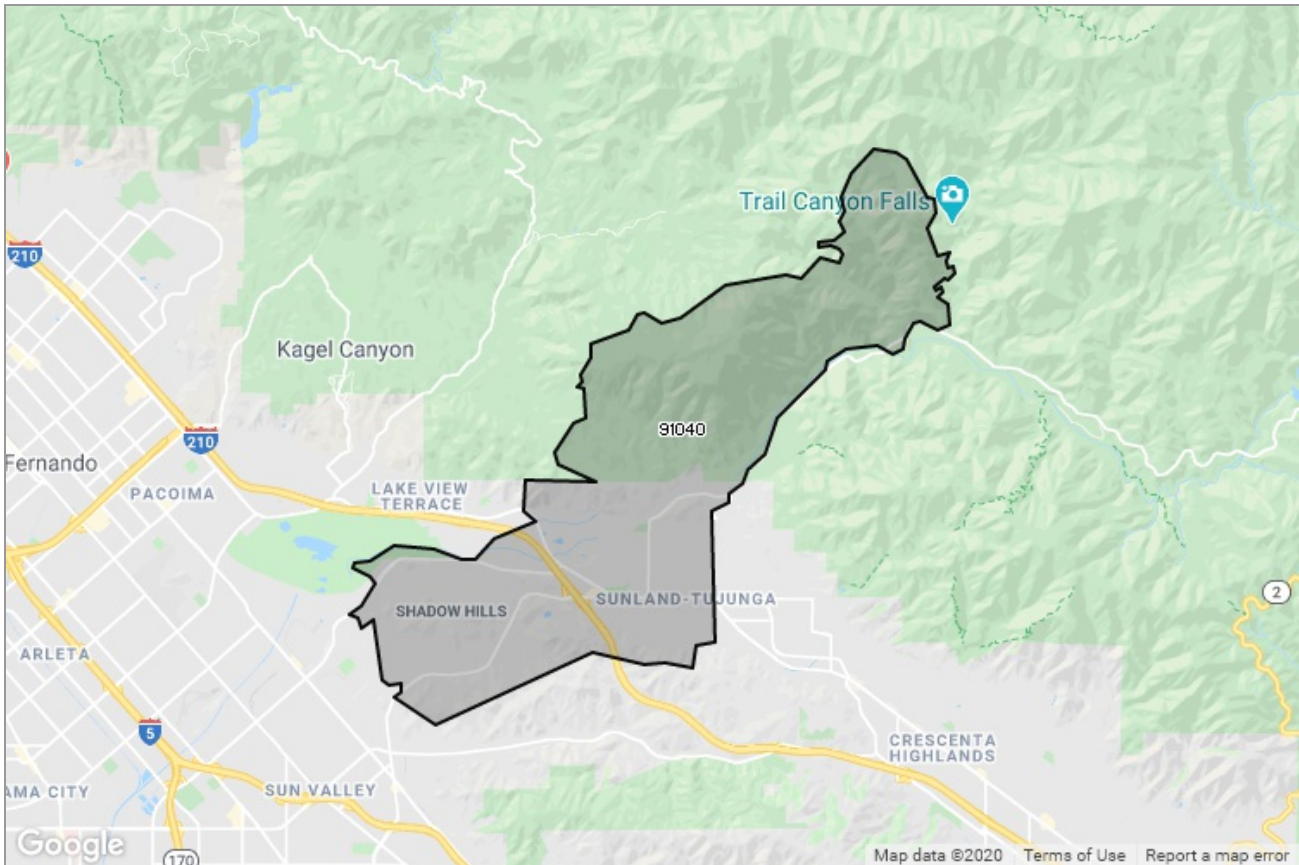




PASADENA-FOOTHILLS
ASSOCIATION OF REALTORS®

MARKET DATA REPORT

Sunland



Report Characteristics

Report Name:
Sunland

Report Date Range:
11/2019 – 11/2020

Filters Used:
MLS, Property Type, Location

Avg/Med: Both

Run Date: 12/28/2020

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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	18	23	-21.7%	302	276	+9.4%
New Listing Volume	\$13,818,993	\$19,978,682	-30.8%	\$248,396,663	\$224,272,767	+10.8%
Active Listing Count	34	48	-29.2%	N/A	N/A	
Active Listing Volume	\$33,549,439	\$48,393,323	-30.7%	N/A	N/A	
Average Listing Price	\$986,748	\$1,008,194	-2.1%	\$947,095	\$955,839	-0.9%
Median Listing Price	\$881,500	\$834,000	+5.7%	\$789,010	\$746,337	+5.7%
Months of Inventory	1.5	2.2	-32.2%	2.4	2.2	+6%
Absorption Rate	67.65%	45.83%	+21.8%	42.38%	44.94%	-2.6%
Sales Activity Charts Metrics						
Pending Sales Count	43	14	+207.1%	N/A	N/A	
Pending Sales Volume	\$36,487,299	\$11,700,864	+211.8%	N/A	N/A	
Closed Sales Count	34	14	+142.9%	206	203	+1.5%
Closed Sales Volume	\$28,872,108	\$10,588,600	+172.7%	\$165,800,667	\$142,183,550	+16.6%
Average Sales Price	\$849,180	\$756,329	+12.3%	\$804,858	\$700,412	+14.9%
Median Sales Price	\$770,055	\$710,000	+8.5%	\$738,662	\$644,049	+14.7%
Distressed Charts Metrics						
Distressed Listing Count	-	-	-	N/A	N/A	

