



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

TO: Marty Kovacs, Tim Johnson
FROM: David Walker, 818-635-9812
RE: Home sales statistics & Summary
DATE: 2-14-17

The attached charts report last month's home sales throughout the Santa Clarita Valley. Here's a summary of the key numbers. I'll call to find out what you think the numbers mean and where the market is headed.

- Realtors helped close escrow on 123 single-family home sales throughout the Santa Clarita Valley during January. That total was up 8.8 percent over a year ago, though down 37.9 percent, which follows typical seasonal patterns. It was the highest tally for the month of January since 2014 though well below the peak since the economic recovery began of 265 sales posted in June. The 123 sales also were 69.6 percent below the record high of 405 sales set June 2005.
- A total of 69 condominiums changed owners during January, up 25.5 percent over a year ago, but down 17.9 percent from December. The high point since the Great Recession came in June with 127 closed escrows. January's 69 sales were 66.2 percent below the record high of 204 sales in April 2003.
- The median price of the homes sold during January was \$560,000, up 5.7 percent from a year ago and 0.9 percent ahead of December. June's median price of \$575,000 was the highest median 10 years, though it was 12.9 percent below the record high of \$643,000 established in April 2006.
- The condo median price for January was \$360,000, up 17.5 percent from January 2016 and 5.9 percent of December. September's condo median of \$372,000 was the high point so far in the recovery. This January's median was 9.3 percent below the record high of \$397,000 set in January 2006.
- A total of 433 open escrows were on the MLS at the end of January, down 10.7 percent from a year ago. At the current pace of sales, that represents a 2.3-month supply compared to the 2.9-month inventory of January 2016. The annual average inventory peaked at an 11.2-month supply in 2007, then gradually fell as recovery took hold until bottoming out with an annual average of an 1.7-month supply in 2013. Since then the inventory hovered around a 2.5-month supply for 2014 and 2015 and in 2016 fell to an average 2.0-month inventory, which appears to be the new normal.
- Distressed sales? What are those? There were zero condo-distressed sales and only two single-family home short sales along with one REO. Combined, distressed sales accounted for a mere 1.5 percent of the 192 total transactions.

Southland Regional Association of REALTORS®

Santa Clarita Valley

January 2017 — Single-Family Resales

	Closed Escrows	Average Price	Median Price	New Listings	Active Listings
January 2017	123	\$594,200	\$560,000	207	343
January 2016	113	\$556,500	\$530,000	201	363
Change 2016-2015	10	\$37,700	\$30,000	6	-20
	8.8%	6.8%	5.7%	3.0%	-5.5%
December 2016	198	\$582,300	\$555,000	113	333
Change Dec./Jan.	-75	11,900	5,000	94	10
	-37.9%	2.0%	0.9%	83.2%	3.0%

Condominium Resale Statistics

	Closed Escrows	Average Price	Median Price	New Listings	Active Listings
January 2017	69	\$353,900	\$360,000	92	90
January 2015	55	\$313,300	\$306,500	107	122
Change 2015-2016	14	\$40,600	\$53,500	-15	-32
	25.5%	13.0%	17.5%	-14.0%	-26.2%
December 2016	84	\$346,600	\$340,000	70	104
Change Dec./Jan.	-15	\$7,300	\$20,000	22	-14
	-17.9%	2.1%	5.9%	31.4%	-13.5%

Current Month

	2016	2015	Difference
Total Active Listings	433	485	-10.7%
Months Supply at Current Pace of Sales	2.3	2.9	
A five- or six-month supply reflects a balanced market			
Combined Residential Total Sales	192	168	14.3%
Pending Escrows - Measures future activity	274	251	9.2%

Change compared to record-high median price

Single-family median of \$643,000 set in April 2006	% Change	\$ Change
	-12.9%	-\$83,000
Condominium Median of \$397,000 set in January 2006	-9.3%	-\$37,000

Change from this cycle's record-low median price

Single-Family median of \$340,000 set in November 2011	% Change	\$ Change
	64.7%	\$220,000
Condominium median of \$170,000 set in July 2012	111.8%	\$190,000

