

# NOVEMBER 2007

RESIDENTIAL  
PROPERTIES LISTED  
**2,342**

## SFV RESIDENTIAL MLS SUMMARY

RESIDENTIAL PROP.  
ESCROW OPENED  
**767**

RESIDENTIAL PROP.  
ESCROW CLOSED  
**701**

### MONTHLY RESIDENTIAL SALES STATISTICS

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
<b>ACTIVE INVENTORY:</b>								
NEW LISTINGS	356	320	284	333	319	1,612	730	2,342
TOTAL ACTIVE LISTINGS	1,781	1,493	1,202	1,448	1,581	7,505	3,962	11,467
AVERAGE DAYS ON MARKET	94	88	89	91	93	91	96	93
AVERAGE LIST PRICE IN THOUSANDS	461.8	774.5	752.8	669.5	906.1	704	657.0	687.9
MEDIAN LIST PRICE IN THOUSANDS	449.0	599.0	515.0	559.0	597.0	525.0	464.9	500.0
BOMS	34	23	38	38	62	195	56	251
AVERAGE BOM PRICE IN THOUSANDS	386.8	647.7	579.3	611.7	702.1	599.2	492.0	575.3
BOM TO SALE RATIO	37.8	16.3	49.4	38.0	70.5	39.3	27.3	35.8
EXPIRATIONS	154	124	101	136	166	681	449	1,130
<b>PENDING SALES:</b>								
NEW ESCROWS OPENED	100	131	106	108	114	559	208	767
TOTAL YTD ESCROWS OPENED	1,628	2,443	1,636	1,800	2,130	9,637	3,165	12,802
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	83	87	88	79	78	82	76	81
NEW OPEN ESCROWS AVERAGE LIST PRICE	431.9	667.9	674.5	579.0	654.7	607.1	678.5	626.4
<b>CLOSED SALES:</b>								
NEW ESCROWS CLOSED	90	141	77	100	88	496	205	701
TOTAL YTD ESCROWS CLOSED	1,269	2,133	1,350	1,516	1,813	8,081	2,509	10,590
VOLUME OF NEW SALE DOLLARS IN MILLIONS	36.988	93.433	54.997	61.981	63.809	311.208	127.253	438.461
VOLUME OF TOTAL YTD SALES IN MILLIONS	610.335	1,594.673	977.444	973.509	1,478.795	5,634.756	1,645.217	7,279.973
AVERAGE SALE PRICE IN THOUSANDS	411.0	662.6	714.3	619.8	725.1	627.4	620.7	625.5
MEDIAN SALE PRICE IN THOUSANDS	399.9	560.0	465.0	540.0	535.0	489.0	512.0	499.0
COOP SALES	60	112	58	77	66	373	142	515
PERCENT OF COOP SALES	66.7	79.4	75.3	77.0	75.0	75.2	69.3	73.5
AVERAGE DAYS ON MARKET	121	108	102	109	111	110	107	109
SALES AT LIST PRICE	33	33	14	24	20	124	44	168
PERCENT OF SALES AT LIST PRICE	36.7	23.4	18.2	24.0	22.7	25.0	21.5	24.0
SALES TO LISTING INVENTORY RATIO	5.1	9.4	6.4	6.9	5.6	6.6	5.2	6.1
FINAL SALE TO NEW LISTING RATIO	25.3	44.1	27.1	30.0	27.6	30.8	28.1	29.9

### 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	129	21	1	1	50900	34.0
100,000 TO 109,999	0	1	0	0	N/A	N/A
110,000 TO 119,999	0	4	0	0	N/A	N/A
120,000 TO 139,999	65	12	3	3	46467	24.1
140,000 TO 159,999	0	33	0	0	N/A	N/A
160,000 TO 179,999	52	52	5	4	18875	9.6
180,000 TO 199,999	40	101	4	3	12983	6.5
200,000 TO 249,999	61	422	29	23	33548	11.9
250,000 TO 299,999	66	652	29	25	32591	10.0
300,000 TO 349,999	73	847	53	47	42246	10.9
350,000 TO 399,999	78	1028	63	50	56299	11.7
400,000 TO 449,999	73	1052	95	79	47086	9.3
450,000 TO 499,999	74	1350	71	59	53405	9.7
500,000 TO 549,999	65	1033	58	45	45956	7.4
550,000 TO 599,999	69	916	36	32	60988	8.9
600,000 TO 699,999	88	1003	84	79	67179	9.0
700,000 TO 799,999	76	685	42	37	65436	7.7
800,000 TO 899,999	63	427	28	24	427432	10.9
900,000 TO 999,999	103	263	18	16	149744	12.4
1,000,000 TO 1,999,999	87	973	64	55	167775	10.5
MORE THAN 2,000,000	68	394	18	15	171853	5.9
TOTALS	75	11269	701	597	82668	9.7

