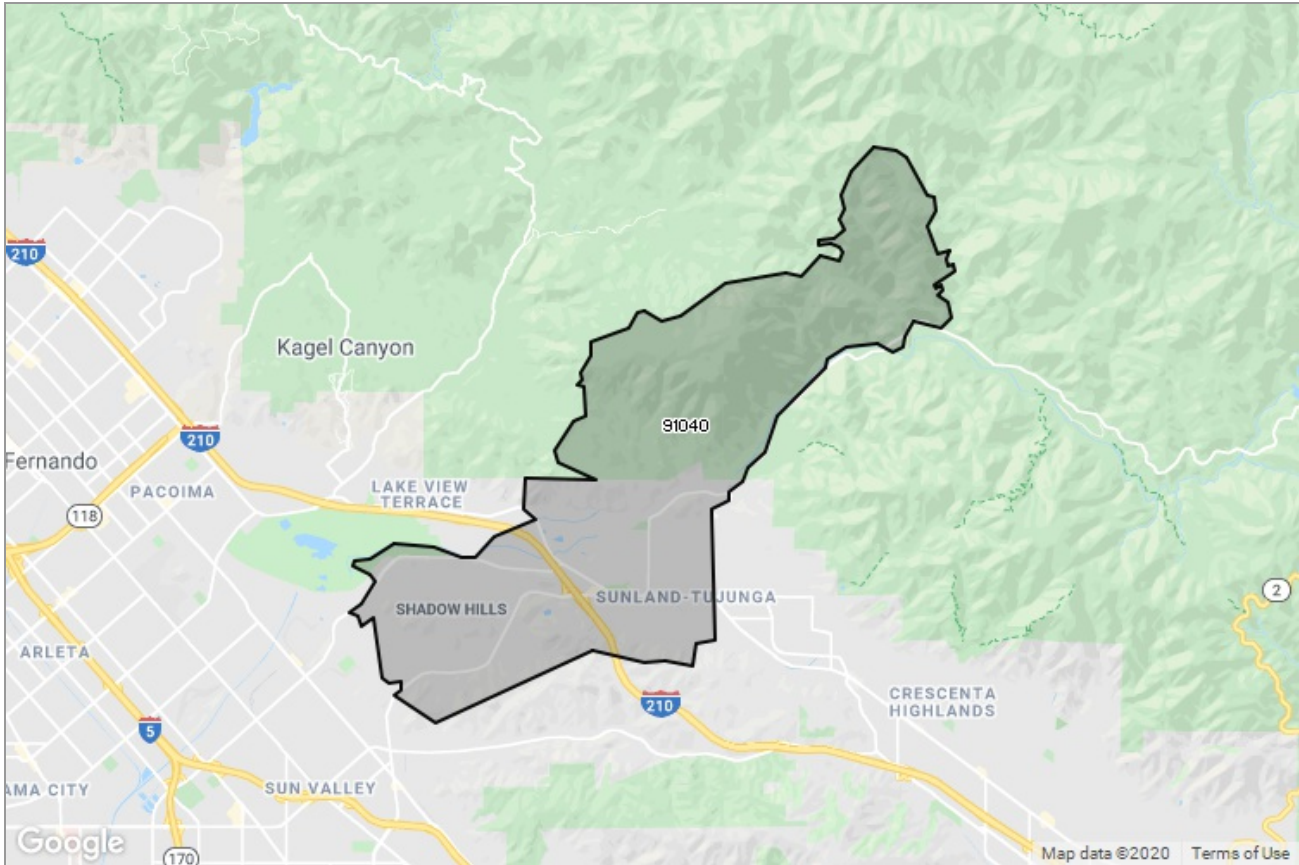




PASADENA-FOOTHILLS
ASSOCIATION OF REALTORS®

MARKET DATA REPORT

Sunland



Report Characteristics

Report Name:
Sunland

Report Date Range:
1/2019 – 1/2020

Filters Used:
MLS, Property Type, Location

Avg/Med: Both

Run Date: 02/10/2020

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	Jan 2020	Jan 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	23	22	+4.5%	316	348	-9.2%
New Listing Volume	\$18,587,450	\$20,454,377	-9.1%	\$256,295,020	\$253,851,890	+1%
Active Listing Count	36	44	-18.2%	N/A	N/A	
Active Listing Volume	\$37,247,249	\$38,523,964	-3.3%	N/A	N/A	
Average Listing Price	\$1,034,646	\$875,545	+18.2%	\$966,750	\$825,931	+17%
Median Listing Price	\$825,000	\$714,475	+15.5%	\$757,892	\$697,044	+8.7%
Months of Inventory	1.4	2	-28%	2	2.9	-31.8%
Absorption Rate	69.44%	50%	+19.4%	50%	34.09%	+15.9%
Sales Activity Charts Metrics						
Pending Sales Count	16	12	+33.3%	N/A	N/A	
Pending Sales Volume	\$13,549,687	\$8,783,288	+54.3%	N/A	N/A	
Closed Sales Count	8	18	-55.6%	237	262	-9.5%
Closed Sales Volume	\$7,857,000	\$12,685,750	-38.1%	\$169,039,629	\$175,228,292	-3.5%
Average Sales Price	\$982,125	\$704,764	+39.4%	\$713,247	\$668,810	+6.6%
Median Sales Price	\$806,500	\$597,500	+35%	\$652,789	\$615,620	+6%
Distressed Charts Metrics						
Distressed Listing Count	1	1	+/-	N/A	N/A	

