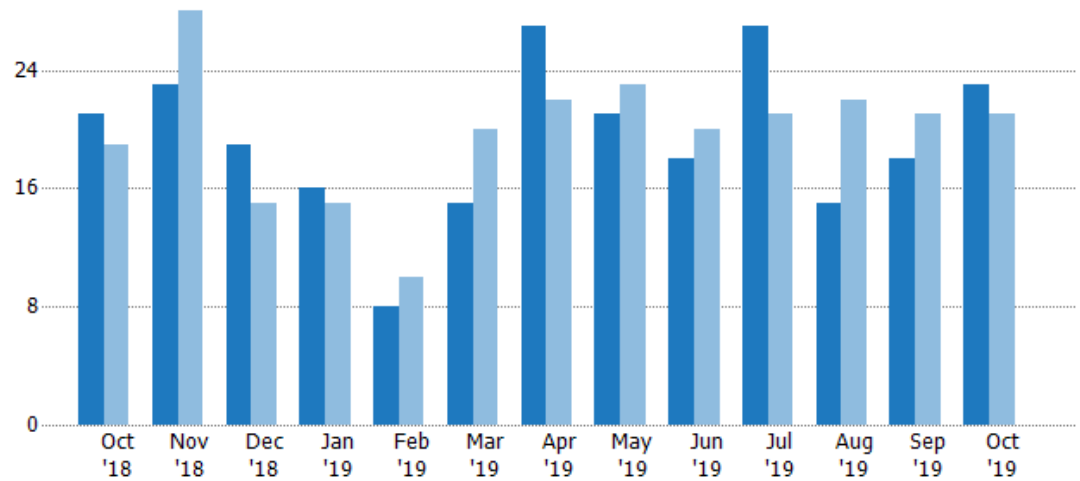
Closed Sales

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.
Oct '19	23	9.5%
Oct '18	21	10.5%
Oct '17	19	15.8%



Current Year	21	23	19	16	8	15	27	21	18	27	15	18	23
Prior Year	19	28	15	15	10	20	22	23	20	21	22	21	21
Percent Change from Prior Year	11%	-18%	27%	7%	-20%	-25%	23%	-9%	-10%	29%	-32%	-14%	10%

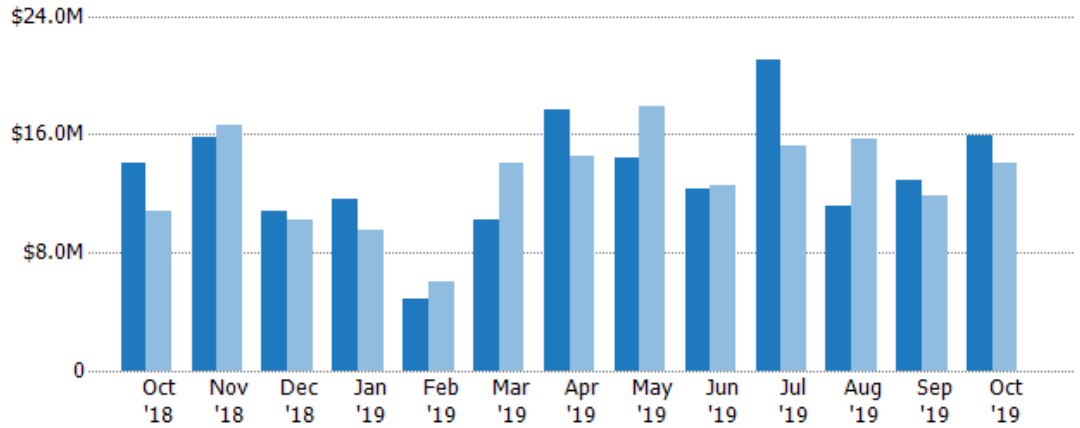
Closed Sales Volume

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.
Oct '19	\$15.9M	12.7%
Oct '18	\$14.1M	30.8%
Oct '17	\$10.8M	16.3%



