

# OCTOBER 2008

RESIDENTIAL  
PROPERTIES LISTED  
**2,389**

## SFV RESIDENTIAL MLS SUMMARY

RESIDENTIAL PROP.  
ESCROW OPENED  
**1,607**

RESIDENTIAL PROP.  
ESCROW CLOSED  
**1,321**

### MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	413	358	249	332	298	1,650	739	2,389
TOTAL ACTIVE LISTINGS	1,505	1,246	903	1,095	1,169	5,918	3,102	9,020
AVERAGE DAYS ON MARKET	108	104	114	106	107	107	110	108
AVERAGE LIST PRICE IN THOUSANDS	308.3	684.8	730.8	545.6	913.1	615.4	598.2	609.5
MEDIAN LIST PRICE IN THOUSANDS	289.0	475.0	400.0	430.0	510.0	399.0	350.0	382.5
BOMS	94	86	87	84	88	439	133	572
AVERAGE BOM PRICE IN THOUSANDS	282.5	572.6	583.2	442.4	656.0	504.4	413.1	483.2
BOM TO SALE RATIO	44.1	43.2	55.1	40.0	44.2	44.8	38.9	43.3
EXPIRATIONS	103	113	71	68	117	472	329	801
<b>PENDING SALES:</b>								
NEW ESCROWS OPENED	301	234	181	243	226	1,180	422	1,607
TOTAL YTD ESCROWS OPENED	1,720	1,852	1,491	1,956	1,789	8,808	3,304	12,112
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	75	80	68	64	64	71	82	74
NEW OPEN ESCROWS AVERAGE LIST PRICE	262.4	493.9	458.1	422.2	512.7	420.3	441.7	424.6
<b>CLOSED SALES:</b>								
NEW ESCROWS CLOSED	213	199	158	210	199	979	342	1,321
TOTAL YTD ESCROWS CLOSED	1,235	1,571	1,230	1,559	1,524	7,119	2,816	9,935
VOLUME OF NEW SALE DOLLARS IN MILLIONS	54.864	116.662	68.552	95.161	113.813	449.053	152.682	601.735
VOLUME OF TOTAL YTD SALES IN MILLIONS	384.280	967.090	652.217	757.501	961.421	3,722.508	1,446.997	5,169.506
AVERAGE SALE PRICE IN THOUSANDS	257.6	586.2	433.9	453.1	571.9	458.7	446.4	455.5
MEDIAN SALE PRICE IN THOUSANDS	257.9	469.0	347.0	415.0	433.0	370.0	359.0	370.0
COOP SALES	181	159	128	182	170	820	276	1,096
PERCENT OF COOP SALES	85.0	79.9	81.0	86.7	85.4	83.8	80.7	83.0
AVERAGE DAYS ON MARKET	104	107	106	104	104	105	115	108
SALES AT LIST PRICE	108	78	59	95	75	415	126	541
PERCENT OF SALES AT LIST PRICE	50.7	39.2	37.3	45.2	37.7	42.4	36.8	41.0
SALES TO LISTING INVENTORY RATIO	14.2	16.0	17.5	19.2	17.0	16.5	11.0	14.6
FINAL SALE TO NEW LISTING RATIO	51.6	55.6	63.5	63.3	66.8	59.3	46.3	55.3

### 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	56	135	19	13	21086
100,000 TO 109,999	88	62	7	6	33729
110,000 TO 119,999	54	69	11	10	36185
120,000 TO 139,999	46	200	19	13	16771
140,000 TO 159,999	56	212	43	29	23867
160,000 TO 179,999	62	251	44	30	27377
180,000 TO 199,999	83	303	33	26	40471
200,000 TO 249,999	73	707	121	79	53338
250,000 TO 299,999	61	956	147	95	30422
300,000 TO 349,999	67	815	144	87	22186
350,000 TO 399,999	70	923	152	102	34637
400,000 TO 449,999	63	577	126	84	34278
450,000 TO 499,999	57	547	86	64	32242
500,000 TO 549,999	72	298	71	57	49620
550,000 TO 599,999	81	328	57	43	57791
600,000 TO 699,999	85	433	75	62	66102
700,000 TO 799,999	69	326	40	32	87068
800,000 TO 899,999	83	226	33	30	86933
900,000 TO 999,999	87	180	18	17	211150
1,000,000 TO 1,999,999	78	673	64	56	N/A
MORE THAN 2,000,000	125	371	11	9	N/A
TOTALS	69	8592	1321	944	250855

