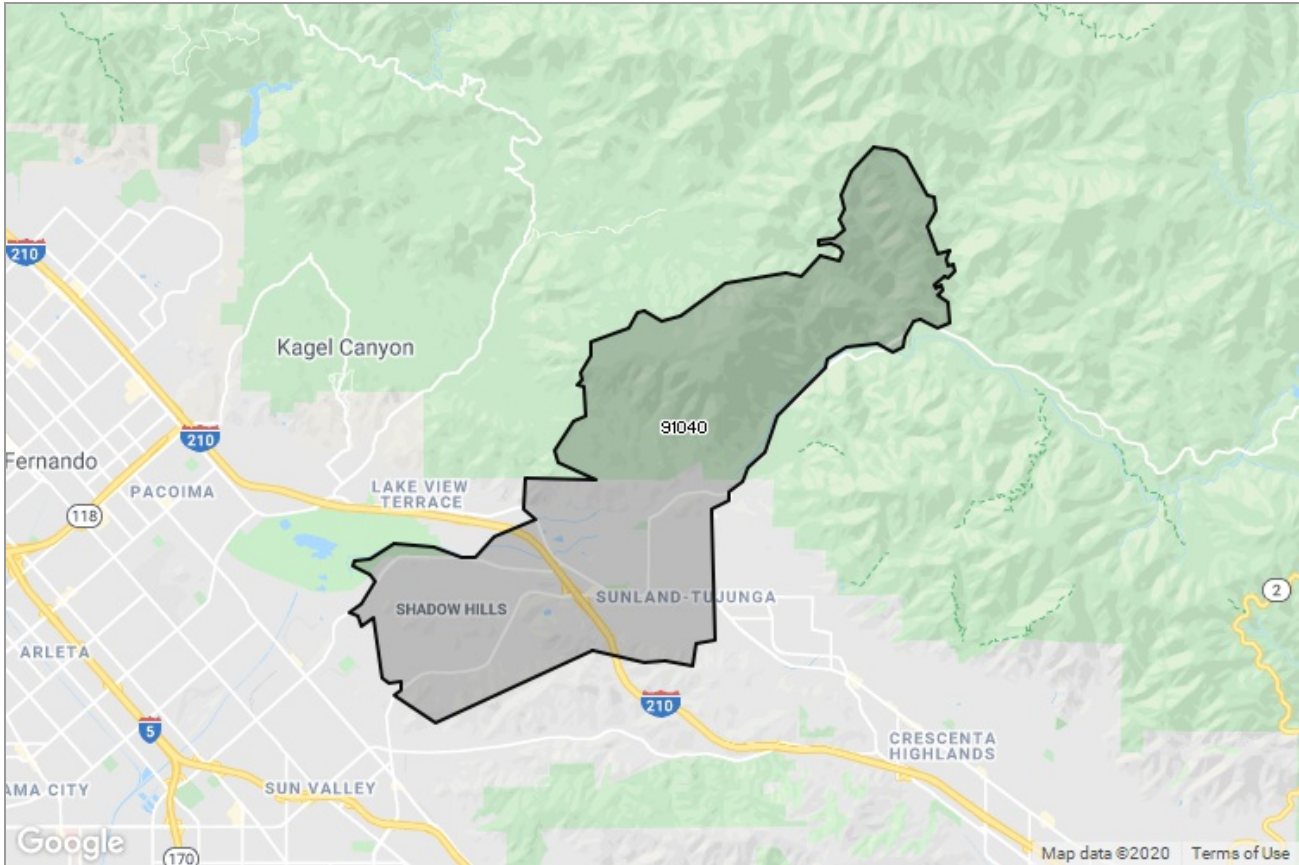




PASADENA-FOOTHILLS  
ASSOCIATION OF REALTORS®

MARKET DATA REPORT

# Sunland



## Report Characteristics

**Report Name:**  
Sunland

**Report Date Range:**  
2/2019 – 2/2020

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

**Avg/Med:** Both

**Run Date:** 03/10/2020

**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	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	13	24	-45.8%	32	45	-28.9%
New Listing Volume	\$9,695,948	\$18,804,494	-48.4%	\$25,456,548	\$37,979,871	-33%
Active Listing Count	28	52	-46.2%	N/A	N/A	
Active Listing Volume	\$28,678,547	\$43,676,880	-34.3%	N/A	N/A	
Average Listing Price	\$1,024,234	\$839,940	+21.9%	\$1,034,937	\$851,809	+21.5%
Median Listing Price	\$862,500	\$671,500	+28.4%	\$841,406	\$688,904	+22.1%
Months of Inventory	3.5	2.9	+21.2%	2.5	4	-37.8%
Absorption Rate	28.57%	34.62%	-6%	40.63%	25.26%	+15.4%
<b>Sales Activity Charts Metrics</b>						
Pending Sales Count	16	10	+60%	N/A	N/A	
Pending Sales Volume	\$16,191,699	\$7,906,578	+104.8%	N/A	N/A	
Closed Sales Count	7	8	-12.5%	15	26	-42.3%
Closed Sales Volume	\$4,978,000	\$4,841,000	+2.8%	\$12,835,000	\$17,399,750	-26.2%
Average Sales Price	\$711,143	\$605,125	+17.5%	\$855,667	\$669,221	+27.9%
Median Sales Price	\$645,000	\$617,750	+4.4%	\$731,133	\$603,731	+21.1%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	-	2	-	N/A	N/A	