Change from record-high sales

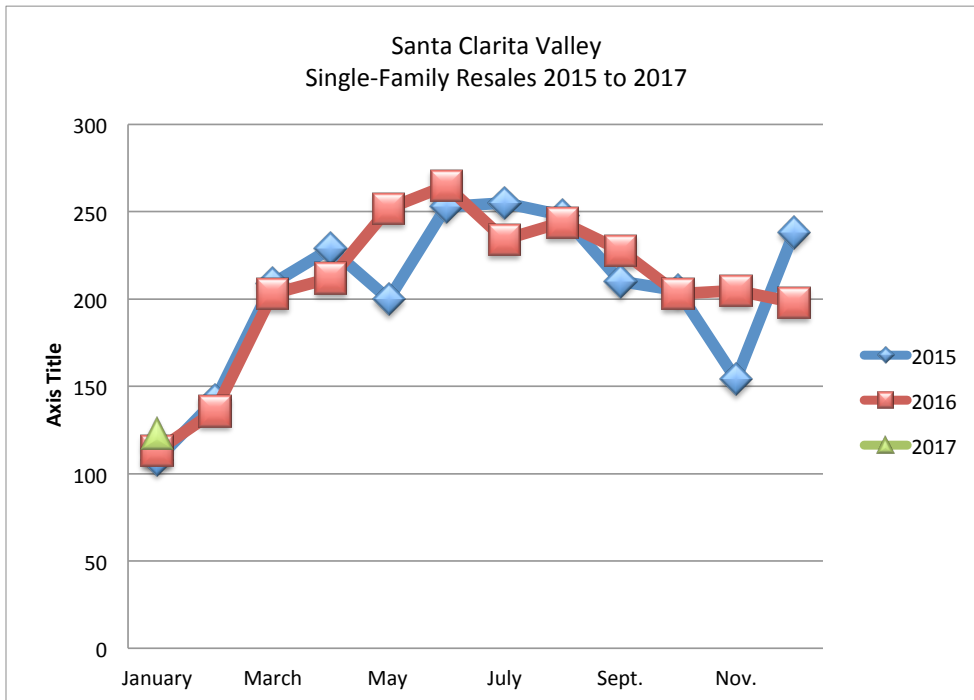
Single-family sales high 405 set June 2005	% Change	Sales
	-69.6%	-282
Condominium sales record high of 204 set April 2003	-66.2%	-135

Change from record-low sales

Single-family sales of 99 set January 2008	% Change	Sales
	24.2%	24
Condominium sales of 31 set January 2008	122.6%	38

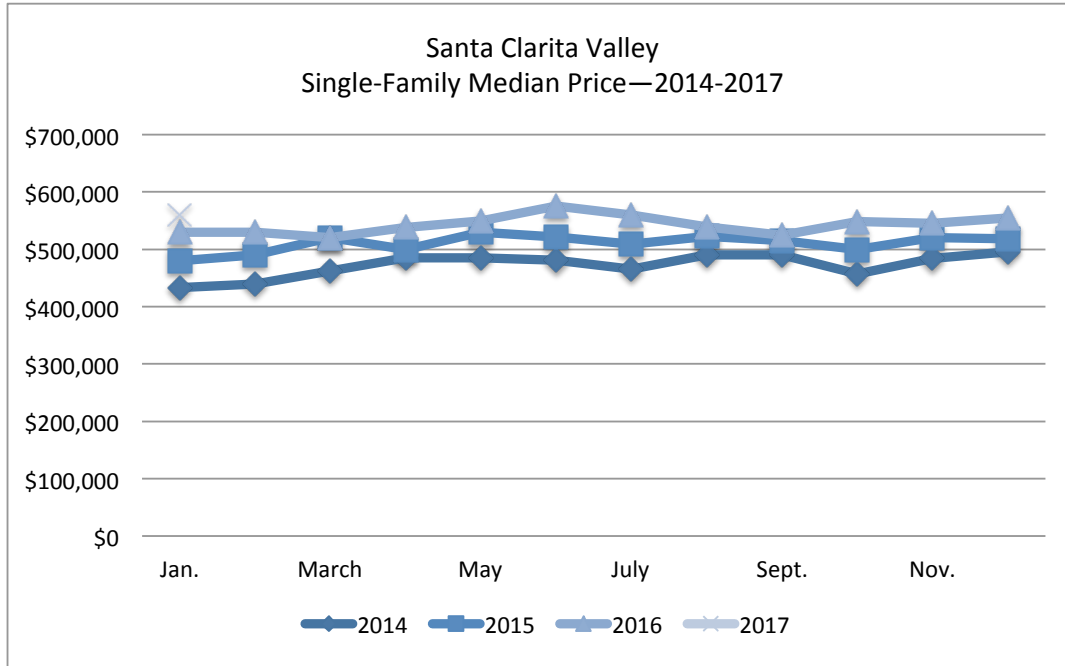
Santa Clarita Valley: Single-Family Closed Escrows — 1998-2017