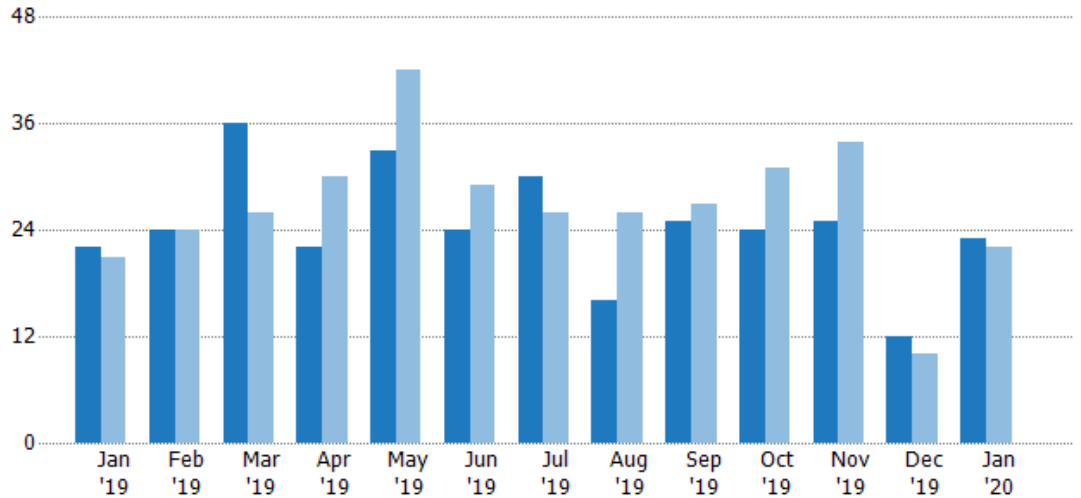
New Listings

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.
Jan '20	23	4.5%
Jan '19	22	4.8%
Jan '18	21	4.8%



Current Year	22	24	36	22	33	24	30	16	25	24	25	12	23
Prior Year	21	24	26	30	42	29	26	26	27	31	34	10	22
Percent Change from Prior Year	5%	0%	38%	-27%	-21%	-17%	15%	-38%	-7%	-23%	-26%	20%	5%

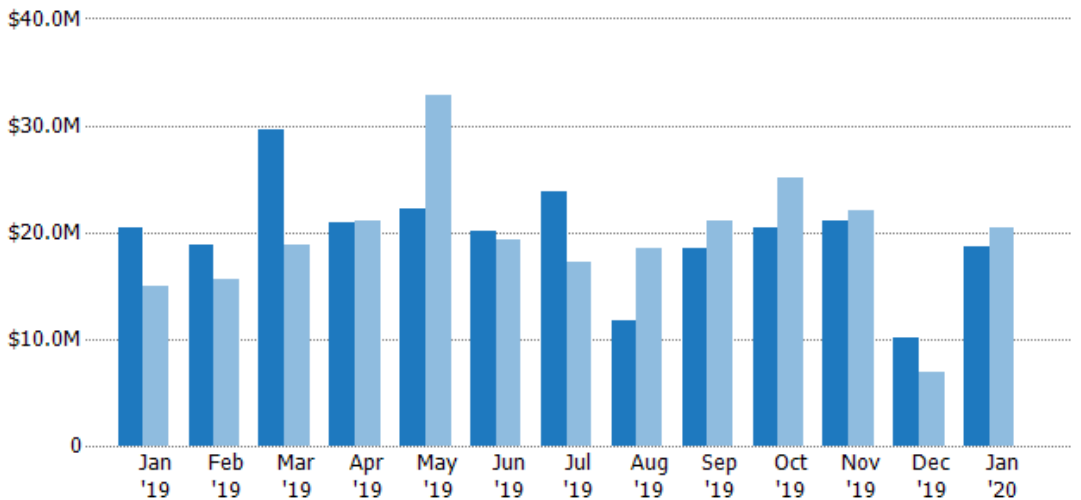
New Listing Volume

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.
Jan '20	\$18.6M	-9.1%
Jan '19	\$20.5M	36.3%
Jan '18	\$15M	7.6%



Current Year	\$20.5M	\$18.8M	\$29.6M	\$21M	\$22.2M	\$20.1M	\$23.8M	\$11.7M	\$18.6M	\$20.4M	\$21.1M	\$10.1M	\$18.6M
Prior Year	\$15M	\$15.5M	\$18.8M	\$21.1M	\$32.8M	\$19.3M	\$17.3M	\$18.5M	\$21.1M	\$25.1M	\$22.1M	\$6.86M	\$20.5M
Percent Change from Prior Year	36%	21%	58%	0%	-32%	4%	38%	-37%	-12%	-19%	-4%	47%	-9%

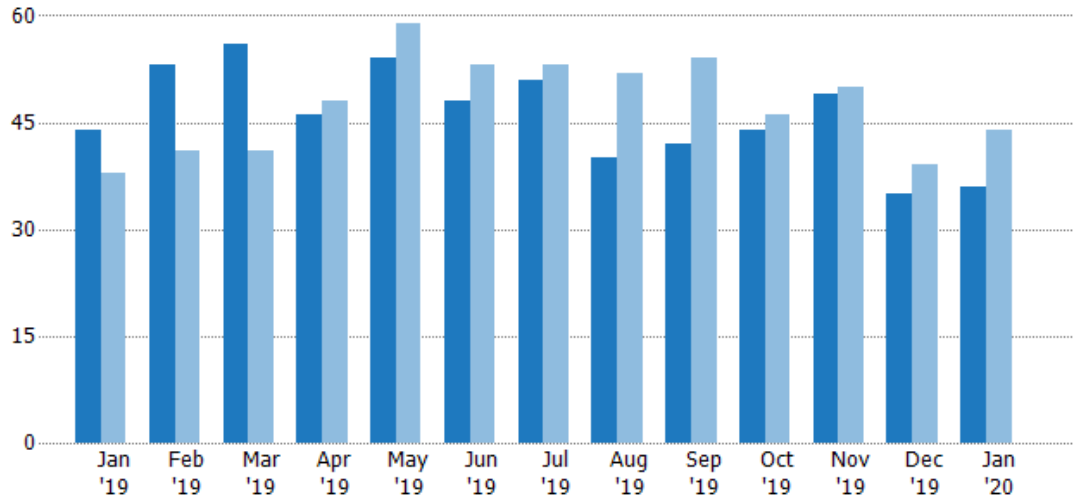
Active Listings

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.
Jan '20	36	-18.2%
Jan '19	44	15.8%
Jan '18	38	7.9%



