

JANUARY 2009

RESIDENTIAL
PROPERTIES LISTED

2,084

SFV RESIDENTIAL MLS SUMMARY

RESIDENTIAL PROP.
ESCROW OPENED

1,427

RESIDENTIAL PROP.
ESCROW CLOSED

964

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS.....	314	329	201	255	297	1,396	688	2,084
TOTAL ACTIVE LISTINGS.....	1,182	1,057	712	858	941	4,750	2,630	7,380
AVERAGE DAYS ON MARKET.....	124	109	130	120	113	119	121	119
AVERAGE LIST PRICE IN THOUSANDS.....	280.3	698.3	769.1	497.1	899.3	608.4	606.2	607.6
MEDIAN LIST PRICE IN THOUSANDS.....	260.0	460.0	384.9	399.9	525.0	375.0	342.0	365.0
BOMS.....	83	53	63	74	75	348	108	456
AVERAGE BOM PRICE IN THOUSANDS.....	234.4	514.0	460.9	429.0	480.1	412.3	565.1	448.5
BOM TO SALE RATIO.....	41.7	44.9	63.0	50.7	62.0	50.9	38.6	47.3
EXPIRATIONS.....	93	68	55	51	85	352	204	556
PENDING SALES:								
NEW ESCROWS OPENED.....	277	189	162	242	179	1,045	378	1,427
TOTAL YTD ESCROWS OPENED.....	277	189	162	242	179	1,045	378	1,427
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET.....	73	83	86	77	70	77	84	79
NEW OPEN ESCROWS AVERAGE LIST PRICE.....	240.7	492.1	427.6	404.8	438.2	387.9	408.9	392.4
CLOSED SALES:								
NEW ESCROWS CLOSED.....	199	118	100	146	121	684	280	964
TOTAL YTD ESCROWS CLOSED.....	199	118	100	146	121	684	280	964
VOLUME OF NEW SALE DOLLARS IN MILLIONS.....	49.493	52.560	42.801	62.942	52.021	259.817	97.920	357.737
VOLUME OF TOTAL YTD SALES IN MILLIONS.....	49.493	52.560	42.801	62.942	52.021	259.817	97.920	357.737
AVERAGE SALE PRICE IN THOUSANDS.....	248.7	445.4	428.0	431.1	429.9	379.8	349.7	371.1
MEDIAN SALE PRICE IN THOUSANDS.....	247.0	375.0	305.0	380.0	370.0	322.0	285.0	315.0
COOP SALES.....	178	102	87	124	103	594	240	834
PERCENT OF COOP SALES.....	89.4	86.4	87.0	84.9	85.1	86.8	85.7	86.5
AVERAGE DAYS ON MARKET.....	115	126	125	119	109	118	125	120
SALES AT LIST PRICE.....	130	46	47	68	57	348	127	475
PERCENT OF SALES AT LIST PRICE.....	65.3	39.0	47.0	46.6	47.1	50.9	45.4	49.3
SALES TO LISTING INVENTORY RATIO.....	16.8	11.2	14.0	17.0	12.9	14.4	10.6	13.1
FINAL SALE TO NEW LISTING RATIO.....	63.4	35.9	49.8	57.3	40.7	49.0	40.7	46.3

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.....	74	224	31	24	31184	21.2
100,000 TO 109,999.....	60	49	7	6	14043	10.8
110,000 TO 119,999.....	77	87	13	8	19847	12.2
120,000 TO 139,999.....	101	181	32	19	33807	12.4
140,000 TO 159,999.....	82	245	34	23	26636	10.8
160,000 TO 179,999.....	80	234	40	28	33915	13.9
180,000 TO 199,999.....	77	278	41	25	25215	10.2
200,000 TO 249,999.....	79	616	107	66	23673	7.1
250,000 TO 299,999.....	72	758	127	79	22385	6.0
300,000 TO 349,999.....	76	635	136	78	26787	5.8
350,000 TO 399,999.....	67	691	94	57	25912	5.1
400,000 TO 449,999.....	88	387	68	50	50304	9.5
450,000 TO 499,999.....	74	385	50	38	42087	7.2
500,000 TO 549,999.....	97	214	36	28	54913	7.8
550,000 TO 599,999.....	87	258	32	26	48510	7.3
600,000 TO 699,999.....	72	343	41	31	185533	7.8
700,000 TO 799,999.....	57	260	20	17	63563	7.4
800,000 TO 899,999.....	99	209	19	17	108975	10.8
900,000 TO 999,999.....	102	161	8	7	126557	10.9
1,000,000 TO 1,999,999.....	82	546	26	24	220627	13.1
MORE THAN 2,000,000.....	190	328	2	2	517500	18.8
TOTALS.....	78	7089	964	239	47786	8.3