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
January		121	145	108	149	193	195	203	195	154	172	99	147	137	117	146	149	138	108	113	123
February		151	154	173	186	196	191	259	200	132	175	115	167	140	116	138	153	119	142	136	
March		217	241	172	249	276	284	391	387	229	261	151	176	200	165	180	200	134	209	203	
April		223	264	192	298	321	335	391	391	237	174	178	214	192	183	176	209	210	229	212	
May	172	237	243	212	316	344	342	370	362	234	179	220	196	215	173	186	196	210	200	252	
June	196	269	309	253	350	346	361	400	405	253	206	229	202	208	217	238	199	190	253	265	
July	194	313	275	223	315	271	390	352	366	237	194	237	235	176	187	203	221	212	255	234	
August	169	252	241	242	325	277	401	315	354	250	186	199	206	186	222	220	176	214	248	244	
Sept.	171	264	217	213	256	251	367	332	330	218	105	195	178	167	164	190	173	187	210	228	
October	165	214	200	209	229	291	335	288	280	201	116	207	197	144	176	217	179	191	205	203	
Nov.	138	219	182	194	238	246	267	299	235	183	111	172	162	148	198	167	171	198	154	205	
Dec.	190	191	217	219	248	263	326	269	221	203	114	192	178	168	217	247	244	227	238	198	
Total	2,671	2,688	2,410	3,159	3,275	3,794	3,869	3,726	2,531	1,993	2,194	2,258	2,081	2,135	2,308	2,270	2,230	2,451	2,493	123	
Bold = Record	I	0.6%	-10.3%	31.1%	3.7%	15.8%	2.0%	-3.7%	-32.1%	-21.3%	10.1%	2.9%	-7.8%	2.6%	8.1%	-1.6%	-1.8%	9.9%	1.7%		



Santa Clarita Valley Single-Family Median Price: 1998-2017

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Jan.	\$279,900	\$350,000	\$409,900	\$510,000	\$620,000	\$587,900	\$460,000	\$396,000	\$399,900	\$346,000	\$360,000	\$360,000	\$432,900	\$480,000	\$530,000	\$560,000
Feb.	\$285,000	\$335,000	\$416,000	\$525,000	\$590,000	\$570,000	\$490,000	\$408,000	\$410,000	\$385,000	\$358,000	\$379,000	\$439,500	\$490,000	\$530,000	
March	\$280,500	\$348,000	\$453,900	\$524,800	\$600,000	\$580,000	\$470,000	\$400,000	\$400,000	\$376,000	\$378,100	\$420,000	\$462,000	\$520,000	\$520,000	
April	\$290,000	\$369,900	\$450,000	\$552,000	\$643,000	\$595,000	\$480,000	\$410,000	\$420,000	\$375,000	\$375,000	\$415,000	\$485,000	\$500,000	\$538,200	
May	\$295,000	\$355,000	\$474,000	\$549,900	\$629,000	\$615,000	\$450,000	\$400,000	\$410,000	\$379,900	\$360,000	\$420,500	\$485,000	\$530,000	\$550,000	
June	\$319,000	\$380,000	\$502,000	\$569,000	\$610,000	\$605,000	\$450,000	\$410,000	\$400,000	\$370,000	\$360,000	\$430,000	\$481,000	\$521,000	\$575,000	
July	\$329,900	\$395,000	\$499,900	\$580,000	\$605,000	\$570,000	\$441,000	\$410,000	\$420,000	\$370,000	\$350,000	\$430,000	\$465,500	\$509,500	\$560,000	
Aug.	\$338,000	\$399,900	\$510,000	\$580,000	\$615,000	\$560,000	\$450,000	\$398,000	\$415,000	\$372,500	\$375,000	\$450,000	\$490,000	\$523,000	\$539,000	
Sept.	\$334,000	\$388,000	\$495,000	\$594,500	\$584,900	\$560,000	\$433,500	\$410,000	\$410,000	\$360,000	\$370,000	\$430,000	\$490,000	\$515,000	\$525,000	
Oct.	\$339,000	\$398,000	\$504,900	\$595,000	\$575,000	\$555,000	\$430,000	\$420,000	\$390,000	\$364,000	\$360,000	\$440,000	\$457,000	\$500,000	\$548,000	
Nov.	\$324,000	\$387,000	\$500,000	\$595,000	\$580,000	\$522,500	\$400,000	\$407,000	\$415,000	\$340,000	\$360,000	\$445,000	\$484,100	\$520,000	\$545,000	
Dec.	\$340,000	\$413,500	\$519,000	\$600,000	\$590,000	\$527,500	\$385,000	\$417,500	\$387,000	\$340,000	\$403,500	\$440,000	\$495,000	\$518,000	\$555,000	
Annual	\$312,858	\$376,608	\$477,883	\$564,600	\$603,492	\$570,658	\$444,958	\$407,208	\$406,408	\$364,867	\$367,467	\$421,625	\$472,250	\$510,542	\$542,933	
	17.1%	20.4%	26.9%	18.1%	6.9%	-5.4%	-22.0%	-8.5%	-0.2%	-10.2%	0.7%	14.7%	12.0%	8.1%	6.3%	