Current Year	44	53	56	46	54	48	51	40	42	44	49	35	36
Prior Year	38	41	41	48	59	53	53	52	54	46	50	39	44
Percent Change from Prior Year	16%	29%	37%	-4%	-8%	-9%	-4%	-23%	-22%	-4%	-2%	-10%	-18%

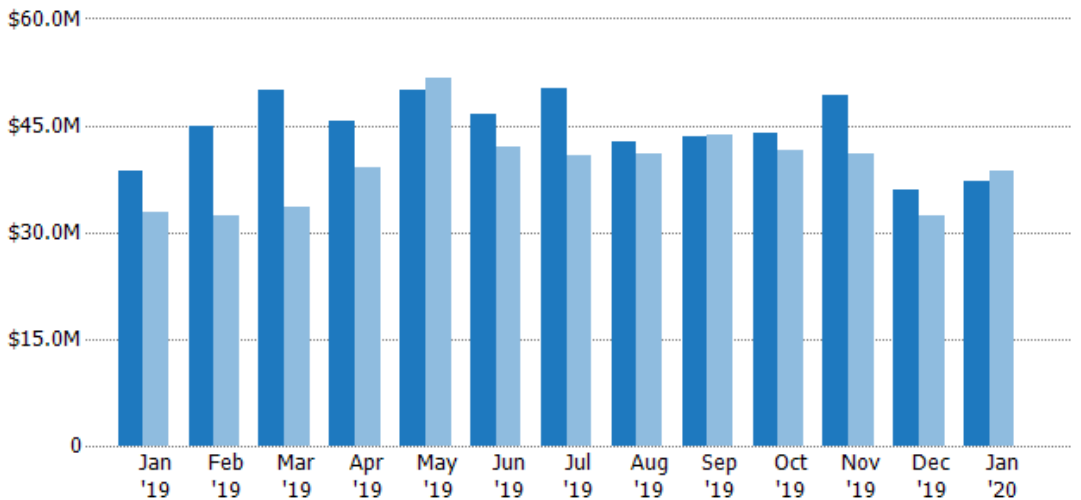
Active Listing Volume

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.
Jan '20	\$37.2M	-3.3%
Jan '19	\$38.5M	17%
Jan '18	\$32.9M	-2.8%



Current Year	\$38.5M	\$45M	\$50M	\$45.7M	\$50M	\$46.5M	\$50.2M	\$42.7M	\$43.4M	\$43.8M	\$49.2M	\$36M	\$37.2M
Prior Year	\$32.9M	\$32.4M	\$33.6M	\$39.2M	\$51.5M	\$41.9M	\$40.7M	\$41.1M	\$43.7M	\$41.4M	\$41M	\$32.3M	\$38.5M
Percent Change from Prior Year	17%	39%	49%	17%	-3%	11%	23%	4%	-1%	6%	20%	11%	-3%

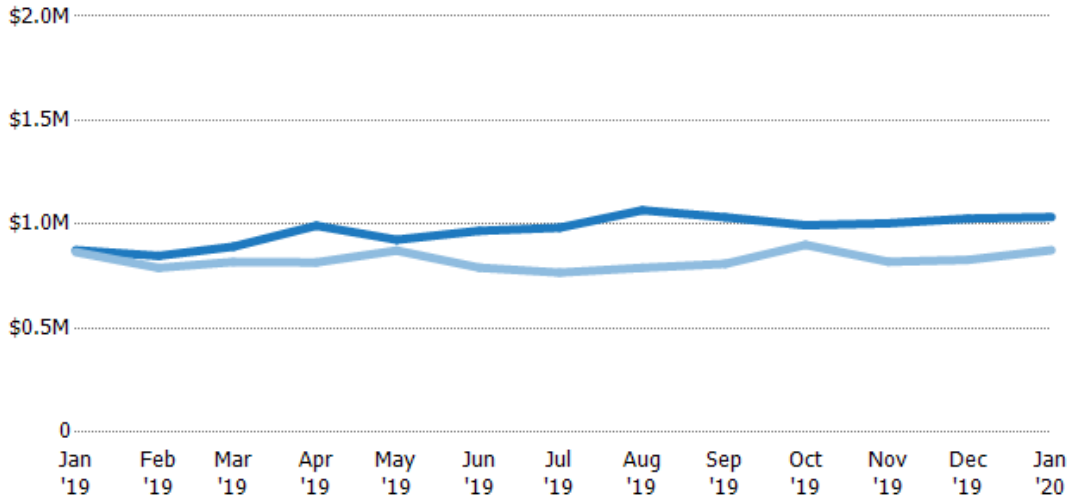
Average Listing Price

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.
Jan '20	\$1.03M	18.2%
Jan '19	\$876K	1.1%
Jan '18	\$866K	-9.9%



Current Year	\$876K	\$848K	\$893K	\$993K	\$926K	\$969K	\$984K	\$1.07M	\$1.03M	\$995K	\$1M	\$1.03M	\$1.03M
Prior Year	\$866K	\$790K	\$819K	\$817K	\$874K	\$791K	\$768K	\$791K	\$810K	\$901K	\$820K	\$829K	\$876K
Percent Change from Prior Year	1%	7%	9%	22%	6%	22%	28%	35%	28%	10%	23%	24%	18%