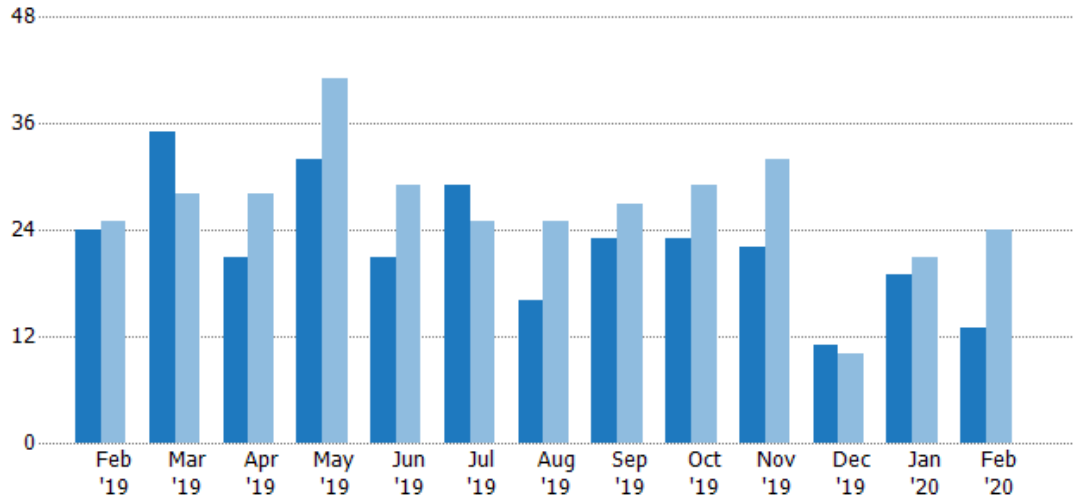
## New Listings

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.
Feb '20	13	-45.8%
Feb '19	24	-4%
Feb '18	25	-36%



Current Year	24	35	21	32	21	29	16	23	23	22	11	19	13
Prior Year	25	28	28	41	29	25	25	27	29	32	10	21	24
Percent Change from Prior Year	-4%	25%	-25%	-22%	-28%	16%	-36%	-15%	-21%	-31%	10%	-10%	-46%

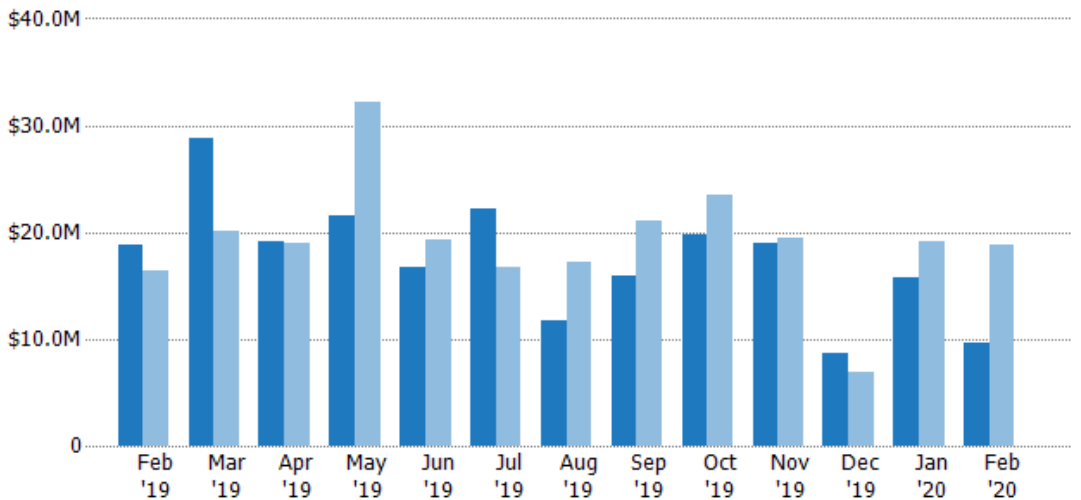
## New Listing Volume

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.
Feb '20	\$9.7M	-48.4%
Feb '19	\$18.8M	15.2%
Feb '18	\$16.3M	-41.2%



Current Year	\$18.8M	\$28.8M	\$19.2M	\$21.5M	\$16.7M	\$22.2M	\$11.7M	\$15.8M	\$19.8M	\$19M	\$8.66M	\$15.8M	\$9.7M
Prior Year	\$16.3M	\$20.1M	\$19M	\$32.2M	\$19.3M	\$16.7M	\$17.3M	\$21.1M	\$23.4M	\$19.5M	\$6.86M	\$19.2M	\$18.8M
Percent Change from Prior Year	15%	44%	1%	-33%	-13%	33%	-32%	-25%	-15%	-2%	26%	-18%	-48%

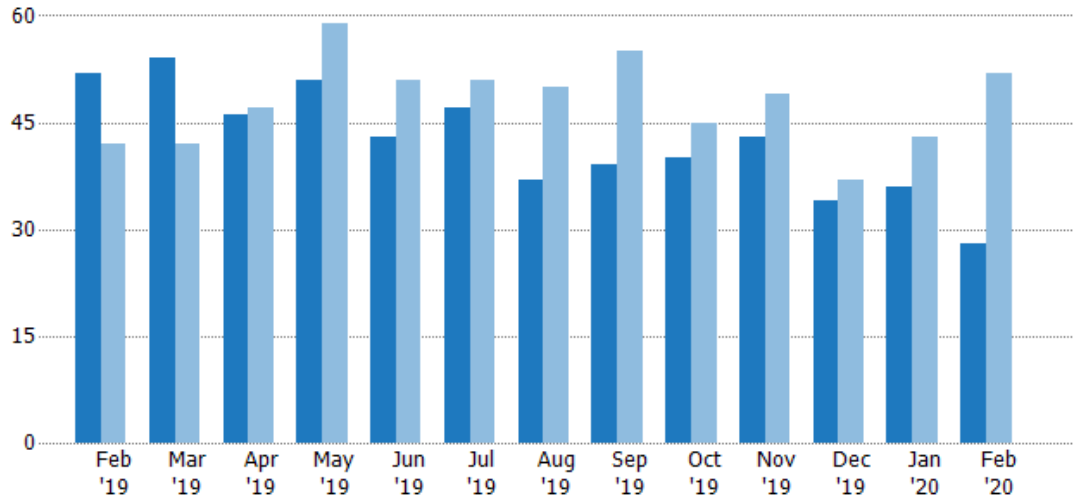
## Active Listings

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.
Feb '20	28	-46.2%
Feb '19	52	23.8%
Feb '18	42	-16.7%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	52	54	46	51	43	47	37	39	40	43	34	36	28
Prior Year	42	42	47	59	51	51	50	55	45	49	37	43	52
Percent Change from Prior Year	24%	29%	-2%	-14%	-16%	-8%	-26%	-29%	-11%	-12%	-8%	-16%	-46%

