



# AREA REPORT

## ENCINO

Year End 2022 | ALL PROPERTY TYPES

Welcome to the Encino Area Report, an exclusive Coldwell Banker report that informs you of residential real estate sales activity and regional trends. It gives you a broad look at the real estate market. The Market Summary below offers a look at sales activity for the prior month and year, along with current year-to-date statistics. The graphs depict different aspects of the real estate market for the specific market area. Please contact me at any point, if you would like more information on current market trends.



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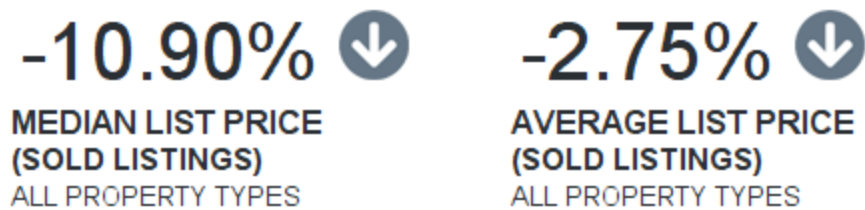
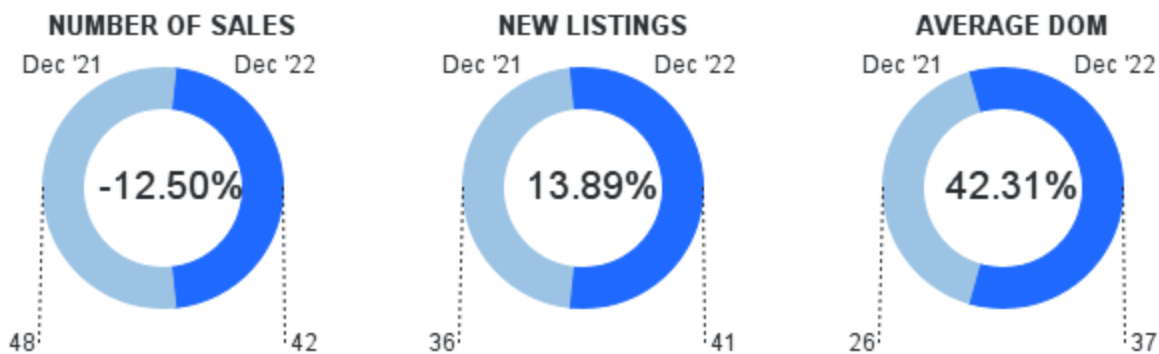
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**COLDWELL BANKER**  
**REALTY**

**ENCINO | December 2022**  
**REAL ESTATE SNAPSHOT - Change since this time last year**  
**All Property Types**



Dec '21      Dec '22

# AREA REPORT

## ENCINO

### FULL MARKET SUMMARY

December 2022 | All Property Types ?

