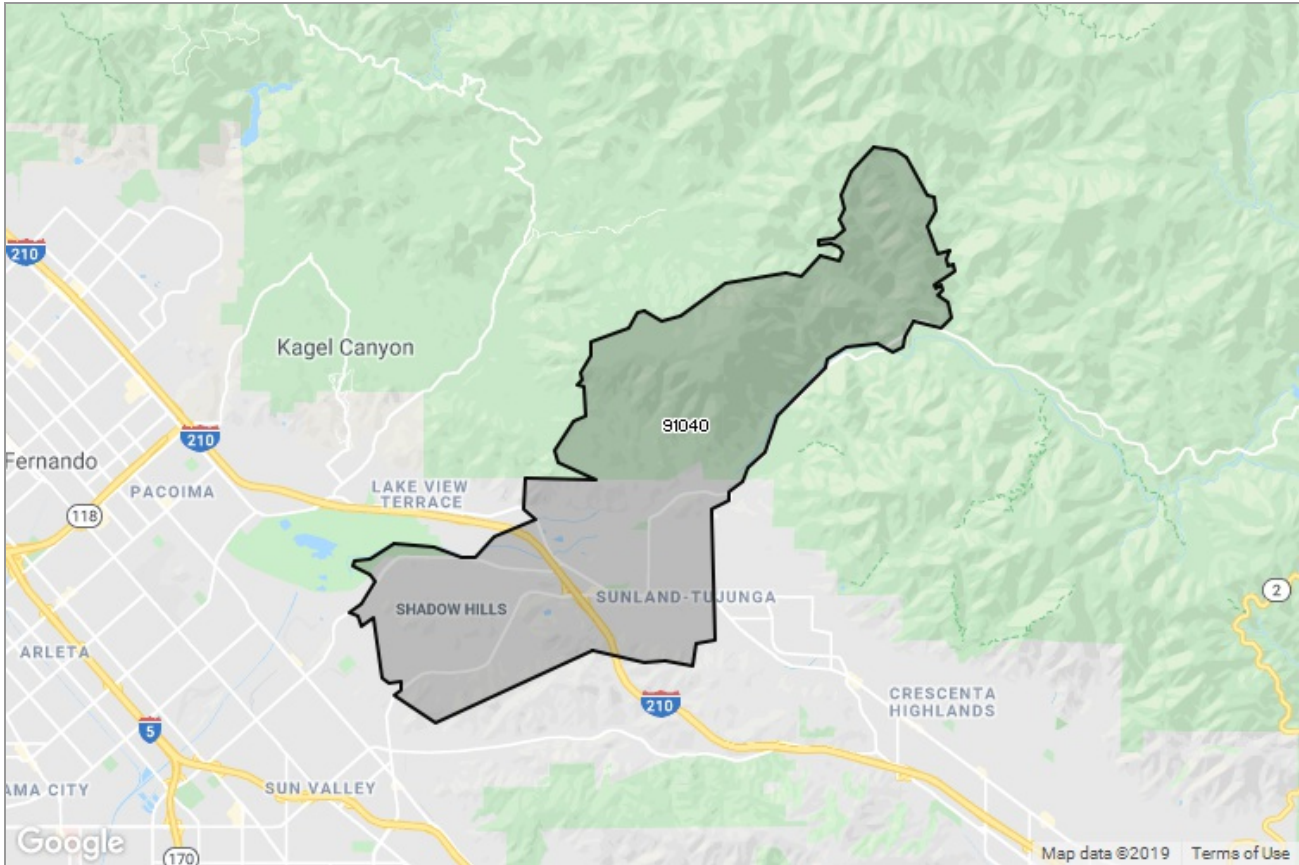




PASADENA-FOOTHILLS
ASSOCIATION OF REALTORS®

MARKET DATA REPORT

Sunland



Report Characteristics

Report Name:
Sunland

Report Date Range:
11/2018 – 11/2019

Filters Used:
MLS, Property Type, Location

Avg/Med: Both

Run Date: 12/09/2019

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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	25	35	-28.6%	278	318	-12.6%
New Listing Volume	\$21,242,581	\$22,539,921	-5.8%	\$223,374,570	\$225,155,514	-0.8%
Active Listing Count	42	50	-16%	N/A	N/A	
Active Listing Volume	\$44,961,693	\$38,485,063	+16.8%	N/A	N/A	
Average Listing Price	\$1,070,517	\$769,701	+39.1%	\$952,634	\$777,023	+22.6%
Median Listing Price	\$862,500	\$644,500	+33.8%	\$744,688	\$686,651	+8.5%
Months of Inventory	1.8	2.4	-23.3%	2.2	2.1	+4.3%
Absorption Rate	54.76%	42%	+12.8%	45.77%	47.72%	-1.9%
Sales Activity Charts Metrics						
Pending Sales Count	21	23	-8.7%	N/A	N/A	
Pending Sales Volume	\$16,338,497	\$18,316,398	-10.8%	N/A	N/A	
Closed Sales Count	14	23	-39.1%	203	222	-8.6%
Closed Sales Volume	\$10,513,600	\$15,812,000	-33.5%	\$143,044,550	\$149,923,098	-4.6%
Average Sales Price	\$750,971	\$687,478	+9.2%	\$704,653	\$675,329	+4.3%
Median Sales Price	\$700,000	\$585,000	+19.7%	\$643,640	\$624,586	+3.1%
Distressed Charts Metrics						
Distressed Listing Count	-	1	-	N/A	N/A	