1997	1998	1999	2000	2001
	\$202,000	\$222,800	\$235,000	\$245,000
	\$197,000	\$220,000	\$234,000	\$247,000
	\$191,000	\$216,000	\$244,000	\$260,000
	\$190,500	\$225,000	\$240,000	\$265,900
\$175,000	\$194,000	\$227,500	\$243,500	\$265,000
\$185,000	\$205,000	\$227,500	\$240,300	\$274,000
\$188,000	\$205,000	\$228,000	\$245,500	\$265,000
\$189,000	\$209,900	\$245,000	\$250,000	\$275,000
\$190,800	\$210,000	\$224,900	\$247,400	\$275,000
\$187,300	\$213,500	\$228,000	\$245,000	\$272,000
\$180,000	\$217,000	\$236,000	\$242,000	\$287,000
\$182,000	\$220,000	\$245,000	\$249,000	\$275,000

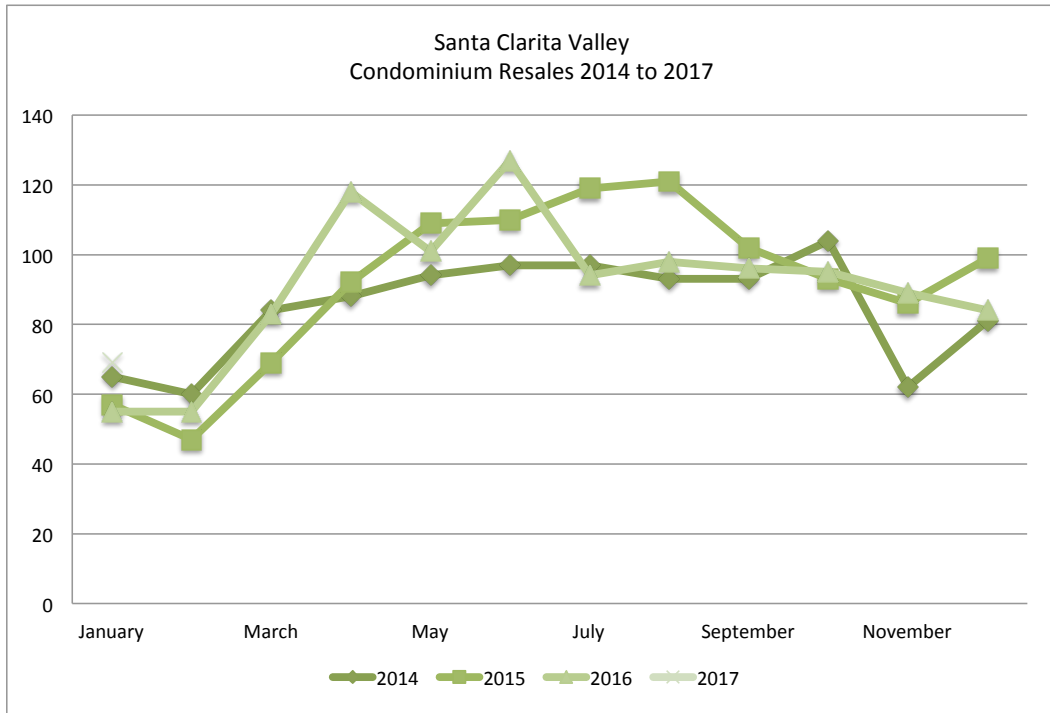
\$204,742 \$228,975 \$242,975 \$267,158

11.8% 6.1% 10.0%

Santa Clarita Valley: Condominium Closed Escrows—1998-2017

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
January		43	60	60	90	101	107	118	102	82	73	31	54	55	48	64	59	65	57	55	69
February		51	62	66	83	113	110	120	116	85	88	37	45	55	53	55	69	60	47	55	
March		66	105	115	139	160	164	138	192	121	113	54	57	91	74	67	95	84	69	83	
April		79	118	121	160	139	204	155	186	129	76	67	59	74	66	101	108	88	92	118	
May	58	90	97	125	167	141	160	148	169	123	90	75	68	91	79	83	103	94	109	101	
June	65	81	105	149	158	154	150	201	190	117	71	75	89	91	80	93	104	97	110	127	
July	62	78	117	124	165	170	166	145	180	122	83	85	88	68	73	88	117	97	119	94	
August	65	78	124	144	157	140	169	143	158	106	63	83	76	68	94	103	129	93	121	98	
September	63	100	125	131	129	160	166	123	173	109	52	89	65	71	66	91	100	93	102	96	
October	83	96	126	117	128	120	179	132	121	88	42	89	73	74	85	83	105	104	93	95	
November	62	83	74	93	111	126	134	141	100	88	38	62	72	82	65	78	96	62	86	89	
December	64	67	103	110	110	152	143	125	84	76	52	89	94	55	105	120	104	81	99	84	
