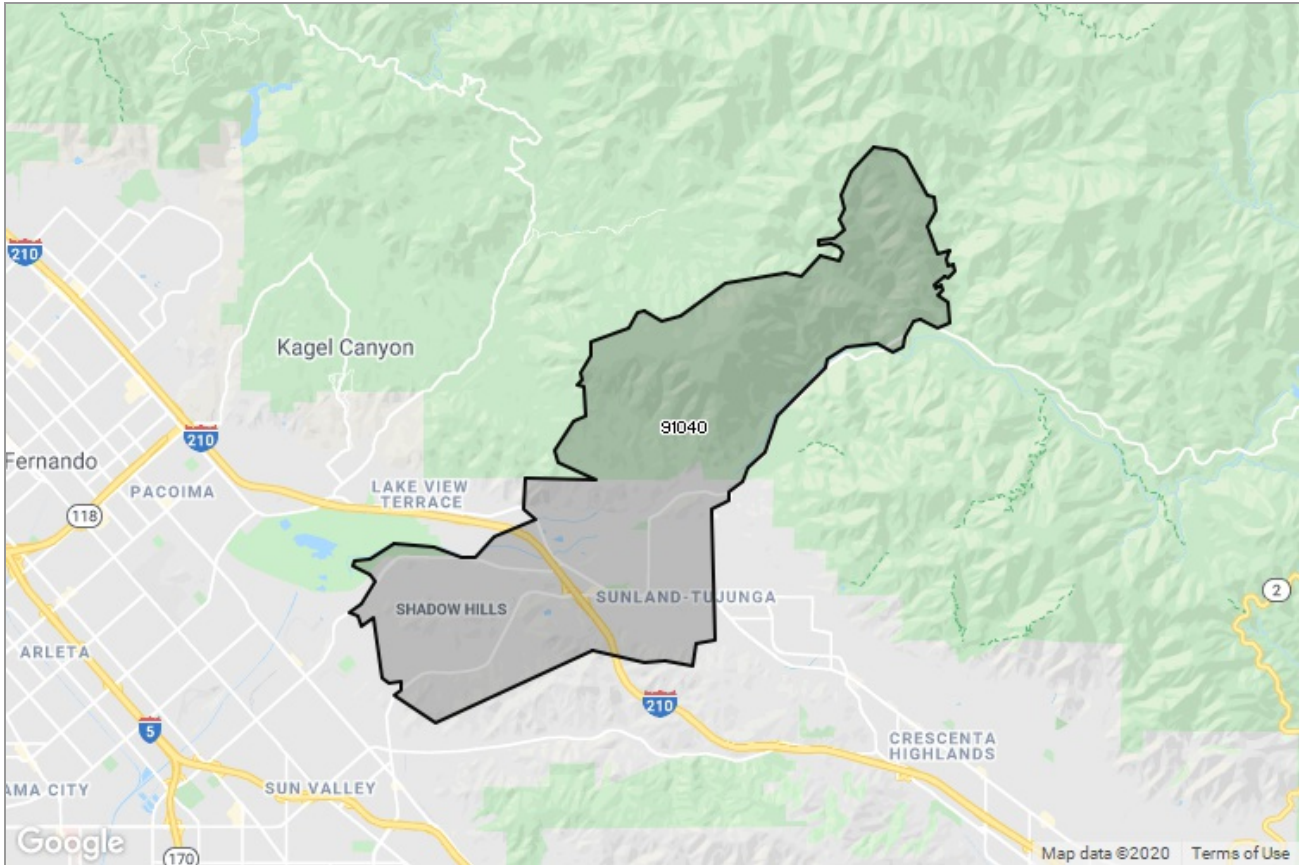




PASADENA-FOOTHILLS
ASSOCIATION OF REALTORS®

MARKET DATA REPORT

Sunland



Report Characteristics

Report Name:
Sunland

Report Date Range:
6/2019 – 6/2020

Filters Used:
MLS, Property Type, Location

Avg/Med: Both

Run Date: 07/10/2020

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	19	+15.8%	139	138	+0.7%
New Listing Volume	\$16,627,883	\$14,746,844	+12.8%	\$104,335,768	\$108,352,725	-3.7%
Active Listing Count	32	37	-13.5%	N/A	N/A	
Active Listing Volume	\$26,266,831	\$33,428,739	-21.4%	N/A	N/A	
Average Listing Price	\$820,838	\$903,479	-9.1%	\$842,506	\$843,912	-0.2%
Median Listing Price	\$764,000	\$720,000	+6.1%	\$777,478	\$682,420	+13.9%
Months of Inventory	3.2	1.9	+64.3%	2.3	2.3	+0.7%
Absorption Rate	31.25%	51.35%	-20.1%	43.81%	44.13%	-0.3%
Sales Activity Charts Metrics						
Pending Sales Count	35	24	+45.8%	N/A	N/A	
Pending Sales Volume	\$31,388,845	\$18,492,545	+69.7%	N/A	N/A	
Closed Sales Count	21	17	+23.5%	73	99	-26.3%
Closed Sales Volume	\$14,467,759	\$11,658,500	+24.1%	\$52,790,659	\$66,840,000	-21%
Average Sales Price	\$688,941	\$685,794	+0.5%	\$723,160	\$675,152	+7.1%
Median Sales Price	\$670,000	\$625,000	+7.2%	\$685,884	\$622,141	+10.2%
Distressed Charts Metrics						
Distressed Listing Count	-	2	-	N/A	N/A	