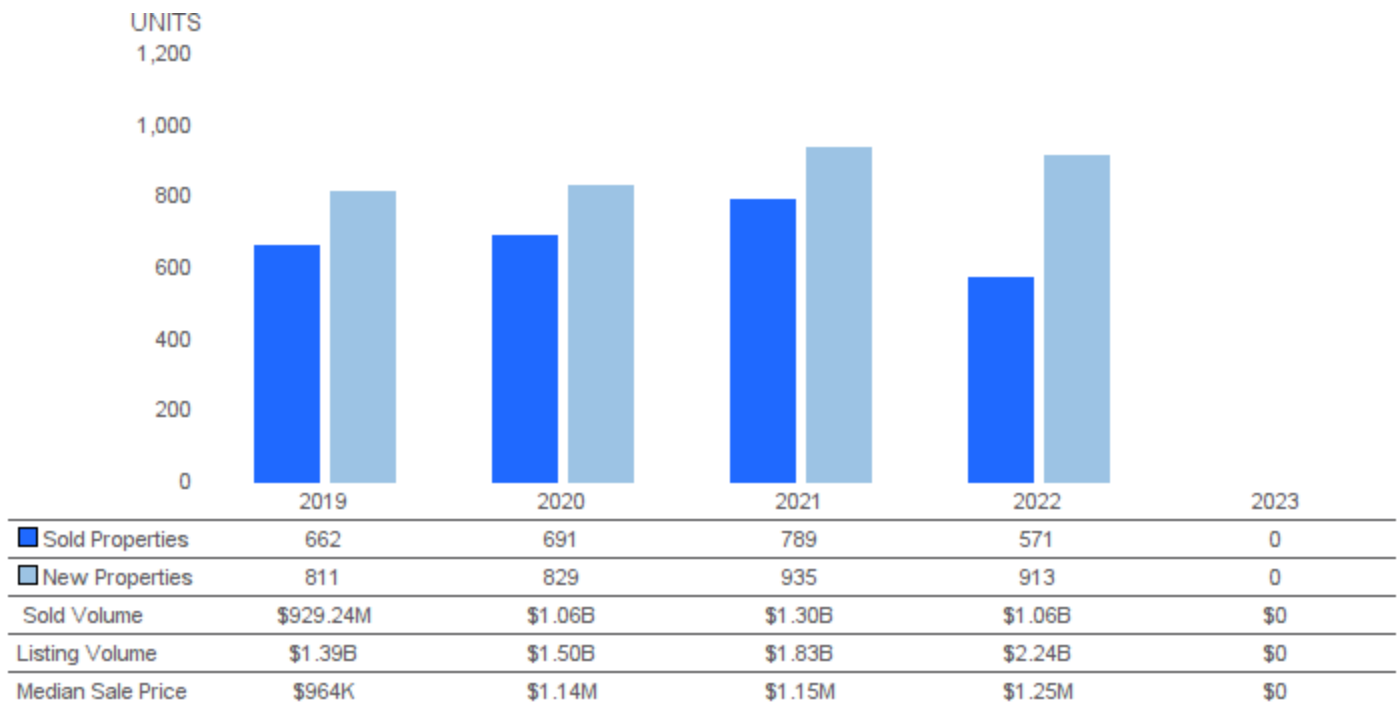
	Month to Date			Year to Date		
	December 2022	December 2021	% Change	YTD 2022	YTD 2021	% Change
New Listings	41	36	13.89% ↑	913	935	-2.35% ↓
Sold Listings	42	48	-12.5% ↓	571	789	-27.63% ↓
Median List Price (Solds)	\$1,197,500	\$1,343,975	-10.9% ↓	\$1,199,000	\$1,099,000	9.1% ↑
Median Sold Price	\$1,177,500	\$1,357,475	-13.26% ↓	\$1,255,000	\$1,150,000	9.13% ↑
Median Days on Market	29	17	70.59% ↑	13	13	0%
Average List Price (Solds)	\$1,794,978	\$1,845,720	-2.75% ↓	\$1,857,915	\$1,642,108	13.14% ↑
Average Sold Price	\$1,697,741	\$1,857,495	-8.6% ↓	\$1,860,203	\$1,653,299	12.51% ↑
Average Days on Market	37	26	42.31% ↑	25	28	-10.71% ↓
List/Sold Price Ratio	97%	101.2%	-4.12% ↓	102.5%	102.3%	0.23% ↑

### SOLD AND NEW PROPERTIES (UNITS)

December 2022 | All Property Types ?