Total		912	1,216	1,355	1,597	1,676	1,852	1,689	1,771	1,246	841	836	840	875	888	1,026	1,189	1,018	1,104	1,095	69
			33.3%	11.4%	17.9%	4.9%	10.5%	-8.8%	4.9%	-29.6%	-32.5%	-0.6%	0.5%	4.2%	1.5%	15.5%	15.9%	-14.4%	8.4%	-0.8%	

Bold = Record High



Closed Sales by Type — Santa Clarita Valley

Excludes out of area sales

2016

Closed Sale by Type — Combined Residential

	%		%		%		%		%		%		%		%		%		%		%			
	Jan	Sales	Feb	Sales	Mar	Sales	April	Sales	May	Sales	June	Sales	July	Sales	Aug.	Sales	Sept.	Sales	Oct.	Sales	Nov.	Sales	Dec.	Sales
REO/Foreclosure	2	1.2%	7	3.7%	4	1.4%	4	1.2%	6	1.7%	7	1.8%	6	1.8%	6	1.8%	4	1.3%	4	1.3%	0	0.0%	4	1.4%
Short Payoff	10	6.0%	8	4.2%	10	3.5%	10	3.0%	10	2.8%	5	1.3%	4	1.2%	2	0.6%	8	2.5%	4	1.3%	4	1.4%	3	1.1%
Standard	153	91.1%	173	90.6%	270	94.4%	314	95.2%	337	95.5%	377	96.2%	316	96.3%	331	96.8%	307	96.2%	289	97.0%	288	98.0%	269	95.4%
Other	3	1.8%	3	1.6%	2	0.7%	2	0.6%	0	0.0%	3	0.8%	2	0.6%	3	0.9%	0	0.0%	1	0.3%	2	0.7%	6	2.1%
Not Specified	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	168		191		286		330		353		392		328		342		319		298		294		282	

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Closed Sale by Type — Single-Family Homes

REO/Foreclosure	2	1.8%	7	5.1%	2	1.0%	3	1.4%	6	2.4%	2	0.8%	4	1.7%	4	1.6%	4	1.8%	4	2.0%	0	0.0%	3	1.5%
Short Payoff	8	7.1%	8	5.9%	8	3.9%	8	3.8%	6	2.4%	5	1.9%	3	1.3%	2	0.8%	3	1.3%	2	1.0%	2	1.0%	2	1.0%
Standard	102	90.3%	120	88.2%	191	94.1%	200	94.3%	240	95.2%	255	96.2%	225	96.2%	236	96.7%	217	96.9%	196	96.6%	202	98.5%	189	95.5%
Other	1	0.9%	1	0.7%	2	1.0%	1	0.5%	0	0.0%	3	1.1%	2	0.9%	2	0.8%	0	0.0%	1	0.5%	1	0.5%	4	2.0%
Not Specified	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	113		136		203		212		252		265		234		244		224		203		205		198	

