

**APRIL 2009**

RESIDENTIAL  
PROPERTIES LISTED  
**1,956**

**SFV RESIDENTIAL MLS SUMMARY**

RESIDENTIAL PROP.  
ESCROW OPENED  
**1,872**

RESIDENTIAL PROP.  
ESCROW CLOSED  
**1,275**

**MONTHLY RESIDENTIAL SALES STATISTICS**

<b>ACTIVE INVENTORY:</b>	<b>EN</b>	<b>ES</b>	<b>CS</b>	<b>WN</b>	<b>WS</b>	<b>SFV TOT</b>	<b>EXT</b>	<b>TOTAL</b>
NEW LISTINGS	287	275	200	269	321	1,352	604	1,956
TOTAL ACTIVE LISTINGS	844	870	614	660	886	3,874	2,246	6,120
AVERAGE DAYS ON MARKET	124	105	121	124	107	115	123	118
AVERAGE LIST PRICE IN THOUSANDS	265.4	717.3	881.0	506.0	967.1	665.9	640.2	656.5
MEDIAN LIST PRICE IN THOUSANDS	249.9	488.5	421.0	399.0	575.0	390.0	350.0	379.0
BOMS	72	65	51	53	37	278	98	376
AVERAGE BOM PRICE IN THOUSANDS	226.9	554.2	514.5	405.6	459.5	421.2	447.7	428.1
BOM TO SALE RATIO	32.1	33.5	38.3	27.3	23.7	30.9	26.2	29.5
EXPIRATIONS	54	56	34	45	45	234	161	395
<b>PENDING SALES:</b>								
NEW ESCROWS OPENED	315	284	211	288	263	1,360	511	1,872
TOTAL YTD ESCROWS OPENED	1,095	841	643	916	800	4,295	1,616	5,911
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	76	76	96	74	71	78	87	80
NEW OPEN ESCROWS AVERAGE LIST PRICE	237.9	502.0	460.5	414.2	544.2	424.3	436.3	427.4
<b>CLOSED SALES:</b>								
NEW ESCROWS CLOSED	224	194	133	194	156	901	374	1,275
TOTAL YTD ESCROWS CLOSED	805	583	446	632	548	3,014	1,163	4,177
VOLUME OF NEW SALE DOLLARS IN MILLIONS	53.512	96.003	68.169	76.597	71.915	366.195	121.368	487.563
VOLUME OF TOTAL YTD SALES IN MILLIONS	194.279	277.295	199.864	256.343	242.667	1,170.448	402.660	1,573.108
AVERAGE SALE PRICE IN THOUSANDS	238.9	494.9	512.5	394.8	461.0	406.4	324.5	382.4
MEDIAN SALE PRICE IN THOUSANDS	229.0	399.0	350.0	355.0	380.0	330.0	275.0	320.0
COOP SALES	182	170	118	167	126	763	313	1,076
PERCENT OF COOP SALES	81.3	87.6	88.7	86.1	80.8	84.7	83.7	84.4
AVERAGE DAYS ON MARKET	116	118	124	125	107	118	113	117
SALES AT LIST PRICE	140	90	71	103	73	477	161	638
PERCENT OF SALES AT LIST PRICE	62.5	46.4	53.4	53.1	46.8	52.9	43.0	50.0
SALES TO LISTING INVENTORY RATIO	26.5	22.3	21.7	29.4	17.6	23.3	16.7	20.8
FINAL SALE TO NEW LISTING RATIO	78.0	70.5	66.5	72.1	48.6	66.6	61.9	65.2

**SELLING TIME - PRICE CHANGE - PRICE REDUCTION**

<b>SELLING PRICE RANGE:</b>	<b>AVG. SELL TIME</b>	<b>ACTIVE NO. LISTINGS</b>	<b>TOTAL # SOLD</b>	<b>REDUCED \$</b>	<b>\$ AVERAGE PRICE REDUCTION %</b>
LESS THAN 100,000	80	215	52	43	27616
100,000 TO 109,999	86	42	11	7	23722
110,000 TO 119,999	87	62	22	18	23125
120,000 TO 139,999	90	149	48	40	38920
140,000 TO 159,999	73	173	41	28	30846
160,000 TO 179,999	76	163	45	27	29300
180,000 TO 199,999	64	223	48	27	17668
200,000 TO 249,999	69	460	132	80	18550
250,000 TO 299,999	67	604	161	83	17568
300,000 TO 349,999	73	459	173	99	29237
350,000 TO 399,999	71	477	133	81	407763
400,000 TO 449,999	83	286	80	52	34146
450,000 TO 499,999	79	270	63	46	44383
500,000 TO 549,999	88	135	53	41	43541
550,000 TO 599,999	96	207	46	35	67292
600,000 TO 699,999	75	307	52	43	58608
700,000 TO 799,999	79	245	32	24	87061
800,000 TO 899,999	57	208	27	20	58285
900,000 TO 999,999	98	134	14	11	105738
1,000,000 TO 1,999,999	97	578	35	31	188098
MORE THAN 2,000,000	195	317	6	6	679417
<b>TOTALS</b>	<b>76</b>	<b>5714</b>	<b>1274</b>	<b>842</b>	<b>80091</b>