**Sold Properties** | Number of properties sold during the year

**New Properties** | Number of properties listed during the year.

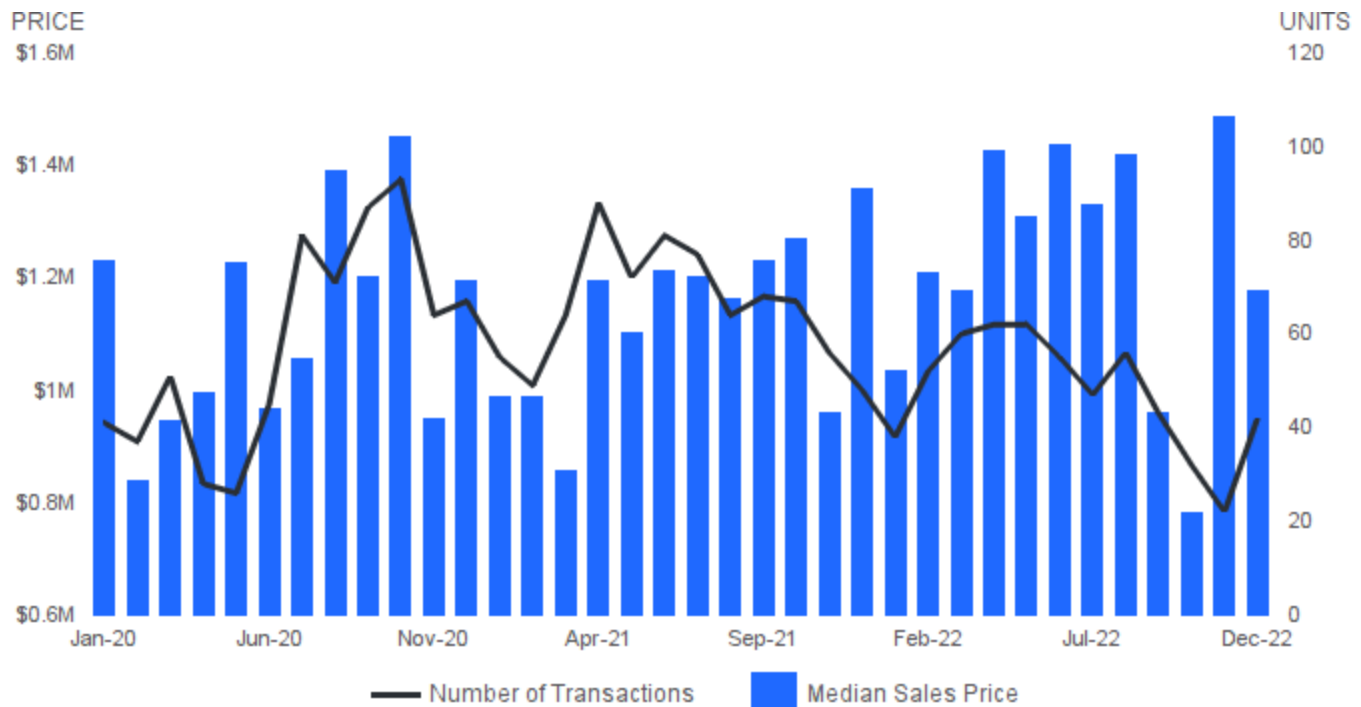


## MEDIAN SALES PRICE AND NUMBER OF SALES

December 2022 | All Property Types <sup>?</sup>

**Median Sales Price** | Price of the "middle" property sold -an equal number of sales were above and below this price.

