

# DECEMBER 2008

RESIDENTIAL  
PROPERTIES LISTED  
**1,483**

## SFV RESIDENTIAL MLS SUMMARY

RESIDENTIAL PROP.  
ESCROW OPENED  
**1,248**

RESIDENTIAL PROP.  
ESCROW CLOSED  
**1,241**

### MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	282	198	133	207	188	1,008	475	1,483
TOTAL ACTIVE LISTINGS	1,244	999	717	902	951	4,813	2,651	7,464
AVERAGE DAYS ON MARKET	122	111	128	116	119	119	123	120
AVERAGE LIST PRICE IN THOUSANDS	291.3	681.5	729.3	499.3	866.9	590.3	599.5	593.6
MEDIAN LIST PRICE IN THOUSANDS	269.9	450.0	379.9	399.0	499.0	375.0	348.0	365.0
BOMS	83	62	58	66	73	342	124	466
AVERAGE BOM PRICE IN THOUSANDS	230.5	436.0	434.7	439.8	594.3	420.4	390.5	412.5
BOM TO SALE RATIO	33.9	37.3	40.0	34.2	42.2	37.1	38.9	37.6
EXPIRATIONS	148	140	95	130	125	638	359	997
<b>PENDING SALES:</b>								
NEW ESCROWS OPENED	255	172	142	197	153	914	329	1,248
TOTAL YTD ESCROWS OPENED	2,137	2,144	1,730	2,259	2,045	10,315	3,858	14,173
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	73	93	93	78	76	81	80	81
NEW OPEN ESCROWS AVERAGE LIST PRICE	240.9	480.2	453.0	448.9	526.5	412.9	392.7	405.9
<b>CLOSED SALES:</b>								
NEW ESCROWS CLOSED	245	166	145	193	173	922	319	1,241
TOTAL YTD ESCROWS CLOSED	1,675	1,907	1,499	1,926	1,837	8,844	3,424	12,268
VOLUME OF NEW SALE DOLLARS IN MILLIONS	62.140	73.870	63.512	81.642	82.984	364.148	133.407	497.556
VOLUME OF TOTAL YTD SALES IN MILLIONS	498.243	1,135.627	773.050	910.649	1,105.472	4,423.040	1,699.669	6,122.710
AVERAGE SALE PRICE IN THOUSANDS	253.6	445.0	438.0	423.0	479.7	395.0	418.2	400.9
MEDIAN SALE PRICE IN THOUSANDS	245.0	360.0	325.0	375.0	379.0	330.0	332.5	330.0
COOP SALES	197	146	118	167	142	770	272	1,042
PERCENT OF COOP SALES	80.4	88.0	81.4	86.5	82.1	83.5	85.3	84.0
AVERAGE DAYS ON MARKET	116	110	101	110	115	111	111	111
SALES AT LIST PRICE	150	68	68	92	76	454	141	595
PERCENT OF SALES AT LIST PRICE	61.2	41.0	46.9	47.7	43.9	49.2	44.2	47.9
SALES TO LISTING INVENTORY RATIO	19.7	16.6	20.2	21.4	18.2	19.2	12.0	16.6
FINAL SALE TO NEW LISTING RATIO	86.9	83.8	109.0	93.2	92.0	91.5	67.2	83.7

### 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	55	166	33	25	20170 17.8
100,000 TO 109,999	74	62	9	4	18538 12.2
110,000 TO 119,999	38	71	10	4	4520 2.5
120,000 TO 139,999	66	179	38	23	24604 12.3
140,000 TO 159,999	96	223	25	14	28417 12.4
160,000 TO 179,999	69	251	38	22	20267 7.7
180,000 TO 199,999	79	274	47	33	38550 12.9
200,000 TO 249,999	64	634	122	73	21157 6.5
250,000 TO 299,999	66	830	187	108	23594 1.1
300,000 TO 349,999	77	653	174	106	30930 6.9
350,000 TO 399,999	62	771	165	91	298661 5.6
400,000 TO 449,999	64	406	76	42	20036 3.5
450,000 TO 499,999	73	411	74	52	39385 6.7
500,000 TO 549,999	97	216	43	31	44186 1.0
550,000 TO 599,999	91	267	48	40	207569 10.6
600,000 TO 699,999	79	340	49	42	71414 9.1
700,000 TO 799,999	79	266	22	19	89042 9.5
800,000 TO 899,999	59	186	18	17	86274 8.6
900,000 TO 999,999	101	155	18	16	176319 14.8
1,000,000 TO 1,999,999	77	539	31	28	158713 10.9
MORE THAN 2,000,000	113	311	12	10	648075 15.4
<b>TOTALS</b>	<b>72</b>	<b>7211</b>	<b>1239</b>	<b>800</b>	<b>85452 6.8</b>