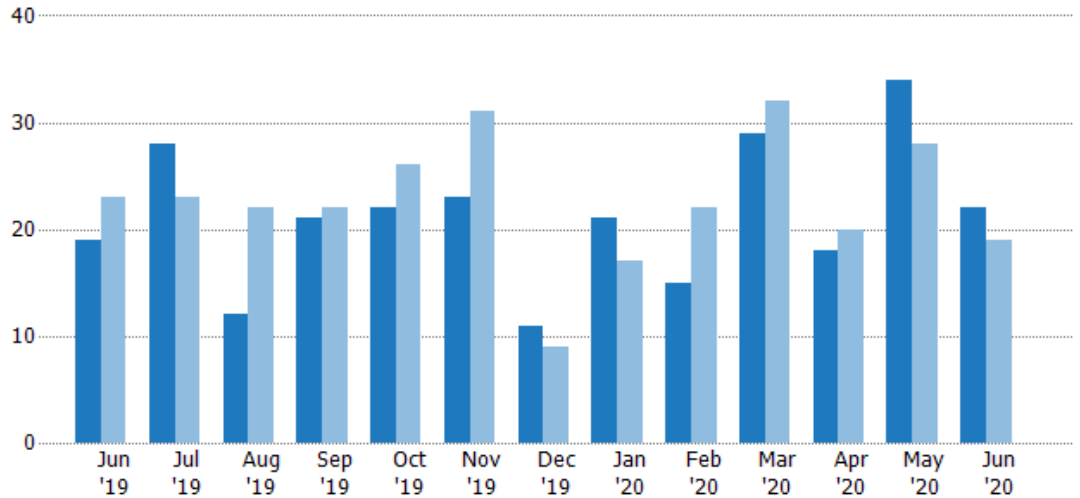
New Listings

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.
Jun '20	22	15.8%
Jun '19	19	-17.4%
Jun '18	23	-8.7%



Current Year	19	28	12	21	22	23	11	21	15	29	18	34	22
Prior Year	23	23	22	22	26	31	9	17	22	32	20	28	19
Percent Change from Prior Year	-17%	22%	-45%	-5%	-15%	-26%	22%	24%	-32%	-9%	-10%	21%	16%

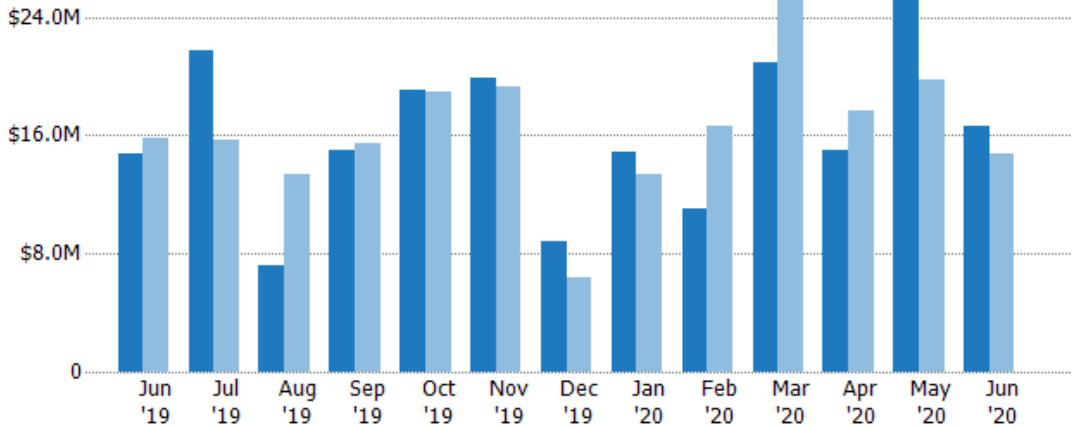
New Listing Volume

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.
Jun '20	\$16.6M	12.8%
Jun '19	\$14.7M	-7%
Jun '18	\$15.9M	4.4%



Current Year	\$14.7M	\$21.8M	\$7.17M	\$15M	\$19M	\$19.9M	\$8.88M	\$14.9M	\$11.1M	\$20.9M	\$15M	\$25.8M	\$16.6M
Prior Year	\$15.9M	\$15.7M	\$13.4M	\$15.5M	\$18.9M	\$19.3M	\$6.38M	\$13.3M	\$16.6M	\$26.3M	\$17.7M	\$19.7M	\$14.7M
Percent Change from Prior Year	-7%	38%	-47%	-3%	0%	3%	39%	12%	-33%	-21%	-15%	31%	13%

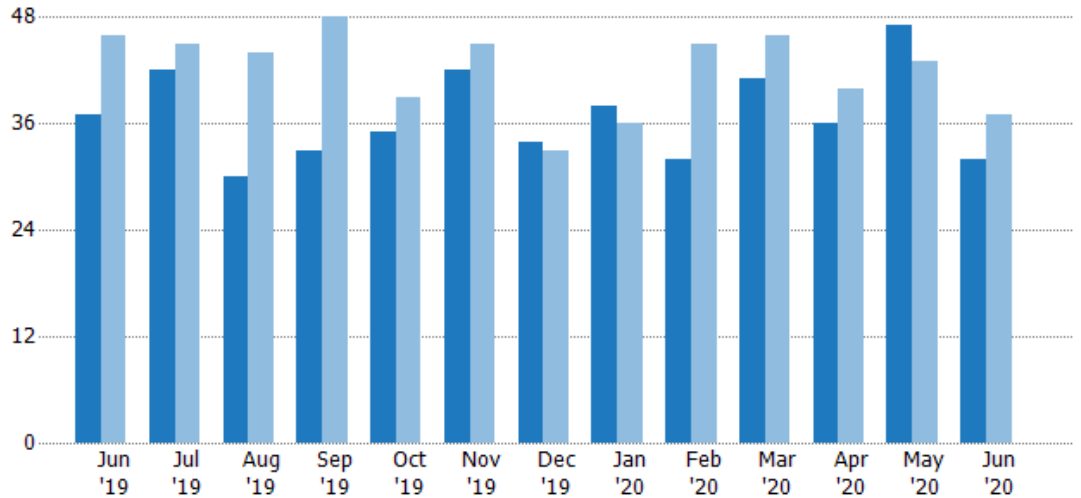
Active Listings

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.
Jun '20	32	-13.5%
Jun '19	37	-19.6%
Jun '18	46	-2.2%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	37	42	30	33	35	42	34	38	32	41	36	47	32
Prior Year	46	45	44	48	39	45	33	36	45	46	40	43	37
Percent Change from Prior Year	-20%	-7%	-32%	-31%	-10%	-7%	3%	6%	-29%	-11%	-10%	9%	-14%