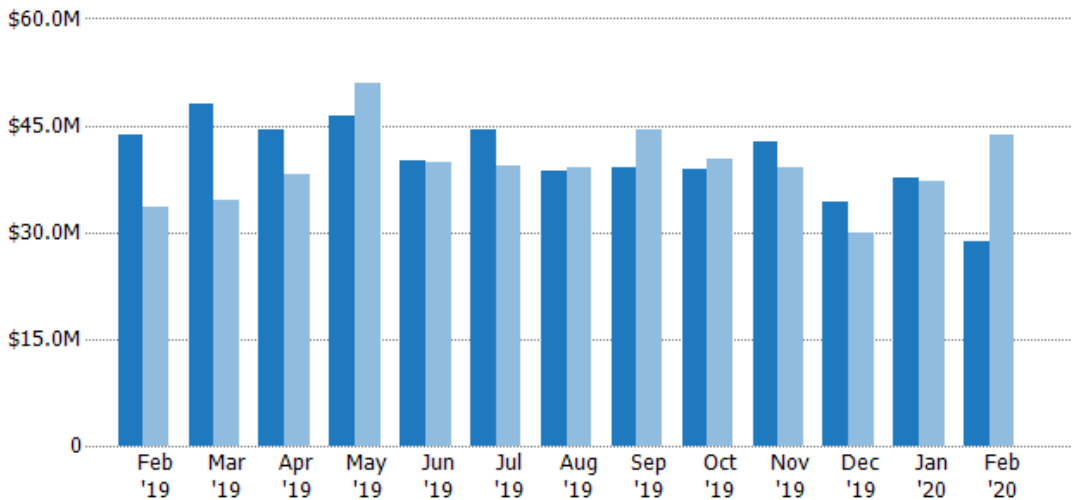
## Active Listing Volume

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.
Feb '20	\$28.7M	-34.3%
Feb '19	\$43.7M	30.4%
Feb '18	\$33.5M	-20.8%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$43.7M	\$47.9M	\$44.4M	\$46.5M	\$40.2M	\$44.5M	\$38.6M	\$39.1M	\$38.8M	\$42.7M	\$34.3M	\$37.6M	\$28.7M
Prior Year	\$33.5M	\$34.4M	\$38.1M	\$51M	\$39.7M	\$39.2M	\$39.1M	\$44.3M	\$40.4M	\$39.1M	\$30M	\$37.2M	\$43.7M
Percent Change from Prior Year	30%	39%	17%	-9%	1%	13%	-1%	-12%	-4%	9%	14%	1%	-34%

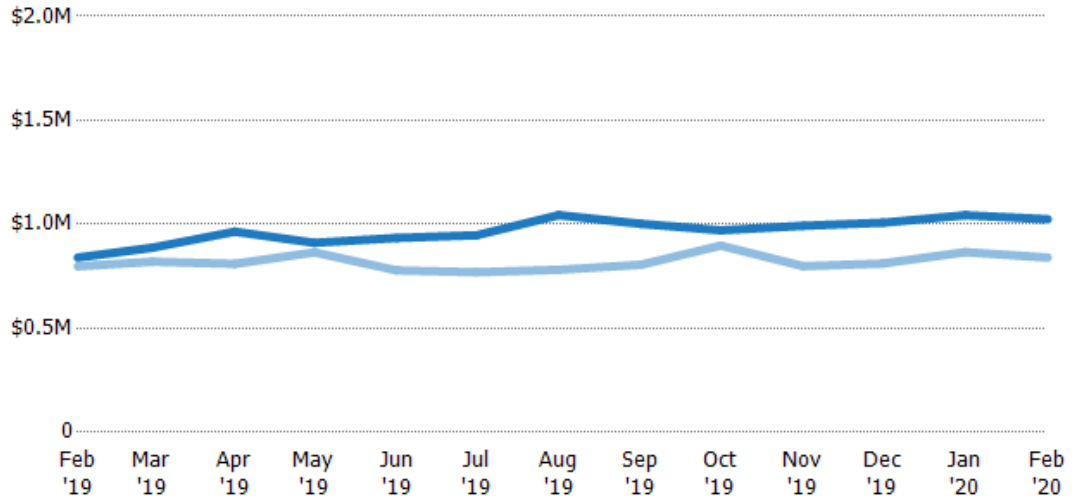
## Average Listing Price

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.
Feb '20	\$1.02M	21.9%
Feb '19	\$840K	5.3%
Feb '18	\$798K	-5%



Current Year	\$840K	\$887K	\$964K	\$911K	\$934K	\$947K	\$1.04M	\$1M	\$971K	\$993K	\$1.01M	\$1.04M	\$1.02M
Prior Year	\$798K	\$820K	\$810K	\$865K	\$778K	\$769K	\$781K	\$806K	\$897K	\$798K	\$811K	\$866K	\$840K
Percent Change from Prior Year	5%	8%	19%	5%	20%	23%	34%	24%	8%	24%	24%	20%	22%