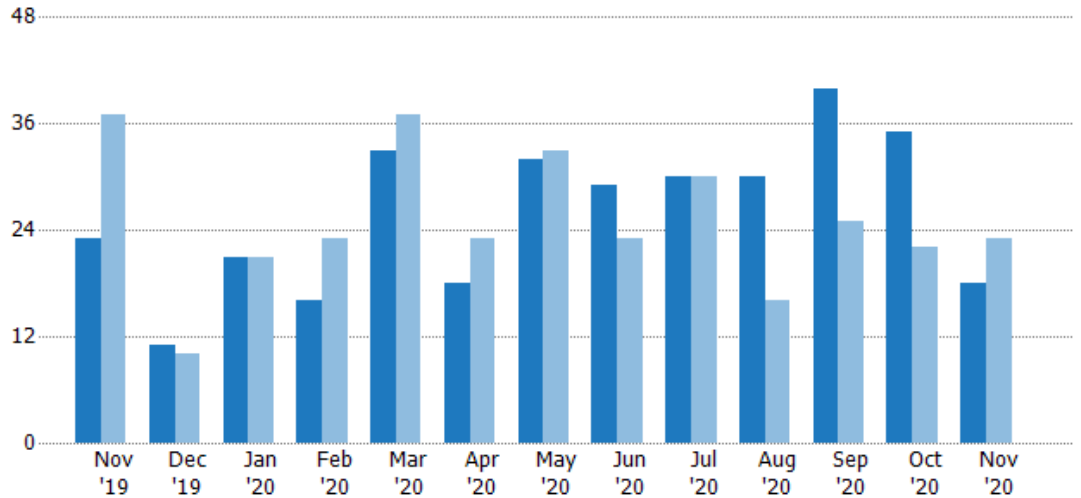
New Listings

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 '20	18	-21.7%
Nov '19	23	-37.8%
Nov '18	37	-56.8%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	23	11	21	16	33	18	32	29	30	30	40	35	18
Prior Year	37	10	21	23	37	23	33	23	30	16	25	22	23
Percent Change from Prior Year	-38%	10%	0%	-30%	-11%	-22%	-3%	26%	0%	88%	60%	59%	-22%

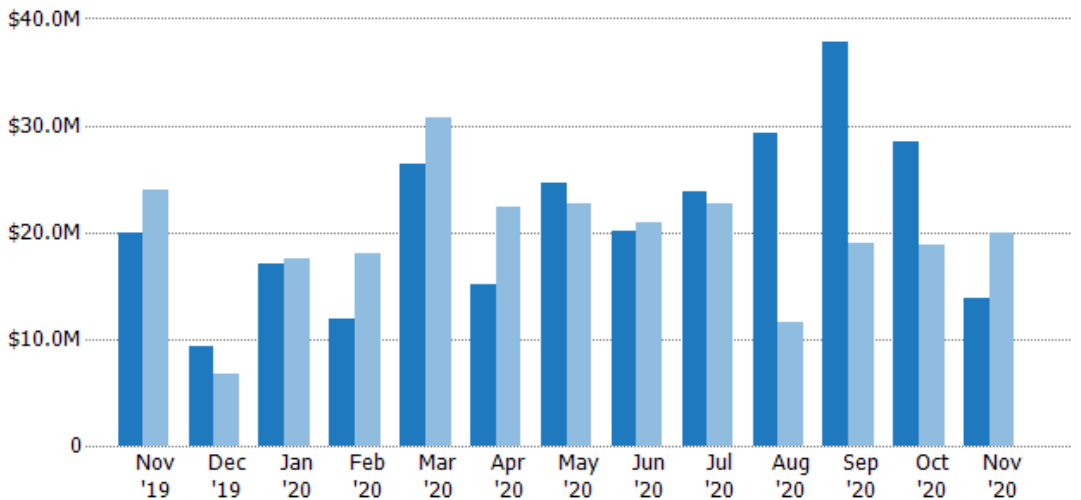
New Listing Volume

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 '20	\$13.8M	-30.8%
Nov '19	\$20M	-16.9%
Nov '18	\$24M	-52%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$20M	\$9.39M	\$17M	\$11.8M	\$26.5M	\$15.1M	\$24.6M	\$20.1M	\$23.9M	\$29.3M	\$37.9M	\$28.4M	\$13.8M
Prior Year	\$24M	\$6.66M	\$17.6M	\$18.1M	\$30.8M	\$22.3M	\$22.6M	\$20.8M	\$22.7M	\$11.6M	\$19M	\$18.8M	\$20M
Percent Change from Prior Year	-17%	41%	-3%	-34%	-14%	-32%	9%	-4%	5%	152%	99%	52%	-31%

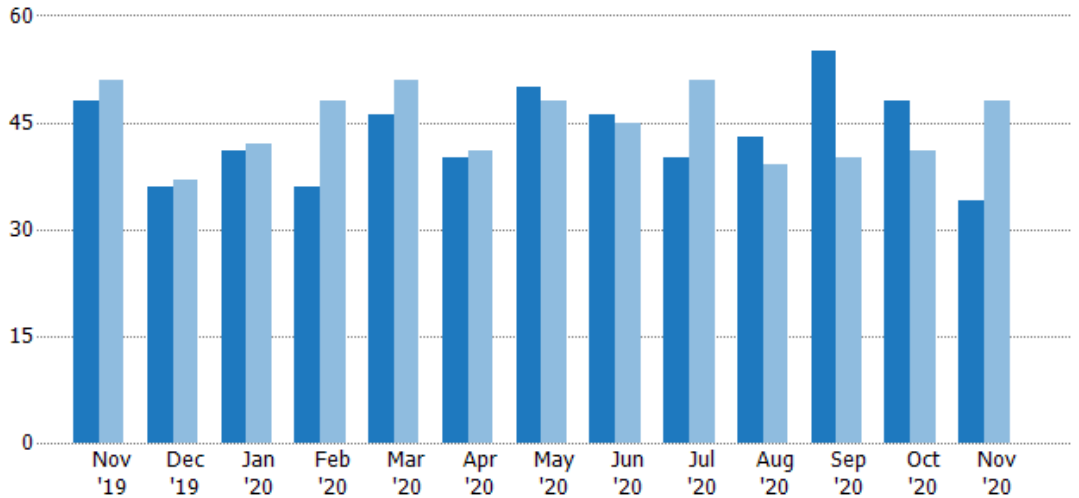
Active Listings

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 '20	34	-29.2%
Nov '19	48	-5.9%
Nov '18	51	-21.6%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	48	36	41	36	46	40	50	46	40	43	55	48	34
Prior Year	51	37	42	48	51	41	48	45	51	39	40	41	48
Percent Change from Prior Year	-6%	-3%	-2%	-25%	-10%	-2%	4%	2%	-22%	10%	38%	17%	-29%