**LISTINGS**  
**30,077**

**2008 RMLS TOTAL - \$ VOLUME**  
**\$6,122,710,000**

**SALES**  
**12,518**

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR DECEMBER

<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.....	213	136	100	167	142	758	389	1,147
Total Active Listings.....	952	663	518	704	723	3,560	2,217	5,777
Average Days on Market.....	122	108	126	118	119	119	125	121
Average List Price in Thousands.....	322.8	834.5	899.5	566.7	1,056.1	699.2	635.1	674.6
Median List Price in Thousands.....	290.0	545.0	479.0	459.0	629.0	420.0	340.0	399.0
BOMS.....	61	37	44	57	51	250	100	350
Average BOM Price in Thousands.....	257.3	538.5	489.3	473.4	748.1	489.1	377.0	457.1
BOM to Sale Ratio.....	32.8	33.3	43.6	35.6	38.3	36.2	38.3	36.8
Expirations.....	115	88	71	109	98	481	311	792
<b>PENDING SALES</b>								
New Escrows Opened.....	185	125	110	163	119	699	263	965
Total YTD Escrows Opened.....	1,655	1,491	1,282	1,862	1,644	7,934	3,186	11,120
New Open Escrows Average Days on Market.....	69	90	88	72	71	76	82	78
New Open Escrows Average List Price.....	272.7	546.2	512.5	469.6	606.0	463.2	406.7	446.3
<b>CLOSED SALES:</b>								
New Escrows Closed.....	186	111	101	160	133	691	261	952
Total YTD Escrows Closed.....	1,302	1,310	1,109	1,580	1,469	6,770	2,808	9,578
Volume of New Sales Dollars in Millions.....	52.155	55.101	52.198	73.535	73.491	306.480	114.809	421.289
Volume of total YTD Sales in Millions.....	425.325	914.734	657.030	804.944	999.100	3,890.133	1,474.268	5,275.401
Average Sale price in Thousands.....	280.4	496.4	516.8	459.6	552.6	443.5	439.9	442.5
Median Sale Price in Thousands.....	260.0	385.0	347.2	399.0	409.9	353.0	339.0	350.0
Coop Sales.....	146	94	78	136	106	560	222	782
Percent of Coop Sales.....	78.5	84.7	77.2	85.0	79.7	81.0	85.1	82.1
Average Days on Market.....	117	103	105	106	116	110	113	111
Sales at List Price.....	107	47	45	75	60	334	122	456
Percent of Sales at List Price.....	57.5	42.3	44.6	46.9	45.1	48.3	46.7	47.9
Sales to Listing Inventory Ratio.....	19.5	16.7	19.5	22.7	18.4	19.4	11.8	16.5
Final Sale to New Listing Ratio.....	87.3	81.6	101.0	95.8	93.7	91.2	67.1	83.0

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR DECEMBER

<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.....	69	62	33	40	46	250	86	336
Total Active Listings.....	292	336	199	198	228	1,253	434	1,687
Average Days on Market.....	119	118	131	109	119	119	114	118
Average List Price in Thousands.....	188.6	379.7	286.4	259.8	267.1	280.9	417.6	316.1
Median List Price in Thousands.....	169.9	379.0	229.9	245.9	239.0	245.0	349.0	269.0
BOMS.....	22	25	14	9	22	92	24	116
Average BOM Price in Thousands.....	156.3	284.2	263.0	226.8	238.0	233.7	446.8	277.8
BOM to Sale Ratio.....	37.3	45.5	31.8	27.3	55.0	39.8	41.4	40.1
Expirations.....	33	52	24	21	27	157	48	205
<b>PENDING SALES</b>								
New Escrows Opened.....	70	47	32	34	34	215	66	283
Total YTD Escrows Opened.....	482	653	448	397	401	2,381	672	3,053
New Open Escrows Average Days on Market.....	84	101	112	109	92	97	72	91
New Open Escrows Average List Price.....	157.1	304.8	248.7	350.1	248.1	249.4	336.8	268.0
<b>CLOSED SALES:</b>								
New Escrows Closed.....	59	55	44	33	40	231	58	289
Total YTD Escrows Closed.....	373	597	390	346	368	2,074	616	2,690
Volume of New Sales Dollars in Millions.....	9.985	18.769	11.315	8.106	9.493	57.669	18.599	76.267
Volume of total YTD Sales in Millions.....	72.917	220.893	116.020	105.705	106.372	621.908	225.401	847.308
Average Sale price in Thousands.....	169.2	341.3	257.2	245.6	237.3	249.6	320.7	263.9
Median Sale Price in Thousands.....	155.0	340.0	225.0	230.0	215.0	225.0	299.0	245.0
Coop Sales.....	51	52	40	31	36	210	50	260
Percent of Coop Sales.....	86.4	94.5	90.9	93.9	90.0	90.9	86.2	90.0
Average Days on Market.....	114	124	93	128	113	114	103	112
Sales at List Price.....	43	21	23	17	16	120	19	139
Percent of Sales at List Price.....	72.9	38.2	52.3	51.5	40.0	51.9	32.8	48.1
Sales to Listing Inventory Ratio.....	20.2	16.4	22.1	16.7	17.5	18.4	13.4	17.1
Final Sale to New Listing Ratio.....	85.5	88.7	133.3	82.5	87.0	92.4	67.4	86.0