

JUNE 2008

RESIDENTIAL
PROPERTIES LISTED
2,739

SFV RESIDENTIAL MLS SUMMARY

RESIDENTIAL PROP.
ESCROW OPENED
1,549

RESIDENTIAL PROP.
ESCROW CLOSED
1,182

MONTHLY RESIDENTIAL SALES STATISTICS

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY:								
NEW LISTINGS	436	413	287	394	378	1,908	831	2,739
TOTAL ACTIVE LISTINGS	1,751	1,501	1,069	1,267	1,347	6,935	3,320	10,255
AVERAGE DAYS ON MARKET	102	94	103	93	93	97	103	99
AVERAGE LIST PRICE IN THOUSANDS	369.9	728.1	743.2	579.3	904.0	647.0	648.4	647.4
MEDIAN LIST PRICE IN THOUSANDS	339.9	530.0	440.0	475.0	550.0	444.9	399.0	429.9
BOMS	94	67	75	89	89	414	127	541
AVERAGE BOM PRICE IN THOUSANDS	324.5	645.8	521.6	473.3	691.9	523.2	445.5	504.9
BOM TO SALE RATIO	51.1	34.7	42.6	49.7	52.7	45.9	45.2	45.8
EXPIRATIONS	173	129	99	96	105	602	308	910
PENDING SALES:								
NEW ESCROWS OPENED	231	226	185	255	241	1,128	411	1,549
TOTAL YTD ESCROWS OPENED	921	1,060	866	1,067	1,035	4,949	1,829	6,778
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	81	83	65	69	71	73	72	73
NEW OPEN ESCROWS AVERAGE LIST PRICE	322.7	608.0	548.8	480.7	581.6	510.8	474.8	498.0
CLOSED SALES:								
NEW ESCROWS CLOSED	184	193	176	179	169	901	281	1,182
TOTAL YTD ESCROWS CLOSED	629	852	697	800	799	3,777	1,427	5,204
VOLUME OF NEW SALE DOLLARS IN MILLIONS	60.490	126.763	94.068	85.792	99.428	466.542	150.183	616.726
VOLUME OF TOTAL YTD SALES IN MILLIONS	223.309	547.582	384.771	406.949	531.436	2,094.048	785.102	2,879.150
AVERAGE SALE PRICE IN THOUSANDS	328.7	656.8	534.5	479.3	588.3	517.8	534.5	521.8
MEDIAN SALE PRICE IN THOUSANDS	320.0	460.0	390.0	431.0	465.0	400.0	409.0	400.0
COOP SALES	145	157	143	145	139	729	211	940
PERCENT OF COOP SALES	78.8	81.3	81.3	81.0	82.2	80.9	75.1	79.5
AVERAGE DAYS ON MARKET	109	114	108	112	116	112	115	112
SALES AT LIST PRICE	94	62	66	80	62	364	92	456
PERCENT OF SALES AT LIST PRICE	51.1	32.1	37.5	44.7	36.7	40.4	32.7	38.6
SALES TO LISTING INVENTORY RATIO	10.5	12.9	16.5	14.1	12.5	13.0	8.5	11.5
FINAL SALE TO NEW LISTING RATIO	42.2	46.7	61.3	45.4	44.7	47.2	33.8	43.2

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	84	37	9	8	54444	34.8
100,000 TO 109,999	71	23	4	3	51600	30.7
110,000 TO 119,999	44	38	5	4	23450	15.6
120,000 TO 139,999	37	109	5	3	11420	6.7
140,000 TO 159,999	63	151	11	9	27364	13.9
160,000 TO 179,999	76	181	30	19	42889	14.5
180,000 TO 199,999	56	286	30	17	27231	10.0
200,000 TO 249,999	72	639	57	39	38563	12.7
250,000 TO 299,999	77	956	101	72	44815	11.7
300,000 TO 349,999	73	959	135	89	37294	8.9
350,000 TO 399,999	75	1173	187	136	45780	9.5
400,000 TO 449,999	75	780	132	95	44913	8.2
450,000 TO 499,999	79	829	80	61	53589	9.1
500,000 TO 549,999	87	453	66	53	57817	8.9
550,000 TO 599,999	94	507	44	36	70739	9.8
600,000 TO 699,999	72	630	83	66	56851	7.7
700,000 TO 799,999	92	441	43	35	93339	9.8
800,000 TO 899,999	64	304	44	35	77130	8.0
900,000 TO 999,999	54	226	27	20	78519	7.0
1,000,000 TO 1,999,999	68	840	72	62	139825	8.9
MORE THAN 2,000,000	108	402	17	14	553500	13.5
TOTALS	75	9964	1182	876	62444	9.8