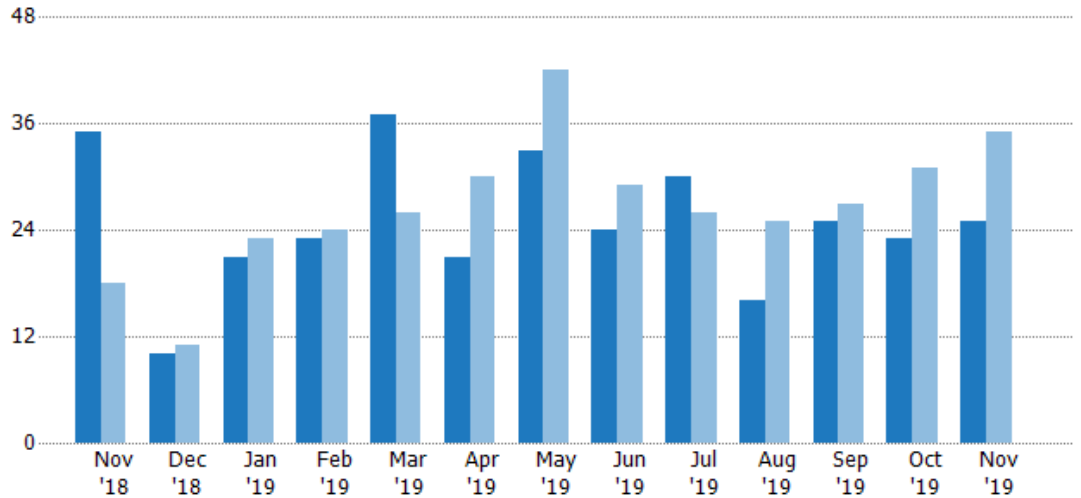
New Listings

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.
Nov '19	25	-28.6%
Nov '18	35	94.4%
Nov '17	18	33.3%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	35	10	21	23	37	21	33	24	30	16	25	23	25
Prior Year	18	11	23	24	26	30	42	29	26	25	27	31	35
Percent Change from Prior Year	94%	-9%	-9%	-4%	42%	-30%	-21%	-17%	15%	-36%	-7%	-26%	-29%

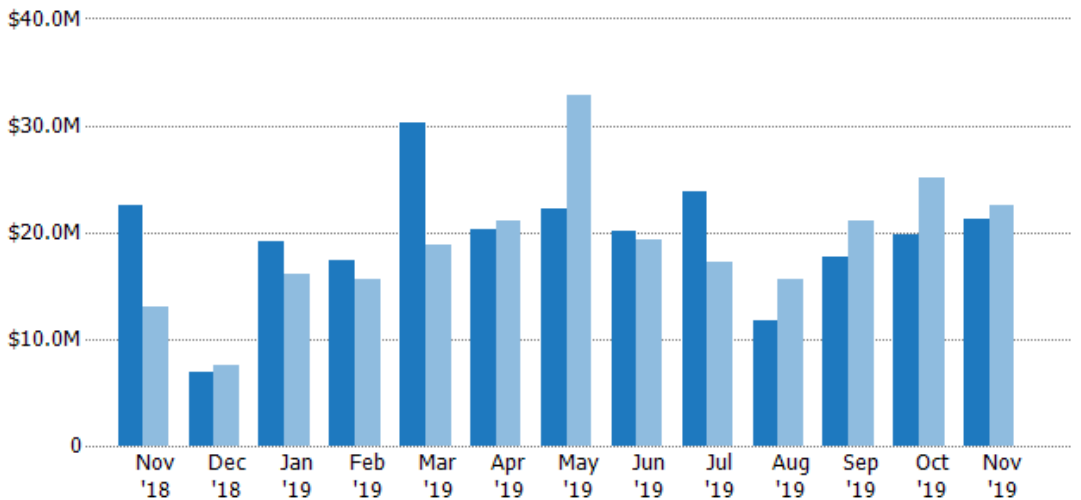
New Listing Volume

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.
Nov '19	\$21.2M	-5.8%
Nov '18	\$22.5M	72.9%
Nov '17	\$13M	16.1%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$22.5M	\$6.86M	\$19.2M	\$17.3M	\$30.2M	\$20.2M	\$22.2M	\$20.1M	\$23.7M	\$11.7M	\$17.7M	\$19.8M	\$21.2M
Prior Year	\$13M	\$7.55M	\$16.1M	\$15.5M	\$18.8M	\$21.1M	\$32.8M	\$19.3M	\$17.3M	\$15.5M	\$21.1M	\$25.1M	\$22.5M
Percent Change from Prior Year	73%	-9%	19%	12%	61%	-4%	-32%	4%	37%	-25%	-16%	-21%	-6%

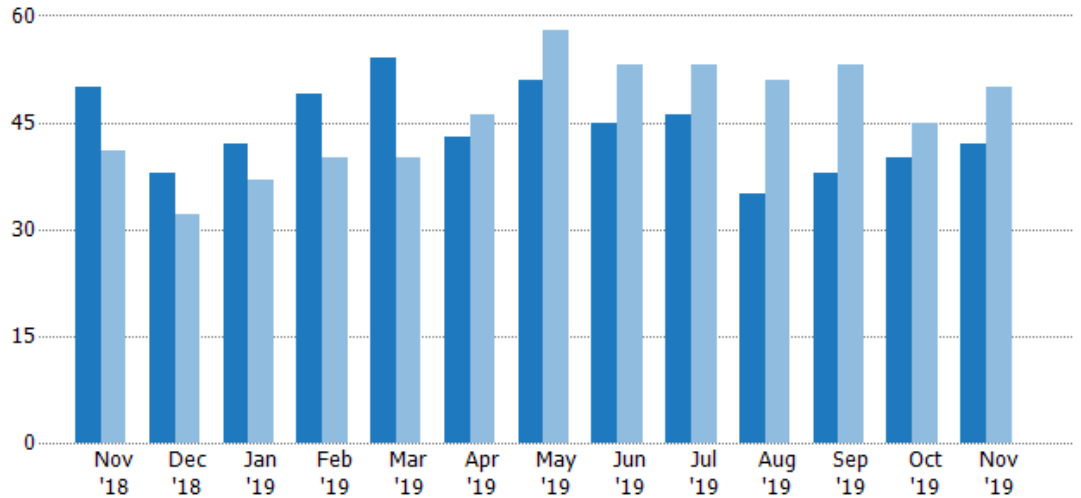
Active Listings

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.
Nov '19	42	-16%
Nov '18	50	22%
Nov '17	41	29.3%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	50	38	42	49	54	43	51	45	46	35	38	40	42
Prior Year	41	32	37	40	40	46	58	53	53	51	53	45	50
Percent Change from Prior Year	22%	19%	14%	23%	35%	-7%	-12%	-15%	-13%	-31%	-28%	-11%	-16%

