

# OCTOBER 2007

RESIDENTIAL  
PROPERTIES LISTED  
**2,925**

## SFV RESIDENTIAL MLS SUMMARY

RESIDENTIAL PROP.  
ESCROW OPENED  
**842**

RESIDENTIAL PROP.  
ESCROW CLOSED  
**666**

### MONTHLY RESIDENTIAL SALES STATISTICS

|   | EN      | ES        | CS      | WN      | WS        | SFV TOT   | EXT       | TOTAL     |
|---|---------|-----------|---------|---------|-----------|-----------|-----------|-----------|
| <b>ACTIVE INVENTORY:</b>                |         |           |         |         |           |           |           |           |
| NEW LISTINGS                            | 444     | 450       | 335     | 376     | 386       | 1,991     | 934       | 2,925     |
| TOTAL ACTIVE LISTINGS                   | 1,798   | 1,560     | 1,237   | 1,476   | 1,659     | 7,730     | 4,082     | 11,812    |
| AVERAGE DAYS ON MARKET                  | 87      | 83        | 83      | 87      | 87        | 86        | 88        | 86        |
| AVERAGE LIST PRICE IN THOUSANDS         | 467.6   | 764.1     | 744.6   | 682.9   | 909.3     | 707.7     | 676.2     | 696.8     |
| MEDIAN LIST PRICE IN THOUSANDS          | 455.0   | 599.0     | 525.0   | 569.0   | 599.0     | 539.0     | 479.0     | 520.0     |
| BOMS                                    | 43      | 47        | 42      | 50      | 38        | 220       | 68        | 288       |
| AVERAGE BOM PRICE IN THOUSANDS          | 495.7   | 794.1     | 969.5   | 573.1   | 1,421.0   | 827.3     | 633.4     | 781.5     |
| BOM TO SALE RATIO                       | 62.3    | 34.6      | 46.7    | 66.7    | 33.9      | 45.6      | 37.0      | 43.2      |
| EXPIRATIONS                             | 163     | 150       | 115     | 154     | 163       | 745       | 442       | 1,187     |
| <b>PENDING SALES:</b>                   |         |           |         |         |           |           |           |           |
| NEW ESCROWS OPENED                      | 101     | 160       | 111     | 121     | 109       | 606       | 240       | 842       |
| TOTAL YTD ESCROWS OPENED                | 1,537   | 2,325     | 1,550   | 1,707   | 2,022     | 9,141     | 2,980     | 12,121    |
| NEW OPEN ESCROWS AVERAGE DAYS ON MARKET | 84      | 75        | 71      | 79      | 69        | 76        | 78        | 76        |
| NEW OPEN ESCROWS AVERAGE LIST PRICE     | 440.5   | 761.7     | 754.5   | 650.3   | 767.2     | 680.6     | 655.7     | 676.7     |
| <b>CLOSED SALES:</b>                    |         |           |         |         |           |           |           |           |
| NEW ESCROWS CLOSED                      | 69      | 136       | 90      | 75      | 112       | 482       | 184       | 666       |
| TOTAL YTD ESCROWS CLOSED                | 1,185   | 1,994     | 1,276   | 1,416   | 1,722     | 7,593     | 2,296     | 9,889     |
| VOLUME OF NEW SALE DOLLARS IN MILLIONS  | 30.360  | 95.807    | 73.125  | 46.157  | 80.399    | 325.849   | 118.429   | 444.277   |
| VOLUME OF TOTAL YTD SALES IN MILLIONS   | 576.636 | 1,502.126 | 925.225 | 911.029 | 1,412.119 | 5,327.135 | 1,515.780 | 6,842.915 |
| AVERAGE SALE PRICE IN THOUSANDS         | 440.0   | 704.5     | 812.5   | 615.4   | 717.9     | 676.0     | 643.6     | 667.1     |
| MEDIAN SALE PRICE IN THOUSANDS          | 430.0   | 535.0     | 525.0   | 540.0   | 550.0     | 520.0     | 505.0     | 520.0     |
| COOP SALES                              | 48      | 104       | 70      | 54      | 82        | 358       | 131       | 489       |
| PERCENT OF COOP SALES                   | 69.6    | 76.5      | 77.8    | 72.0    | 73.2      | 74.3      | 71.2      | 73.4      |
| AVERAGE DAYS ON MARKET                  | 117     | 100       | 114     | 111     | 101       | 107       | 103       | 106       |
| SALES AT LIST PRICE                     | 33      | 39        | 30      | 19      | 33        | 154       | 45        | 199       |
| PERCENT OF SALES AT LIST PRICE          | 47.8    | 28.7      | 33.3    | 25.3    | 29.5      | 32.0      | 24.5      | 29.9      |
| SALES TO LISTING INVENTORY RATIO        | 3.8     | 8.7       | 7.3     | 5.1     | 6.8       | 6.2       | 4.5       | 5.6       |
| FINAL SALE TO NEW LISTING RATIO         | 15.5    | 30.2      | 26.9    | 19.5    | 29.0      | 24.2      | 19.7      | 22.8      |

