

NOVEMBER 2008

RESIDENTIAL
PROPERTIES LISTED
1,770

SFV RESIDENTIAL MLS SUMMARY

RESIDENTIAL PROP.
ESCROW OPENED
1,278

RESIDENTIAL PROP.
ESCROW CLOSED
1,121

MONTHLY RESIDENTIAL SALES STATISTICS

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY:								
NEW LISTINGS.....	269	250	186	232	234	1,171	599	1,770
TOTAL ACTIVE LISTINGS.....	1,389	1,191	847	1,060	1,111	5,598	2,998	8,596
AVERAGE DAYS ON MARKET.....	118	111	121	111	111	114	115	114
AVERAGE LIST PRICE IN THOUSANDS.....	298.6	684.3	731.7	522.0	904.4	608.7	610.8	609.4
MEDIAN LIST PRICE IN THOUSANDS.....	279.0	469.0	389.9	425.0	499.9	385.0	350.0	375.0
BOMS.....	85	57	53	82	78	355	98	453
AVERAGE BOM PRICE IN THOUSANDS.....	255.0	546.3	359.2	450.7	562.5	430.1	382.1	419.7
BOM TO SALE RATIO.....	40.3	33.9	41.4	44.8	54.9	42.7	33.9	40.4
EXPIRATIONS.....	117	85	64	63	91	420	276	696
PENDING SALES:								
NEW ESCROWS OPENED.....	248	172	174	189	169	951	326	1,278
TOTAL YTD ESCROWS OPENED.....	1,930	1,997	1,623	2,102	1,918	9,570	3,571	13,141
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET.....	73	68	69	76	79	73	73	73
NEW OPEN ESCROWS AVERAGE LIST PRICE.....	248.3	434.7	464.8	420.1	500.6	400.9	406.7	402.0
CLOSED SALES:								
NEW ESCROWS CLOSED.....	211	168	128	183	142	832	289	1,121
TOTAL YTD ESCROWS CLOSED.....	1,440	1,741	1,357	1,736	1,668	7,942	3,104	11,046
VOLUME OF NEW SALE DOLLARS IN MILLIONS.....	55,506	95,225	58,428	76,393	64,621	350,173	120,730	470,902
VOLUME OF TOTAL YTD SALES IN MILLIONS.....	438,328	1,061,677	710,388	830,186	1,025,448	4,066,025	1,565,717	5,631,742
AVERAGE SALE PRICE IN THOUSANDS.....	263.1	566.8	456.5	417.4	455.1	420.9	417.7	420.1
MEDIAN SALE PRICE IN THOUSANDS.....	258.0	440.0	340.0	385.0	390.0	350.0	339.5	347.0
COOP SALES.....	174	142	103	154	119	692	216	908
PERCENT OF COOP SALES.....	82.5	84.5	80.5	84.2	83.8	83.2	74.7	81.0
AVERAGE DAYS ON MARKET.....	107	112	110	105	105	108	111	109
SALES AT LIST PRICE.....	133	64	60	84	68	409	144	553
PERCENT OF SALES AT LIST PRICE.....	63.0	38.1	46.9	45.9	47.9	49.2	49.8	49.3
SALES TO LISTING INVENTORY RATIO.....	15.2	14.1	15.1	17.3	12.8	14.9	9.6	13.0
FINAL SALE TO NEW LISTING RATIO.....	78.4	67.2	68.8	78.9	60.7	71.1	48.2	63.3

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.....	99	163	22	16	42187 25.2
100,000 TO 109,999.....	41	68	4	4	12225 10.4
110,000 TO 119,999.....	53	63	7	5	19433 13.2
120,000 TO 139,999.....	78	202	37	24	26739 12.2
140,000 TO 159,999.....	43	220	29	15	17634 7.5
160,000 TO 179,999.....	56	264	32	21	128769 9.9
180,000 TO 199,999.....	58	291	30	18	26656 10.1
200,000 TO 249,999.....	68	661	98	62	60373 11.6
250,000 TO 299,999.....	80	941	153	94	34594 8.5
300,000 TO 349,999.....	57	776	153	82	18518 3.9
350,000 TO 399,999.....	63	859	133	74	56886 6.1
400,000 TO 449,999.....	66	507	93	63	27330 4.9
450,000 TO 499,999.....	70	497	57	38	36209 5.5
500,000 TO 549,999.....	93	268	55	42	66602 9.6
550,000 TO 599,999.....	65	314	30	20	49397 7.3
600,000 TO 699,999.....	63	405	61	50	63385 8.0
700,000 TO 799,999.....	55	332	36	30	61537 7.0
800,000 TO 899,999.....	69	232	27	23	93293 8.6
900,000 TO 999,999.....	109	174	12	11	161671 12.9
1,000,000 TO 1,999,999.....	83	639	45	37	159282 9.5
MORE THAN 2,000,000.....	52	362	6	4	268800 8.8
TOTALS.....	69	8238	1120	733	52237 8.0