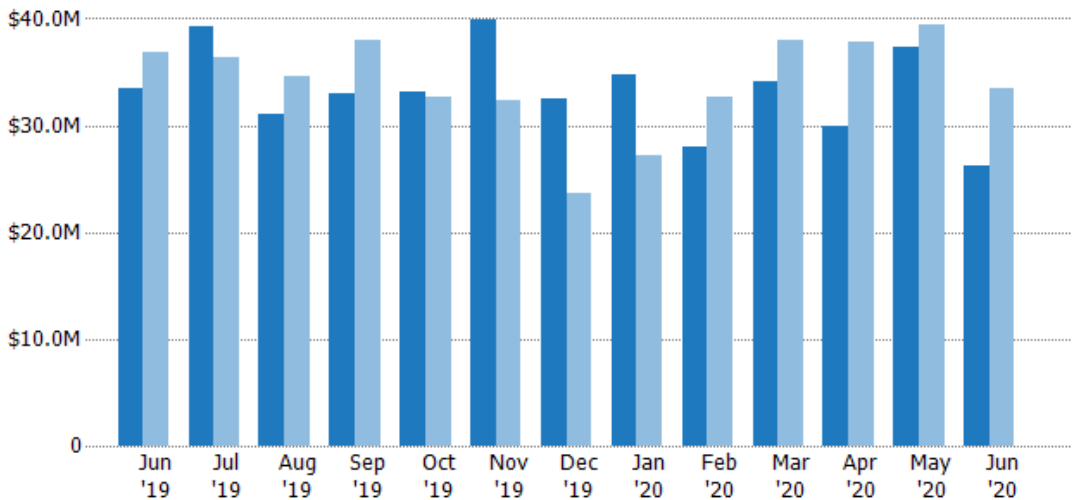
Active Listing Volume

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.
Jun '20	\$26.3M	-21.4%
Jun '19	\$33.4M	-9.4%
Jun '18	\$36.9M	2.5%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$33.4M	\$39.3M	\$31M	\$33M	\$33.2M	\$40M	\$32.6M	\$34.7M	\$27.9M	\$34.1M	\$29.9M	\$37.4M	\$26.3M
Prior Year	\$36.9M	\$36.3M	\$34.6M	\$38M	\$32.7M	\$32.3M	\$23.6M	\$27.2M	\$32.6M	\$38M	\$37.8M	\$39.4M	\$33.4M
Percent Change from Prior Year	-9%	8%	-10%	-13%	1%	24%	38%	28%	-14%	-10%	-21%	-5%	-21%

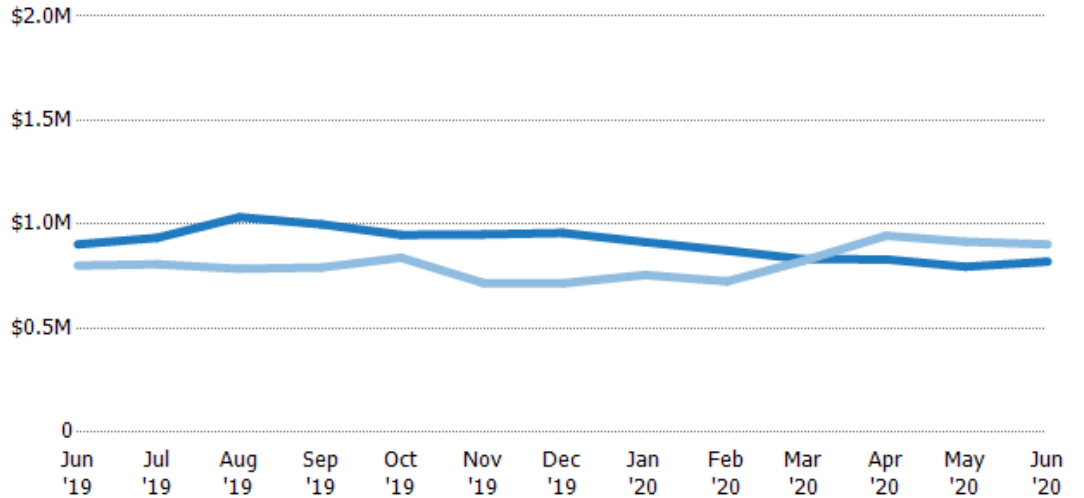
Average Listing Price

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.
Jun '20	\$821K	-9.1%
Jun '19	\$903K	12.7%
Jun '18	\$802K	4.8%



Current Year	\$903K	\$935K	\$1.03M	\$1,000K	\$949K	\$951K	\$958K	\$914K	\$873K	\$832K	\$831K	\$796K	\$821K
Prior Year	\$802K	\$808K	\$786K	\$792K	\$839K	\$718K	\$716K	\$756K	\$725K	\$825K	\$945K	\$916K	\$903K
Percent Change from Prior Year	13%	16%	32%	26%	13%	33%	34%	21%	20%	1%	-12%	-13%	-9%