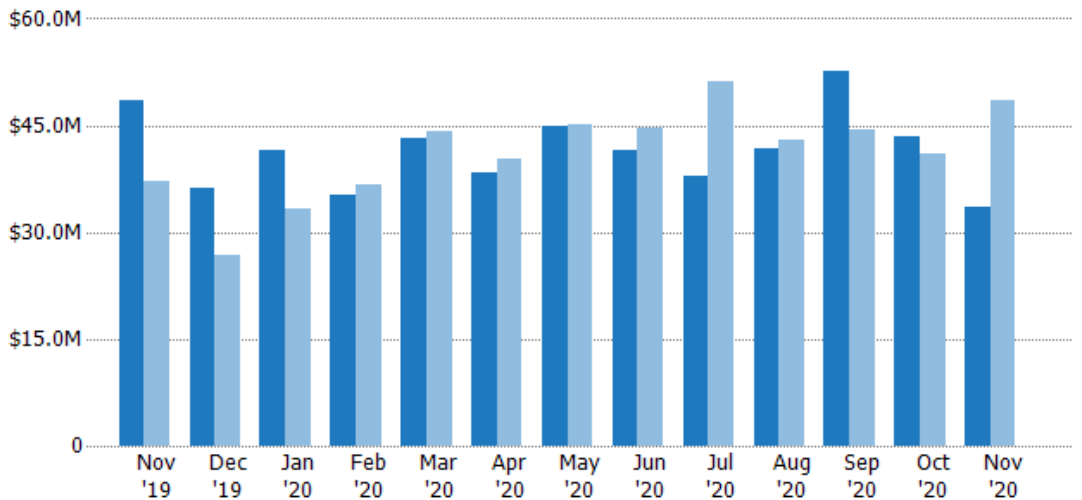
Active Listing Volume

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 '20	\$33.5M	-30.7%
Nov '19	\$48.4M	30%
Nov '18	\$37.2M	-3.2%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$48.4M	\$36.2M	\$41.4M	\$35.2M	\$43.2M	\$38.3M	\$44.9M	\$41.4M	\$37.9M	\$41.8M	\$52.6M	\$43.4M	\$33.5M
Prior Year	\$37.2M	\$26.7M	\$33.3M	\$36.7M	\$44.2M	\$40.4M	\$45.1M	\$44.7M	\$51.1M	\$43.1M	\$44.4M	\$41M	\$48.4M
Percent Change from Prior Year	30%	35%	24%	-4%	-2%	-5%	0%	-7%	-26%	-3%	19%	6%	-31%

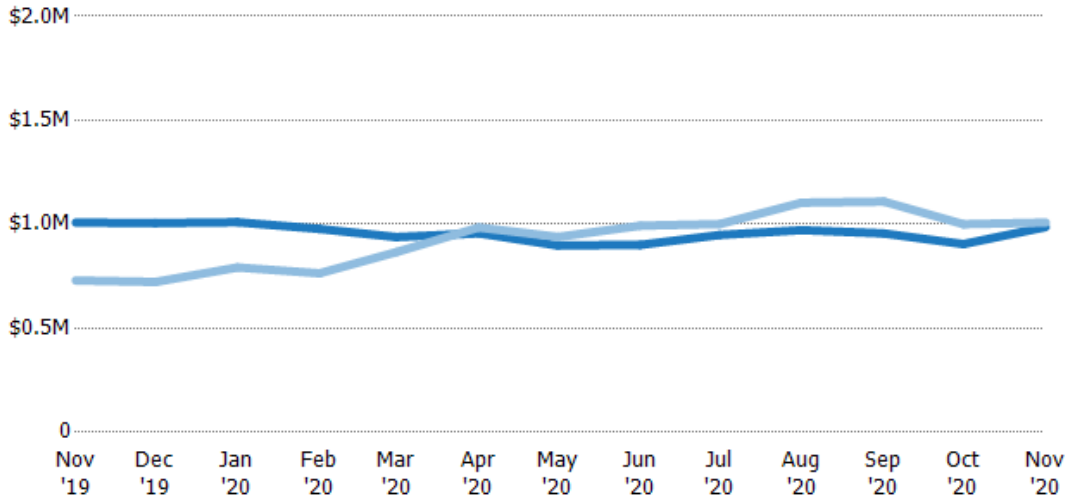
Average Listing Price

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 '20	\$987K	-2.1%
Nov '19	\$1.01M	38.2%
Nov '18	\$730K	23.5%



Current Year	\$1.01M	\$1.01M	\$1.01M	\$978K	\$938K	\$957K	\$898K	\$901K	\$949K	\$972K	\$956K	\$905K	\$987K
Prior Year	\$730K	\$723K	\$792K	\$765K	\$866K	\$985K	\$939K	\$993K	\$1M	\$1.1M	\$1.11M	\$1M	\$1.01M
Percent Change from Prior Year	38%	39%	27%	28%	8%	-3%	-4%	-9%	-5%	-12%	-14%	-10%	-2%