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Closed Sale by Type — Condominiums

REO/Foreclosure	0	0.0%	0	0.0%	2	2.4%	1	0.8%	0	0.0%	5	3.9%	2	2.1%	2	2.0%	0	0.0%	0	0.0%	0	0.0%	1	1.2%
Short Payoff	2	3.6%	0	0.0%	2	2.4%	2	1.7%	4	4.0%	0	0.0%	1	1.1%	0	0.0%	5	5.3%	2	2.1%	2	2.2%	1	1.2%
Standard	51	92.7%	53	96.4%	79	95.2%	114	96.6%	97	96.0%	122	96.1%	91	96.8%	95	96.9%	90	94.7%	93	97.9%	86	96.6%	80	95.2%
Other	2	3.6%	2	3.6%	0	0.0%	1	0.8%	0	0.0%	0	0.0%	0	0.0%	1	1.0%	0	0.0%	0	0.0%	1	1.1%	2	2.4%
Not Specified	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	55		55		83		118		101		127		94		98		95		95		89		84	

Closed Sales by Type — Santa Clarita Valley

Excludes out of area sales

2015

Closed Sale by Type — Combined Residential

	%		%		%		%		%		%		%		%		%		%		%			
	Jan	Sales	Feb	Sales	Mar	Sales	April	Sales	May	Sales	June	Sales	July	Sales	Aug.	Sales	Sept.	Sales	Oct.	Sales	Nov.	Sales	Dec.	Sales
REO/Foreclosure	2	1.2%	8	4.2%	8	2.9%	9	2.8%	4	1.3%	5	1.4%	3	0.8%	6	1.6%	3	1.0%	7	2.3%	4	1.7%	7	2.1%
Short Payoff	18	10.9%	12	6.3%	10	3.6%	12	3.7%	9	2.9%	18	5.0%	13	3.5%	16	4.3%	8	2.6%	10	3.4%	12	5.0%	14	4.2%
Standard	144	87.3%	164	86.8%	257	92.4%	298	92.8%	292	94.5%	335	92.3%	353	94.4%	343	93.0%	300	96.2%	278	93.3%	224	93.3%	299	88.7%
Other	1	0.6%	5	2.6%	3	1.1%	1	0.3%	4	1.3%	5	1.4%	5	1.3%	4	1.1%	1	0.3%	3	1.0%	0	0.0%	17	5.0%
Not Specified	0	0.0%	0	0.0%	0	0.0%	1	0.3%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	165		189		278		321		309		363		374		369		312		298		240		337	

Closed Sale by Type — Single-Family Homes

REO/Foreclosure	1	0.9%	5	3.5%	6	2.9%	6	2.6%	3	1.5%	4	1.6%	1	0.4%	3	1.2%	2	1.0%	6	2.9%	3	1.9%	5	2.1%
Short Payoff	12	11.1%	11	7.7%	6	2.9%	6	2.6%	5	2.5%	15	5.9%	9	3.5%	12	4.8%	5	2.4%	9	4.4%	10	6.5%	10	4.2%
Standard	95	88.0%	124	87.3%	195	93.3%	216	94.3%	190	95.0%	230	90.9%	241	94.5%	231	93.1%	202	96.2%	187	91.2%	141	91.6%	211	88.7%
Other	0	0.0%	2	1.4%	2	1.0%	1	0.4%	2	1.0%	4	1.6%	4	1.6%	2	0.8%	1	0.5%	3	1.5%	0	0.0%	12	5.0%
Not Specified	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	108		142		209		229		200		253		255		248		210		205		154		238	