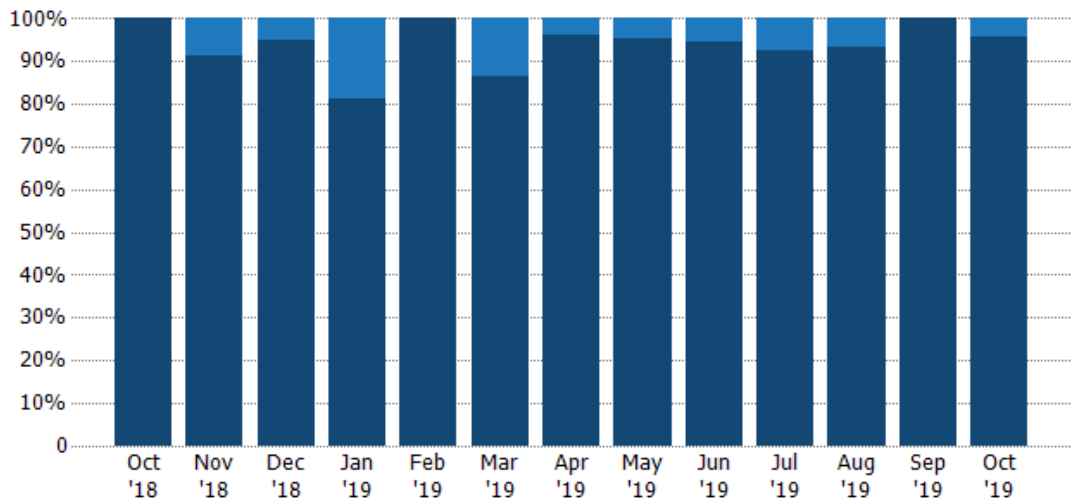
Current Year	\$14.1M	\$15.8M	\$10.8M	\$11.7M	\$4.84M	\$10.2M	\$17.6M	\$14.4M	\$12.3M	\$21M	\$11.2M	\$12.9M	\$15.9M
Prior Year	\$10.8M	\$16.6M	\$10.2M	\$9.58M	\$6.05M	\$14M	\$14.5M	\$17.9M	\$12.5M	\$15.2M	\$15.7M	\$11.9M	\$14.1M
Percent Change from Prior Year	31%	-5%	6%	22%	-20%	-27%	21%	-19%	-2%	39%	-29%	9%	13%

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

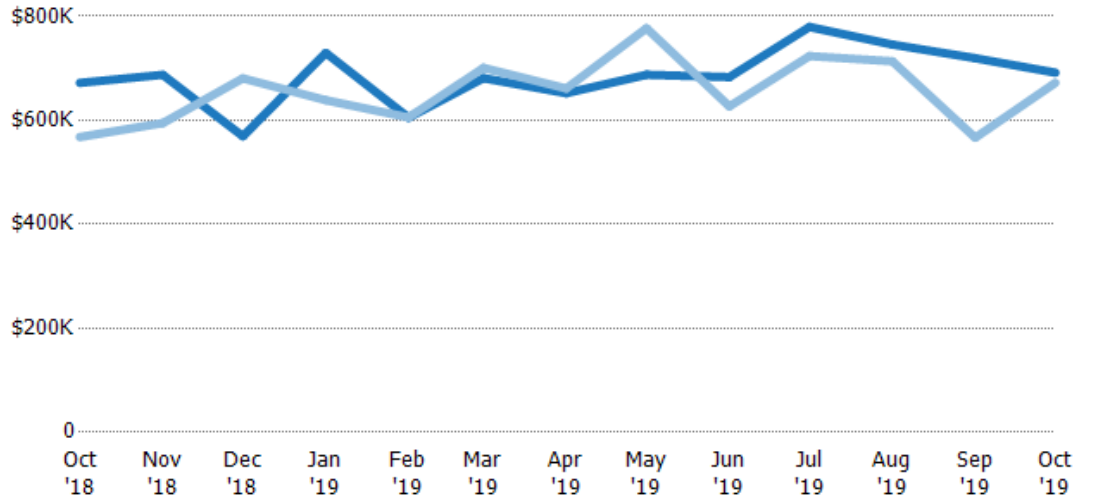
Average Sales Price

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.
Oct '19	\$692K	2.9%
Oct '18	\$672K	18.3%
Oct '17	\$568K	0.4%