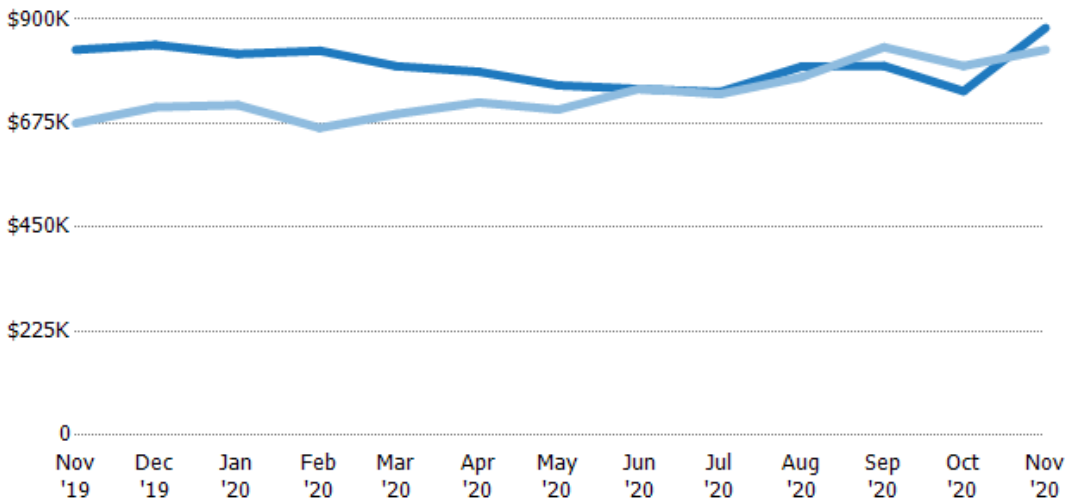
Median Listing Price

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 '20	\$882K	5.7%
Nov '19	\$834K	23.6%
Nov '18	\$675K	3%



Current Year	\$834K	\$844K	\$825K	\$832K	\$799K	\$787K	\$757K	\$749K	\$743K	\$798K	\$799K	\$744K	\$882K
Prior Year	\$675K	\$710K	\$714K	\$665K	\$695K	\$720K	\$705K	\$750K	\$738K	\$775K	\$839K	\$799K	\$834K
Percent Change from Prior Year	24%	19%	15%	25%	15%	9%	7%	0%	1%	3%	-5%	-7%	6%

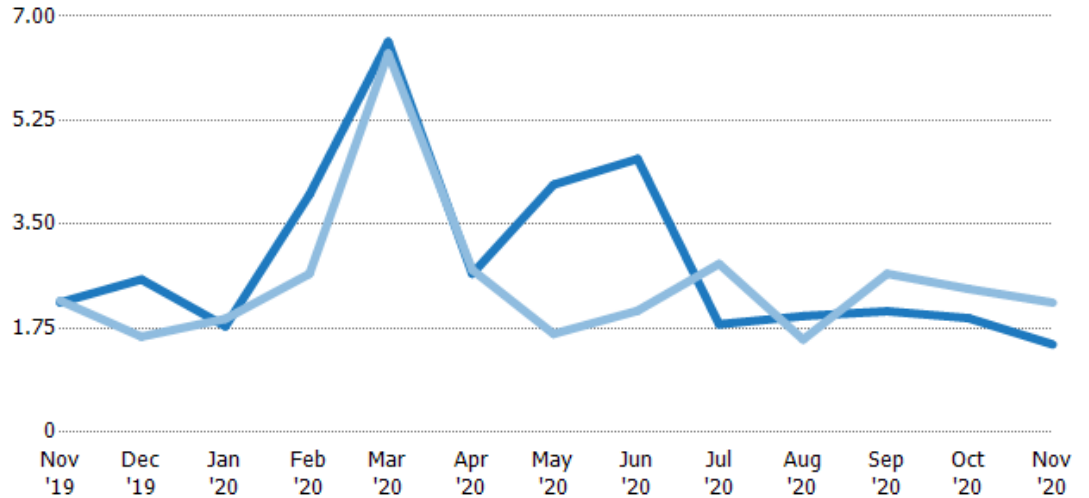
Months of Inventory

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.
Nov '20	1.48	-32.2%
Nov '19	2.18	-1.6%
Nov '18	2.22	0.2%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	2.18	2.57	1.78	4	6.57	2.67	4.17	4.6	1.82	1.95	2.04	1.92	1.48
Prior Year	2.22	1.61	1.91	2.67	6.38	2.73	1.66	2.05	2.83	1.56	2.67	2.41	2.18
Percent Change from Prior Year	-2%	60%	-7%	50%	3%	-2%	152%	125%	-36%	25%	-24%	-20%	-32%

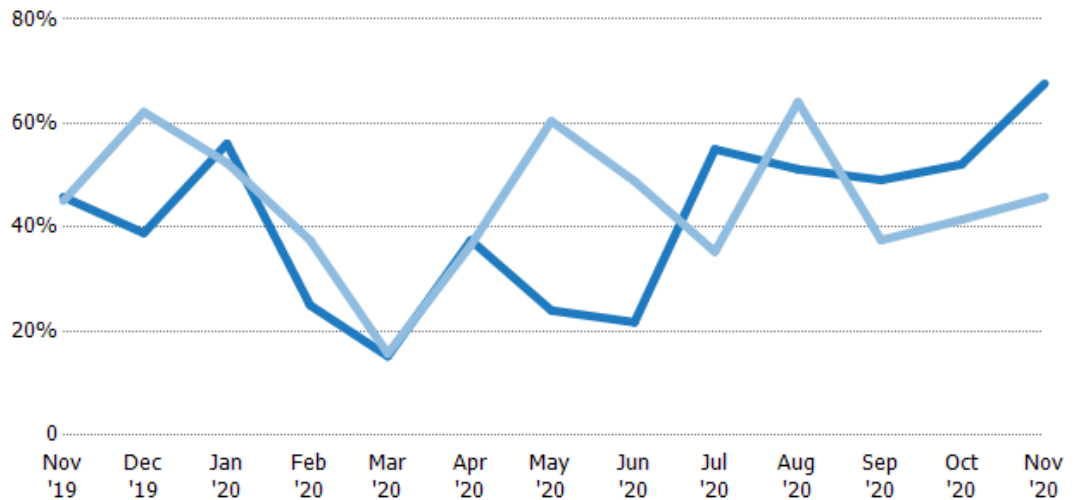
Absorption Rate

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 '20	68%	-21.8%
Nov '19	46%	-0.7%
Nov '18	45%	-0.2%



