

FEBRUARY 2008

RESIDENTIAL
PROPERTIES LISTED
2,633

SFV RESIDENTIAL MLS SUMMARY

RESIDENTIAL PROP.
ESCROW OPENED
1,037

RESIDENTIAL PROP.
ESCROW CLOSED
654

MONTHLY RESIDENTIAL SALES STATISTICS

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY:								
NEW LISTINGS	418	393	291	356	366	1,824	809	2,633
TOTAL ACTIVE LISTINGS	1,745	1,440	1,153	1,367	1,385	7,090	3,483	10,573
AVERAGE DAYS ON MARKET	97	94	96	95	94	95	103	98
AVERAGE LIST PRICE IN THOUSANDS	416.3	752.1	736.1	623.5	840.3	659.3	626.9	648.6
MEDIAN LIST PRICE IN THOUSANDS	399.0	569.0	479.0	500.0	549.0	480.0	435.0	469.0
BOMS	47	40	48	48	47	230	71	301
AVERAGE BOM PRICE IN THOUSANDS	395.3	664.6	576.3	566.6	738.2	585.8	525.0	571.4
BOM TO SALE RATIO	67.1	39.2	49.0	49.0	47.5	49.3	38.0	46.0
EXPIRATIONS	179	122	88	105	149	643	413	1,056
PENDING SALES:								
NEW ESCROWS OPENED	135	168	143	153	158	759	280	1,037
TOTAL YTD ESCROWS OPENED	230	301	255	285	269	1,340	473	1,813
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	77	78	91	79	71	79	88	81
NEW OPEN ESCROWS AVERAGE LIST PRICE	362.4	648.5	540.9	541.7	731.5	571.4	584.7	576.1
CLOSED SALES:								
NEW ESCROWS CLOSED	70	102	98	98	99	467	187	654
TOTAL YTD ESCROWS CLOSED	132	173	177	196	208	886	330	1,216
VOLUME OF NEW SALE DOLLARS IN MILLIONS	27.175	71.199	60.366	53.616	72.303	284.659	125.092	409.751
VOLUME OF TOTAL YTD SALES IN MILLIONS	52.322	114.343	112.821	102.714	150.920	533.120	199.815	732.934
AVERAGE SALE PRICE IN THOUSANDS	388.2	698.0	616.0	547.1	730.3	609.5	668.9	626.5
MEDIAN SALE PRICE IN THOUSANDS	375.0	550.0	425.0	480.0	515.0	465.0	450.0	460.0
COOP SALES	50	81	75	74	75	355	132	487
PERCENT OF COOP SALES	71.4	79.4	76.5	75.5	75.8	76.0	70.6	74.5
AVERAGE DAYS ON MARKET	126	116	118	114	117	118	124	119
SALES AT LIST PRICE	28	23	24	20	17	112	39	151
PERCENT OF SALES AT LIST PRICE	40.0	22.5	24.5	20.4	17.2	24.0	20.9	23.1
SALES TO LISTING INVENTORY RATIO	4.0	7.1	8.5	7.2	7.1	6.6	5.4	6.2
FINAL SALE TO NEW LISTING RATIO	16.7	26.0	33.7	27.5	27.0	25.6	23.1	24.8

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	11	0	0	N/A
100,000 TO 109,999	0	3	0	0	N/A
110,000 TO 119,999	96	13	1	1	25000
120,000 TO 139,999	88	49	1	1	19000
140,000 TO 159,999	0	77	0	0	N/A
160,000 TO 179,999	104	119	5	5	33160
180,000 TO 199,999	42	210	7	4	26340
200,000 TO 249,999	86	467	27	20	48095
250,000 TO 299,999	71	784	44	32	43415
300,000 TO 349,999	111	831	58	55	58476
350,000 TO 399,999	72	1210	72	57	50062
400,000 TO 449,999	89	1019	91	82	58738
450,000 TO 499,999	80	1093	65	57	68365
500,000 TO 549,999	72	699	52	48	59555
550,000 TO 599,999	88	616	30	24	59365
600,000 TO 699,999	90	798	56	49	73587
700,000 TO 799,999	95	518	42	39	103586
800,000 TO 899,999	83	342	19	17	95715
900,000 TO 999,999	82	234	22	19	158747
1,000,000 TO 1,999,999	97	797	44	441	207295
MORE THAN 2,000,000	113	351	18	16	752967
TOTALS	86	10241	654	567	94304