Current Year	\$672K	\$687K	\$569K	\$730K	\$605K	\$681K	\$652K	\$688K	\$683K	\$779K	\$746K	\$719K	\$692K
Prior Year	\$568K	\$595K	\$681K	\$639K	\$605K	\$701K	\$661K	\$777K	\$627K	\$723K	\$714K	\$566K	\$672K
Percent Change from Prior Year	18%	16%	-16%	14%	0%	-3%	-1%	-12%	9%	8%	5%	27%	3%

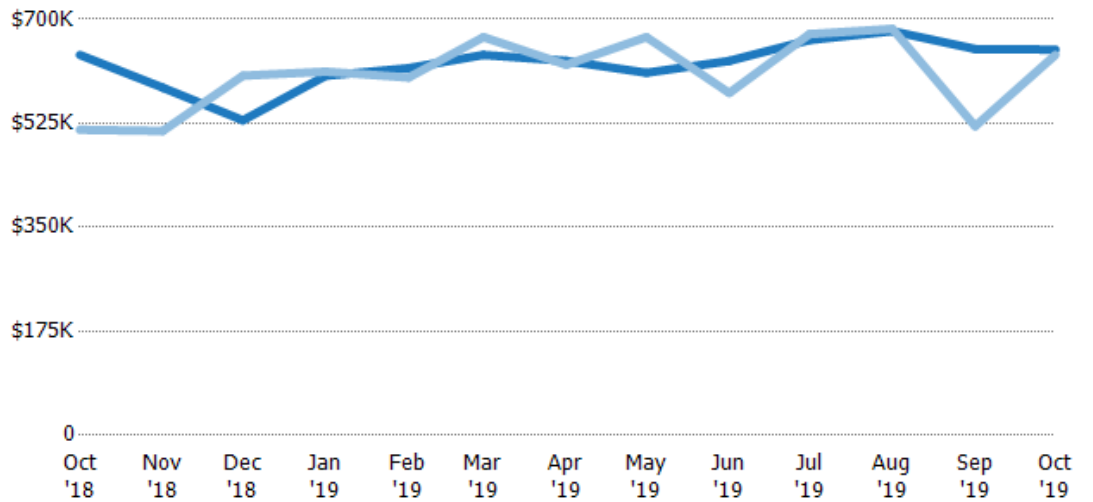
Median Sales Price

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.
Oct '19	\$649K	1.4%
Oct '18	\$640K	24.5%
Oct '17	\$514K	6.5%



