

# SEPTEMBER 2008

RESIDENTIAL  
PROPERTIES LISTED  
**2,423**

## SFV RESIDENTIAL MLS SUMMARY

RESIDENTIAL PROP.  
ESCROW OPENED  
**1,737**

RESIDENTIAL PROP.  
ESCROW CLOSED  
**1,181**

### MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	410	354	251	320	335	1,670	753	2,423
TOTAL ACTIVE LISTINGS	1,504	1,280	911	1,083	1,231	6,009	3,228	9,237
AVERAGE DAYS ON MARKET	108	103	112	102	104	106	109	107
AVERAGE LIST PRICE IN THOUSANDS	319.0	673.8	753.1	561.0	927.9	628.8	617.8	624.9
MEDIAN LIST PRICE IN THOUSANDS	299.0	480.0	430.0	439.9	539.0	400.0	360.0	399.0
BOMS	96	84	83	88	89	440	137	577
AVERAGE BOM PRICE IN THOUSANDS	262.0	500.9	595.8	449.4	562.9	468.9	431.5	460.0
BOM TO SALE RATIO	51.6	47.5	66.9	41.3	52.7	50.6	43.9	48.9
EXPIRATIONS	123	193	68	96	114	594	293	887
<b>PENDING SALES:</b>								
NEW ESCROWS OPENED	307	256	198	301	251	1,305	424	1,737
TOTAL YTD ESCROWS OPENED	1,474	1,656	1,345	1,757	1,617	7,849	2,944	10,793
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	617	75	69	69	67	69	79	72
NEW OPEN ESCROWS AVERAGE LIST PRICE	266.3	572.1	455.1	456.8	571.0	459.1	493.4	465.4
<b>CLOSED SALES:</b>								
NEW ESCROWS CLOSED	186	177	124	213	169	869	312	1,181
TOTAL YTD ESCROWS CLOSED	1,031	1,379	1,077	1,372	1,324	6,183	2,475	8,658
VOLUME OF NEW SALE DOLLARS IN MILLIONS	51.881	91.421	54.108	97.484	97.878	392.772	140.643	533.415
VOLUME OF TOTAL YTD SALES IN MILLIONS	331.644	854.109	585.496	671.326	849.171	3,291.746	1,298.589	4,590.335
AVERAGE SALE PRICE IN THOUSANDS	278.9	516.5	436.4	457.7	579.2	452.0	450.8	451.7
MEDIAN SALE PRICE IN THOUSANDS	285.0	420.0	345.0	405.0	425.0	362.5	375.0	365.0
COOP SALES	158	154	108	179	139	738	246	984
PERCENT OF COOP SALES	84.9	87.0	87.1	84.0	82.2	84.9	78.8	83.3
AVERAGE DAYS ON MARKET	108	117	93	106	111	108	120	111
SALES AT LIST PRICE	115	60	63	93	65	396	132	528
PERCENT OF SALES AT LIST PRICE	61.8	33.9	50.8	43.7	38.5	45.6	42.3	44.7
SALES TO LISTING INVENTORY RATIO	12.4	13.8	13.6	19.7	13.7	14.5	9.7	12.8
FINAL SALE TO NEW LISTING RATIO	45.4	50.0	49.4	66.6	50.4	52.0	41.4	48.7

### 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	69	111	13	9	32940	19.5
100,000 TO 109,999	76	54	9	8	48739	21.2
110,000 TO 119,999	114	55	8	8	42725	23.8
120,000 TO 139,999	75	177	16	13	34136	16.6
140,000 TO 159,999	56	217	28	12	36662	10.4
160,000 TO 179,999	65	252	29	18	20664	7.3
180,000 TO 199,999	56	297	44	26	19941	7.8
200,000 TO 249,999	59	683	83	44	49313	7.7
250,000 TO 299,999	90	971	114	75	31269	7.9
300,000 TO 349,999	69	838	175	101	33591	7.2
350,000 TO 399,999	70	978	165	111	31358	6.2
400,000 TO 449,999	74	645	117	79	38777	6.7
450,000 TO 499,999	80	560	68	53	47565	8.0
500,000 TO 549,999	86	341	67	59	60125	9.2
550,000 TO 599,999	72	344	49	36	46664	6.7
600,000 TO 699,999	84	487	49	38	54718	7.1
700,000 TO 799,999	65	383	50	40	53722	6.1
800,000 TO 899,999	67	240	20	15	81196	7.4
900,000 TO 999,999	66	173	12	11	111125	9.2
1,000,000 TO 1,999,999	64	724	56	46	124674	8.1
MORE THAN 2,000,000	117	394	9	7	266438	6.4
<b>TOTALS</b>	<b>73</b>	<b>8924</b>	<b>1181</b>	<b>809</b>	<b>46243</b>	<b>7.8</b>