LISTINGS
2,084

2009 RMLS TOTAL - \$ VOLUME
\$357,737,000

SALES
964

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JANUARY

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	251	234	144	207	240	1,076	559	1,635
Total Active Listings.....	913	711	519	673	715	3,531	2,185	5,716
Average Days on Market.....	124	105	129	119	111	117	123	119
Average List Price in Thousands.....	309.2	856.0	930.7	563.8	1,092.9	717.9	645.1	690.1
Median List Price in Thousands.....	279.9	594.9	499.0	450.0	649.0	430.0	330.0	399.0
BOMS.....	66	36	45	59	49	255	89	344
Average BOM Price in Thousands.....	258.3	609.4	571.9	471.5	599.7	478.2	624.4	516.0
BOM to Sale Ratio.....	44.0	46.2	63.4	47.2	52.1	49.2	37.7	45.6
Expirations.....	78	51	43	44	71	287	172	459
PENDING SALES								
New Escrows Opened.....	215	136	116	188	132	783	312	1,099
Total YTD Escrows Opened.....	214	135	116	186	132	783	312	1,095
New Open Escrows Average Days on Market.....	73	78	83	80	73	77	83	79
New Open Escrows Average List Price.....	266.0	545.3	508.2	443.8	526.5	438.4	410.5	428.9
CLOSED SALES:								
New Escrows Closed.....	150	78	71	125	94	518	236	754
Total YTD Escrows Closed.....	150	78	71	125	94	518	236	754
Volume of New Sales Dollars in Millions.....	41.271	39.931	35.549	58.385	46.819	221.955	83.903	305.858
Volume of total YTD Sales in Millions.....	41.271	39.931	35.549	58.385	46.819	221.955	83.903	305.858
Average Sale price in Thousands.....	275.1	511.9	500.7	467.1	498.1	428.5	355.5	405.6
Median Sale Price in Thousands.....	269.9	435.0	355.4	425.0	410.0	350.0	285.0	339.0
Coop Sales.....	134	68	61	104	81	448	198	646
Percent of Coop Sales.....	89.3	87.2	85.9	83.2	86.2	86.5	83.9	85.7
Average Days on Market.....	113	122	122	119	108	116	127	120
Sales at List Price.....	99	31	32	58	45	265	111	376
Percent of Sales at List Price.....	66.0	39.7	45.1	46.4	47.9	51.2	47.0	49.9
Sales to Listing Inventory Ratio.....	16.4	11.0	13.7	18.6	13.1	14.7	10.8	13.2
Final Sale to New Listing Ratio.....	59.8	33.3	49.3	60.4	39.2	48.1	42.2	46.1

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JANUARY

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	63	95	57	48	57	320	129	449
Total Active Listings.....	269	346	193	185	226	1,219	445	1,664
Average Days on Market.....	122	117	132	124	121	122	111	119
Average List Price in Thousands.....	181.9	374.3	334.8	254.4	286.9	291.2	415.4	324.4
Median List Price in Thousands.....	160.0	371.9	239.0	239.0	239.0	245.0	359.0	269.0
BOMS.....	17	17	18	15	26	93	19	112
Average BOM Price in Thousands.....	141.3	312.1	183.5	261.9	254.7	231.8	286.9	241.2
BOM to Sale Ratio.....	34.7	42.5	62.1	71.4	96.3	56.0	43.2	53.3
Expirations.....	15	17	12	7	14	65	32	97
PENDING SALES								
New Escrows Opened.....	62	53	46	54	47	262	66	328
Total YTD Escrows Opened.....	62	53	46	54	47	262	66	328
New Open Escrows Average Days on Market.....	71	96	93	66	62	77	87	79
New Open Escrows Average List Price.....	153.3	355.6	224.4	269.0	190.2	237.2	401.4	270.2
CLOSED SALES:								
New Escrows Closed.....	49	40	29	21	27	166	44	210
Total YTD Escrows Closed.....	49	40	29	21	27	166	44	210
Volume of New Sales Dollars in Millions.....	8.222	12.629	7.252	4.557	5.203	37.862	14.017	51.879
Volume of total YTD Sales in Millions.....	8.222	12.629	7.252	4.557	5.203	37.862	14.017	51.879
Average Sale price in Thousands.....	167.8	315.7	250.1	217.0	192.7	228.1	318.6	247.0
Median Sale Price in Thousands.....	165.0	317.5	215.0	195.0	180.0	190.0	295.0	200.0
Coop Sales.....	44	34	26	20	22	146	42	188
Percent of Coop Sales.....	89.8	85.0	89.7	95.2	81.5	88.0	95.5	89.5
Average Days on Market.....	120	135	131	120	113	124	114	122
Sales at List Price.....	31	15	15	10	12	83	16	99
Percent of Sales at List Price.....	63.3	37.5	51.7	47.6	44.4	50.0	36.4	47.1
Sales to Listing Inventory Ratio.....	18.2	11.6	15.0	11.4	11.9	13.6	9.9	12.6
Final Sale to New Listing Ratio.....	77.8	42.1	50.9	43.8	47.4	51.9	34.1	46.8