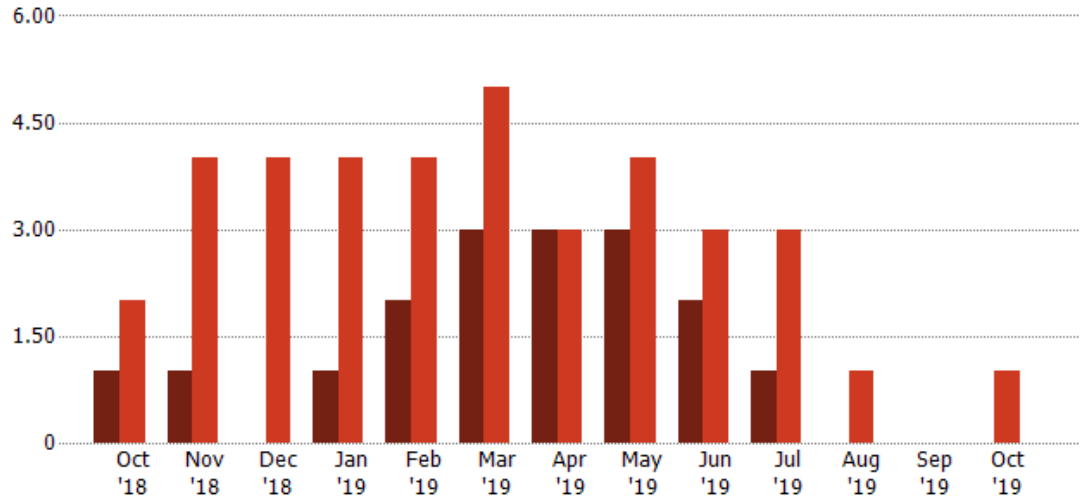
Current Year	\$640K	\$585K	\$530K	\$605K	\$618K	\$640K	\$630K	\$610K	\$630K	\$665K	\$680K	\$650K	\$649K
Prior Year	\$514K	\$512K	\$605K	\$612K	\$602K	\$670K	\$624K	\$670K	\$576K	\$675K	\$684K	\$520K	\$640K
Percent Change from Prior Year	25%	14%	-12%	-1%	3%	-4%	1%	-9%	9%	-1%	-1%	25%	1%

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



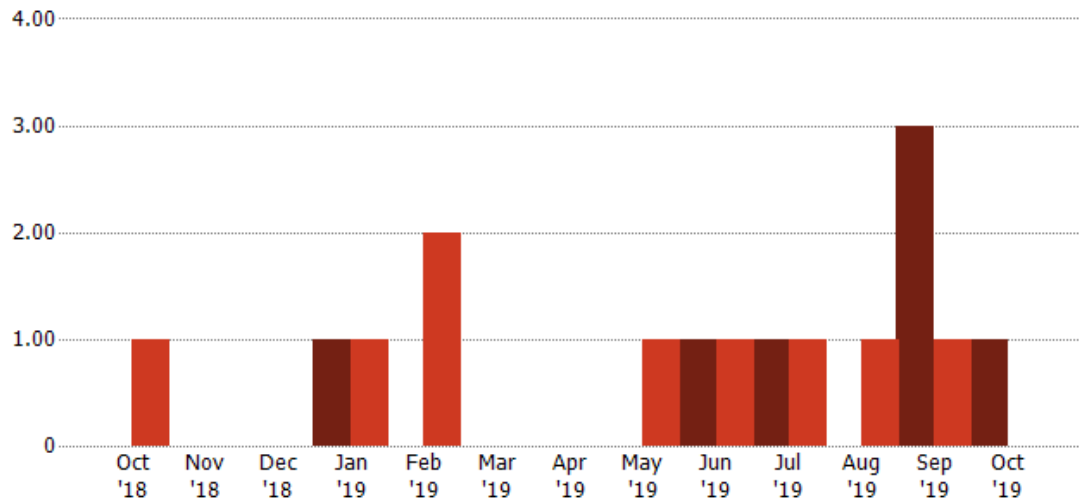
Current Year	1	1	-	1	2	3	3	3	2	1	-	-	-
Prior Year	2	4	4	4	4	5	3	4	3	3	1	-	1
Percent Change from Prior Year	-50%	-75%	-100%	-75%	-50%	-40%	0%	-25%	-33%	-67%	-100%	-	-100%

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	-	3	1
Prior Year	1	-	-	1	2	-	-	1	1	1	1	1	-
Percent Change from Prior Year	-100%	-	-	0%	-100%	-	-	-100%	0%	0%	-100%	200%	100%

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: 11/08/2019

Scheduled: No

Report Date Range: From 10/2018 To: 10/2019

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 10/2019 data

Listing Activity by ZIP

Listing Activity by Metro Area

Sales Activity by ZIP

Sales Activity by Metro Area