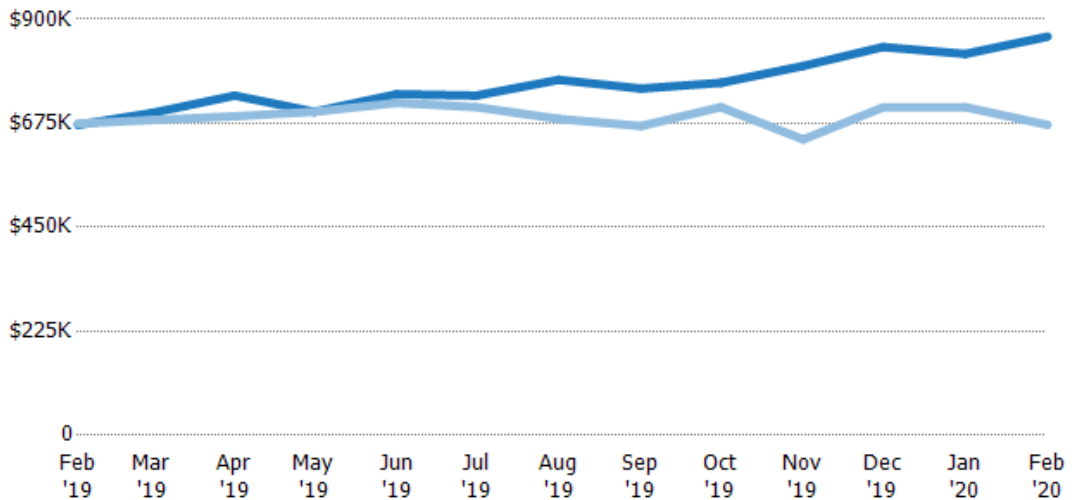
## Median Listing Price

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.
Feb '20	\$862K	28.4%
Feb '19	\$672K	-0.4%
Feb '18	\$674K	2.2%



Current Year	\$672K	\$697K	\$735K	\$700K	\$738K	\$735K	\$769K	\$750K	\$763K	\$799K	\$840K	\$825K	\$862K
Prior Year	\$674K	\$682K	\$690K	\$700K	\$719K	\$710K	\$684K	\$669K	\$710K	\$640K	\$709K	\$710K	\$672K
Percent Change from Prior Year	0%	2%	7%	0%	3%	4%	12%	12%	7%	25%	18%	16%	28%

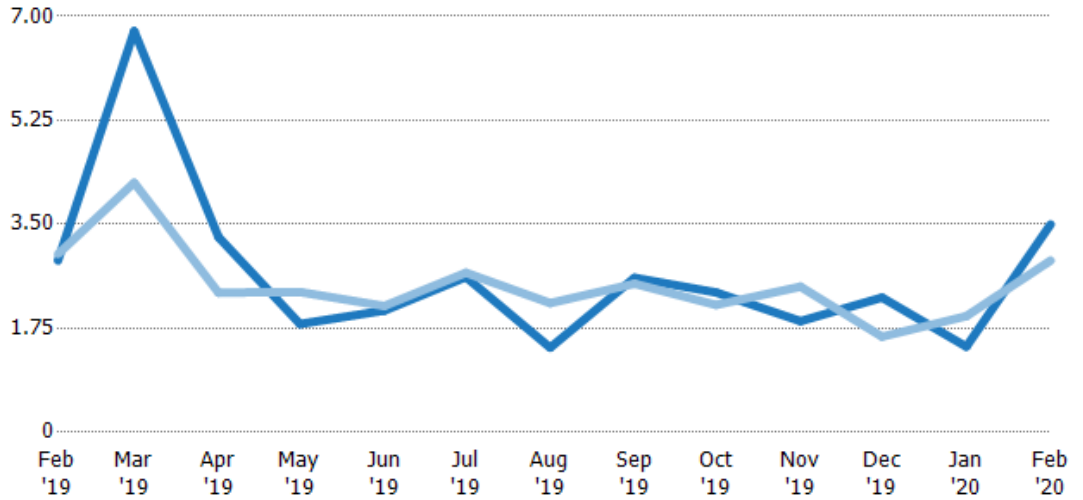
## Months of Inventory

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.
Feb '20	3.5	21.2%
Feb '19	2.89	-3.7%
Feb '18	3	-27.1%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	2.89	6.75	3.29	1.82	2.05	2.61	1.42	2.6	2.35	1.87	2.27	1.44	3.5
Prior Year	3	4.2	2.35	2.36	2.13	2.68	2.17	2.5	2.14	2.45	1.61	1.95	2.89
Percent Change from Prior Year	-4%	61%	40%	-23%	-4%	-3%	-35%	4%	10%	-24%	41%	-26%	21%

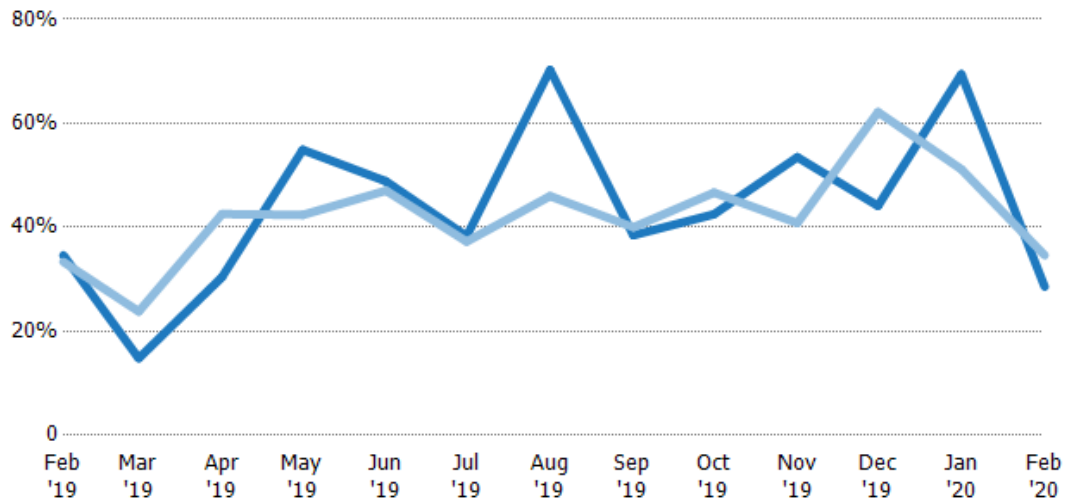
## Absorption Rate

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.
Feb '20	29%	6%
Feb '19	35%	-1.3%
Feb '18	33%	37.1%