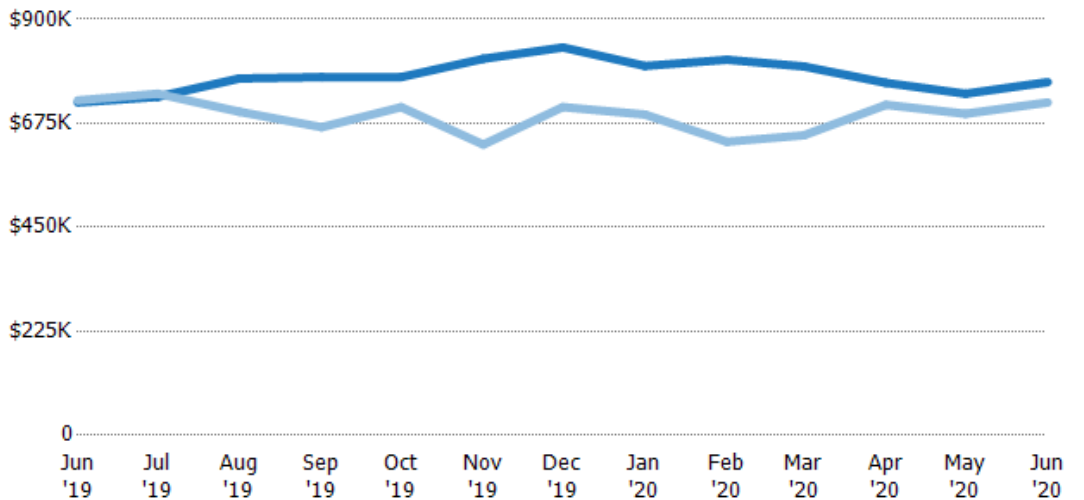
Median Listing Price

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.
Jun '20	\$764K	6.1%
Jun '19	\$720K	-0.6%
Jun '18	\$725K	-14.4%



Current Year	\$720K	\$732K	\$772K	\$775K	\$775K	\$814K	\$839K	\$799K	\$812K	\$798K	\$762K	\$739K	\$764K
Prior Year	\$725K	\$739K	\$700K	\$667K	\$710K	\$629K	\$710K	\$694K	\$635K	\$649K	\$715K	\$696K	\$720K
Percent Change from Prior Year	-1%	-1%	10%	16%	9%	29%	18%	15%	28%	23%	7%	6%	6%

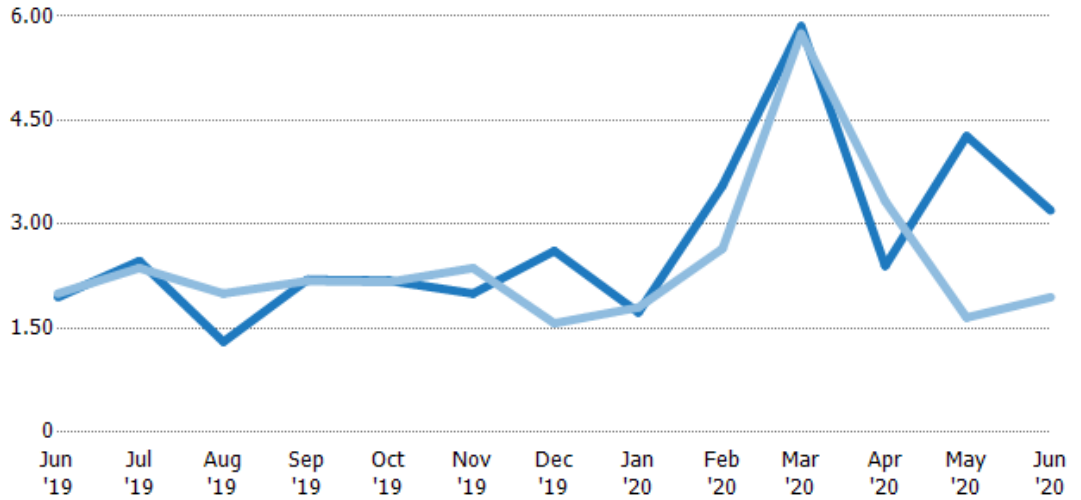
Months of Inventory

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.
Jun '20	3.2	64.3%
Jun '19	1.95	-2.6%
Jun '18	2	-27.4%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	1.95	2.47	1.3	2.2	2.19	2	2.62	1.73	3.56	5.86	2.4	4.27	3.2
Prior Year	2	2.37	2	2.18	2.17	2.37	1.57	1.8	2.65	5.75	3.33	1.65	1.95
Percent Change from Prior Year	-3%	4%	-35%	1%	1%	-16%	66%	-4%	34%	2%	-28%	158%	64%

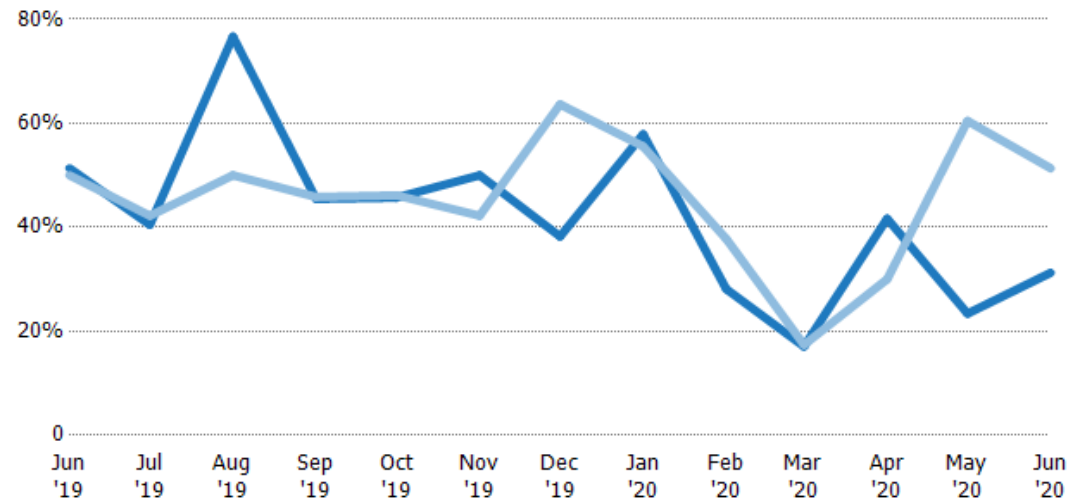
Absorption Rate

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.
Jun '20	31%	20.1%
Jun '19	51%	-1.4%
Jun '18	50%	37.8%