LISTINGS
5,568

2008 RMLS TOTAL - \$ VOLUME
\$732,934,000

SALES
1,228

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR FEBRUARY

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	330	262	220	288	310	1,410	688	2,098
Total Active Listings.....	1,337	905	829	1,088	1,067	5,226	2,834	8,060
Average Days on Market.....	95	93	95	93	91	93	103	97
Average List Price in Thousands.....	451.6	916.4	881.6	690.9	987.2	759.5	672.9	729.0
Median List Price in Thousands.....	419.9	685.0	534.9	549.9	650.0	529.90	450.0	500.0
BOMS.....	37	30	36	44	35	182	56	238
Average BOM Price in Thousands.....	426.4	774.4	665.4	587.5	870.8	655.4	567.6	634.8
BOM to Sale Ratio.....	64.9	42.9	46.8	56.4	46.1	50.8	36.6	46.6
Expirations.....	144	79	62	91	122	498	331	829
PENDING SALES								
New Escrows Opened.....	107	112	111	126	123	581	230	809
Total YTD Escrows Opened.....	184	196	191	230	212	1,013	385	1,398
New Open Escrows Average Days on Market.....	81	76	85	80	70	78	89	81
New Open Escrows Average List Price.....	388.2	773.4	587.9	579.0	849.4	638.3	605.9	630.6
CLOSED SALES:								
New Escrows Closed.....	57	70	77	78	76	358	153	511
Total YTD Escrows Closed.....	110	114	133	154	163	674	257	931
Volume of New Sales Dollars in Millions.....	23.975	58.111	53.654	45.686	64.693	246.120	111.711	357.830
Volume of total YTD Sales in Millions.....	46.695	90.210	97.487	86.673	135.426	456.491	170.817	627.308
Average Sale price in Thousands.....	420.6	830.2	696.8	585.7	851.2	687.5	730.1	700.3
Median Sale Price in Thousands.....	410.0	636.0	475.0	500.0	556.0	525.0	470.0	505.0
Coop Sales.....	39	56	56	58	58	267	109	376
Percent of Coop Sales.....	68.4	80.0	72.7	74.4	76.3	74.6	71.2	73.6
Average Days on Market.....	127	111	113	120	113	116	127	120
Sales at List Price.....	22	16	16	14	10	78	32	110
Percent of Sales at List Price.....	38.6	22.9	20.8	17.9	13.2	21.8	20.9	21.5
Sales to Listing Inventory Ratio.....	4.3	7.7	9.3	7.2	7.1	6.9	5.4	6.3
Final Sale to New Listing Ratio.....	17.3	26.7	35.0	27.1	24.5	25.4	22.2	24.4

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR FEBRUARY

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	88	131	71	68	56	414	121	535
Total Active Listings.....	408	535	324	279	318	1,864	649	2,513
Average Days on Market.....	102	97	97	102	104	100	101	100
Average List Price in Thousands.....	300.8	474.2	363.9	360.8	347.2	378.4	426.1	390.7
Median List Price in Thousands.....	289.9	439.0	329.9	335.0	329.5	341.0	385.0	350.0
BOMS.....	10	10	12	4	12	48	15	63
Average BOM Price in Thousands.....	280.3	335.4	309.2	337.2	351.7	321.6	366.0	332.2
BOM to Sale Ratio.....	76.9	31.3	57.1	20.0	52.2	44.0	44.1	44.1
Expirations.....	35	43	26	14	27	145	82	227
PENDING SALES								
New Escrows Opened.....	28	56	32	27	35	178	50	228
Total YTD Escrows Opened.....	46	105	64	55	57	327	88	415
New Open Escrows Average Days on Market.....	63	81	112	78	76	83	83	83
New Open Escrows Average List Price.....	263.7	398.7	378.2	368.0	317.2	353.1	487.1	382.5
CLOSED SALES:								
New Escrows Closed.....	13	32	21	20	23	109	34	143
Total YTD Escrows Closed.....	22	59	44	42	45	212	73	285
Volume of New Sales Dollars in Millions.....	3.199	13.088	6.712	7.930	7.610	38.539	13.381	51.921
Volume of total YTD Sales in Millions.....	5.627	24.133	15.334	16.040	15.494	76.628	28.998	105.626
Average Sale price in Thousands.....	246.1	409.0	319.6	396.5	330.9	353.6	393.6	363.1
Median Sale Price in Thousands.....	230.0	360.0	285.0	399.0	320.0	330.0	350.0	332.9
Coop Sales.....	11	25	19	16	17	88	23	111
Percent of Coop Sales.....	84.6	78.1	90.5	80.0	73.9	80.7	67.6	77.6
Average Days on Market.....	122	128	136	90	129	122	108	119
Sales at List Price.....	6	7	8	6	7	34	7	41
Percent of Sales at List Price.....	46.2	21.9	38.1	30.0	30.4	31.2	20.6	28.7
Sales to Listing Inventory Ratio.....	3.2	6.0	6.5	7.2	7.2	58.8	5.2	5.7
Final Sale to New Listing Ratio.....	14.8	24.4	29.6	29.4	41.1	26.3	28.1	26.7