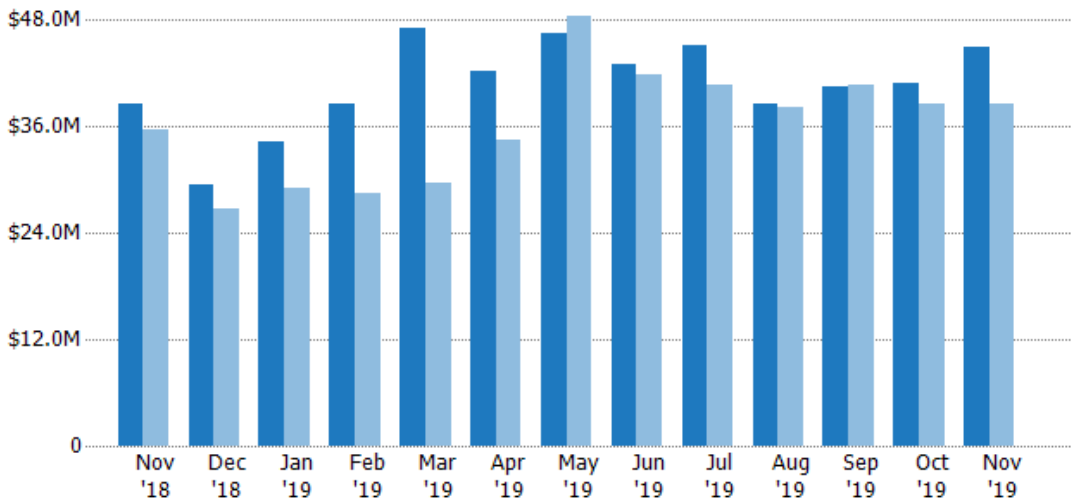
Active Listing Volume

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.
Nov '19	\$45M	16.8%
Nov '18	\$38.5M	7.7%
Nov '17	\$35.7M	7%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$38.5M	\$29.4M	\$34.3M	\$38.6M	\$47.2M	\$42.3M	\$46.5M	\$43.1M	\$45.2M	\$38.5M	\$40.5M	\$40.9M	\$45M
Prior Year	\$35.7M	\$26.7M	\$29M	\$28.5M	\$29.6M	\$34.5M	\$48.5M	\$41.9M	\$40.7M	\$38.2M	\$40.8M	\$38.5M	\$38.5M
Percent Change from Prior Year		8%	10%	18%	35%	59%	22%	-4%	3%	11%	1%	-1%	6%

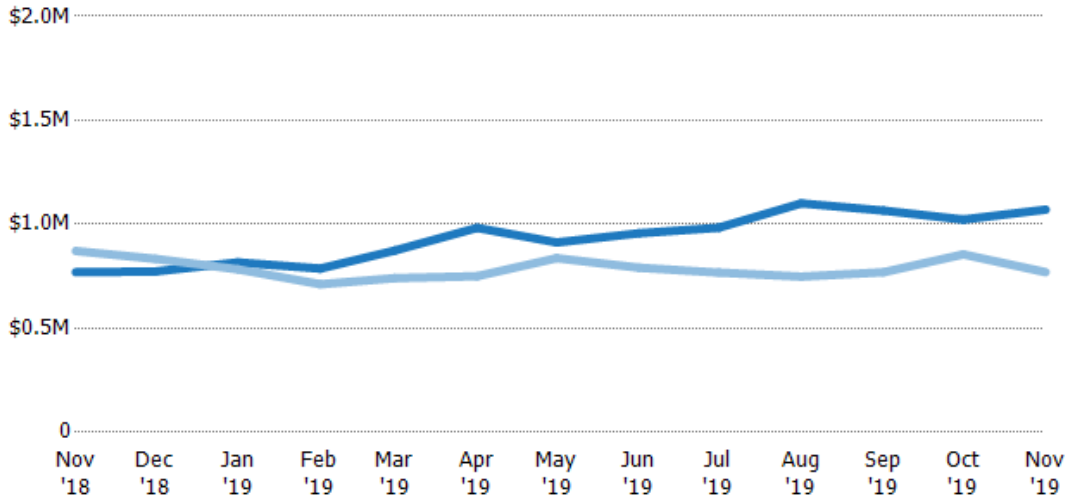
Average Listing Price

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.
Nov '19	\$1.07M	39.1%
Nov '18	\$770K	-11.7%
Nov '17	\$872K	-17.2%



Current Year	\$770K	\$773K	\$817K	\$787K	\$874K	\$983K	\$913K	\$957K	\$984K	\$1.1M	\$1.07M	\$1.02M	\$1.07M
Prior Year	\$872K	\$834K	\$783K	\$712K	\$741K	\$750K	\$837K	\$791K	\$768K	\$748K	\$770K	\$855K	\$770K
Percent Change from Prior Year	-12%	-7%	4%	11%	18%	31%	9%	21%	28%	47%	39%	20%	39%