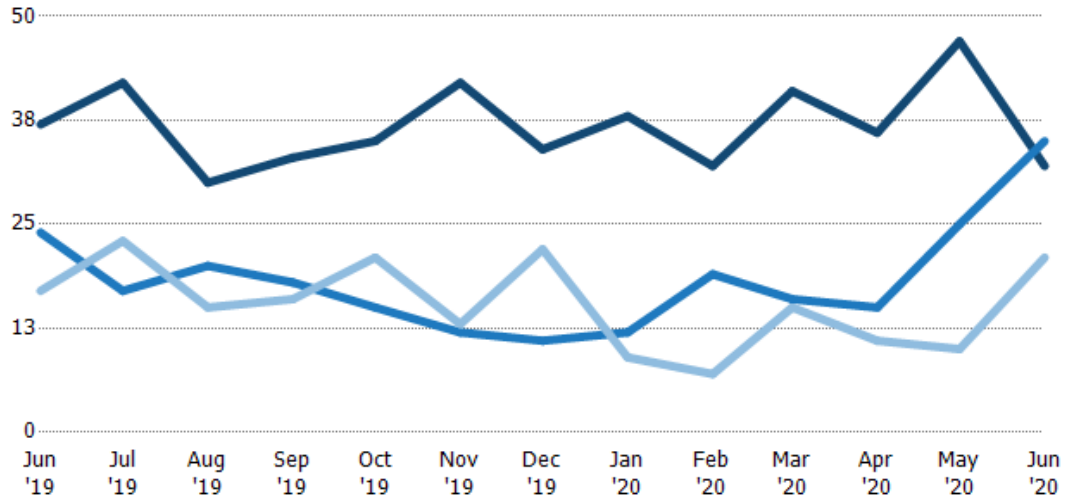
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	51%	40%	77%	45%	46%	50%	38%	58%	28%	17%	42%	23%	31%
Prior Year	50%	42%	50%	46%	46%	42%	64%	56%	38%	17%	30%	60%	51%
Change from Prior Year	-1%	2%	-27%	0%	0%	-8%	25%	-2%	10%	0%	-12%	37%	20%

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



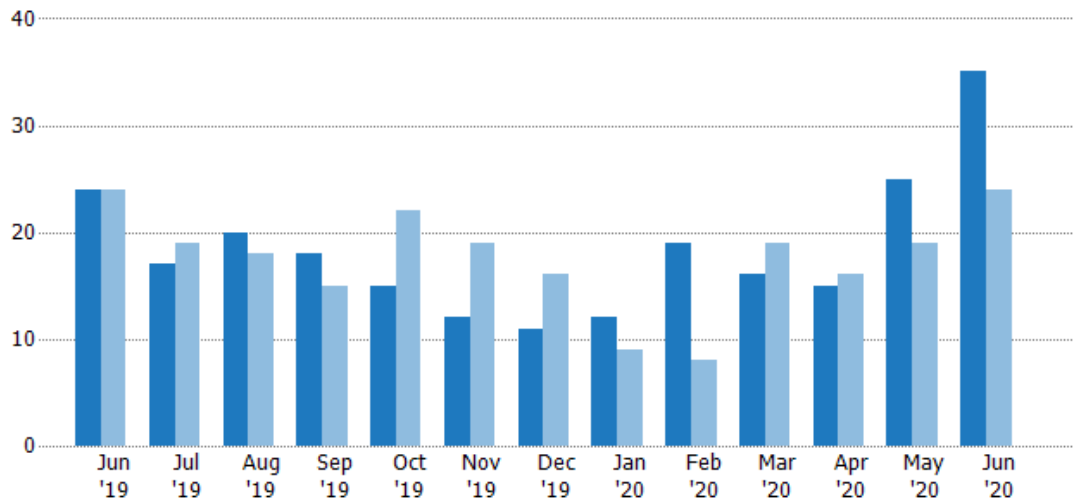
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	37	42	30	33	35	42	34	38	32	41	36	47	32
Pending	24	17	20	18	15	12	11	12	19	16	15	25	35
Sold	17	23	15	16	21	13	22	9	7	15	11	10	21

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.
Jun '20	35	45.8%
Jun '19	24	0%
Jun '18	24	-20.8%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	24	17	20	18	15	12	11	12	19	16	15	25	35
Prior Year	24	19	18	15	22	19	16	9	8	19	16	19	24
Percent Change from Prior Year	0%	-11%	11%	20%	-32%	-37%	-31%	33%	138%	-16%	-6%	32%	46%