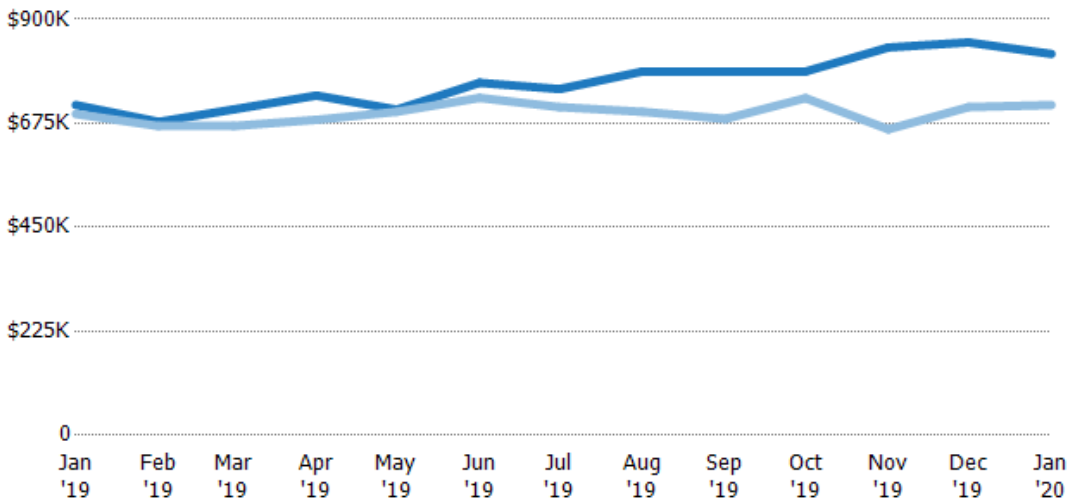
Median Listing Price

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.
Jan '20	\$825K	15.5%
Jan '19	\$714K	2.8%
Jan '18	\$695K	-0.8%



Current Year	\$714K	\$678K	\$705K	\$735K	\$705K	\$763K	\$749K	\$787K	\$787K	\$787K	\$839K	\$850K	\$825K
Prior Year	\$695K	\$669K	\$669K	\$683K	\$700K	\$730K	\$710K	\$700K	\$684K	\$729K	\$662K	\$710K	\$714K
Percent Change from Prior Year	3%	1%	5%	8%	1%	4%	6%	12%	15%	8%	27%	20%	15%

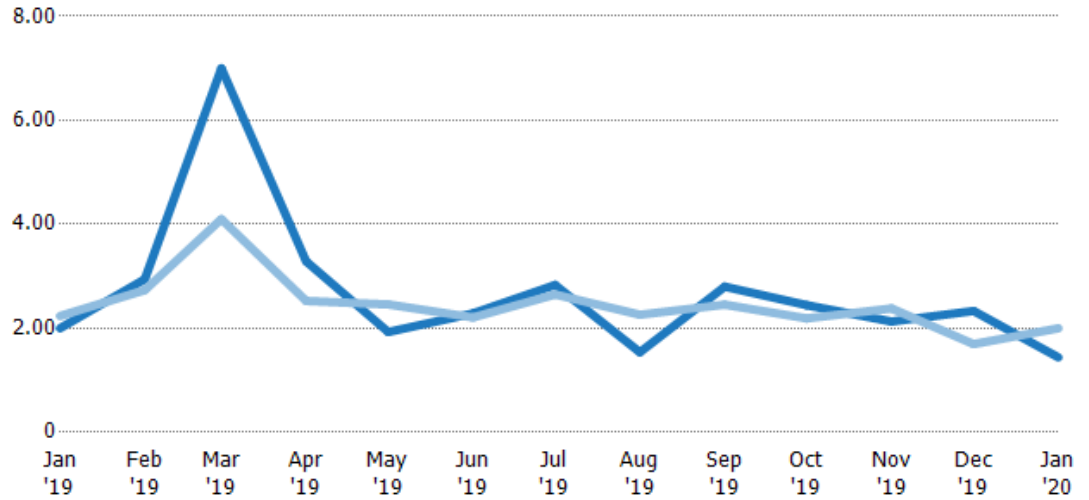
Months of Inventory

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.
Jan '20	1.44	-28%
Jan '19	2	-10.5%
Jan '18	2.24	-12.7%



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	2	2.94	7	3.29	1.93	2.29	2.83	1.54	2.8	2.44	2.13	2.33	1.44
Prior Year	2.24	2.73	4.1	2.53	2.46	2.21	2.65	2.26	2.45	2.19	2.38	1.7	2
Percent Change from Prior Year	-11%	8%	71%	30%	-22%	4%	7%	-32%	14%	12%	-11%	38%	-28%