LISTINGS
28,594

2008 RMLS TOTAL - \$ VOLUME
\$5,631,742,000

SALES
11,277

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR NOVEMBER

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	195	179	128	188	176	866	501	1,367
Total Active Listings	1,053	795	609	848	844	4,149	2,522	6,671
Average Days on Market	119	104	121	112	111	113	117	115
Average List Price in Thousands	331.9	830.3	900.8	585.0	1,102.5	719.4	648.4	692.7
Median List Price in Thousands	299.9	559.9	499.0	475.0	625.0	440.09	350.0	410.0
BOMS	62	45	36	69	63	275	80	355
Average BOM Price in Thousands	287.9	612.9	414.8	482.5	644.2	488.1	386.9	465.3
BOM to Sale Ratio	38.3	40.9	36.7	46.0	55.8	43.4	34.5	41.0
Expirations	92	65	50	52	67	326	248	574
PENDING SALES								
New Escrows Opened	187	118	128	152	125	709	267	977
Total YTD Escrows Opened	1,506	1,380	1,200	1,727	1,541	7,354	2,947	10,301
New Open Escrows Average Days on Market	71	62	78	78	77	73	74	73
New Open Escrows Average List Price	275.5	477.3	539.9	460.0	586.9	451.7	421.5	443.0
CLOSED SALES:								
New Escrows Closed	162	110	98	150	113	633	232	865
Total YTD Escrows Closed	1,120	1,199	1,013	1,422	1,339	6,093	2,545	8,638
Volume of New Sales Dollars in Millions	47,478	75,157	50,288	67,955	57,309	298,186	102,025	400,211
Volume of total YTD Sales in Millions	374,473	859,633	606,126	732,253	928,169	3,500,654	1,358,115	4,858,769
Average Sale price in Thousands	293.1	683.2	513.1	453.0	507.2	471.1	439.8	462.7
Median Sale Price in Thousands	274.0	550.0	355.0	417.0	425.0	375.0	350.0	370.0
Coop Sales	131	93	77	127	93	521	174	695
Percent of Coop Sales	80.9	84.5	78.6	84.7	82.3	82.3	75.0	80.3
Average Days on Market	111	111	119	102	105	109	113	110
Sales at List Price	106	43	48	70	55	322	118	440
Percent of Sales at List Price	65.4	39.1	49.0	46.7	48.7	50.9	50.9	50.9
Sales to Listing Inventory Ratio	15.4	13.8	16.1	17.7	13.4	15.3	9.2	13.0
Final Sale to New Listing Ratio	83.1	61.5	76.6	79.8	64.2	73.1	46.3	63.3

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR NOVEMBER

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	74	71	58	44	58	305	98	403
Total Active Listings	336	396	238	212	267	1,449	476	1,925
Average Days on Market	114	125	120	108	111	117	101	113
Average List Price in Thousands	194.3	391.1	299.1	269.9	277.9	291.8	411.3	321.3
Median List Price in Thousands	175.0	379.0	241.0	245.9	249.0	254.9	350.0	279.0
BOMS	23	12	17	13	15	80	18	98
Average BOM Price in Thousands	166.2	296.3	241.4	282.1	219.1	230.5	361.1	254.5
BOM to Sale Ratio	46.9	20.7	56.7	39.4	51.7	40.2	31.6	38.3
Expirations	25	20	14	11	24	94	28	122
PENDING SALES								
New Escrows Opened	61	54	46	37	44	242	59	301
Total YTD Escrows Opened	424	617	423	375	377	2,216	624	2,840
New Open Escrows Average Days on Market	82	82	45	68	86	73	70	73
New Open Escrows Average List Price	164.6	341.8	255.8	255.9	255.5	252.0	339.8	269.2
CLOSED SALES:								
New Escrows Closed	49	58	30	33	29	199	57	256
Total YTD Escrows Closed	320	542	344	314	329	1,849	559	2,408
Volume of New Sales Dollars in Millions	8,028	20,069	8,140	8,438	7,312	51,987	18,705	70,691
Volume of total YTD Sales in Millions	63,855	202,044	104,262	97,932	97,279	565,372	207,602	772,974
Average Sale price in Thousands	163.8	346.0	271.3	255.7	252.1	261.2	328.2	276.1
Median Sale Price in Thousands	154.0	350.0	245.0	230.0	235.0	220.0	308.0	245.0
Coop Sales	43	49	26	27	26	171	42	213
Percent of Coop Sales	87.8	84.5	86.7	81.8	89.7	85.9	73.7	83.2
Average Days on Market	96	115	80	121	104	105	103	104
Sales at List Price	27	21	12	14	13	87	26	113
Percent of Sales at List Price	55.1	36.2	40.0	42.4	44.8	43.7	45.6	44.1
Sales to Listing Inventory Ratio	14.6	14.6	12.6	15.6	10.9	13.7	12.0	13.3
Final Sale to New Listing Ratio	66.2	81.7	51.7	75.0	50.0	65.2	58.2	63.5