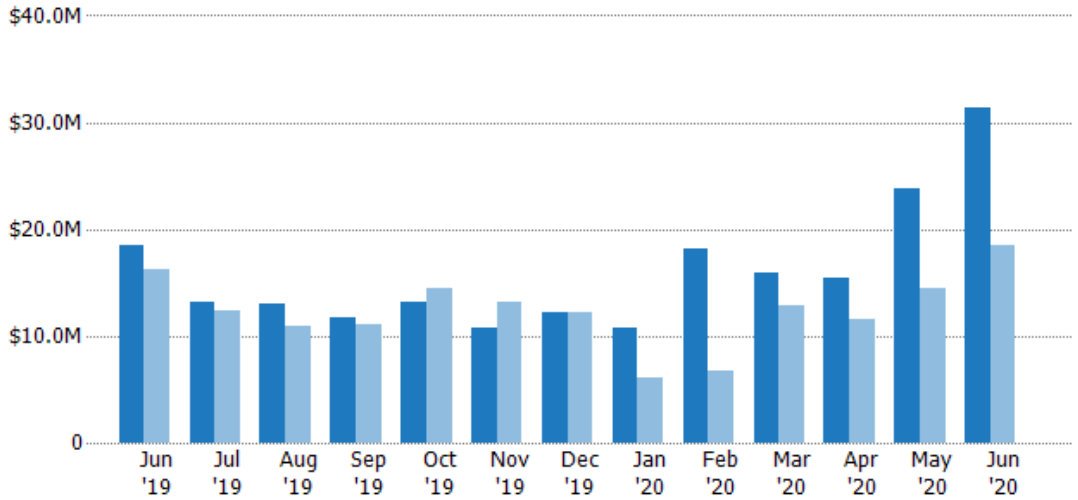
Pending Sales Volume

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.
Jun '20	\$31.4M	69.7%
Jun '19	\$18.5M	13.8%
Jun '18	\$16.2M	-27.9%



Current Year	\$18.5M	\$13.2M	\$13M	\$11.8M	\$13.2M	\$10.7M	\$12.2M	\$10.7M	\$18.1M	\$15.9M	\$15.5M	\$23.8M	\$31.4M
Prior Year	\$16.2M	\$12.3M	\$10.9M	\$11M	\$14.5M	\$13.2M	\$12.3M	\$6.09M	\$6.72M	\$12.8M	\$11.5M	\$14.4M	\$18.5M
Percent Change from Prior Year	14%	7%	19%	7%	-9%	-19%	-1%	75%	169%	24%	35%	65%	70%

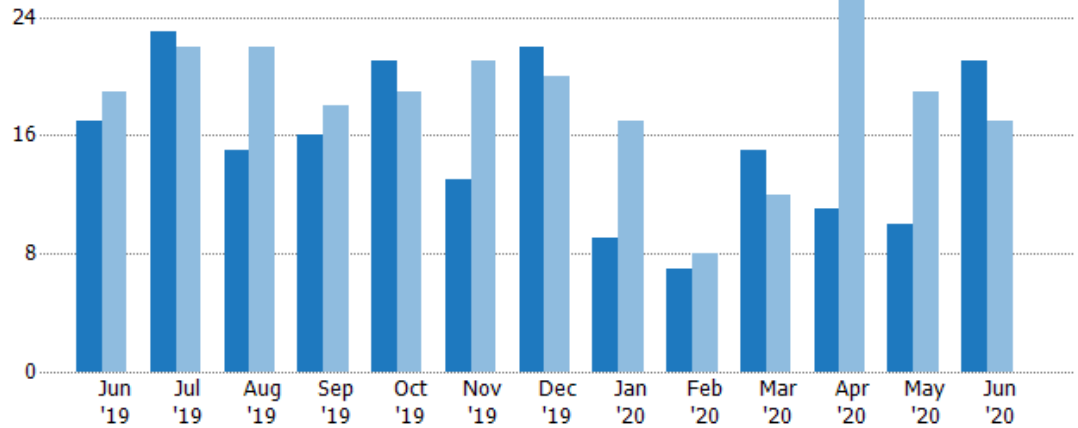
Closed Sales

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.
Jun '20	21	23.5%
Jun '19	17	-10.5%
Jun '18	19	36.8%



Current Year	17	23	15	16	21	13	22	9	7	15	11	10	21
Prior Year	19	22	22	18	19	21	20	17	8	12	26	19	17
Percent Change from Prior Year	-11%	5%	-32%	-11%	11%	-38%	10%	-47%	-13%	25%	-58%	-47%	24%

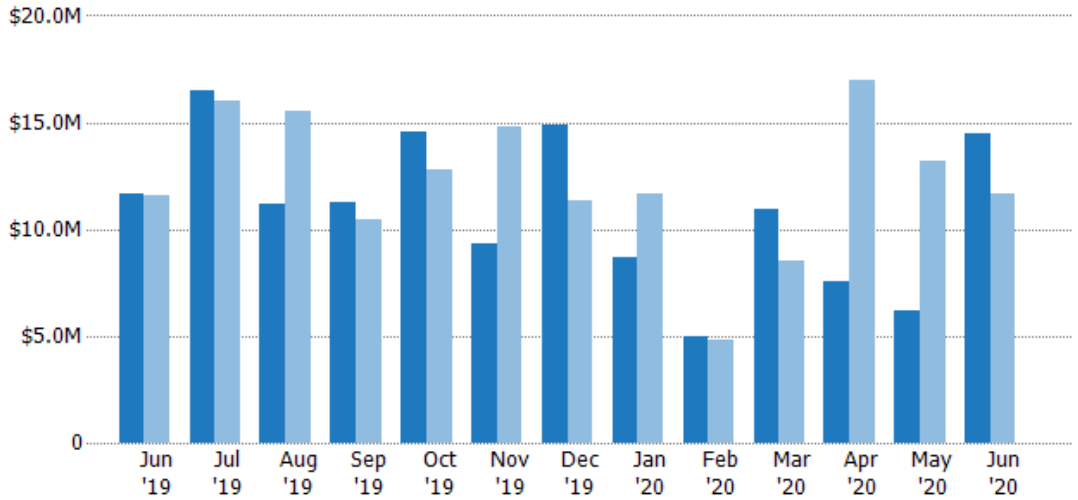
Closed Sales Volume

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.
Jun '20	\$14.5M	24.1%
Jun '19	\$11.7M	0.8%
Jun '18	\$11.6M	34.9%