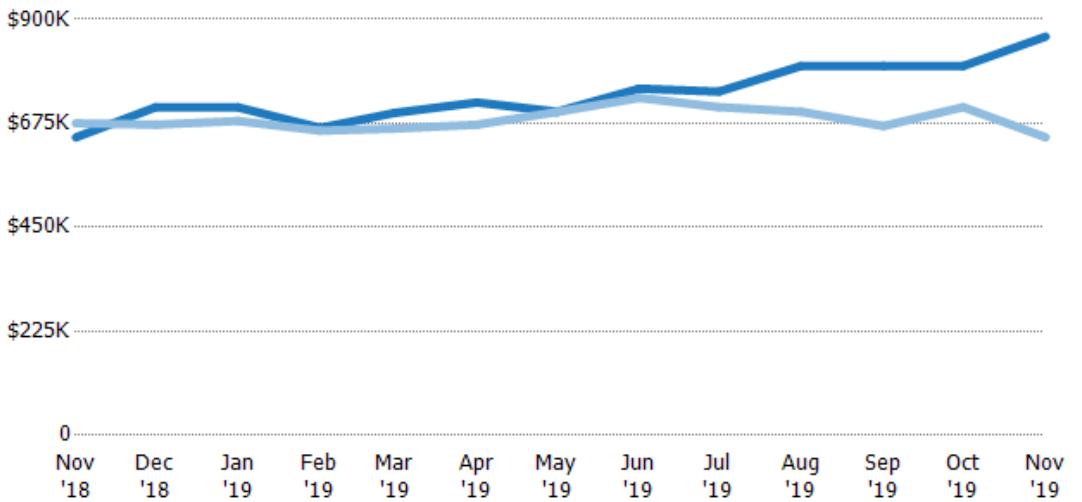
Median Listing Price

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.
Nov '19	\$862K	33.8%
Nov '18	\$645K	-4.5%
Nov '17	\$675K	-3.9%



Current Year	\$645K	\$710K	\$710K	\$665K	\$697K	\$720K	\$700K	\$750K	\$744K	\$799K	\$799K	\$799K	\$862K
Prior Year	\$675K	\$672K	\$680K	\$659K	\$664K	\$672K	\$699K	\$730K	\$710K	\$700K	\$669K	\$710K	\$645K
Percent Change from Prior Year	-5%	6%	4%	1%	5%	7%	0%	3%	5%	14%	19%	13%	34%

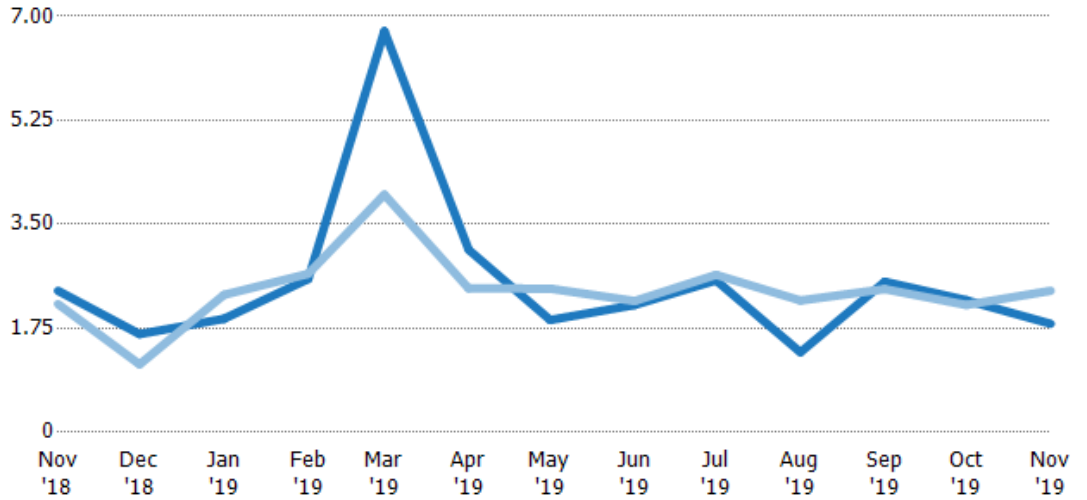
Months of Inventory

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.
Nov '19	1.83	-23.3%
Nov '18	2.38	10.3%
Nov '17	2.16	11.6%



Current Year	2.38	1.65	1.91	2.58	6.75	3.07	1.89	2.14	2.56	1.35	2.53	2.22	1.83
Prior Year	2.16	1.14	2.31	2.67	4	2.42	2.42	2.21	2.65	2.22	2.41	2.14	2.38
Percent Change from Prior Year	10%	45%	-17%	-3%	69%	27%	-22%	-3%	-4%	-39%	5%	4%	-23%