Closed Sale by Type — Condominiums

REO/Foreclosure	1	1.8%	3	6.4%	2	2.9%	3	3.3%	1	0.9%	1	0.9%	2	1.7%	3	2.5%	1	1.0%	1	1.1%	1	1.2%	2	2.0%
Short Payoff	6	10.5%	1	2.1%	4	5.8%	6	6.5%	4	3.7%	3	2.7%	4	3.4%	4	3.3%	3	2.9%	1	1.1%	2	2.3%	4	4.0%
Standard	49	86.0%	40	85.1%	62	89.9%	82	89.1%	102	93.6%	105	95.5%	112	94.1%	112	92.6%	98	96.1%	91	97.8%	83	96.5%	88	88.9%
Other	1	1.8%	3	6.4%	1	1.4%	1	1.1%	2	1.8%	1	0.9%	1	0.8%	2	1.7%	0	0.0%	0	0.0%	0	0.0%	5	5.1%
Not Specified	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	57		47		69		92		109		110		119		121		102		93		86		99	

Closed Sales by Type — Santa Clarita Valley

Excludes out of area sales

2014

Closed Sale by Type — Combined Residential

	%		%		%		%		%		%		%		%		%		%		%			
	Jan	Sales	Feb	Sales	Mar	Sales	April	Sales	May	Sales	June	Sales	July	Sales	Aug.	Sales	Sept.	Sales	Oct.	Sales	Nov.	Sales	Dec.	Sales
REO/Foreclosure	9	4.4%	11	6.1%	8	3.7%	13	4.4%	13	4.3%	9	3.1%	13	4.2%	16	5.2%	6	2.1%	4	1.4%	9	3.5%	5	1.6%
Short Payoff	24	11.8%	16	8.9%	16	7.3%	24	8.1%	14	4.6%	26	9.1%	19	6.1%	12	3.9%	18	6.4%	14	4.7%	17	6.5%	25	8.1%
Standard	168	82.8%	150	83.8%	191	87.6%	257	86.2%	273	89.8%	248	86.4%	273	88.3%	276	89.9%	253	90.4%	273	92.5%	231	88.8%	275	89.3%
Other	2	1.0%	2	1.1%	2	0.9%	4	1.3%	4	1.3%	4	1.4%	4	1.3%	3	1.0%	2	0.7%	4	1.4%	3	1.2%	2	0.6%
Not Specified	0	0.0%	0	0.0%	1	0.5%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	0.4%	0	0.0%	0	0.0%	1	0.3%
Total	203		179		218		298		304		287		309		307		280		295		260		308	

Closed Sale by Type — Single-Family Homes

REO/Foreclosure	4	2.9%	6	5.0%	3	2.2%	9	4.3%	8	3.8%	4	2.1%	9	4.2%	7	3.3%	4	2.1%	2	1.0%	7	3.5%	4	1.8%
Short Payoff	15	10.9%	8	6.7%	10	7.5%	19	9.0%	10	4.8%	15	7.9%	12	5.7%	9	4.2%	11	5.9%	12	6.3%	15	7.6%	13	5.7%
Standard	117	84.8%	103	86.6%	119	88.8%	179	85.2%	189	90.0%	168	88.4%	190	89.6%	195	91.1%	171	91.4%	175	91.6%	173	87.4%	207	91.2%
Other	2	1.4%	2	1.7%	1	0.7%	3	1.4%	3	1.4%	3	1.6%	1	0.5%	3	1.4%	1	0.5%	2	1.0%	3	1.5%	2	0.9%
Not Specified	0	0.0%	0	0.0%	1	0.7%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	0.4%
Total	138		119		134		210		210		190		212		214		187		191		198		227	

Closed Sale by Type — Condominiums

REO/Foreclosure	5	7.7%	5	8.3%	5	6.0%	4	4.5%	5	5.3%	5	5.2%	4	4.1%	9	9.7%	2	2.2%	2	1.9%	2	3.2%	1	1.2%
Short Payoff	9	13.8%	8	13.3%	6	7.1%	5	5.7%	4	4.3%	11	11.3%	7	7.2%	3	3.2%	7	7.5%	2	1.9%	2	3.2%	12	14.8%
Standard	51	78.5%	47	78.3%	72	85.7%	78	88.6%	84	89.4%	80	82.5%	83	85.6%	81	87.1%	82	88.2%	98	94.2%	58	93.5%	68	84.0%
Other	0	0.0%	0	0.0%	1	1.2%	1	1.1%	1	1.1%	1	1.0%	3	3.1%	0	0.0%	1	1.1%	2	1.9%	0	0.0%	0	0.0%
Not Specified	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1	1.1%	0	0.0%	0	0.0%	0	0.0%
Total	65		60		84		88		94		97		97		93		93		104		62		81	