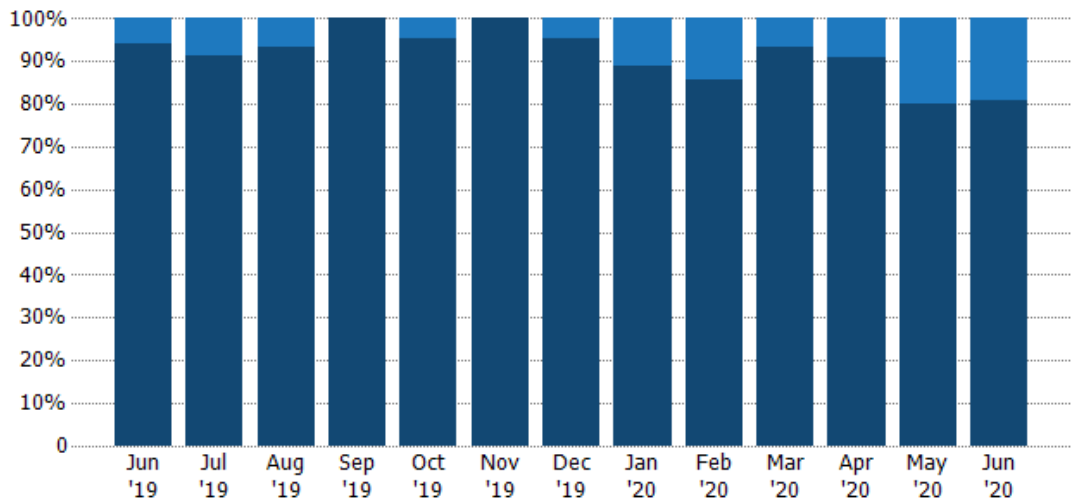
Current Year	\$11.7M	\$16.5M	\$11.2M	\$11.3M	\$14.5M	\$9.29M	\$14.9M	\$8.67M	\$4.98M	\$10.9M	\$7.58M	\$6.16M	\$14.5M
Prior Year	\$11.6M	\$16M	\$15.5M	\$10.5M	\$12.8M	\$14.8M	\$11.4M	\$11.6M	\$4.84M	\$8.54M	\$17M	\$13.2M	\$11.7M
Percent Change from Prior Year	1%	3%	-28%	8%	14%	-37%	31%	-26%	3%	28%	-55%	-53%	24%

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



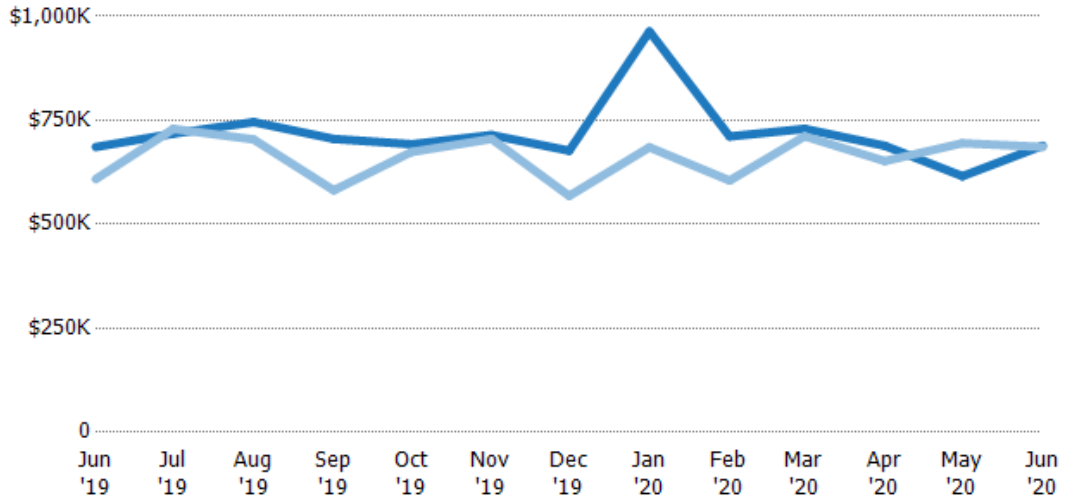
Condo/Townhouse	6%	9%	7%	-	5%	-	5%	11%	14%	7%	9%	20%	19%
Single Family Residence	94%	91%	93%	100%	95%	100%	95%	89%	86%	93%	91%	80%	81%

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.
Jun '20	\$689K	0.5%
Jun '19	\$686K	12.7%
Jun '18	\$609K	-1.4%

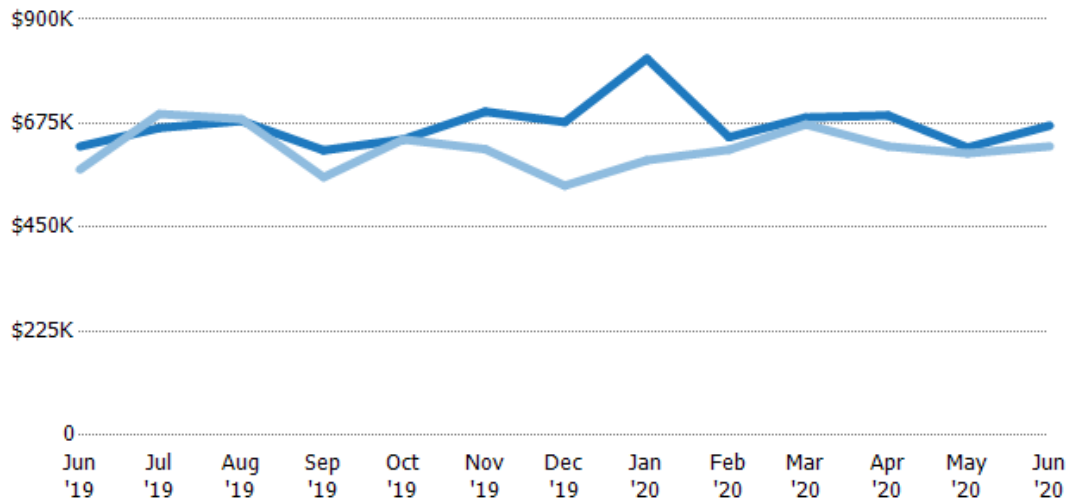
Current Year	\$686K	\$718K	\$746K	\$705K	\$692K	\$715K	\$677K	\$964K	\$711K	\$729K	\$689K	\$616K	\$689K
Prior Year	\$609K	\$729K	\$704K	\$582K	\$674K	\$705K	\$568K	\$685K	\$605K	\$712K	\$652K	\$695K	\$686K
Percent Change from Prior Year	13%	-2%	6%	21%	3%	1%	19%	41%	18%	3%	6%	-11%	0%