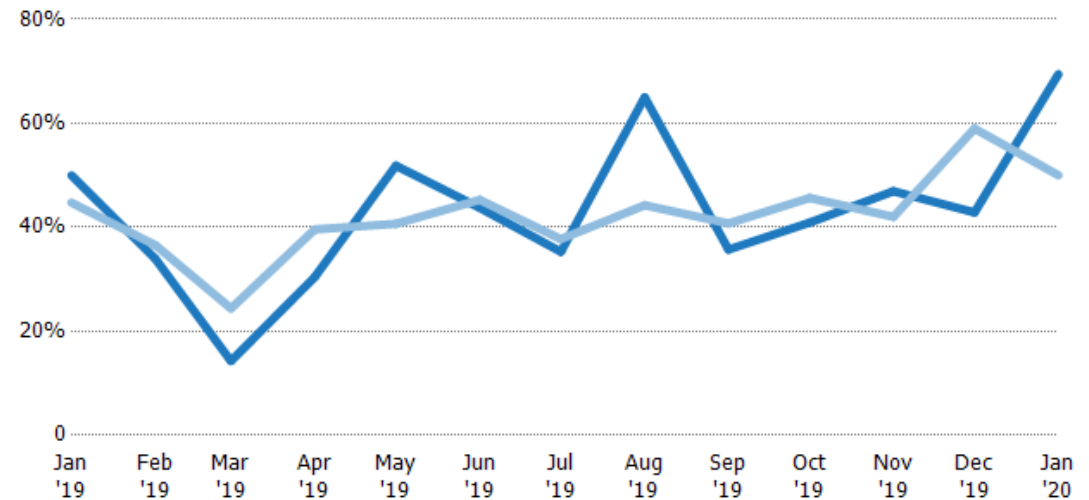
Absorption Rate

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.
Jan '20	69%	-19.4%
Jan '19	50%	-5.3%
Jan '18	45%	14.5%



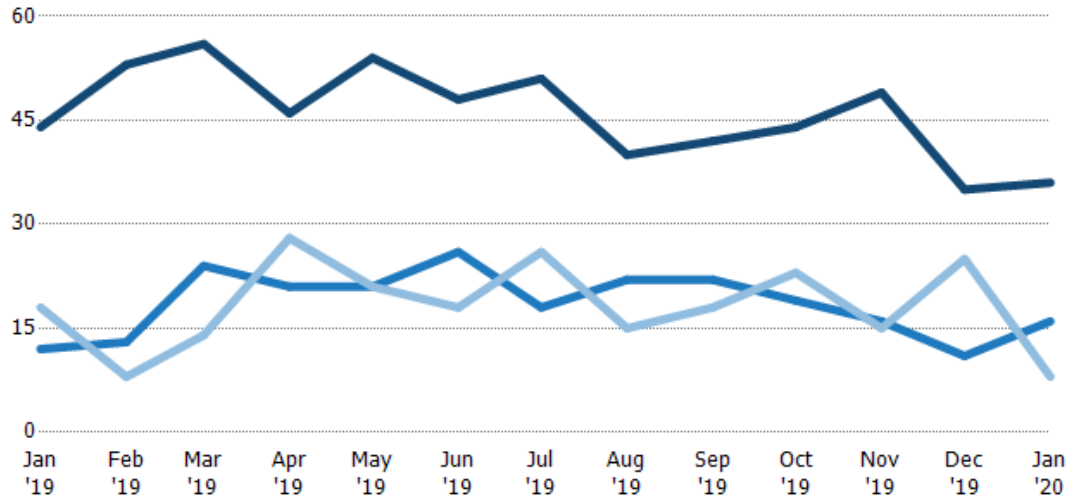
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	50%	34%	14%	30%	52%	44%	35%	65%	36%	41%	47%	43%	69%
Prior Year	45%	37%	24%	40%	41%	45%	38%	44%	41%	46%	42%	59%	50%
Change from Prior Year	-5%	3%	10%	9%	-11%	2%	2%	-21%	5%	5%	-5%	16%	-19%

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



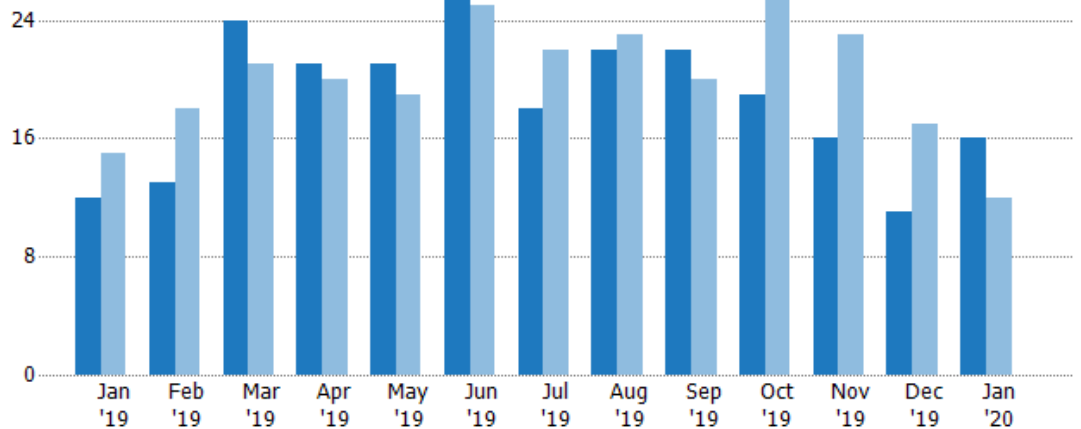
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Active	44	53	56	46	54	48	51	40	42	44	49	35	36
Pending	12	13	24	21	21	26	18	22	22	19	16	11	16
Sold	18	8	14	28	21	18	26	15	18	23	15	25	8

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.
Jan '20	16	33.3%
Jan '19	12	-20%
Jan '18	15	33.3%

	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	12	13	24	21	21	26	18	22	22	19	16	11	16
Prior Year	15	18	21	20	19	25	22	23	20	26	23	17	12
Percent Change from Prior Year	-20%	-28%	14%	5%	11%	4%	-18%	-4%	10%	-27%	-30%	-35%	33%