**Number of Sales** | Number of properties sold.

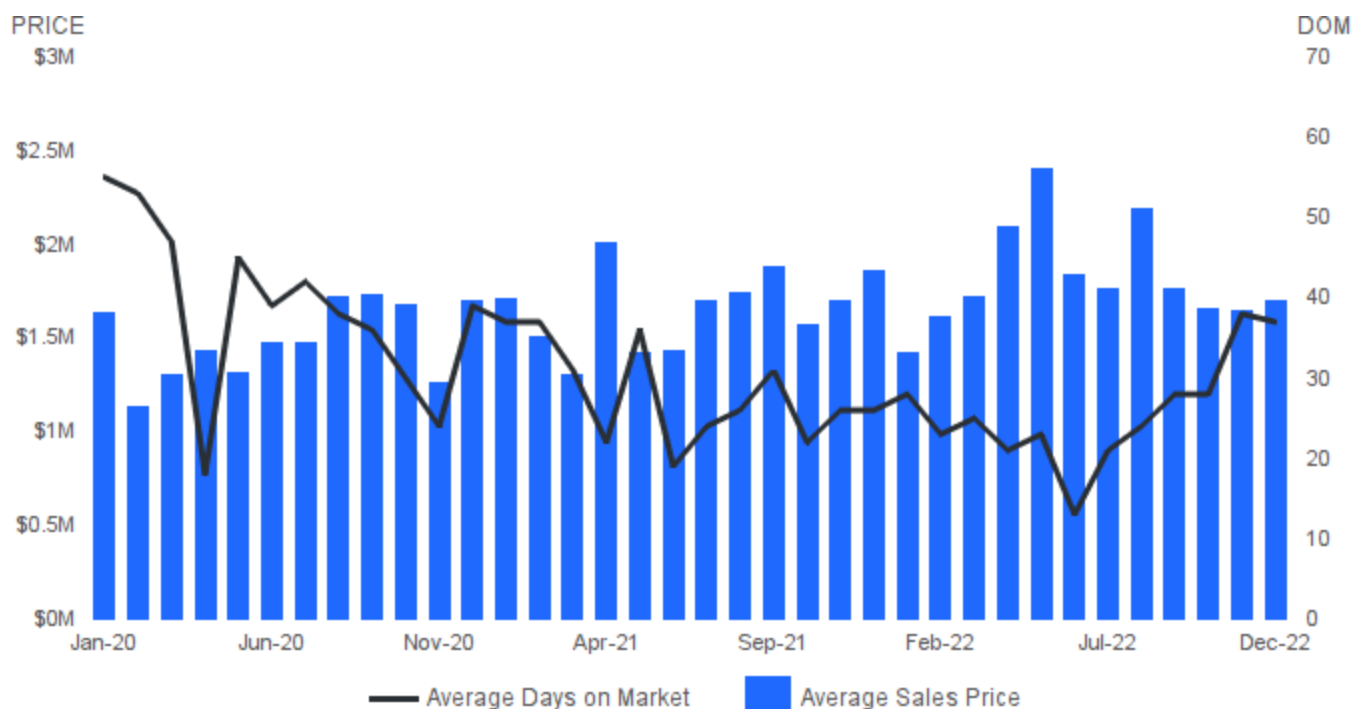


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

December 2022 | All Property Types <sup>?</sup>

**Average Sales Price** | Average sales price for all properties sold.

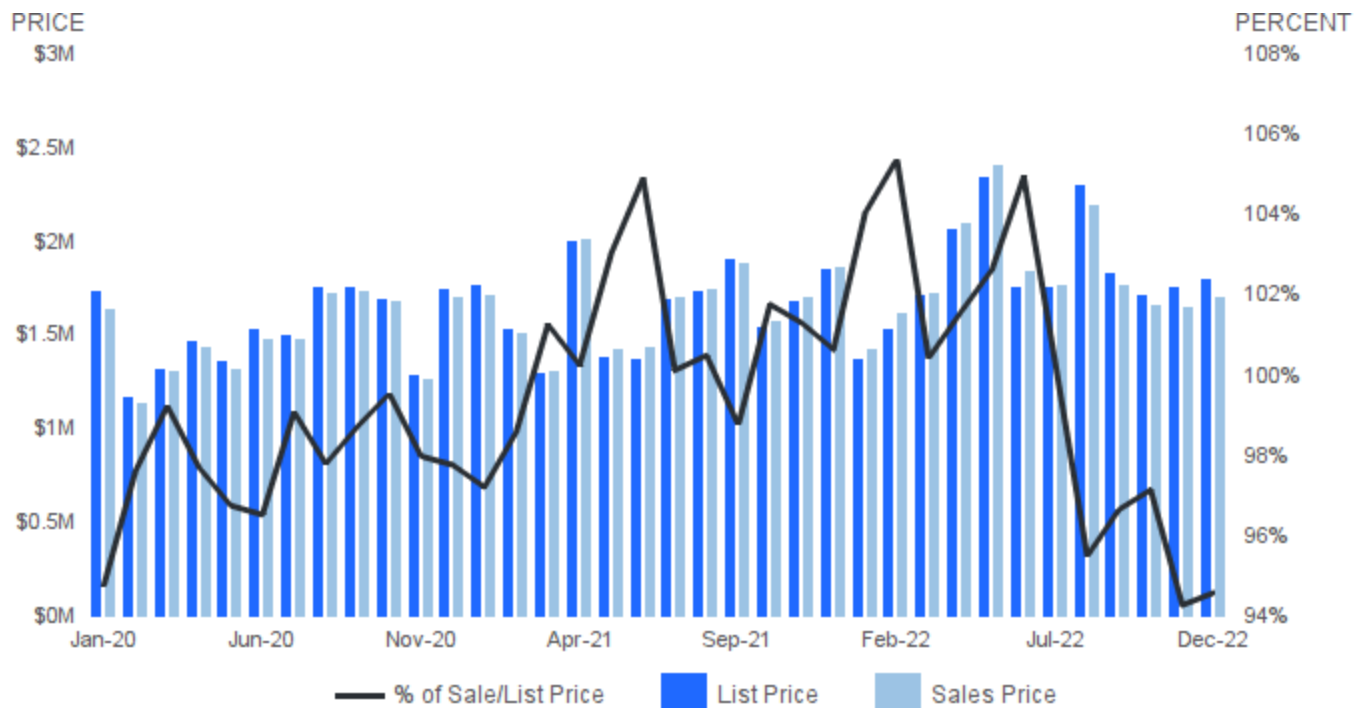
**Average Days on Market** | Average days on market for all properties sold.



## SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

December 2022 | All Property Types <sup>?</sup>

**Sale Price as a Percentage of Original Price** | Average sale price of property as percentage of final list price.

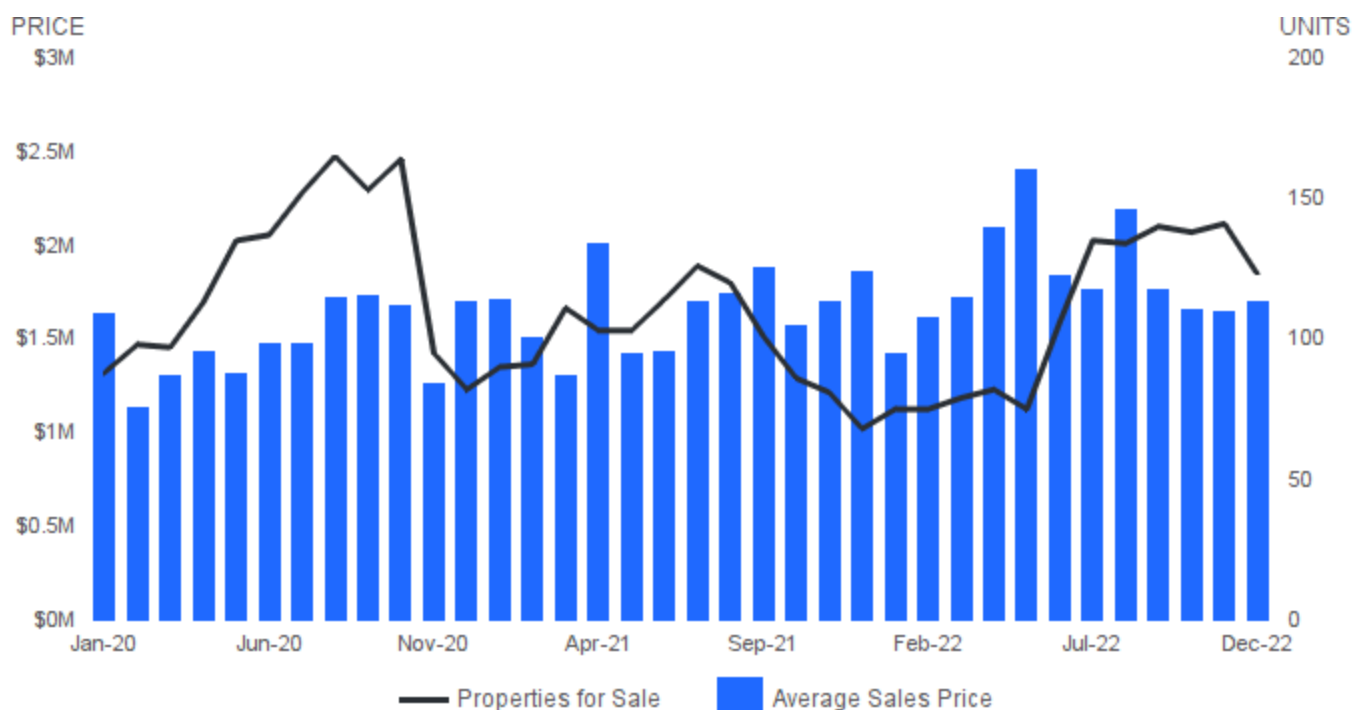


## AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

December 2022 | All Property Types <sup>?</sup>