LISTINGS
16,763

2008 RMLS TOTAL - \$ VOLUME
\$2,879,150,000

SALES
5,350

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	330	267	215	326	273	1,411	679	2,090
Total Active Listings.....	1,339	940	799	1,038	1,038	5,154	2,802	7,956
Average Days on Market.....	103	88	100	92	95	96	106	100
Average List Price in Thousands.....	406.3	896.3	885.2	640.7	1,073.4	751.5	689.6	729.7
Median List Price in Thousands.....	365.0	650.0	525.0	502.0	659.0	499.0	399.9	470.0
BOMS.....	82	53	55	78	76	344	111	455
Average BOM Price in Thousands.....	343.5	722.7	597.7	502.9	760.4	570.8	441.7	539.3
BOM to Sale Ratio.....	58.6	43.4	42.6	56.5	53.5	51.3	48.9	50.7
Expirations.....	138	75	70	74	84	441	254	695
PENDING SALES								
New Escrows Opened.....	186	158	138	198	189	865	338	1,207
Total YTD Escrows Opened.....	741	730	643	860	826	3,800	1,525	5,325
New Open Escrows Average Days on Market.....	77	78	67	68	72	72	71	72
New Open Escrows Average List Price.....	349.4	708.0	633.9	526.9	659.8	570.3	503.9	549.8
CLOSED SALES:								
New Escrows Closed.....	140	122	129	138	142	671	227	898
Total YTD Escrows Closed.....	504	578	518	647	640	2,887	1,168	4,055
Volume of New Sales Dollars in Millions.....	51.084	99.353	79.441	73.346	91.491	394.715	130.839	525.554
Volume of total YTD Sales in Millions.....	193.603	440.655	326.192	355.386	480.690	1,796.525	681.692	2,478.217
Average Sale price in Thousands.....	364.9	814.4	615.8	531.5	644.3	588.2	576.4	585.2
Median Sale Price in Thousands.....	337.0	610.0	415.0	465.0	500.0	431.0	430.0	430.0
Coop Sales.....	106	97	101	112	116	532	167	699
Percent of Coop Sales.....	75.7	79.5	78.3	81.2	81.7	79.3	73.6	77.8
Average Days on Market.....	101	103	115	115	119	111	117	112
Sales at List Price.....	72	43	45	61	48	269	72	341
Percent of Sales at List Price.....	51.4	35.2	34.9	44.2	33.8	40.1	31.7	38.0
Sales to Listing Inventory Ratio.....	10.5	13.0	16.1	13.3	13.7	13.0	8.1	11.3
Final Sale to New Listing Ratio.....	42.4	45.7	60.0	42.3	52.0	47.6	33.4	43.0

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	106	146	72	68	105	497	152	649
Total Active Listings.....	412	561	270	229	309	1,781	518	2,299
Average Days on Market.....	101	104	110	97	84	100	88	97
Average List Price in Thousands.....	251.7	446.2	323.0	300.7	335.0	344.6	425.6	362.8
Median List Price in Thousands.....	234.8	430.5	295.0	280.0	280.0	299.0	369.9	316.7
BOMS.....	12	14	20	11	13	70	16	86
Average BOM Price in Thousands.....	194.4	354.4	312.3	263.5	291.6	289.0	472.5	323.1
BOM to Sale Ratio.....	27.3	19.7	42.6	26.8	48.1	30.4	29.6	30.3
Expirations.....	35	54	29	22	21	161	54	215
PENDING SALES								
New Escrows Opened.....	45	68	47	57	52	263	73	342
Total YTD Escrows Opened.....	180	330	223	207	209	1,149	304	1,453
New Open Escrows Average Days on Market.....	101	92	59	72	67	77	77	78
New Open Escrows Average List Price.....	212.5	375.5	298.8	320.2	297.3	315.0	340.0	314.8
CLOSED SALES:								
New Escrows Closed.....	44	71	47	41	27	230	54	284
Total YTD Escrows Closed.....	125	274	179	153	159	890	259	1,149
Volume of New Sales Dollars in Millions.....	9.406	27.411	14.627	12.446	7.937	71.827	19.345	91.172
Volume of total YTD Sales in Millions.....	29.706	106.927	58.580	51.563	50.747	297.522	103.410	400.933
Average Sale price in Thousands.....	213.8	386.1	311.2	303.6	294.0	312.3	358.2	321.0
Median Sale Price in Thousands.....	193.5	365.0	275.0	295.0	270.0	295.0	349.0	310.0
Coop Sales.....	39	60	42	33	23	197	44	241
Percent of Coop Sales.....	88.6	84.5	89.4	80.5	85.2	85.7	81.5	84.9
Average Days on Market.....	135	134	88	102	100	115	105	113
Sales at List Price.....	22	19	21	19	14	95	20	115
Percent of Sales at List Price.....	50.0	26.8	44.7	46.3	51.9	41.3	37.0	40.5
Sales to Listing Inventory Ratio.....	10.7	12.7	17.4	17.9	8.7	12.9	10.4	12.4
Final Sale to New Listing Ratio.....	41.5	48.67	65.3	60.3	25.7	46.3	35.5	43.8