LISTINGS  
**33,145**

2007 RMLS TOTAL - \$ VOLUME  
**\$7,279,973,000**

SALES  
**10,556**

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR NOVEMBER

<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	277	199	207	271	244	1,198	559	1,757
Total Active Listings	1,351	969	851	1,144	1,167	5,482	3,064	8,546
Average Days on Market	93	88	87	89	89	90	99	93
Average List Price in Thousands	500.8	932.3	891.9	739.1	1,090.7	813.1	716.1	778.3
Median List Price in Thousands	475.0	708.0	579.0	599.0	700.0	579.9	499.0	550.0
BOMS	25	18	28	28	31	130	44	174
Average BOM Price in Thousands	415.8	719.9	667.5	676.8	992.2	705.8	523.8	659.8
BOM to Sale Ratio	37.3	20.2	51.9	37.3	44.3	36.6	27.2	33.7
Expirations	110	75	67	114	131	497	372	869
<b>PENDING SALES</b>								
New Escrows Opened	71	84	75	83	90	404	159	562
Total YTD Escrows Opened	1,238	1,608	1,123	1,424	1,636	7,029	2,445	9,474
New Open Escrows Average Days on Market	83	79	75	80	78	79	75	78
New Open Escrows Average List Price	485.5	806.3	809.1	640.1	736.3	698.7	763.2	718.2
<b>CLOSED SALES:</b>								
New Escrows Closed	67	89	54	75	70	355	162	517
Total YTD Escrows Closed	962	1,374	917	1,198	1,403	5,854	1,901	7,755
Volume of New Sales Dollars in Millions	29.820	70.096	47.163	52.406	57.568	257.054	109.553	366.607
Volume of total YTD Sales in Millions	499.446	1,233.483	801.232	838.347	1,313.812	4,686.320	1,349.926	6,036.246
Average Sale price in Thousands	445.1	787.6	873.4	698.7	822.4	724.1	676.3	709.1
Median Sale Price in Thousands	417.0	660.0	499.0	625.0	615.0	557.5	590.0	570.0
Coop Sales	46	74	42	55	50	267	111	378
Percent of Coop Sales	68.7	83.1	77.8	73.3	71.4	75.2	68.5	73.1
Average Days on Market	125	113	102	111	115	114	105	111
Sales at List Price	23	13	9	18	13	76	37	113
Percent of Sales at List Price	34.3	14.6	16.7	24.0	18.6	21.4	22.8	21.9
Sales to Listing Inventory Ratio	5.0	9.2	6.3	6.6	6.0	6.5	5.3	6.0
Final Sale to New Listing Ratio	24.2	44.7	26.1	27.7	28.7	29.6	29.0	29.4

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR NOVEMBER

<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	79	121	77	62	75	414	171	585
Total Active Listings	430	524	351	304	414	2,023	898	2,921
Average Days on Market	95	90	92	96	101	95	86	92
Average List Price in Thousands	339.1	482.6	415.6	407.5	385.7	409.4	455.4	423.5
Median List Price in Thousands	329.0	450.0	365.0	379.0	364.9	375.0	389.9	379.0
BOMS	9	5	10	10	31	65	12	77
Average BOM Price in Thousands	306.3	387.8	332.4	429.6	412.0	386.0	375.4	384.3
BOM to Sale Ratio	39.1	9.6	43.5	40.0	172.2	46.1	27.9	41.8
Expirations	44	49	34	22	35	184	77	261
<b>PENDING SALES</b>								
New Escrows Opened	29	47	31	25	24	155	49	205
Total YTD Escrows Opened	390	835	513	376	494	2,608	720	3,328
New Open Escrows Average Days on Market	85	99	118	78	80	92	79	90
New Open Escrows Average List Price	300.5	420.4	348.9	376.4	348.9	368.2	403.9	374.9
<b>CLOSED SALES:</b>								
New Escrows Closed	23	52	23	25	18	141	43	184
Total YTD Escrows Closed	307	759	433	318	410	2,227	608	2,835
Volume of New Sales Dollars in Millions	7.169	23.336	7.834	9.575	6.240	54.154	17.701	71.855
Volume of total YTD Sales in Millions	110.889	361.190	176.211	135.162	164.982	948.436	295.291	1,243.727
Average Sale price in Thousands	311.7	448.8	340.6	383.0	346.7	384.1	411.6	390.5
Median Sale Price in Thousands	320.0	430.0	320.0	395.0	330.0	375.0	410.0	379.0
Coop Sales	14	38	16	22	16	106	31	137
Percent of Coop Sales	60.9	73.1	69.6	88.0	88.9	75.2	72.1	74.5
Average Days on Market	107	100	104	102	97	102	112	104
Sales at List Price	10	20	5	6	7	48	7	55
Percent of Sales at List Price	43.5	38.5	21.7	24.0	38.9	34.0	16.3	29.9
Sales to Listing Inventory Ratio	5.3	9.9	6.6	8.2	4.3	7.0	4.8	6.3
Final Sale to New Listing Ratio	29.1	43.0	29.9	40.3	24.0	34.1	25.1	31.5