**LISTINGS**  
**7,822**

**2009 RMLS TOTAL - \$ VOLUME**  
**\$1,573,108,000**

**SALES**  
**4,263**

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR APRIL

<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.....	219	199	146	220	273	1,057	484	1,541
Total Active Listings.....	627	583	451	532	695	2,888	1,831	4,719
Average Days on Market.....	125	102	114	123	102	113	125	118
Average List Price in Thousands.....	298.7	887.9	1,101.8	562.1	1,161.0	799.1	685.1	754.9
Median List Price in Thousands.....	269.9	675.0	619.9	450.0	687.5	475.0	350.0	429.5
BOMS.....	55	41	38	42	26	202	80	282
Average BOM Price in Thousands.....	241.2	694.1	613.3	432.1	534.7	480.6	481.6	480.9
BOM to Sale Ratio.....	31.1	31.5	38.0	25.8	21.5	29.2	26.2	28.3
Expirations.....	41	48	29	34	37	189	143	332
<b>PENDING SALES</b>								
New Escrows Opened.....	249	197	146	236	194	1,021	422	1,444
Total YTD Escrows Opened.....	864	580	469	737	608	3,258	1,339	4,597
New Open Escrows Average Days on Market.....	74	67	97	73	66	74	85	77
New Open Escrows Average List Price.....	262.9	571.7	567.0	456.4	656.8	485.8	457.7	477.3
<b>CLOSED SALES:</b>								
New Escrows Closed.....	177	130	100	163	121	691	305	996
Total YTD Escrows Closed.....	623	398	330	517	417	2,285	949	3,234
Volume of New Sales Dollars in Millions.....	46.846	73.377	59.803	69.172	64.142	313.341	98.360	411.701
Volume of total YTD Sales in Millions.....	166.513	215.158	171.798	228.977	214.167	996.613	335.341	1,331.954
Average Sale price in Thousands.....	264.7	564.4	598.0	424.4	530.1	453.5	322.5	413.4
Median Sale Price in Thousands.....	250.0	450.0	379.0	375.0	449.0	355.0	270.0	335.0
Coop Sales.....	144	110	90	142	97	583	253	836
Percent of Coop Sales.....	81.4	84.6	90.0	87.1	80.2	84.4	83.0	83.9
Average Days on Market.....	113	110	133	125	107	117	115	116
Sales at List Price.....	112	61	53	92	57	375	129	504
Percent of Sales at List Price.....	63.3	46.9	53.0	56.4	47.1	54.3	42.3	50.6
Sales to Listing Inventory Ratio.....	28.2	22.3	22.2	30.6	17.4	23.9	16.7	21.1
Final Sale to New Listing Ratio.....	80.8	65.3	68.5	74.1	44.3	65.4	63.0	64.6

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR APRIL

<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.....	68	76	54	49	48	295	120	415
Total Active Listings.....	217	287	163	128	191	986	415	1,401
Average Days on Market.....	123	111	138	130	124	123	113	120
Average List Price in Thousands.....	169.2	370.9	269.9	273.0	261.6	275.9	441.9	325.1
Median List Price in Thousands.....	155.0	359.0	230.0	239.0	240.0	240.0	350.0	265.0
BOMS.....	17	24	13	11	11	76	18	94
Average BOM Price in Thousands.....	180.8	315.1	225.6	304.2	281.7	263.3	297.2	269.8
BOM to Sale Ratio.....	36.2	37.5	39.4	35.5	31.4	36.2	26.1	33.7
Expirations.....	13	8	5	11	8	45	18	63
<b>PENDING SALES</b>								
New Escrows Opened.....	66	87	65	52	69	339	89	428
Total YTD Escrows Opened.....	231	261	174	179	192	1,037	277	1,314
New Open Escrows Average Days on Market.....	83	96	96	81	86	89	97	91
New Open Escrows Average List Price.....	143.4	344.1	221.3	222.4	227.6	239.1	334.7	259.0
<b>CLOSED SALES:</b>								
New Escrows Closed.....	47	64	33	31	35	210	69	279
Total YTD Escrows Closed.....	182	185	116	115	131	729	214	943
Volume of New Sales Dollars in Millions.....	6.666	22.625	8.365	7.425	7.773	52.855	23.008	75.862
Volume of total YTD Sales in Millions.....	27.766	62.137	28.065	27.367	28.500	173.835	67.319	241.154
Average Sale price in Thousands.....	141.8	353.5	253.5	239.5	222.1	251.7	333.4	271.9
Median Sale Price in Thousands.....	140.0	356.5	245.0	228.0	200.0	222.8	300.0	244.3
Coop Sales.....	38	60	28	25	29	180	60	240
Percent of Coop Sales.....	80.9	93.8	84.8	80.6	82.9	85.7	87.0	86.0
Average Days on Market.....	126	134	97	124	106	120	107	117
Sales at List Price.....	28	29	18	11	16	102	32	134
Percent of Sales at List Price.....	59.6	45.3	54.5	35.5	45.7	48.6	46.4	48.0
Sales to Listing Inventory Ratio.....	21.7	22.3	20.2	24.2	18.3	21.3	16.6	19.9
Final Sale to New Listing Ratio.....	69.1	84.2	61.1	63.3	72.9	71.2	57.5	67.2