**Average Sales Price** | Average sales price for all properties sold.

**Properties for Sale** | Number of properties listed for sale at the end of month.



## PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2022 | All Property Types ?

**Properties for Sale** | Number of properties listed for sale at the end of month.

**Sold Properties** | Number of properties sold.



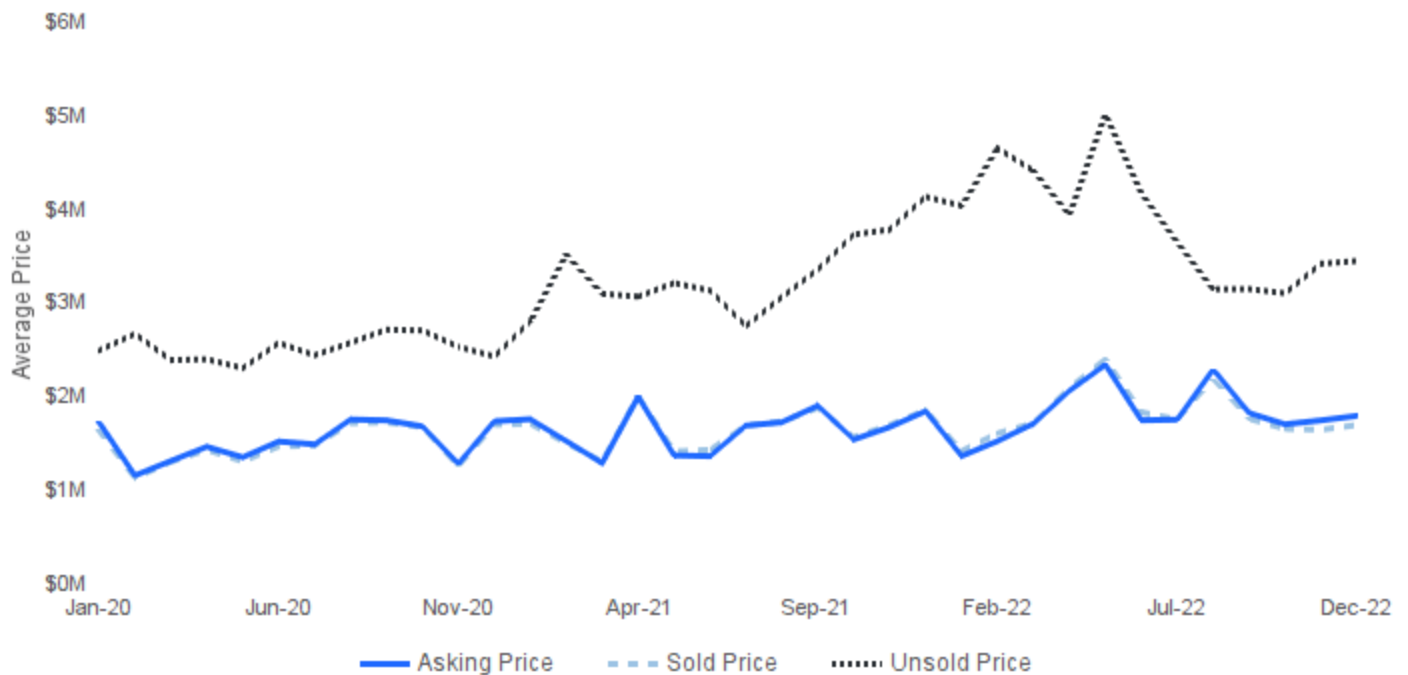
## AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2022 | All Property Types ?

