

MARCH 2009

RESIDENTIAL
PROPERTIES LISTED
2004

SFV RESIDENTIAL MLS SUMMARY

RESIDENTIAL PROP.
ESCROW OPENED
1,811

RESIDENTIAL PROP.
ESCROW CLOSED
1,148

MONTHLY RESIDENTIAL SALES STATISTICS

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
ACTIVE INVENTORY:								
NEW LISTINGS	275	312	217	222	311	1,337	667	2,004
TOTAL ACTIVE LISTINGS	893	953	643	713	890	4,092	2,368	6,460
AVERAGE DAYS ON MARKET	126	103	123	132	112	118	123	120
AVERAGE LIST PRICE IN THOUSANDS	264.9	715.7	858.5	489.4	965.8	654.7	613.2	639.5
MEDIAN LIST PRICE IN THOUSANDS	249.9	479.0	415.0	380.0	549.9	380.0	350.0	370.0
BOMS	83	58	55	75	56	327	98	425
AVERAGE BOM PRICE IN THOUSANDS	232.5	447.6	452.4	404.3	441.0	382.8	458.3	400.2
BOM TO SALE RATIO	39.3	36.9	40.1	42.1	34.1	38.6	32.6	37.0
EXPIRATIONS	70	83	50	56	65	324	184	508
PENDING SALES:								
NEW ESCROWS OPENED	353	251	189	269	229	1,291	520	1,811
TOTAL YTD ESCROWS OPENED	826	594	462	658	572	3,112	1,198	4,310
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	86	75	95	77	61	79	78	79
NEW OPEN ESCROWS AVERAGE LIST PRICE	236.8	476.4	481.3	412.5	448.9	393.4	348.7	380.6
CLOSED SALES:								
NEW ESCROWS CLOSED	211	157	137	178	164	847	301	1,148
TOTAL YTD ESCROWS CLOSED	583	395	316	444	397	2,135	798	2,933
VOLUME OF NEW SALE DOLLARS IN MILLIONS	48.919	75.068	56.162	71.365	74.649	326.164	102.504	428.668
VOLUME OF TOTAL YTD SALES IN MILLIONS	140.860	183.319	134.206	181.605	173.024	813.014	282.468	1,095.482
AVERAGE SALE PRICE IN THOUSANDS	231.8	478.1	409.9	400.9	455.2	385.1	340.5	373.4
MEDIAN SALE PRICE IN THOUSANDS	230.0	375.0	315.0	369.9	370.0	320.0	280.0	312.0
COOP SALES	188	135	122	160	130	735	250	985
PERCENT OF COOP SALES	89.1	86.0	89.1	89.9	79.3	86.8	83.1	85.9
AVERAGE DAYS ON MARKET	116	127	117	112	123	119	116	118
SALES AT LIST PRICE	135	63	68	99	71	436	137	573
PERCENT OF SALES AT LIST PRICE	64.0	40.1	49.6	55.6	43.3	51.5	45.5	49.9
SALES TO LISTING INVENTORY RATIO	23.6	16.5	21.3	25.0	18.4	20.7	12.7	17.8
FINAL SALE TO NEW LISTING RATIO	76.7	50.3	63.1	80.2	52.7	63.4	45.1	57.3

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	227	45	39	35054	28.5
100,000 TO 109,999	56	59	10	6	6546	4.0
110,000 TO 119,999	38	64	16	6	5642	3.5
120,000 TO 139,999	51	151	40	29	19288	11.3
140,000 TO 159,999	96	197	46	37	40439	16.5
160,000 TO 179,999	97	164	50	34	38532	15.1
180,000 TO 199,999	72	251	39	22	24384	8.0
200,000 TO 249,999	86	518	114	68	50131	9.2
250,000 TO 299,999	67	647	172	105	31486	8.2
300,000 TO 349,999	78	499	145	87	36431	6.8
350,000 TO 399,999	78	501	126	73	26145	4.9
400,000 TO 449,999	74	314	59	42	32219	6.0
450,000 TO 499,999	77	303	53	36	46880	7.1
500,000 TO 549,999	68	172	50	36	46154	6.7
550,000 TO 599,999	103	220	36	30	68709	9.2
600,000 TO 699,999	92	294	56	43	64888	8.2
700,000 TO 799,999	46	279	23	15	58709	5.9
800,000 TO 899,999	72	213	19	18	87872	9.0
900,000 TO 999,999	75	139	13	10	56215	4.7
1,000,000 TO 1,999,999	98	563	33	30	202712	12.5
MORE THAN 2,000,000	74	315	3	3	374333	11.8
TOTALS	78	6090	1148	769	45208	9.0