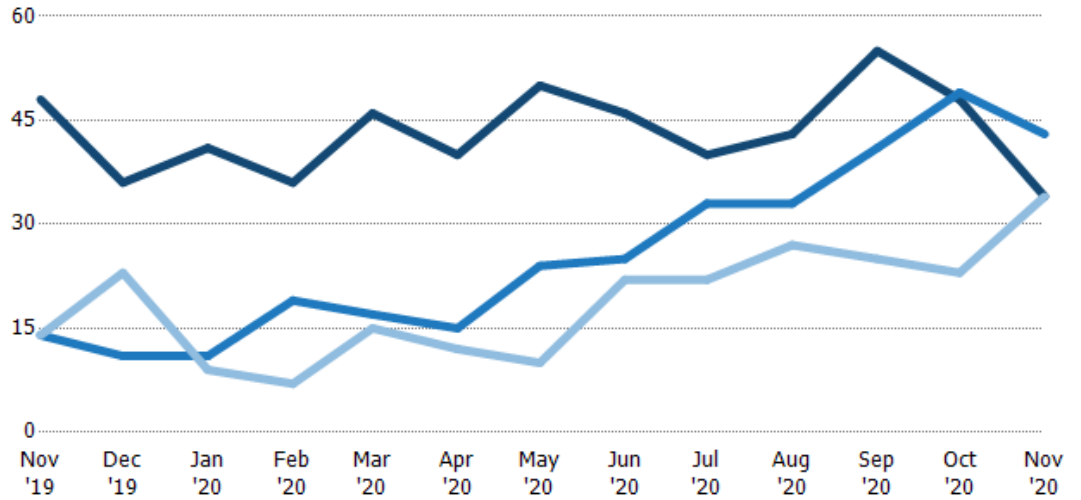
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	46%	39%	56%	25%	15%	38%	24%	22%	55%	51%	49%	52%	68%
Prior Year	45%	62%	52%	38%	16%	37%	60%	49%	35%	64%	38%	41%	46%
Change from Prior Year	-1%	23%	-4%	13%	0%	-1%	36%	27%	-20%	13%	-12%	-11%	-22%

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



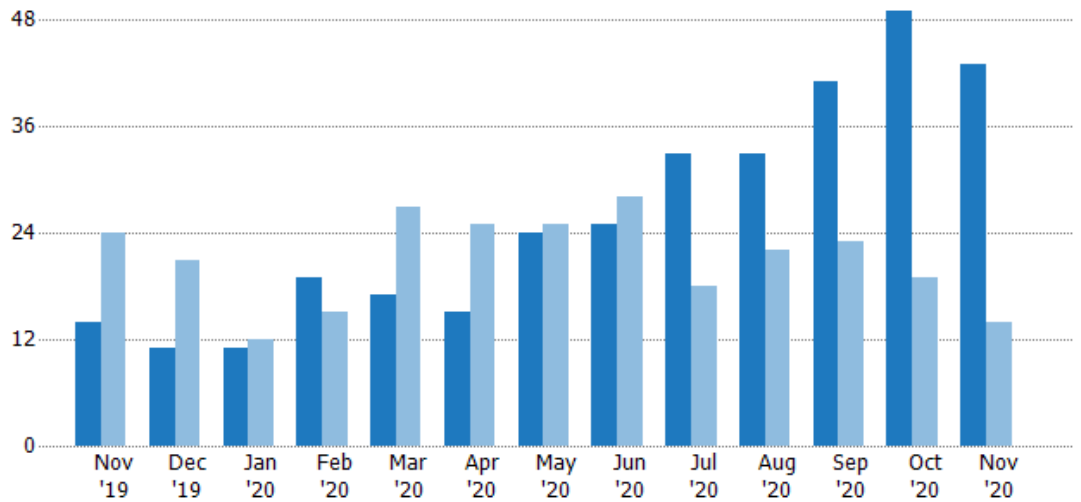
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	48	36	41	36	46	40	50	46	40	43	55	48	34
Pending	14	11	11	19	17	15	24	25	33	33	41	49	43
Sold	14	23	9	7	15	12	10	22	22	27	25	23	34

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 '20	43	207.1%
Nov '19	14	-41.7%
Nov '18	24	-29.2%

	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	14	11	11	19	17	15	24	25	33	33	41	49	43
Prior Year	24	21	12	15	27	25	25	28	18	22	23	19	14
Percent Change from Prior Year	-42%	-48%	-8%	27%	-37%	-40%	-4%	-11%	83%	50%	78%	158%	207%