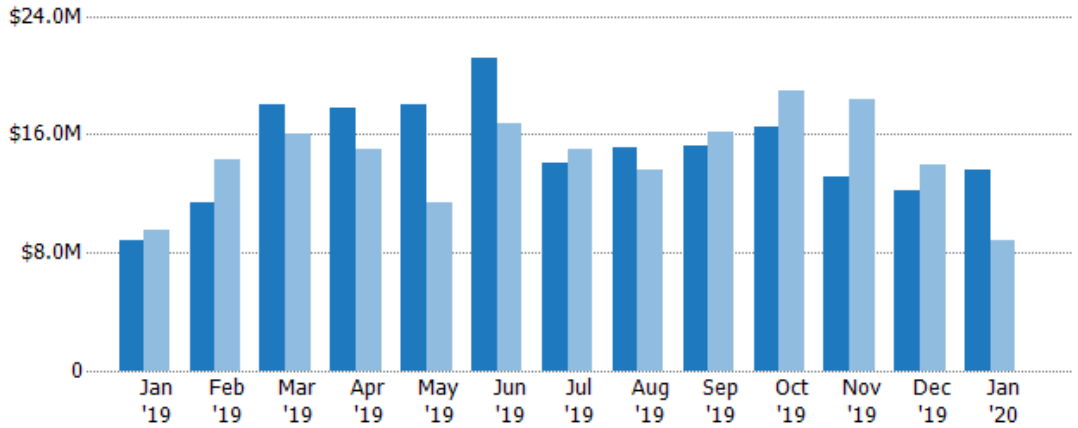
Pending Sales Volume

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.
Jan '20	\$13.5M	54.3%
Jan '19	\$8.78M	-8.2%
Jan '18	\$9.57M	49%



Current Year	\$8.78M	\$11.4M	\$18M	\$17.8M	\$18M	\$21.1M	\$14.1M	\$15.1M	\$15.2M	\$16.5M	\$13.1M	\$12.2M	\$13.5M
Prior Year	\$9.57M	\$14.3M	\$16M	\$15M	\$11.4M	\$16.8M	\$15M	\$13.7M	\$16.2M	\$19M	\$18.3M	\$13.9M	\$8.78M
Percent Change from Prior Year	-8%	-21%	13%	19%	58%	26%	-6%	11%	-6%	-13%	-29%	-12%	54%

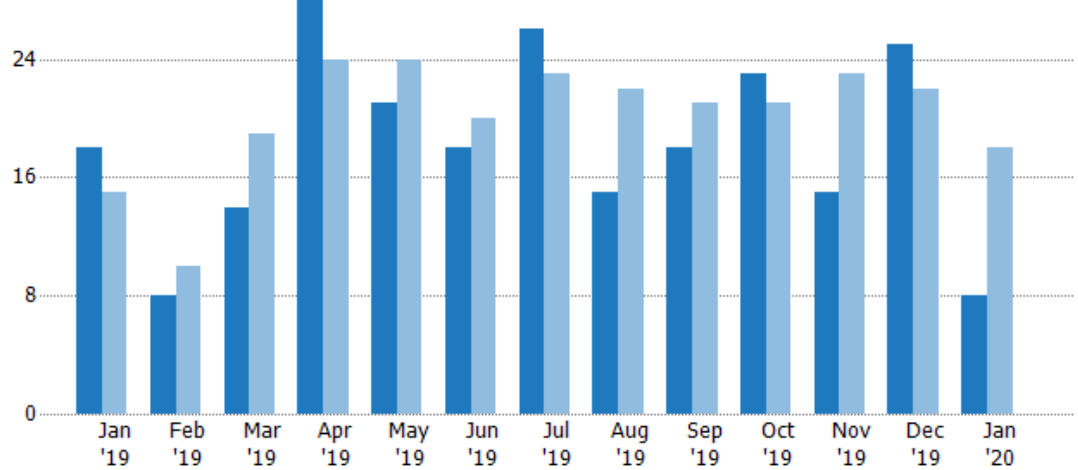
Closed Sales

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.
Jan '20	8	-55.6%
Jan '19	18	20%
Jan '18	15	6.7%



Current Year	18	8	14	28	21	18	26	15	18	23	15	25	8
Prior Year	15	10	19	24	24	20	23	22	21	21	23	22	18
Percent Change from Prior Year	20%	-20%	-26%	17%	-13%	-10%	13%	-32%	-14%	10%	-35%	14%	-56%

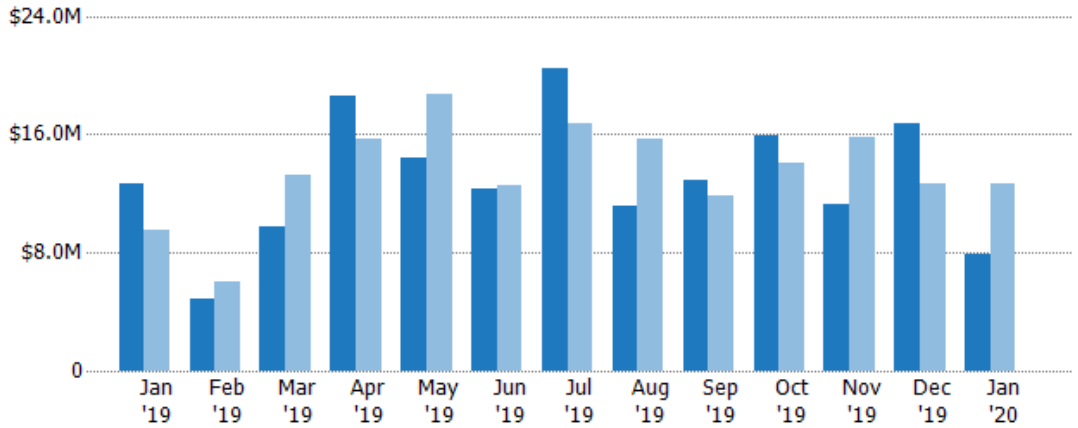
Closed Sales Volume

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.
Jan '20	\$7.86M	-38.1%
Jan '19	\$12.7M	32.4%
Jan '18	\$9.58M	5.1%