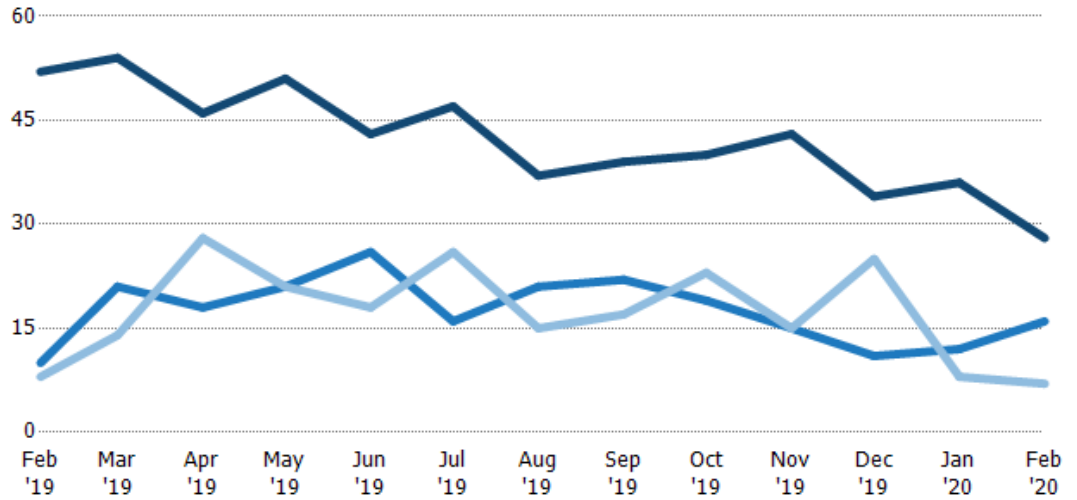
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	35%	15%	30%	55%	49%	38%	70%	38%	43%	53%	44%	69%	29%
Prior Year	33%	24%	43%	42%	47%	37%	46%	40%	47%	41%	62%	51%	35%
Change from Prior Year	-1%	9%	12%	-13%	-2%	-1%	-24%	2%	4%	-13%	18%	-18%	6%

## 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



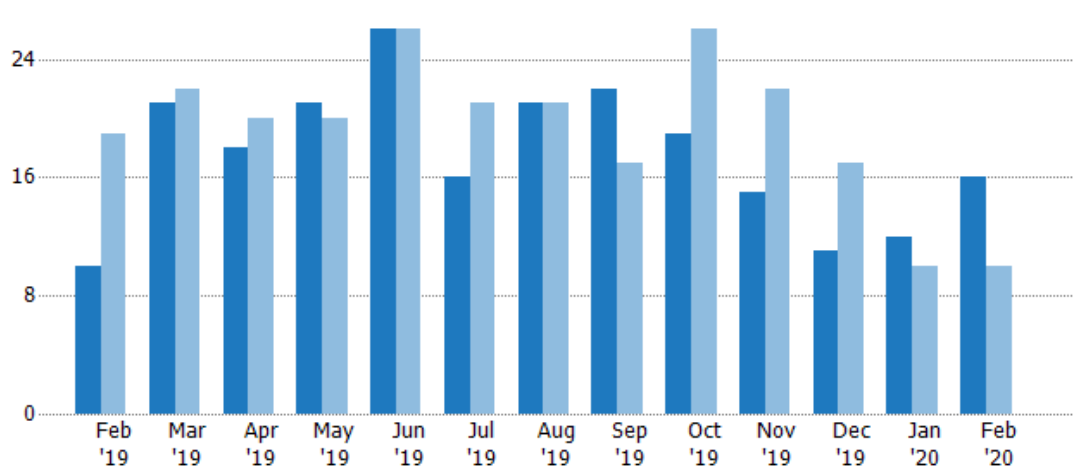
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Active	52	54	46	51	43	47	37	39	40	43	34	36	28
Pending	10	21	18	21	26	16	21	22	19	15	11	12	16
Sold	8	14	28	21	18	26	15	17	23	15	25	8	7

## 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.
Feb '20	16	60%
Feb '19	10	-47.4%
Feb '18	19	47.4%

	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	10	21	18	21	26	16	21	22	19	15	11	12	16
Prior Year	19	22	20	20	26	21	21	17	26	22	17	10	10
Percent Change from Prior Year	-47%	-5%	-10%	5%	0%	-24%	0%	29%	-27%	-32%	-35%	20%	60%