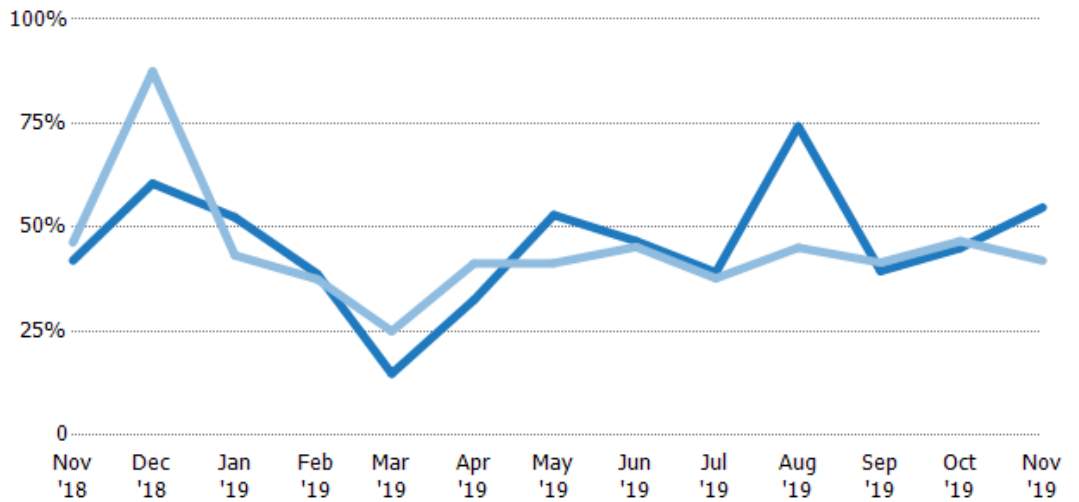
Absorption Rate

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.
Nov '19	55%	-12.8%
Nov '18	42%	4.3%
Nov '17	46%	-10.4%



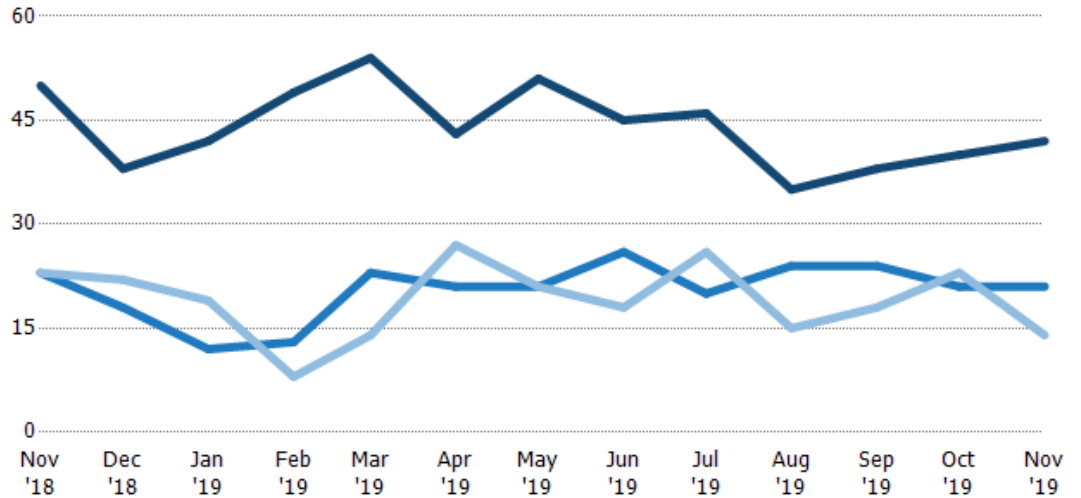
Current Year	42%	61%	52%	39%	15%	33%	53%	47%	39%	74%	39%	45%	55%
Prior Year	46%	88%	43%	38%	25%	41%	41%	45%	38%	45%	42%	47%	42%
Change from Prior Year	4%	27%	-9%	-1%	10%	9%	-12%	-1%	-1%	-29%	2%	2%	-13%

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



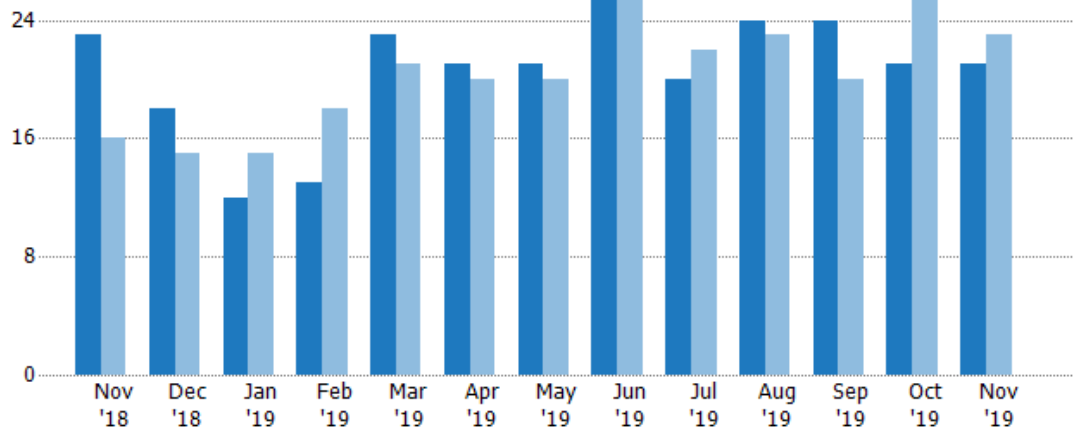
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	50	38	42	49	54	43	51	45	46	35	38	40	42
Pending	23	18	12	13	23	21	21	26	20	24	24	21	21
Sold	23	22	19	8	14	27	21	18	26	15	18	23	14

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.
Nov '19	21	-8.7%
Nov '18	23	43.8%
Nov '17	16	37.5%

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	23	18	12	13	23	21	21	26	20	24	24	21	21
Prior Year	16	15	15	18	21	20	20	26	22	23	20	26	23
Percent Change from Prior Year	44%	20%	-20%	-28%	10%	5%	5%	0%	-9%	4%	20%	-19%	-9%