**Unsold Price** | the average active list price

**Asking Price** | the average asking price of sold properties

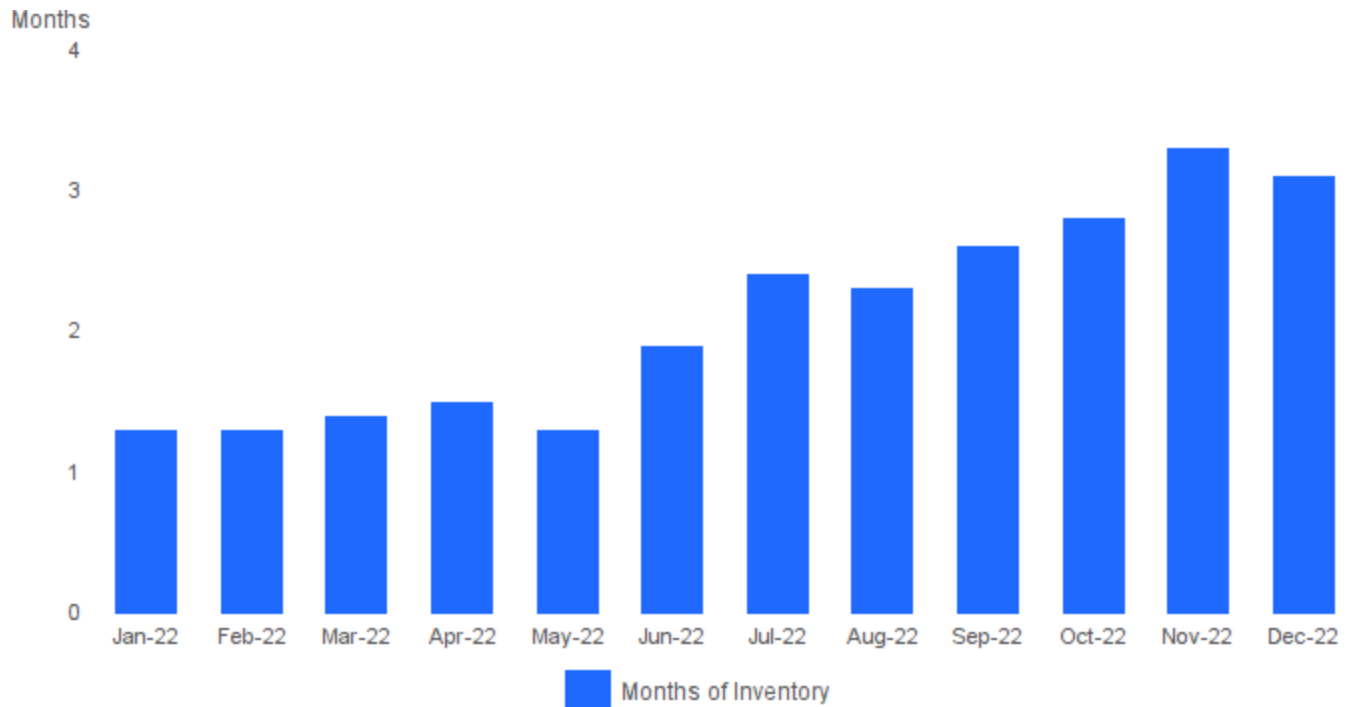
**Sold Price** | the average selling price



## ABSORPTION RATE

December 2022 | All Property Types ?