### SELLING TIME - PRICE CHANGE - PRICE REDUCTION

| SELLING PRICE RANGE:   | AVG. SELL TIME | ACTIVE NO. LISTINGS | TOTAL # SOLD | REDUCED \$ | \$ AVERAGE PRICE REDUCTION % |
|------------------------|----------------|---------------------|--------------|------------|------------------------------|
| LESS THAN 100,000      | 0              | 23                  | 0            | 0          | N/A                          |
| 100,000 TO 109,999     | 0              | 1                   | 0            | 0          | N/A                          |
| 110,000 TO 119,999     | 0              | 3                   | 0            | 0          | N/A                          |
| 120,000 TO 139,999     | 0              | 10                  | 0            | 0          | N/A                          |
| 140,000 TO 159,999     | 91             | 24                  | 2            | 2          | 61000                        |
| 160,000 TO 179,999     | 25             | 42                  | 2            | 1          | 14900                        |
| 180,000 TO 199,999     | 63             | 91                  | 3            | 3          | 11300                        |
| 200,000 TO 249,999     | 80             | 367                 | 12           | 10         | 39230                        |
| 250,000 TO 299,999     | 87             | 672                 | 23           | 20         | 37124                        |
| 300,000 TO 349,999     | 98             | 852                 | 39           | 36         | 39102                        |
| 350,000 TO 399,999     | 79             | 979                 | 75           | 63         | 32538                        |
| 400,000 TO 449,999     | 71             | 1042                | 77           | 64         | 42147                        |
| 450,000 TO 499,999     | 76             | 1398                | 76           | 64         | 912742                       |
| 500,000 TO 549,999     | 83             | 1101                | 63           | 56         | 40307                        |
| 550,000 TO 599,999     | 64             | 1013                | 46           | 38         | 55965                        |
| 600,000 TO 699,999     | 73             | 1102                | 58           | 48         | 58412                        |
| 700,000 TO 799,999     | 61             | 715                 | 42           | 37         | 59505                        |
| 800,000 TO 899,999     | 42             | 472                 | 30           | 22         | 63843                        |
| 900,000 TO 999,999     | 54             | 272                 | 21           | 19         | 63016                        |
| 1,000,000 TO 1,999,999 | 64             | 1048                | 76           | 65         | 145471                       |
| MORE THAN 2,000,000    | 83             | 410                 | 20           | 17         | 296830                       |
| TOTALS                 | 73             | 11637               | 665          | 565        | 165521                       |