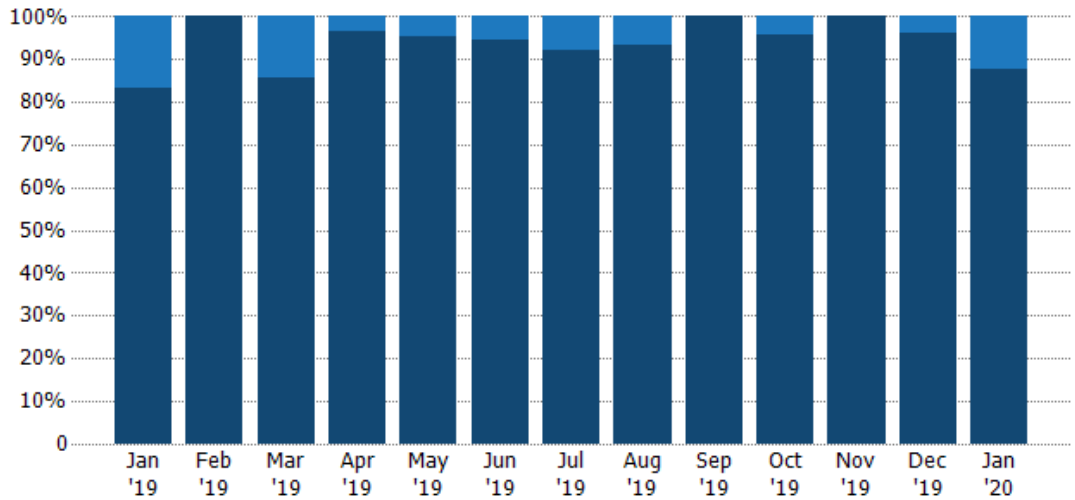
Current Year	\$12.7M	\$4.84M	\$9.71M	\$18.6M	\$14.4M	\$12.3M	\$20.5M	\$11.2M	\$12.9M	\$15.9M	\$11.3M	\$16.8M	\$7.86M
Prior Year	\$9.58M	\$6.05M	\$13.2M	\$15.6M	\$18.7M	\$12.5M	\$16.7M	\$15.7M	\$11.9M	\$14.1M	\$15.8M	\$12.6M	\$12.7M
Percent Change from Prior Year	32%	-20%	-26%	19%	-23%	-2%	23%	-29%	9%	13%	-29%	33%	-38%

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



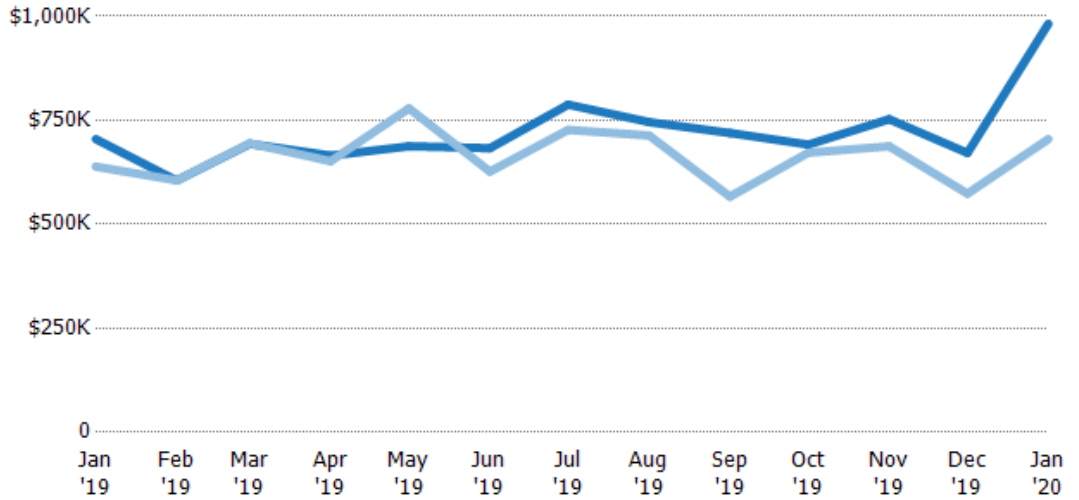
Condo/Townhouse	17%	-	14%	4%	5%	6%	8%	7%	-	4%	-	4%	13%
Single Family Residence	83%	100%	86%	96%	95%	94%	92%	93%	100%	96%	100%	96%	88%

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



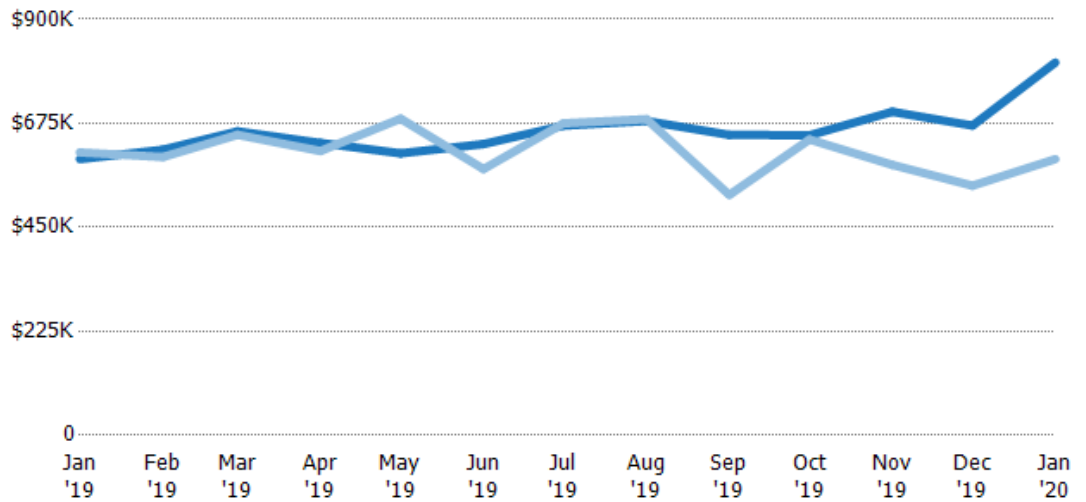
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Jan '19	\$705K	\$639K	10%
Feb '19	\$605K	\$605K	0%
Mar '19	\$693K	\$695K	0%
Apr '19	\$665K	\$652K	2%
May '19	\$688K	\$779K	-12%
Jun '19	\$683K	\$627K	9%
Jul '19	\$788K	\$727K	8%
Aug '19	\$746K	\$714K	5%
Sep '19	\$719K	\$566K	27%
Oct '19	\$692K	\$672K	3%
Nov '19	\$753K	\$687K	9%
Dec '19	\$671K	\$574K	17%
Jan '20	\$982K	\$705K	39%