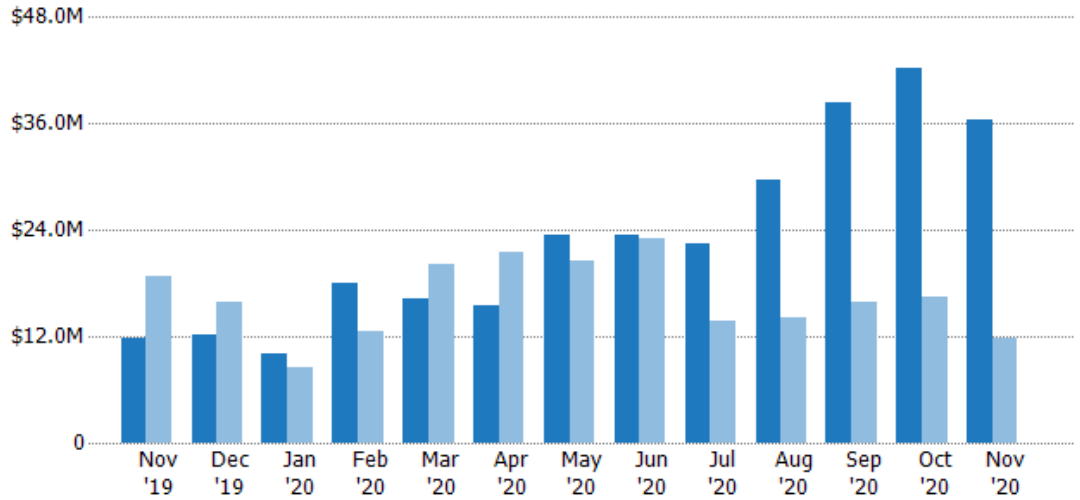
Pending Sales Volume

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 '20	\$36.5M	211.8%
Nov '19	\$11.7M	-37.9%
Nov '18	\$18.8M	-50.1%



Current Year	\$11.7M	\$12.2M	\$10M	\$18.1M	\$16.3M	\$15.5M	\$23.5M	\$23.4M	\$22.4M	\$29.7M	\$38.4M	\$42.2M	\$36.5M
Prior Year	\$18.8M	\$16M	\$8.51M	\$12.6M	\$20.1M	\$21.5M	\$20.5M	\$23.1M	\$13.8M	\$14.1M	\$15.8M	\$16.5M	\$11.7M
Percent Change from Prior Year	-38%	-24%	18%	44%	-19%	-28%	15%	1%	63%	110%	144%	155%	212%

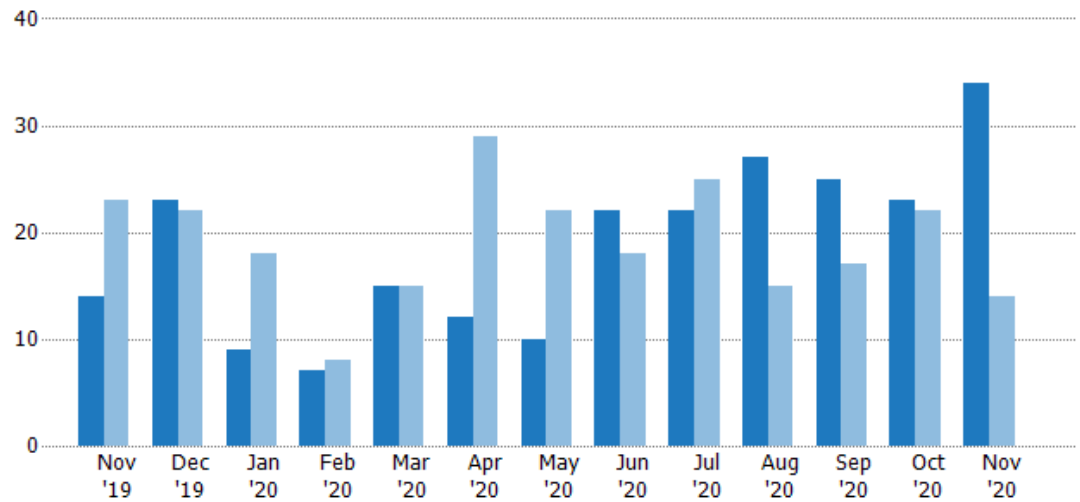
Closed Sales

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 '20	34	142.9%
Nov '19	14	-39.1%
Nov '18	23	17.4%



Current Year	14	23	9	7	15	12	10	22	22	27	25	23	34
Prior Year	23	22	18	8	15	29	22	18	25	15	17	22	14
Percent Change from Prior Year	-39%	5%	-50%	-13%	0%	-59%	-55%	22%	-12%	80%	47%	5%	143%

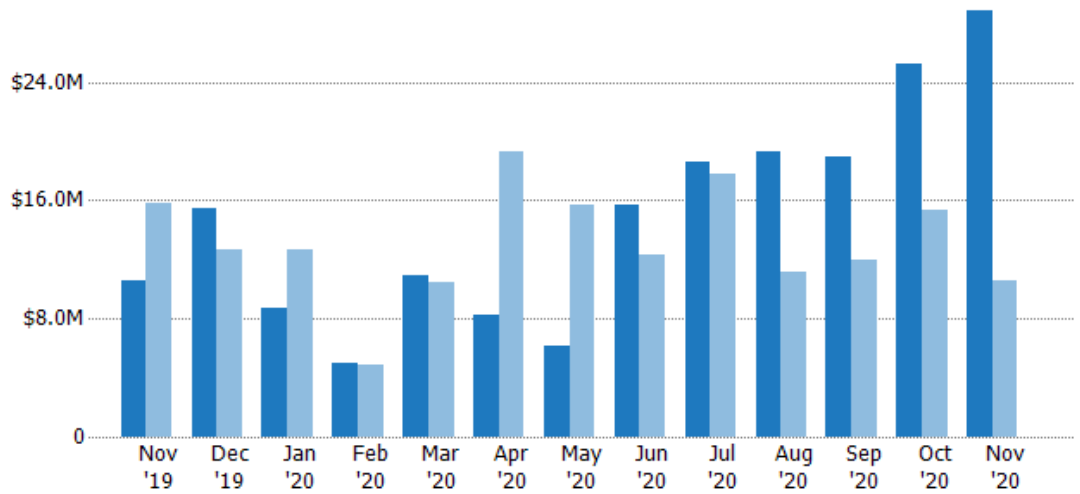
Closed Sales Volume

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 '20	\$28.9M	172.7%
Nov '19	\$10.6M	-33%
Nov '18	\$15.8M	2.6%