LISTINGS  
**30,803**

2007 RMLS TOTAL - \$ VOLUME  
**\$6,842,915,000**

SALES  
**9,855**

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR OCTOBER

| <b>ACTIVE INVENTORY</b>                      | <b>EN</b> | <b>ES</b> | <b>CS</b> | <b>WN</b> | <b>WS</b> | <b>SFV TOTAL</b> | <b>EXT</b> | <b>TOTAL</b> |
|--|-----------|-----------|-----------|-----------|-----------|------------------|------------|--------------|
| New Listings.....                            | 348       | 282       | 232       | 284       | 302       | 1,448            | 687        | 2,135        |
| Total Active Listings.....                   | 1,334     | 998       | 854       | 1,160     | 1,232     | 5,578            | 3,168      | 8,746        |
| Average Days on Market.....                  | 87        | 81        | 81        | 88        | 84        | 84               | 92         | 87           |
| Average List Price in Thousands.....         | 510.2     | 923.1     | 888.5     | 756.5     | 1,089.7   | 821.2            | 738.2      | 791.1        |
| Median List Price in Thousands.....          | 489.0     | 719.5     | 595.0     | 625.0     | 725.0     | 595.0            | 500.0      | 565.0        |
| BOMS.....                                    | 35        | 36        | 29        | 36        | 35        | 171              | 52         | 223          |
| Average BOM Price in Thousands.....          | 536.0     | 882.5     | 1,246.7   | 653.7     | 1,516.5   | 955.0            | 705.0      | 896.7        |
| BOM to Sale Ratio.....                       | 63.6      | 44.4      | 43.3      | 62.1      | 37.6      | 48.3             | 38.8       | 45.7         |
| Expirations.....                             | 121       | 96        | 79        | 129       | 133       | 558              | 345        | 903          |
| <b>PENDING SALES</b>                         |           |           |           |           |           |                  |            |              |
| New Escrows Opened.....                      | 79        | 103       | 73        | 101       | 80        | 440              | 183        | 619          |
| Total YTD Escrows Opened.....                | 1,174     | 1,535     | 1,062     | 1,354     | 1,548     | 6,673            | 2,304      | 8,977        |
| New Open Escrows Average Days on Market..... | 87        | 76        | 74        | 80        | 71        | 78               | 81         | 79           |
| New Open Escrows Average List Price.....     | 476.0     | 918.6     | 955.8     | 694.0     | 904.0     | 782.8            | 730.4      | 772.3        |
| <b>CLOSED SALES:</b>                         |           |           |           |           |           |                  |            |              |
| New Escrows Closed.....                      | 55        | 81        | 67        | 58        | 93        | 354              | 134        | 488          |
| Total YTD Escrows Closed.....                | 902       | 1,287     | 867       | 1,122     | 1,331     | 5,509            | 1,734      | 7,243        |
| Volume of New Sales Dollars in Millions..... | 25.503    | 73.050    | 64.043    | 39.821    | 71.737    | 274.155          | 96.235     | 370.390      |
| Volume of total YTD Sales in Millions.....   | 473.268   | 1,164.477 | 757.13    | 785.068   | 1,254.014 | 4,433.979        | 1,239.217  | 5,673.196    |
| Average Sale price in Thousands.....         | 463.7     | 901.9     | 955.9     | 686.6     | 771.4     | 774.4            | 718.2      | 759.0        |
| Median Sale Price in Thousands.....          | 435.0     | 740.0     | 600.0     | 625.0     | 632.0     | 590.0            | 573.4      | 587.0        |
| Coop Sales.....                              | 38        | 55        | 53        | 42        | 67        | 255              | 95         | 350          |
| Percent of Coop Sales.....                   | 69.1      | 67.9      | 79.1      | 872.4     | 72.0      | 72.0             | 70.9       | 71.7         |
| Average Days on Market.....                  | 111       | 94        | 107       | 105       | 103       | 103              | 108        | 105          |
| Sales at List Price.....                     | 27        | 22        | 22        | 12        | 26        | 109              | 33         | 142          |
| Percent of Sales at List Price.....          | 49.1      | 27.2      | 32.8      | 20.7      | 28.0      | 30.8             | 24.6       | 29.1         |
| Sales to Listing Inventory Ratio.....        | 4.1       | 8.1       | 7.8       | 5.0       | 7.5       | 6.3              | 4.2        | 5.6          |
| Final Sale to New Listing Ratio.....         | 15.8      | 28.7      | 28.9      | 20.4      | 30.8      | 24.4             | 19.5       | 22.9         |