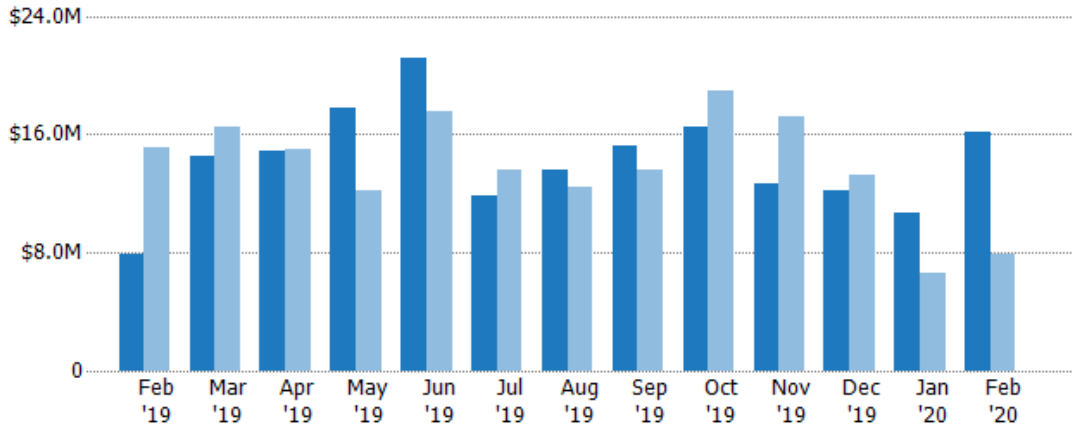
## Pending Sales Volume

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.
Feb '20	\$16.2M	104.8%
Feb '19	\$7.91M	-47.8%
Feb '18	\$15.1M	35%



Current Year	\$7.91M	\$14.6M	\$14.8M	\$17.8M	\$21.1M	\$11.9M	\$13.6M	\$15.2M	\$16.5M	\$12.6M	\$12.2M	\$10.7M	\$16.2M
Prior Year	\$15.1M	\$16.5M	\$15M	\$12.1M	\$17.5M	\$13.6M	\$12.5M	\$13.6M	\$19M	\$17.2M	\$13.2M	\$6.57M	\$7.91M
Percent Change from Prior Year	-48%	-12%	-1%	46%	20%	-13%	9%	12%	-13%	-26%	-8%	63%	105%

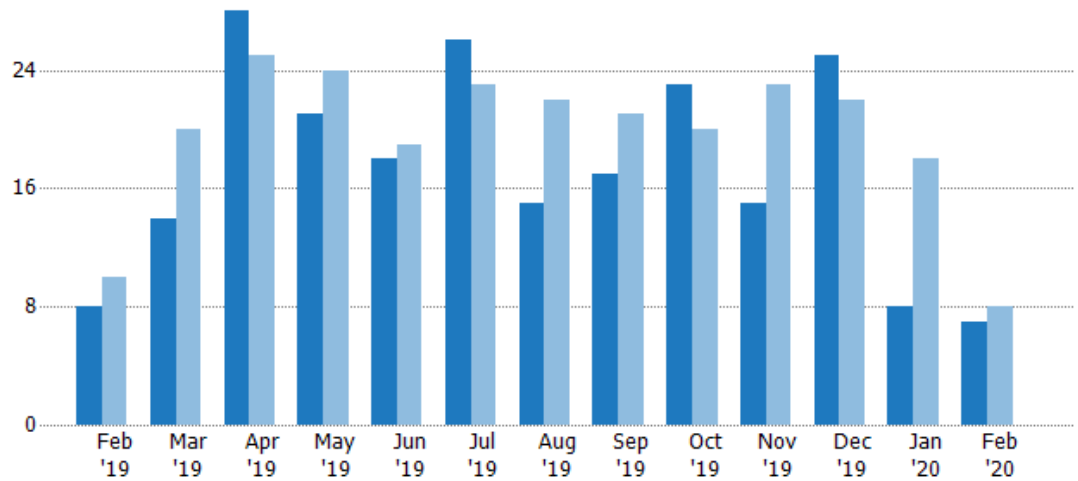
## Closed Sales

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.
Feb '20	7	-12.5%
Feb '19	8	-20%
Feb '18	10	50%



Current Year	8	14	28	21	18	26	15	17	23	15	25	8	7
Prior Year	10	20	25	24	19	23	22	21	20	23	22	18	8
Percent Change from Prior Year	-20%	-30%	12%	-13%	-5%	13%	-32%	-19%	15%	-35%	14%	-56%	-13%



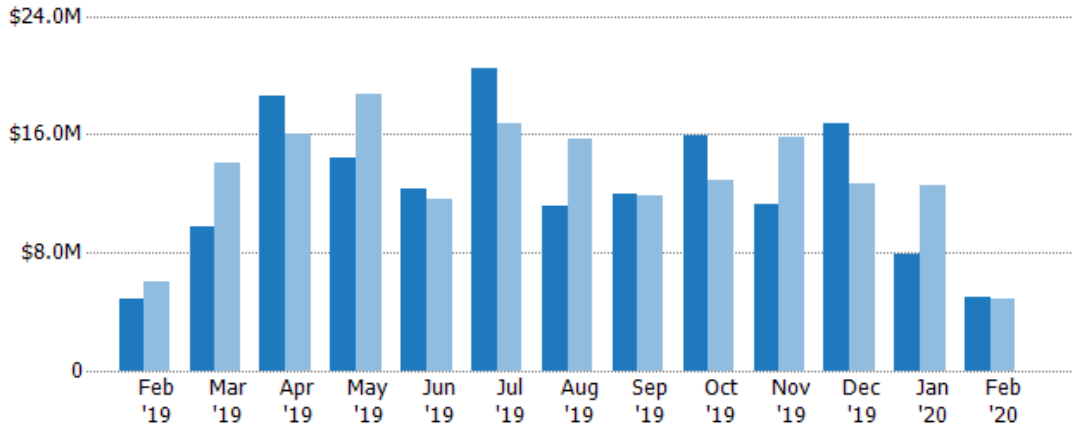
## Closed Sales Volume

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.
Feb '20	\$4.98M	2.8%
Feb '19	\$4.84M	-20%
Feb '18	\$6.05M	57.5%