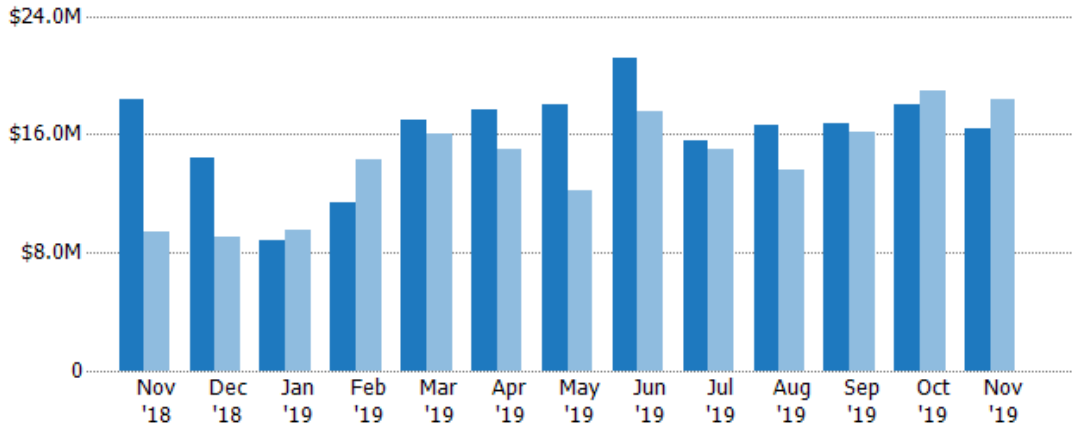
Pending Sales Volume

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.
Nov '19	\$16.3M	-10.8%
Nov '18	\$18.3M	94.3%
Nov '17	\$9.43M	63.8%



Current Year	\$18.3M	\$14.4M	\$8.78M	\$11.4M	\$16.9M	\$17.7M	\$18M	\$21.1M	\$15.6M	\$16.6M	\$16.7M	\$18M	\$16.3M
Prior Year	\$9.43M	\$9.08M	\$9.57M	\$14.3M	\$16M	\$15M	\$12.2M	\$17.6M	\$15M	\$13.7M	\$16.2M	\$19M	\$18.3M
Percent Change from Prior Year	94%	58%	-8%	-21%	6%	18%	47%	20%	4%	22%	4%	-5%	-11%

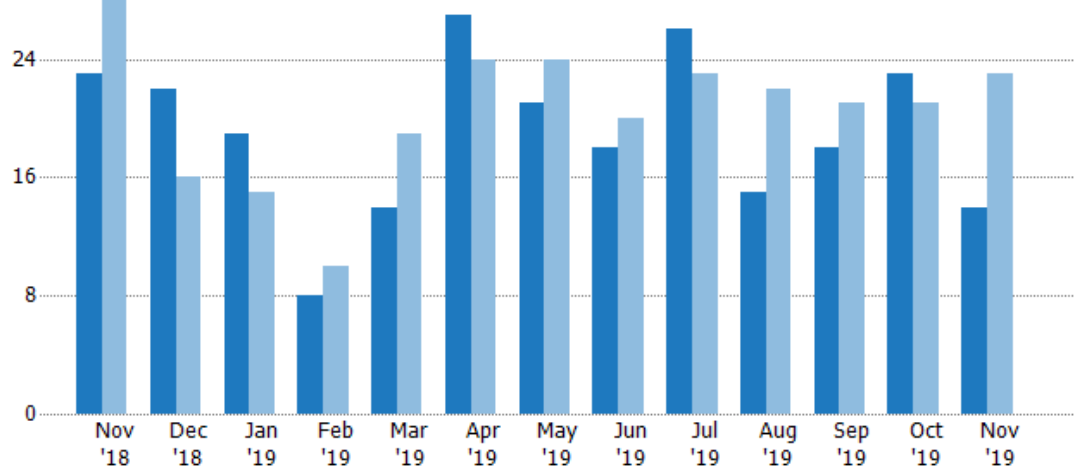
Closed Sales

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.
Nov '19	14	-39.1%
Nov '18	23	-17.9%
Nov '17	28	-14.3%



Current Year	23	22	19	8	14	27	21	18	26	15	18	23	14
Prior Year	28	16	15	10	19	24	24	20	23	22	21	21	23
Percent Change from Prior Year	-18%	38%	27%	-20%	-26%	13%	-13%	-10%	13%	-32%	-14%	10%	-39%

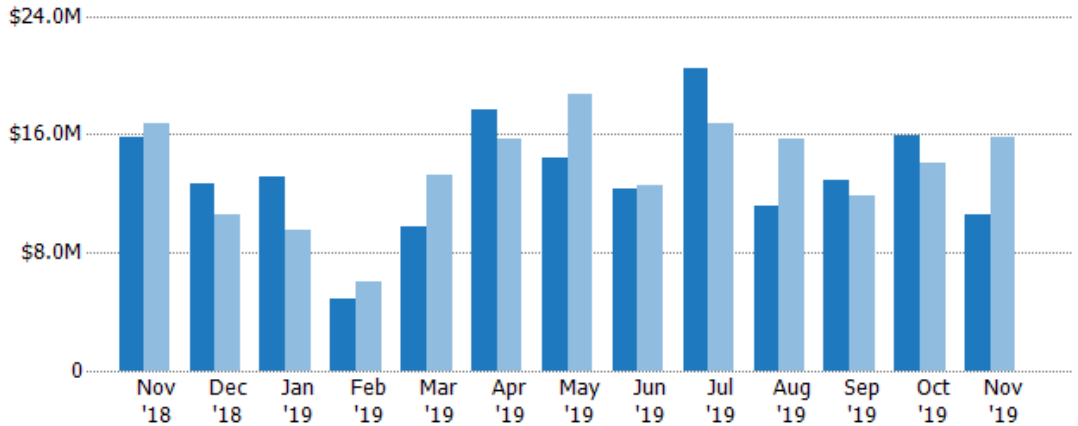
Closed Sales Volume

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.
Nov '19	\$10.5M	-33.5%
Nov '18	\$15.8M	-5.7%
Nov '17	\$16.8M	-19.2%