**LISTINGS**  
**26,824**

**2008 RMLS TOTAL - \$ VOLUME**  
**\$5,169,506,000**

**SALES**  
**10,156**

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR OCTOBER

<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.....	300	246	175	277	226	1,224	609	1,833
Total Active Listings.....	1,154	837	660	867	874	4,392	2,610	7,002
Average Days on Market.....	109	97	117	106	105	106	113	109
Average List Price in Thousands.....	339.7	825.6	895.0	616.3	1,123.0	726.2	632.8	691.4
Median List Price in Thousands.....	307.5	565.0	499.0	480.0	649.0	449.0	350.0	419.0
BOMS.....	75	62	67	781	69	344	115	459
Average BOM Price in Thousands.....	303.6	666.6	682.8	476.4	754.2	568.9	418.9	531.3
BOM to Sale Ratio.....	50.7	44.6	58.3	38.8	43.1	46.2	41.4	44.9
Expirations.....	75	65	58	61	100	359	289	648
<b>PENDING SALES</b>								
New Escrows Opened.....	228	148	126	199	178	874	342	1,221
Total YTD Escrows Opened.....	1,342	1,279	1,106	1,606	1,450	6,783	2,728	9,511
New Open Escrows Average Days on Market.....	78	76	74	58	66	70	80	73
New Open Escrows Average List Price.....	292.8	577.0	550.3	458.4	580.4	476.0	458.8	469.2
<b>CLOSED SALES:</b>								
New Escrows Closed.....	148	139	115	183	160	745	278	1,023
Total YTD Escrows Closed.....	963	1,086	914	1,275	1,223	5,461	2,315	7,776
Volume of New Sales Dollars in Millions.....	43.442	94.473	57.146	88.323	104.431	387.815	131.345	519.160
Volume of total YTD Sales in Millions.....	328.228	784.416	555.545	666.925	871.236	3,206.349	1,258.437	4,464.786
Average Sale price in Thousands.....	293.5	679.7	496.9	482.6	652.7	520.6	472.5	507.5
Median Sale Price in Thousands.....	280.0	547.5	380.0	435.0	450.0	410.0	389.0	405.0
Coop Sales.....	125	106	92	159	139	621	224	845
Percent of Coop Sales.....	84.5	76.3	80.0	86.9	86.9	83.4	80.6	82.6
Average Days on Market.....	106	104	107	103	105	105	118	108
Sales at List Price.....	79	51	43	80	60	313	107	420
Percent of Sales at List Price.....	53.4	36.7	37.4	43.7	37.5	42.0	38.5	41.1
Sales to Listing Inventory Ratio.....	12.8	16.6	17.4	21.1	18.3	17.0	10.7	14.6
Final Sale to New Listing Ratio.....	49.3	56.5	65.7	66.1	70.8	60.9	45.6	55.8

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR OCTOBER

<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.....	113	112	74	55	72	426	130	556
Total Active Listings.....	351	409	243	228	295	1,526	492	2,018
Average Days on Market.....	105	119	107	104	111	110	93	106
Average List Price in Thousands.....	205.2	396.6	284.8	276.7	291.4	296.5	414.5	325.3
Median List Price in Thousands.....	184.0	379.9	250.0	250.0	249.0	260.0	350.0	280.0
BOMS.....	19	24	20	13	19	95	18	113
Average BOM Price in Thousands.....	199.4	329.7	249.6	256.5	299.6	270.8	376.3	287.6
BOM to Sale Ratio.....	29.2	40.0	46.5	48.1	48.7	40.6	28.1	37.9
Expirations.....	28	48	13	7	17	113	40	153
<b>PENDING SALES</b>								
New Escrows Opened.....	73	86	55	44	48	306	80	386
Total YTD Escrows Opened.....	378	573	385	350	339	2,025	576	2,601
New Open Escrows Average Days on Market.....	65	89	56	91	56	72	88	76
New Open Escrows Average List Price.....	167.4	350.8	247.1	258.2	261.8	261.2	368.7	283.5
<b>CLOSED SALES:</b>								
New Escrows Closed.....	65	60	43	27	39	234	64	298
Total YTD Escrows Closed.....	272	485	316	284	301	1,658	501	2,159
Volume of New Sales Dollars in Millions.....	11.423	22.189	11.407	6.838	9.382	61.238	21.337	82.575
Volume of total YTD Sales in Millions.....	56.052	182.674	96.672	90.576	90.185	516.159	188.561	704.720
Average Sale price in Thousands.....	175.7	369.8	265.3	253.3	240.6	261.7	333.4	277.1
Median Sale Price in Thousands.....	178.0	375.0	223.0	250.0	220.0	225.0	300.0	240.0
Coop Sales.....	56	53	36	23	31	199	52	251
Percent of Coop Sales.....	86.2	88.3	83.7	85.2	79.5	85.0	81.3	84.2
Average Days on Market.....	100	115	104	110	99	106	103	105
Sales at List Price.....	29	27	16	15	15	102	19	121
Percent of Sales at List Price.....	44.6	45.0	37.2	55.6	38.5	43.6	29.7	40.6
Sales to Listing Inventory Ratio.....	18.5	14.7	17.7	11.8	13.2	15.3	13.0	14.8
Final Sale to New Listing Ratio.....	57.5	53.6	58.1	49.1	54.2	54.9	49.2	53.6