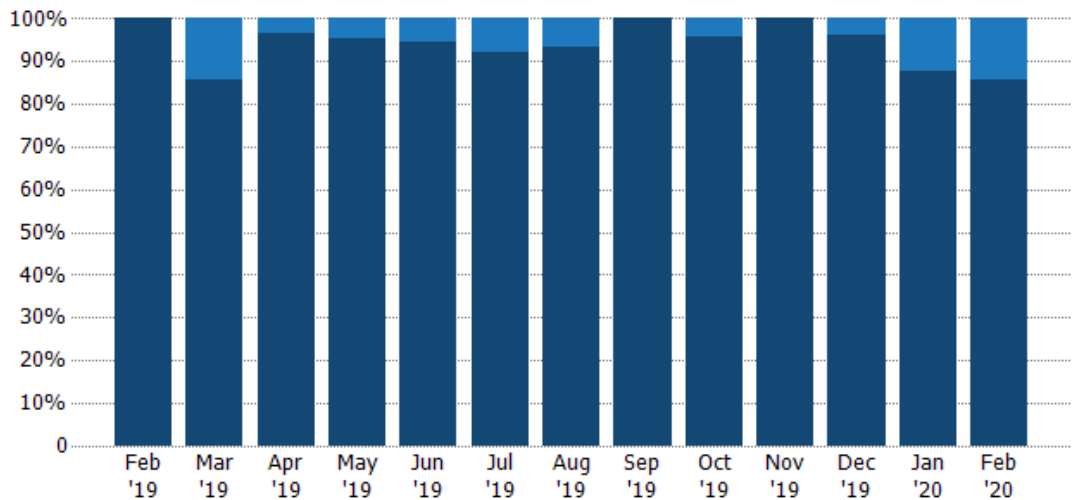
Current Year	\$4.84M	\$9.71M	\$18.6M	\$14.4M	\$12.3M	\$20.5M	\$11.2M	\$12M	\$15.9M	\$11.3M	\$16.8M	\$7.86M	\$4.98M
Prior Year	\$6.05M	\$14M	\$16.1M	\$18.7M	\$11.6M	\$16.7M	\$15.7M	\$11.9M	\$12.9M	\$15.8M	\$12.6M	\$12.6M	\$4.84M
Percent Change from Prior Year	-20%	-31%	16%	-23%	6%	23%	-29%	1%	23%	-29%	33%	-37%	3%

## 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



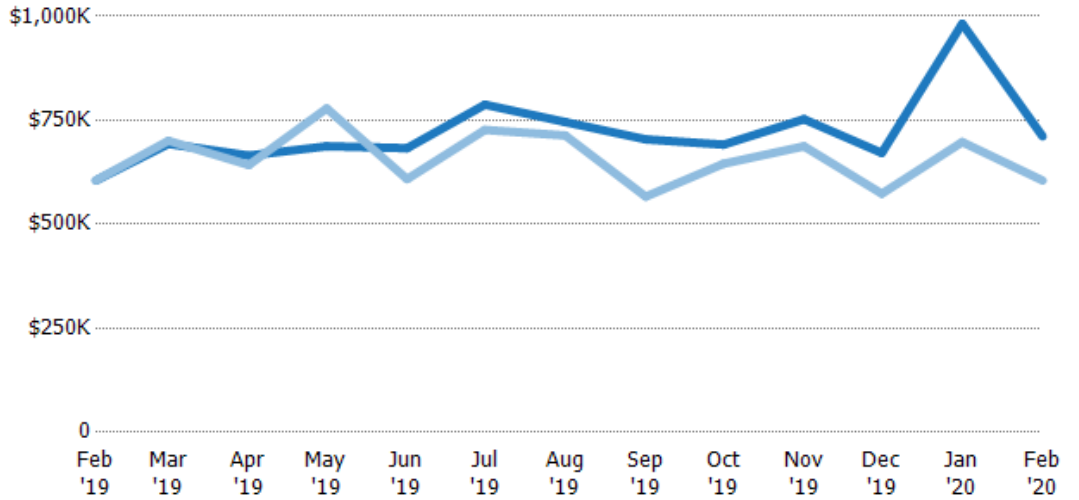
Condo/Townhouse	-	14%	4%	5%	6%	8%	7%	-	4%	-	4%	13%	14%
Single Family Residence	100%	86%	96%	95%	94%	92%	93%	100%	96%	100%	96%	88%	86%

## 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.
Feb '20	\$711K	17.5%
Feb '19	\$605K	-0.1%
Feb '18	\$605K	5%

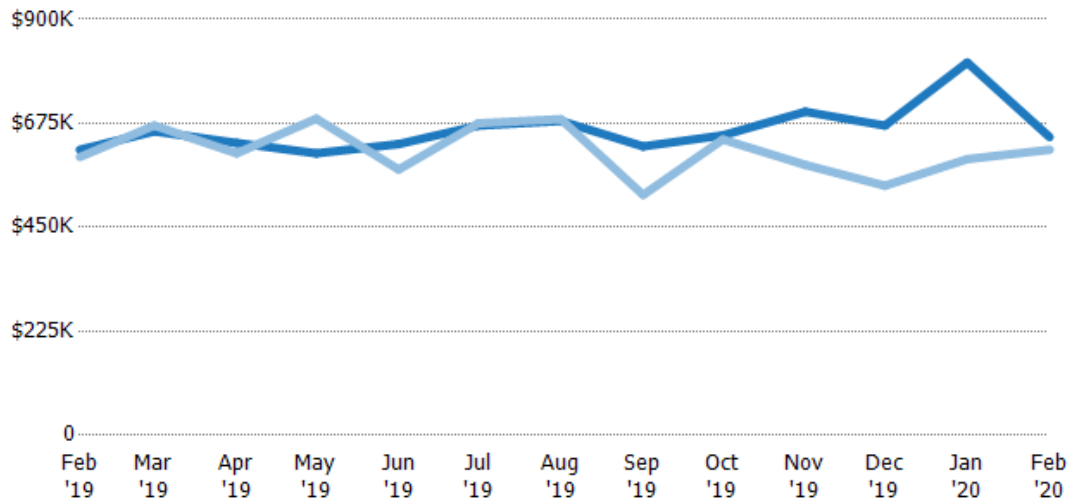
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$605K	\$693K	\$665K	\$688K	\$683K	\$788K	\$746K	\$704K	\$692K	\$753K	\$671K	\$982K	\$711K
Prior Year	\$605K	\$701K	\$643K	\$779K	\$609K	\$727K	\$714K	\$566K	\$646K	\$687K	\$574K	\$698K	\$605K
Percent Change from Prior Year	0%	-1%	4%	-12%	12%	8%	5%	24%	7%	9%	17%	41%	18%