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER

| <b>ACTIVE INVENTORY</b>                      | <b>EN</b> | <b>ES</b> | <b>CS</b> | <b>WN</b> | <b>WS</b> | <b>SFV TOTAL</b> | <b>EXT</b> | <b>TOTAL</b> |
|--|-----------|-----------|-----------|-----------|-----------|------------------|------------|--------------|
| New Listings.....                            | 96        | 168       | 103       | 92        | 84        | 543              | 247        | 790          |
| Total Active Listings.....                   | 464       | 562       | 383       | 316       | 427       | 2,152            | 914        | 3,066        |
| Average Days on Market.....                  | 87        | 85        | 90        | 84        | 96        | 88               | 77         | 85           |
| Average List Price in Thousands.....         | 345.3     | 481.7     | 423.6     | 412.9     | 388.7     | 413.4            | 461.5      | 427.7        |
| Median List Price in Thousands.....          | 325.0     | 453.0     | 371.0     | 390.0     | 365.0     | 379.0            | 399.9      | 385.0        |
| BOMS.....                                    | 8         | 11        | 13        | 14        | 3         | 49               | 16         | 65           |
| Average BOM Price in Thousands.....          | 319.5     | 504.7     | 350.9     | 365.0     | 306.0     | 381.8            | 400.7      | 386.5        |
| BOM to Sale Ratio.....                       | 57.1      | 20.0      | 56.5      | 82.4      | 15.8      | 38.3             | 32.0       | 36.5         |
| Expirations.....                             | 42        | 54        | 36        | 25        | 30        | 187              | 97         | 284          |
| <b>PENDING SALES</b>                         |           |           |           |           |           |                  |            |              |
| New Escrows Opened.....                      | 22        | 57        | 38        | 20        | 29        | 166              | 57         | 223          |
| Total YTD Escrows Opened.....                | 363       | 790       | 488       | 353       | 474       | 2,468            | 676        | 3,144        |
| New Open Escrows Average Days on Market..... | 74        | 73        | 65        | 78        | 63        | 70               | 68         | 70           |
| New Open Escrows Average List Price.....     | 312.8     | 478.1     | 367.8     | 429.4     | 389.8     | 409.7            | 416.0      | 411.3        |
| <b>CLOSED SALES:</b>                         |           |           |           |           |           |                  |            |              |
| New Escrows Closed.....                      | 14        | 55        | 23        | 17        | 19        | 128              | 50         | 178          |
| Total YTD Escrows Closed.....                | 283       | 707       | 409       | 294       | 391       | 2,084            | 562        | 2,646        |
| Volume of New Sales Dollars in Millions..... | 4.856     | 22.757    | 9.082     | 6.336     | 8.662     | 51.694           | 22.194     | 73.888       |
| Volume of total YTD Sales in Millions.....   | 103.368   | 337.649   | 168.072   | 125.962   | 158.105   | 893.156          | 276.563    | 1,169.719    |
| Average Sale price in Thousands.....         | 346.9     | 413.8     | 394.9     | 372.7     | 455.9     | 403.9            | 443.9      | 415.1        |
| Median Sale Price in Thousands.....          | 349.9     | 400.0     | 359.0     | 375.0     | 406.0     | 380.0            | 398.0      | 389.0        |
| Coop Sales.....                              | 10        | 49        | 17        | 12        | 15        | 103              | 36         | 139          |
| Percent of Coop Sales.....                   | 71.4      | 89.1      | 73.9      | 70.6      | 78.9      | 80.5             | 72.0       | 78.1         |
| Average Days on Market.....                  | 140       | 109       | 134       | 133       | 93        | 118              | 88         | 110          |
| Sales at List Price.....                     | 6         | 17        | 8         | 7         | 7         | 45               | 12         | 57           |
| Percent of Sales at List Price.....          | 42.9      | 30.9      | 34.8      | 41.2      | 36.8      | 35.2             | 24.0       | 32.0         |
| Sales to Listing Inventory Ratio.....        | 3.0       | 9.8       | 6.0       | 5.4       | 4.4       | 5.9              | 5.5        | 5.8          |
| Final Sale to New Listing Ratio.....         | 14.6      | 32.7      | 22.3      | 18.5      | 22.6      | 23.6             | 20.2       | 22.5         |