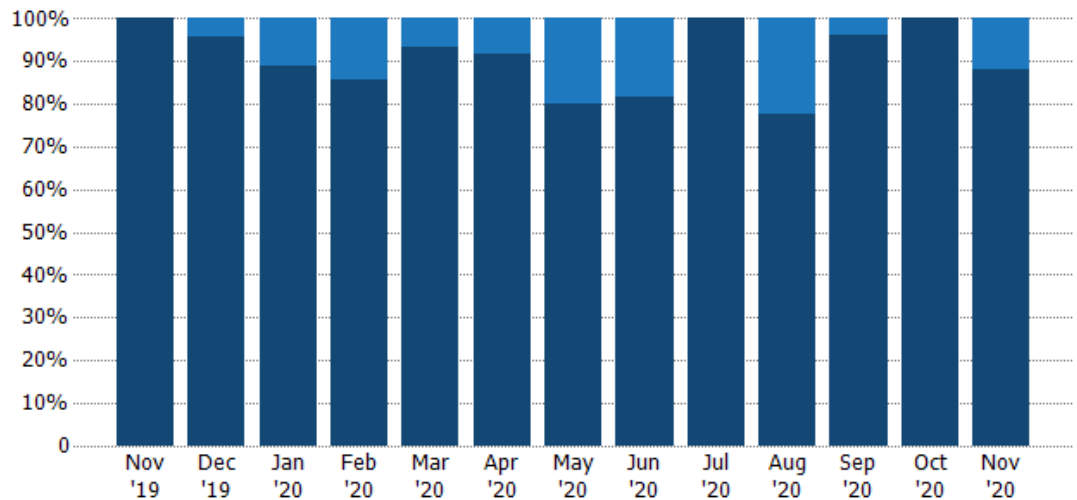
Current Year	\$10.6M	\$15.4M	\$8.67M	\$4.98M	\$10.9M	\$8.29M	\$6.16M	\$15.7M	\$18.6M	\$19.3M	\$19M	\$25.3M	\$28.9M
Prior Year	\$15.8M	\$12.6M	\$12.7M	\$4.84M	\$10.5M	\$19.3M	\$15.7M	\$12.3M	\$17.8M	\$11.2M	\$12M	\$15.3M	\$10.6M
Percent Change from Prior Year	-33%	22%	-32%	3%	4%	-57%	-61%	28%	5%	73%	59%	65%	173%

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	-	4%	11%	14%	7%	8%	20%	18%	-	22%	4%	-	12%
Single Family Residence	100%	96%	89%	86%	93%	92%	80%	82%	100%	78%	96%	100%	88%

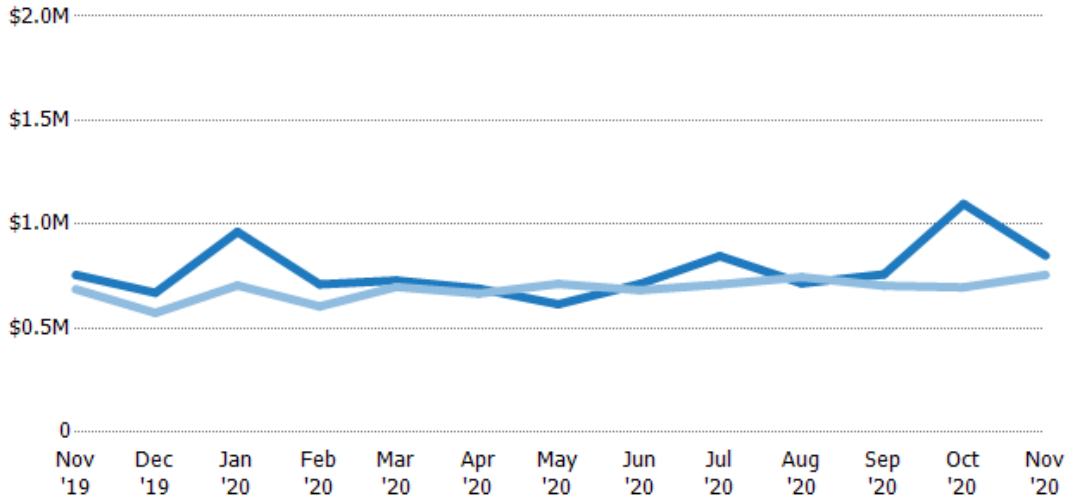
Average Sales Price

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	Price	% Chg.
Nov '20	\$849K	12.3%
Nov '19	\$756K	10%
Nov '18	\$687K	-12.6%



Current Year	\$756K	\$670K	\$964K	\$711K	\$729K	\$691K	\$616K	\$714K	\$847K	\$716K	\$759K	\$1.1M	\$849K
Prior Year	\$687K	\$574K	\$706K	\$605K	\$699K	\$667K	\$713K	\$683K	\$710K	\$746K	\$704K	\$697K	\$756K
Percent Change from Prior Year	10%	17%	37%	18%	4%	4%	-14%	4%	19%	-4%	8%	58%	12%