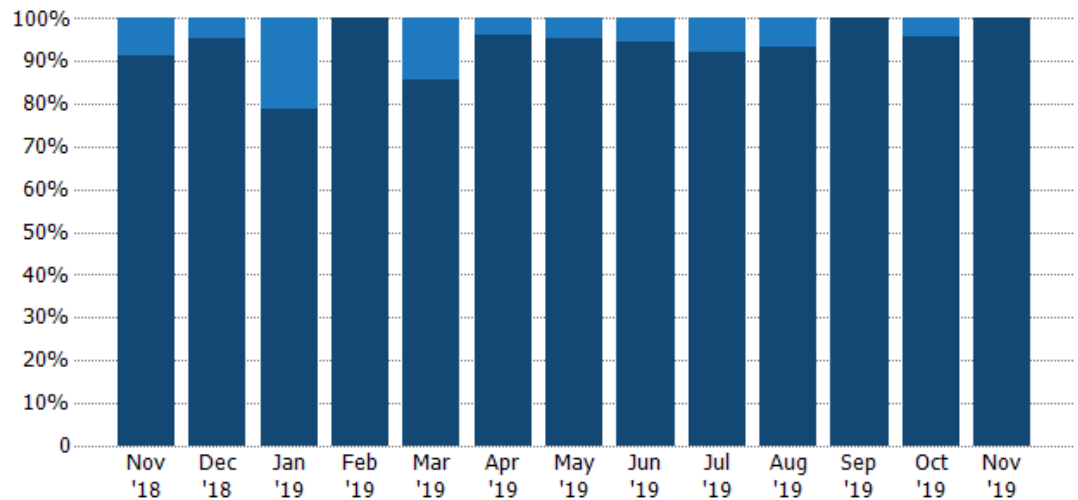
Current Year	\$15.8M	\$12.6M	\$13.1M	\$4.84M	\$9.71M	\$17.6M	\$14.4M	\$12.3M	\$20.5M	\$11.2M	\$12.9M	\$15.9M	\$10.5M
Prior Year	\$16.8M	\$10.6M	\$9.58M	\$6.05M	\$13.2M	\$15.6M	\$18.7M	\$12.5M	\$16.7M	\$15.7M	\$11.9M	\$14.1M	\$15.8M
Percent Change from Prior Year	-6%	19%	37%	-20%	-26%	13%	-23%	-2%	23%	-29%	9%	13%	-34%

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%	21%	-	14%	4%	5%	6%	8%	7%	-	4%	-
Single Family Residence	91%	95%	79%	100%	86%	96%	95%	94%	92%	93%	100%	96%	100%

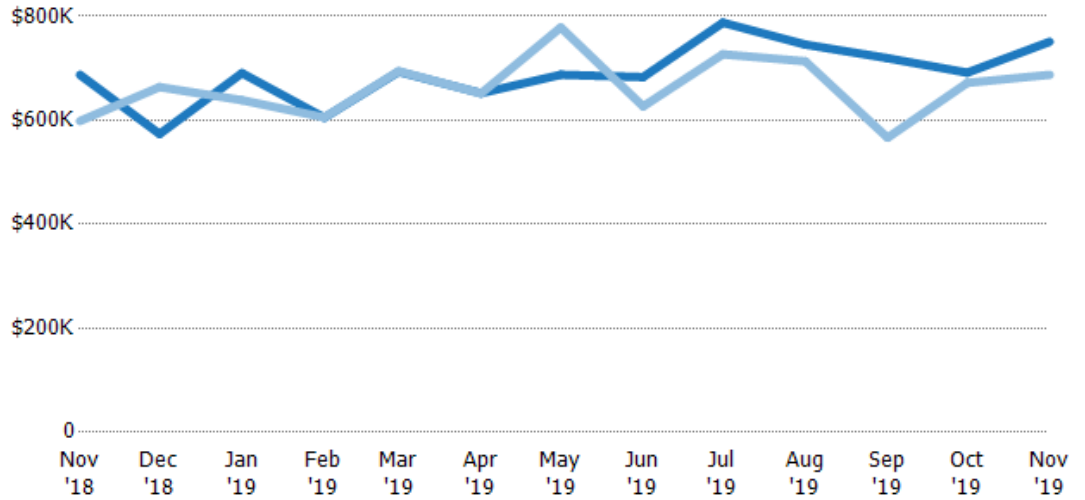
Average Sales Price

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.
Nov '19	\$751K	9.2%
Nov '18	\$687K	14.8%
Nov '17	\$599K	-5.7%



Current Year	\$687K	\$574K	\$691K	\$605K	\$693K	\$652K	\$688K	\$683K	\$788K	\$746K	\$719K	\$692K	\$751K
Prior Year	\$599K	\$664K	\$639K	\$605K	\$695K	\$652K	\$779K	\$627K	\$727K	\$714K	\$566K	\$672K	\$687K
Percent Change from Prior Year	15%	-14%	8%	0%	0%	0%	-12%	9%	8%	5%	27%	3%	9%