**Absorption Rate** | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.



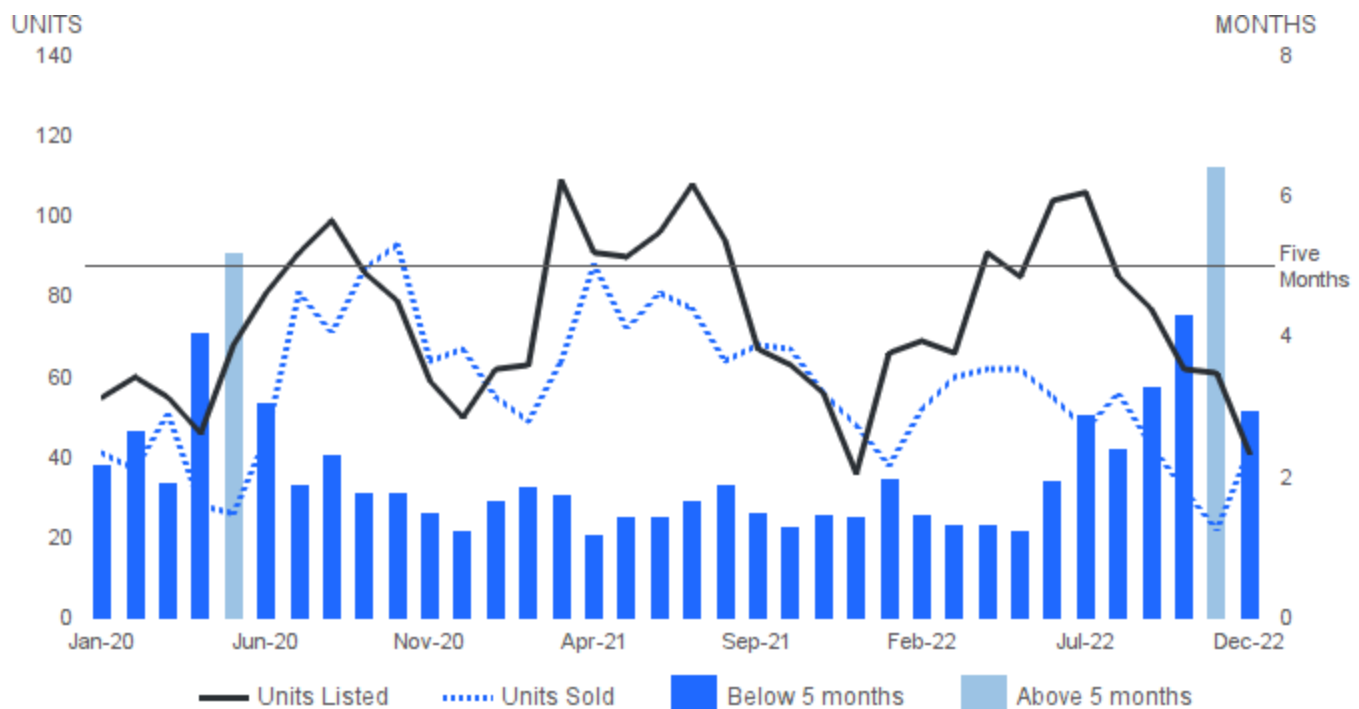
## MONTHS SUPPLY OF INVENTORY

December 2022 | All Property Types ?

**Months Supply of Inventory** | Properties for sale divided by number of properties sold.

**Units Listed** | Number of properties listed for sale at the end of month.

**Units Sold** | Number of properties sold.



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