

AUGUST 2008

RESIDENTIAL
PROPERTIES LISTED
2,518

SFV RESIDENTIAL MLS SUMMARY

RESIDENTIAL PROP.
ESCROW OPENED
1,674

RESIDENTIAL PROP.
ESCROW CLOSED
1,181

MONTHLY RESIDENTIAL SALES STATISTICS

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY:								
NEW LISTINGS	399	365	273	361	323	1,721	797	2,518
TOTAL ACTIVE LISTINGS	1,595	1,400	946	1,214	1,292	6,447	3,312	9,759
AVERAGE DAYS ON MARKET	106	106	105	97	99	103	106	104
AVERAGE LIST PRICE IN THOUSANDS	325.7	708.0	737.5	560.7	912.2	631.0	643.8	635.3
MEDIAN LIST PRICE IN THOUSANDS	300.0	500.0	430.0	449.0	549.0	417.0	375.0	400.0
BOMS	91	64	68	84	81	388	112	500
AVERAGE BOM PRICE IN THOUSANDS	285.4	680.0	518.9	496.6	610.2	505.0	603.1	526.9
BOM TO SALE RATIO	56.9	37.2	48.9	43.8	46.3	46.3	32.7	42.3
EXPIRATIONS	128	107	87	90	108	520	278	798
PENDING SALES:								
NEW ESCROWS OPENED	258	240	210	266	251	1,218	449	1,674
TOTAL YTD ESCROWS OPENED	1,224	1,450	1,199	1,500	1,429	6,802	2,608	9,410
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	64	71	66	67	75	68	86	73
NEW OPEN ESCROWS AVERAGE LIST PRICE	283.6	566.8	470.8	463.1	657.4	489.5	453.6	477.8
CLOSED SALES:								
NEW ESCROWS CLOSED	160	172	139	192	175	838	343	1,181
TOTAL YTD ESCROWS CLOSED	858	1,204	968	1,165	1,166	5,361	2,168	7,529
VOLUME OF NEW SALE DOLLARS IN MILLIONS	49,546	103,383	79,823	89,012	90,324	412,088	182,670	594,758
VOLUME OF TOTAL YTD SALES IN MILLIONS	283,550	764,383	539,021	577,043	754,447	2,918,445	1,163,731	4,082,176
AVERAGE SALE PRICE IN THOUSANDS	309.7	601.1	574.3	463.6	516.1	491.8	532.6	503.6
MEDIAN SALE PRICE IN THOUSANDS	301.2	455.0	400.0	420.0	425.0	395.0	400.0	395.0
COOP SALES	131	146	116	147	153	693	269	962
PERCENT OF COOP SALES	81.9	84.9	83.5	76.6	87.4	82.7	78.4	81.5
AVERAGE DAYS ON MARKET	115	114	113	112	109	113	116	114
SALES AT LIST PRICE	89	55	44	82	67	337	137	474
PERCENT OF SALES AT LIST PRICE	55.6	32.0	31.7	42.7	38.3	40.2	39.9	40.1
SALES TO LISTING INVENTORY RATIO	10.0	12.3	14.7	15.8	13.5	13.0	10.4	12.1
FINAL SALE TO NEW LISTING RATIO	40.1	47.1	50.9	53.2	54.2	48.7	43.0	46.9

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	65	83	5	3	27660 18.2
100,000 TO 109,999	40	43	5	4	13920 10.9
110,000 TO 119,999	185	43	5	4	154440 35.0
120,000 TO 139,999	71	165	19	11	17119 8.9
140,000 TO 159,999	44	208	21	14	11396 5.9
160,000 TO 179,999	80	226	20	14	41707 14.9
180,000 TO 199,999	67	297	28	20	33109 10.6
200,000 TO 249,999	102	701	65	46	53740 15.6
250,000 TO 299,999	65	981	111	65	34649 8.6
300,000 TO 349,999	86	893	160	105	35607 8.1
350,000 TO 399,999	72	1051	161	105	33465 6.7
400,000 TO 449,999	76	684	117	83	37738 7.1
450,000 TO 499,999	80	650	86	61	105129 7.1
500,000 TO 549,999	73	408	55	44	45637 7.2
550,000 TO 599,999	81	431	38	28	51972 7.6
600,000 TO 699,999	64	543	91	71	59294 7.6
700,000 TO 799,999	94	394	60	50	97191 10.1
800,000 TO 899,999	102	272	32	28	93559 8.9
900,000 TO 999,999	110	185	14	14	191278 16.1
1,000,000 TO 1,999,999	81	784	75	67	165987 10.7
MORE THAN 2,000,000	90	406	13	12	272358 46.7
TOTALS	78	9448	1181	849	62054 8.2