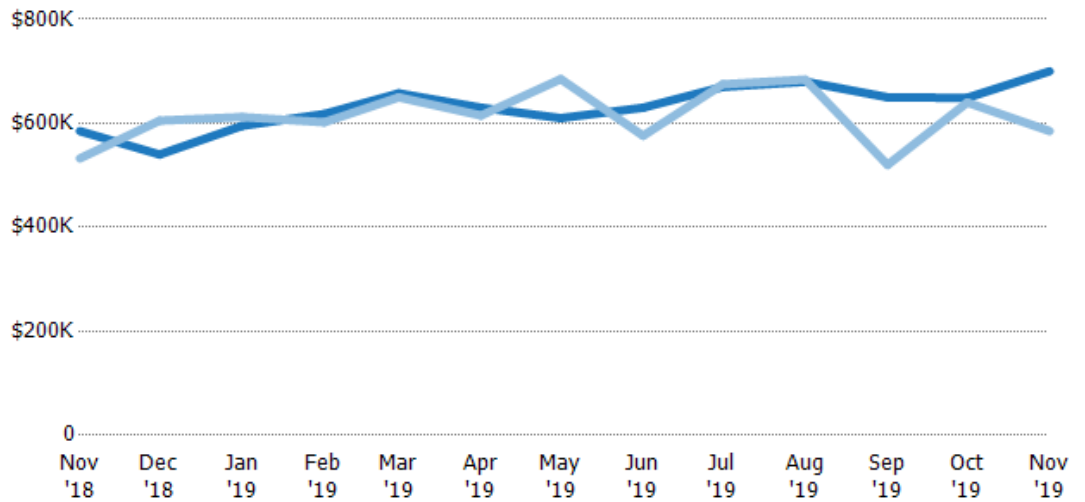
Median Sales Price

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.
Nov '19	\$700K	19.7%
Nov '18	\$585K	9.9%
Nov '17	\$533K	3.2%



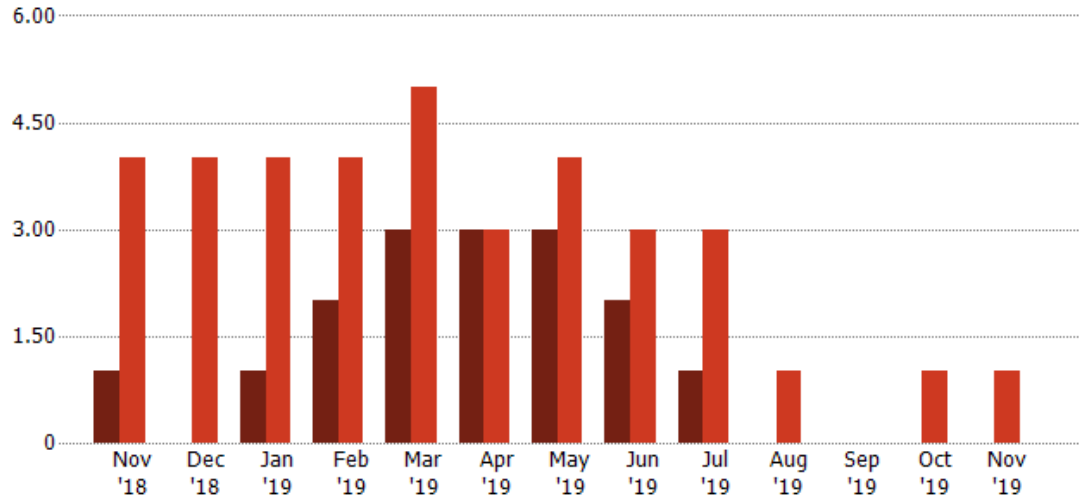
Current Year	\$585K	\$540K	\$595K	\$618K	\$658K	\$630K	\$610K	\$630K	\$670K	\$680K	\$650K	\$649K	\$700K
Prior Year	\$533K	\$605K	\$612K	\$602K	\$650K	\$615K	\$685K	\$576K	\$675K	\$684K	\$520K	\$640K	\$585K
Percent Change from Prior Year	10%	-11%	-3%	3%	1%	2%	-11%	9%	-1%	-1%	25%	1%	20%

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



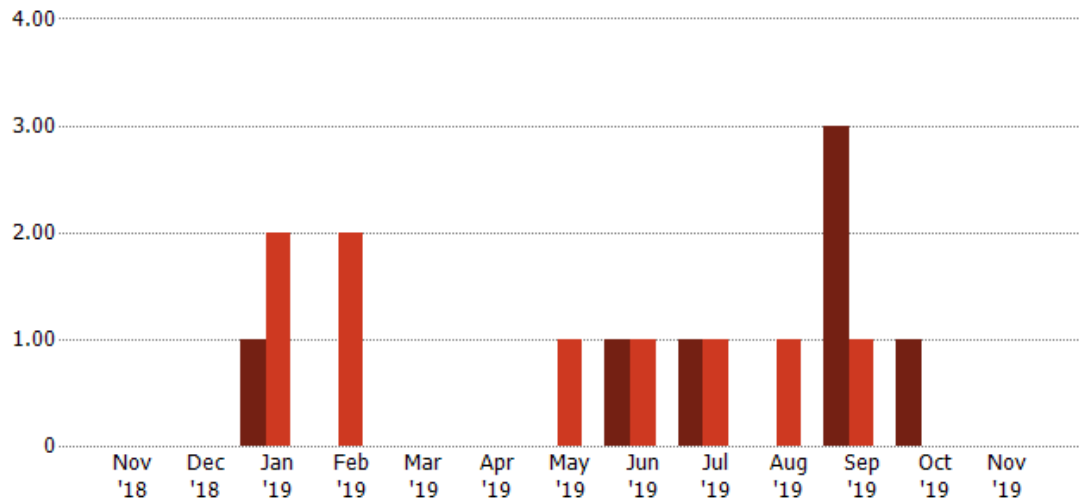
Current Year	1	-	1	2	3	3	3	2	1	-	-	-	-
Prior Year	4	4	4	4	5	3	4	3	3	1	-	1	1
Percent Change from Prior Year	-75%	-100%	-75%	-50%	-40%	0%	-25%	-33%	-67%	-100%	-	-100%	-100%

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	-	-	2	2	-	-	1	1	1	1	1	-	-
Percent Change from Prior Year	-	-	-50%	-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: 12/09/2019

Scheduled: No

Report Date Range: From 11/2018 To: 11/2019

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 11/2019 data

Listing Activity by ZIP

Listing Activity by Metro Area

Sales Activity by ZIP

Sales Activity by Metro Area