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.
Jun '20	\$670K	7.2%
Jun '19	\$625K	8.7%
Jun '18	\$575K	5.1%

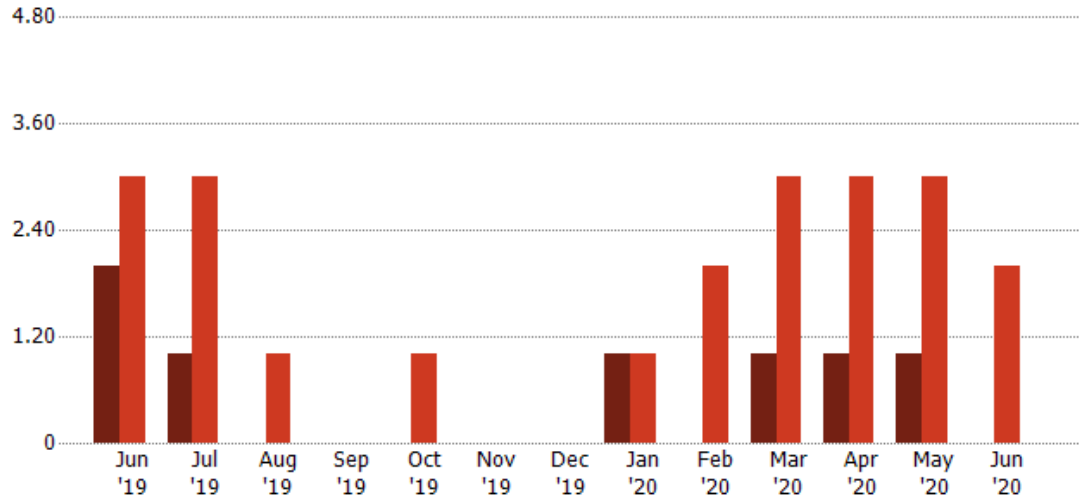
Current Year	\$625K	\$665K	\$680K	\$617K	\$640K	\$700K	\$678K	\$815K	\$645K	\$688K	\$692K	\$623K	\$670K
Prior Year	\$575K	\$695K	\$684K	\$558K	\$640K	\$619K	\$540K	\$595K	\$618K	\$673K	\$625K	\$610K	\$625K
Percent Change from Prior Year	9%	-4%	-1%	10%	0%	13%	25%	37%	4%	2%	11%	2%	7%

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



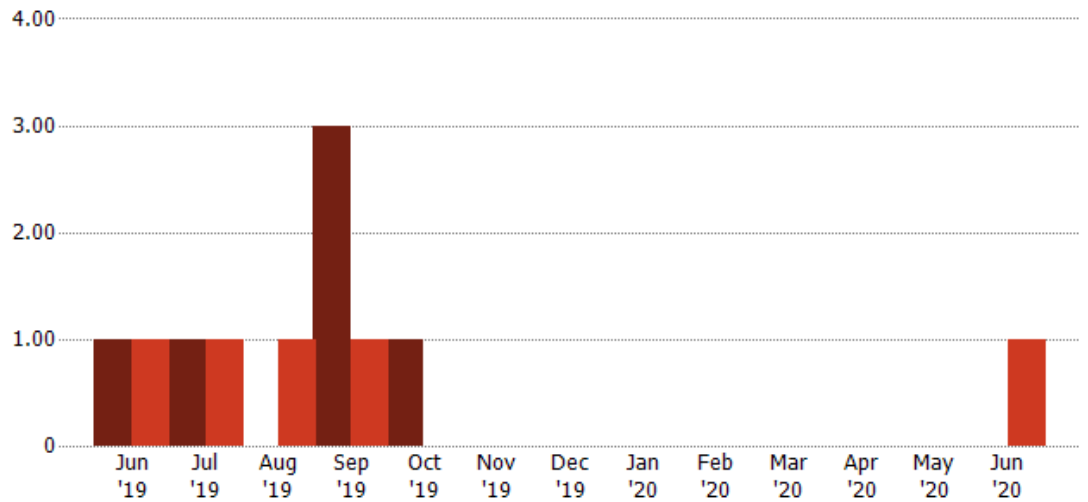
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	2	1	-	-	-	-	-	1	-	1	1	1	-
Prior Year	3	3	1	-	1	-	-	1	2	3	3	3	2
Percent Change from Prior Year	-33%	-67%	-100%	-	-100%	-	-	0%	-100%	-67%	-67%	-67%	-100%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	1	1	-	3	1	-	-	-	-	-	-	-	-
Prior Year	1	1	1	1	-	-	-	-	-	-	-	-	1
Percent Change from Prior Year	0%	0%	-100%	200%	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: 07/10/2020

Scheduled: No

Report Date Range: From 6/2019 To: 6/2020

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 6/2020 data

Listing Activity by ZIP

Listing Activity by Metro Area

Sales Activity by ZIP

Sales Activity by Metro Area