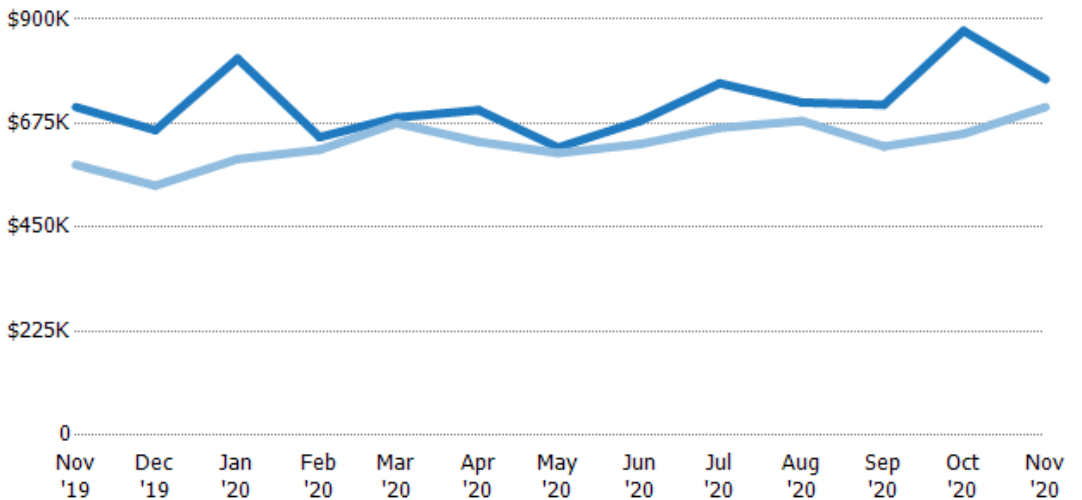
Median Sales Price

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 '20	\$770K	8.5%
Nov '19	\$710K	21.4%
Nov '18	\$585K	-12%



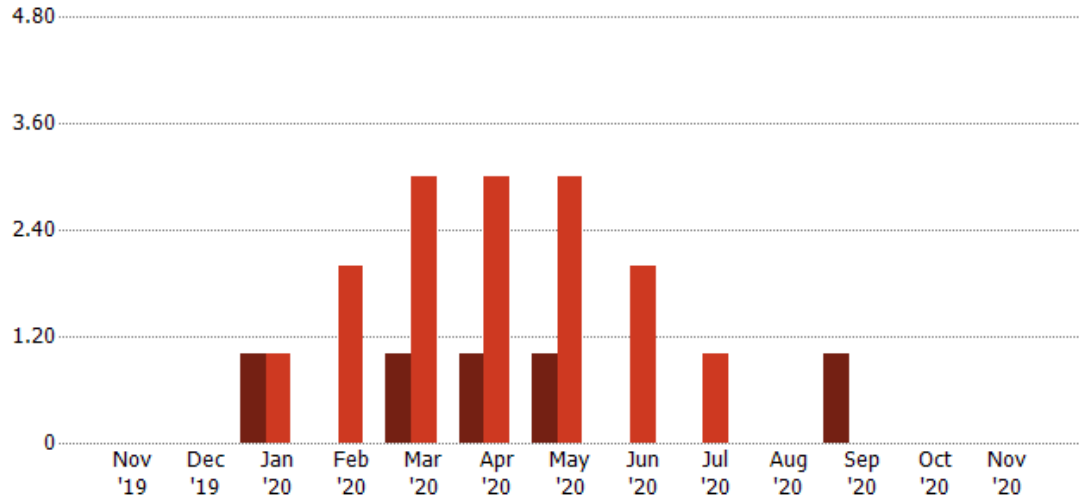
Current Year	\$710K	\$660K	\$815K	\$645K	\$688K	\$704K	\$623K	\$680K	\$762K	\$720K	\$715K	\$875K	\$770K
Prior Year	\$585K	\$540K	\$598K	\$618K	\$675K	\$635K	\$611K	\$630K	\$665K	\$680K	\$625K	\$652K	\$710K
Percent Change from Prior Year	21%	22%	36%	4%	2%	11%	2%	8%	15%	6%	14%	34%	8%

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



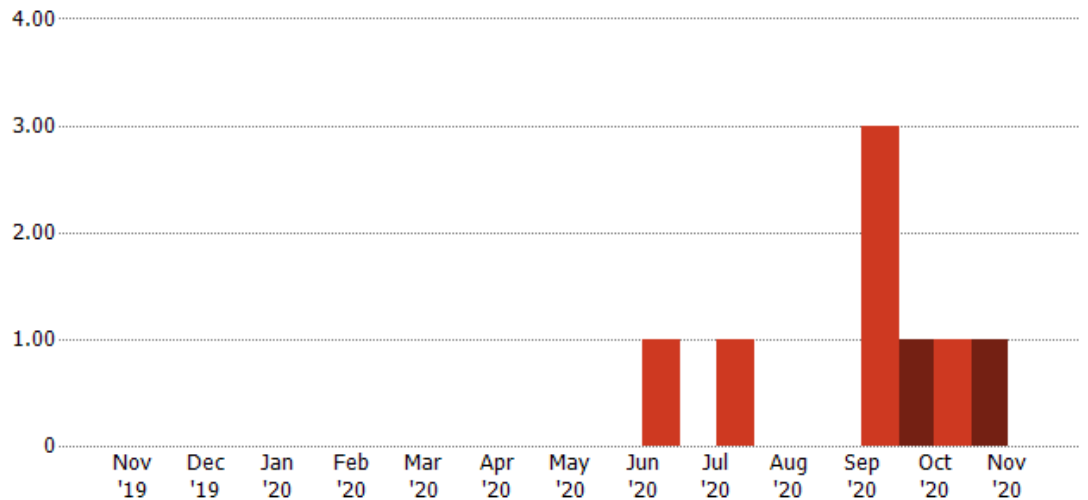
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	-	-	1	-	1	1	1	-	-	-	1	-	-
Prior Year	-	-	1	2	3	3	3	2	1	-	-	-	-
Percent Change from Prior Year	-	-	0%	-100%	-67%	-67%	-67%	-100%	-100%	-	100%	-	-

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	-	-	-	-	-	-	-	-	-	-	-	1	1
Prior Year	-	-	-	-	-	-	-	1	1	-	3	1	-
Percent Change from Prior Year	-	-	-	-	-	-	-	-100%	-100%	-	-100%	0%	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: 12/28/2020

Scheduled: No

Report Date Range: From 11/2019 To: 11/2020

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 11/2020 data

Listing Activity by ZIP

Listing Activity by Metro Area

Sales Activity by ZIP

Sales Activity by Metro Area