**LISTINGS**  
**24,435**

**2008 RMLS TOTAL - \$ VOLUME**  
**\$4,590,335,00**

**SALES**  
**8,975**

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR SEPTEMBER

<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.....	323	223	170	254	269	1,239	617	1,856
Total Active Listings.....	1,153	809	684	854	947	4,447	2,745	7,192
Average Days on Market.....	107	97	114	103	105	105	112	108
Average List Price in Thousands.....	354.8	824.0	902.5	636.5	1,116.8	740.8	650.5	706.3
Median List Price in Thousands.....	325.0	599.0	500.0	499.0	650.0	460.0	361.0	430.0
BOMS.....	73	59	60	74	65	331	114	445
Average BOM Price in Thousands.....	293.5	575.3	731.3	491.0	669.5	541.1	448.5	517.4
BOM to Sale Ratio.....	49.3	52.7	67.4	43.0	47.4	50.3	46.5	49.3
Expirations.....	96	80	45	79	92	392	241	633
<b>PENDING SALES</b>								
New Escrows Opened.....	226	174	145	252	204	996	339	1,340
Total YTD Escrows Opened.....	1,159	1,155	1,001	1,448	1,311	6,074	2,431	8,505
New Open Escrows Average Days on Market.....	68	68	72	66	67	68	80	71
New Open Escrows Average List Price.....	294.1	669.1	521.6	490.5	627.4	512.1	525.7	513.7
<b>CLOSED SALES:</b>								
New Escrows Closed.....	148	112	89	172	137	658	245	903
Total YTD Escrows Closed.....	824	953	802	1,109	1,062	4,750	2,038	6,788
Volume of New Sales Dollars in Millions.....	44.524	69.308	44.986	84.893	89.640	333.350	116.378	449.728
Volume of total YTD Sales in Millions.....	287.063	693.283	499.963	585.925	768.463	2,834.697	1,131.335	3,966.033
Average Sale price in Thousands.....	300.8	618.8	505.5	493.6	654.3	506.6	475.0	498.0
Median Sale Price in Thousands.....	297.0	505.0	380.0	420.0	465.0	392.5	400.0	396.0
Coop Sales.....	124	95	80	145	109	553	192	745
Percent of Coop Sales.....	83.8	84.8	89.9	84.3	79.6	84.0	78.4	82.5
Average Days on Market.....	110	108	93	104	111	106	121	110
Sales at List Price.....	91	48	46	74	53	312	106	418
Percent of Sales at List Price.....	61.5	42.9	51.7	43.0	38.7	47.4	43.3	46.3
Sales to Listing Inventory Ratio.....	12.8	13.8	13.0	20.1	14.5	14.8	8.9	12.6
Final Sale to New Listing Ratio.....	45.8	50.2	52.4	67.7	50.9	53.1	39.7	48.7

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR SEPTEMBER

<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.....	87	131	81	66	66	431	136	567
Total Active Listings.....	351	471	227	229	284	1,562	483	2,045
Average Days on Market.....	110	115	105	96	101	107	91	103
Average List Price in Thousands.....	201.5	415.6	303.0	279.8	298.0	309.8	432.1	338.7
Median List Price in Thousands.....	183.8	389.0	260.0	260.0	249.0	266.0	360.0	289.9
BOMS.....	23	25	23	14	24	109	23	132
Average BOM Price in Thousands.....	161.8	325.3	242.4	229.4	274.1	249.7	347.0	266.7
BOM to Sale Ratio.....	60.5	38.5	65.7	34.1	75.0	51.7	34.3	47.5
Expirations.....	27	113	23	17	22	202	52	254
<b>PENDING SALES</b>								
New Escrows Opened.....	81	82	53	49	47	309	85	397
Total YTD Escrows Opened.....	315	501	344	309	306	1,775	513	2,288
New Open Escrows Average Days on Market.....	65	91	60	83	68	74	76	75
New Open Escrows Average List Price.....	188.6	366.3	273.4	283.7	326.4	288.2	364.3	302.3
<b>CLOSED SALES:</b>								
New Escrows Closed.....	38	65	35	41	32	211	67	278
Total YTD Escrows Closed.....	207	426	275	263	262	1,433	437	1,870
Volume of New Sales Dollars in Millions.....	7.357	22.114	9.122	12.592	8.239	59.422	24.265	83.687
Volume of total YTD Sales in Millions.....	44.580	160.826	85.533	85.401	80.708	457.049	167.254	624.302
Average Sale price in Thousands.....	193.6	340.2	260.6	307.1	257.5	281.6	362.2	301.0
Median Sale Price in Thousands.....	170.0	332.0	232.0	305.0	240.0	260.0	329.9	280.0
Coop Sales.....	34	59	28	34	30	185	54	239
Percent of Coop Sales.....	89.5	90.8	80.0	82.9	93.8	87.7	80.6	86.0
Average Days on Market.....	102	133	94	118	112	115	116	115
Sales at List Price.....	24	12	17	19	12	84	26	110
Percent of Sales at List Price.....	63.2	18.5	48.6	46.3	37.5	39.8	38.8	39.6
Sales to Listing Inventory Ratio.....	10.8	13.8	15.4	17.9	11.3	13.5	13.9	13.6
Final Sale to New Listing Ratio.....	43.7	49.6	43.2	62.1	48.5	49.0	49.3	49.0