## 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.
Feb '20	\$645K	4.4%
Feb '19	\$618K	2.6%
Feb '18	\$602K	-6.1%

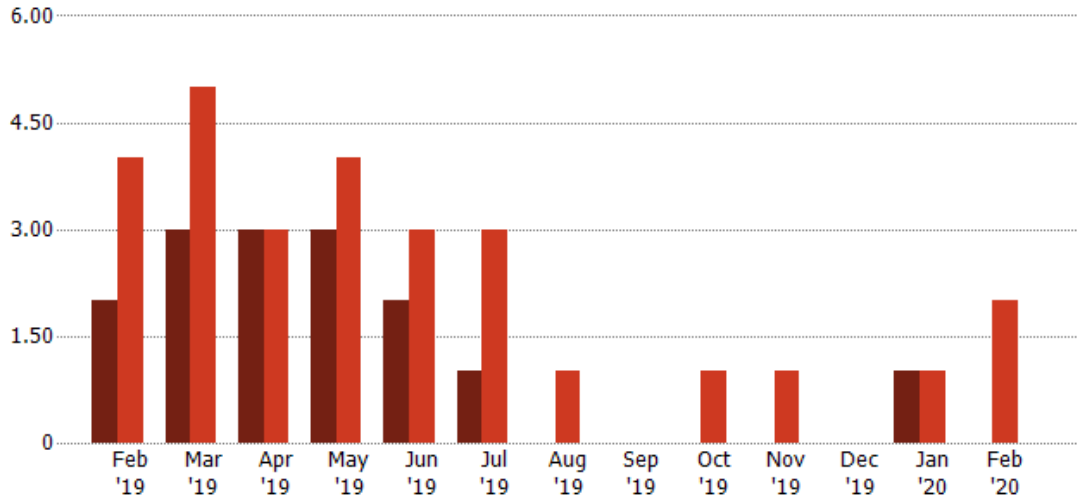
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$618K	\$658K	\$633K	\$610K	\$630K	\$670K	\$680K	\$625K	\$649K	\$700K	\$670K	\$807K	\$645K
Prior Year	\$602K	\$670K	\$610K	\$685K	\$575K	\$675K	\$684K	\$520K	\$640K	\$585K	\$540K	\$598K	\$618K
Percent Change from Prior Year	3%	-2%	4%	-11%	10%	-1%	-1%	20%	1%	20%	24%	35%	4%

## 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



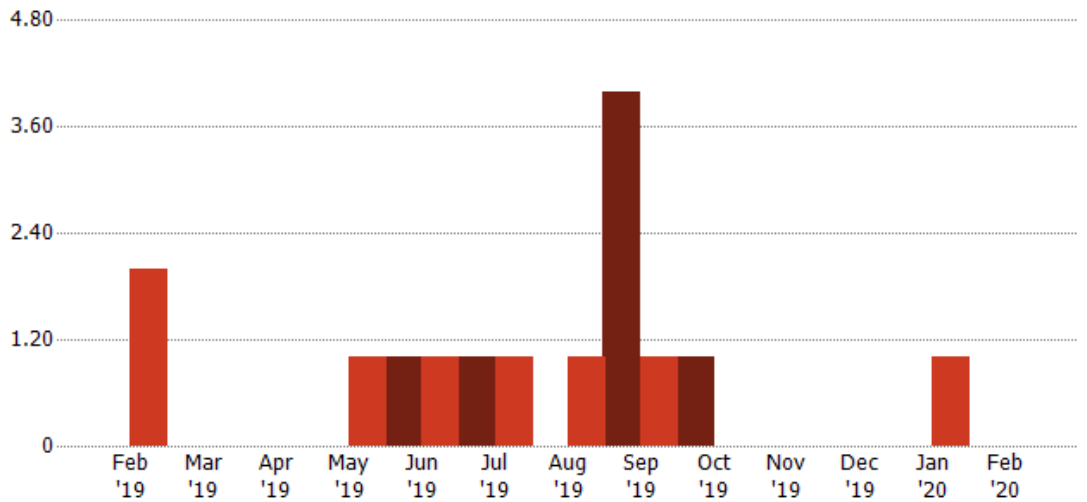
Current Year	2	3	3	3	2	1	-	-	-	-	-	1	-
Prior Year	4	5	3	4	3	3	1	-	1	1	-	1	2
Percent Change from Prior Year	-50%	-40%	0%	-25%	-33%	-67%	-100%	-	-100%	-100%	-	0%	-100%

## 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	-	4	1	-	-	-	-
Prior Year	2	-	-	1	1	1	1	1	-	-	-	1	-
Percent Change from Prior Year	-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:** 03/10/2020

**Scheduled:** No

**Report Date Range:** From 2/2019 To: 2/2020

### 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

<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 2/2020 data

Listing Activity by ZIP

Listing Activity by Metro Area

Sales Activity by ZIP

Sales Activity by Metro Area