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



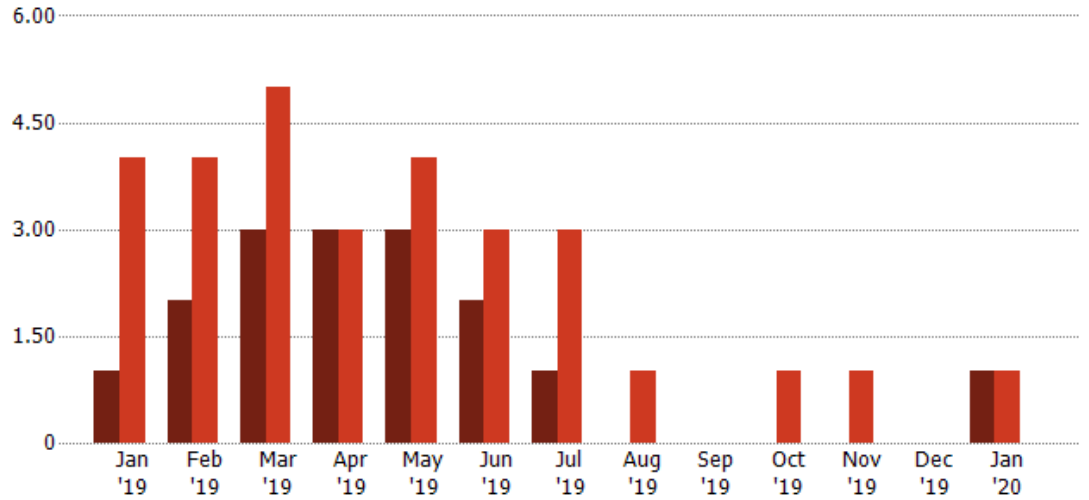
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Jan '19	\$598K	\$612K	-2%
Feb '19	\$618K	\$602K	3%
Mar '19	\$658K	\$650K	1%
Apr '19	\$633K	\$615K	3%
May '19	\$610K	\$685K	-11%
Jun '19	\$630K	\$576K	9%
Jul '19	\$670K	\$675K	-1%
Aug '19	\$680K	\$684K	-1%
Sep '19	\$650K	\$520K	25%
Oct '19	\$649K	\$640K	1%
Nov '19	\$700K	\$585K	20%
Dec '19	\$670K	\$540K	24%
Jan '20	\$807K	\$598K	35%

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



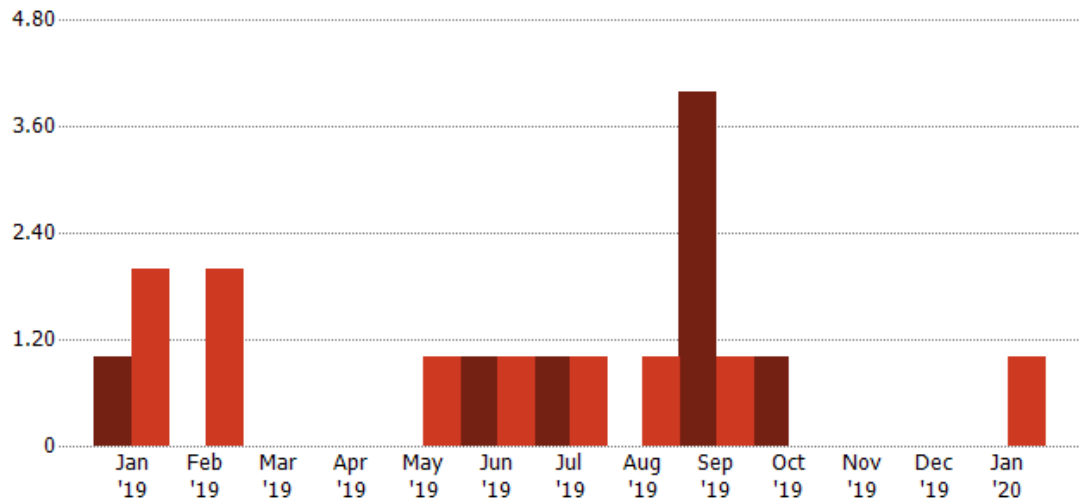
Current Year	1	2	3	3	3	2	1	-	-	-	-	-	1
Prior Year	4	4	5	3	4	3	3	1	-	1	1	-	1
Percent Change from Prior Year	-75%	-50%	-40%	0%	-25%	-33%	-67%	-100%	-	-100%	-100%	-	0%

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	-	4	1	-	-	-
Prior Year	2	2	-	-	1	1	1	1	1	-	-	-	1
Percent Change from Prior Year	-50%	-100%	-	-	-100%	0%	0%	-100%	300%	100%	-	-	-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: 02/10/2020

Scheduled: No

Report Date Range: From 1/2019 To: 1/2020

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 1/2020 data

Listing Activity by ZIP

Listing Activity by Metro Area

Sales Activity by ZIP

Sales Activity by Metro Area