LISTINGS
22,012

2008 RMLS TOTAL - \$ VOLUME
\$4,082,176,000

SALES
7,794

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR AUGUST

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	300	257	209	290	252	1,308	656	1,964
Total Active Listings.....	1,222	892	728	970	1,003	4,815	2,801	7,616
Average Days on Market.....	107	96	103	97	101	101	109	104
Average List Price in Thousands.....	361.0	866.0	870.3	628.4	1,087.0	736.7	683.0	716.9
Median List Price in Thousands.....	329.9	625.0	500.0	499.0	649.9	470.0	379.5	445.0
BOMS.....	71	52	56	70	66	315	92	407
Average BOM Price in Thousands.....	313.4	747.1	574.1	518.9	694.6	556.9	650.4	578.0
BOM to Sale Ratio.....	55.9	39.7	50.9	42.7	49.3	47.3	31.3	42.4
Expirations.....	96	66	62	76	85	385	233	618
PENDING SALES								
New Escrows Opened.....	199	167	156	221	203	942	354	1,300
Total YTD Escrows Opened.....	976	1,008	895	1,228	1,148	5,255	2,161	7,416
New Open Escrows Average Days on Market.....	67	71	67	65	74	68	88	74
New Open Escrows Average List Price.....	313.5	667.1	538.5	502.8	750.2	553.3	485.1	533.0
CLOSED SALES:								
New Escrows Closed.....	127	131	110	164	134	666	294	960
Total YTD Escrows Closed.....	686	843	727	943	930	4,129	1,800	5,929
Volume of New Sales Dollars in Millions.....	43.003	88.280	72.001	80.733	78.632	362.649	164.072	526.722
Volume of total YTD Sales in Millions.....	245.877	625.347	462.440	504.279	680.744	2,518.687	1,021.749	3,540.437
Average Sale price in Thousands.....	338.6	673.9	654.6	492.3	586.8	544.5	558.1	548.7
Median Sale Price in Thousands.....	325.0	536.0	465.0	435.0	465.0	425.0	419.9	425.0
Coop Sales.....	102	112	88	123	118	543	226	769
Percent of Coop Sales.....	80.3	85.5	80.0	75.0	88.1	81.5	76.9	80.1
Average Days on Market.....	115	106	117	106	107	110	115	111
Sales at List Price.....	71	43	38	68	46	266	121	387
Percent of Sales at List Price.....	55.9	32.8	34.5	41.5	34.3	39.9	41.2	40.3
Sales to Listing Inventory Ratio.....	10.4	14.7	15.1	16.9	13.4	13.8	10.5	12.6
Final Sale to New Listing Ratio.....	42.3	51.0	52.6	56.6	53.2	50.9	44.8	48.9

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR AUGUST

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	99	108	64	71	71	413	141	554
Total Active Listings.....	373	508	218	244	289	1,632	511	2,143
Average Days on Market.....	104	123	112	98	96	109	92	105
Average List Price in Thousands.....	210.2	430.7	294.1	291.5	305.6	319.1	429.0	345.3
Median List Price in Thousands.....	197.5	419.0	265.0	270.0	252.0	275.0	372.9	299.0
BOMS.....	20	12	12	14	15	73	20	93
Average BOM Price in Thousands.....	186.1	389.1	261.4	385.5	238.9	281.0	385.6	303.5
BOM to Sale Ratio.....	60.6	29.3	41.4	50.0	36.6	42.4	40.8	42.1
Expirations.....	32	41	25	14	23	135	45	180
PENDING SALES								
New Escrows Opened.....	59	73	54	45	48	276	95	374
Total YTD Escrows Opened.....	248	442	304	272	281	1,547	447	1,994
New Open Escrows Average Days on Market.....	55	73	65	76	79	68	76	71
New Open Escrows Average List Price.....	182.6	337.3	275.2	268.0	265.0	271.9	335.9	286.0
CLOSED SALES:								
New Escrows Closed.....	33	41	29	28	41	172	49	221
Total YTD Escrows Closed.....	172	361	241	222	236	1,232	368	1,600
Volume of New Sales Dollars in Millions.....	6.542	15.103	7.822	8.279	11.692	49.438	18.598	68.036
Volume of total YTD Sales in Millions.....	37.673	139.035	76.581	72.764	73.703	399.757	141.982	541.739
Average Sale price in Thousands.....	198.3	368.4	269.7	295.7	285.2	287.4	379.6	307.9
Median Sale Price in Thousands.....	185.0	350.0	242.5	295.0	280.0	275.0	340.0	290.0
Coop Sales.....	29	34	28	24	35	150	43	193
Percent of Coop Sales.....	87.9	82.9	96.6	85.7	85.4	87.2	87.8	87.3
Average Days on Market.....	115	142	97	148	117	124	122	124
Sales at List Price.....	18	12	6	14	21	71	16	87
Percent of Sales at List Price.....	54.5	29.3	20.7	50.0	51.2	41.3	32.7	39.4
Sales to Listing Inventory Ratio.....	8.8	8.1	13.3	11.5	14.2	10.5	9.6	10.3
Final Sale to New Listing Ratio.....	33.3	38.0	45.3	39.4	57.7	41.6	34.8	39.9