LISTINGS
5,866

2009 RMLS TOTAL - \$ VOLUME
\$1,095,482,000

SALES
2,988

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR MARCH

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	217	219	168	179	244	1,027	557	1,584
Total Active Listings.....	668	647	469	563	690	3,037	1,955	4,992
Average Days on Market.....	125	101	122	130	110	117	125	120
Average List Price in Thousands.....	298.0	879.5	1,076.4	548.0	1,170.6	786.7	650.9	733.5
Median List Price in Thousands.....	269.9	629.9	600.0	435.0	699.0	459.0	349.0	425.0
BOMS.....	66	44	36	62	44	252	83	335
Average BOM Price in Thousands.....	257.2	493.6	588.8	439.8	505.9	434.2	451.1	438.4
BOM to Sale Ratio.....	41.5	40.7	35.3	42.2	35.5	39.4	33.9	37.9
Expirations.....	54	57	36	45	54	246	152	398
PENDING SALES								
New Escrows Opened.....	281	171	145	227	176	1,000	435	1,435
Total YTD Escrows Opened.....	650	406	343	529	437	2,365	998	3,363
New Open Escrows Average Days on Market.....	86	68	97	76	59	78	78	78
New Open Escrows Average List Price.....	260.6	551.8	553.3	446.1	520.8	440.7	355.9	415.0
CLOSED SALES:								
New Escrows Closed.....	159	108	102	147	124	640	245	885
Total YTD Escrows Closed.....	448	271	233	360	301	1,613	654	2,267
Volume of New Sales Dollars in Millions.....	40.827	59.107	47.996	63.934	65.078	276.942	85.354	362.296
Volume of total YTD Sales in Millions.....	119.760	143.360	114.628	161.663	152.233	691.644	238.551	930.195
Average Sale price in Thousands.....	256.8	547.3	470.5	434.9	524.8	432.7	348.4	409.4
Median Sale Price in Thousands.....	250.0	430.0	350.0	385.0	420.0	345.9	280.0	330.0
Coop Sales.....	140	93	91	130	96	550	200	750
Percent of Coop Sales.....	88.1	86.1	89.2	88.4	77.4	85.9	81.6	84.7
Average Days on Market.....	119	121	119	109	117	117	118	117
Sales at List Price.....	100	42	52	81	55	330	118	448
Percent of Sales at List Price.....	62.9	38.9	51.0	55.1	44.4	51.6	48.2	50.6
Sales to Listing Inventory Ratio.....	23.8	16.7	21.7	26.1	18.0	21.1	12.5	17.7
Final Sale to New Listing Ratio.....	73.3	49.3	60.7	82.1	50.8	62.3	44.0	55.9

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	58	93	49	43	67	310	110	420
Total Active Listings.....	225	306	174	150	200	1,055	413	1,468
Average Days on Market.....	130	108	126	137	118	122	115	120
Average List Price in Thousands.....	166.5	369.4	271.1	269.5	259.2	274.8	434.7	319.8
Median List Price in Thousands.....	150.0	355.0	244.9	239.0	240.0	240.0	359.0	269.0
BOMS.....	17	14	19	13	12	75	15	90
Average BOM Price in Thousands.....	136.4	303.2	194.1	235.3	202.9	209.9	497.7	257.9
BOM to Sale Ratio.....	32.7	28.6	54.3	41.9	30.0	36.2	26.8	34.2
Expirations.....	16	26	14	11	11	78	32	110
PENDING SALES								
New Escrows Opened.....	72	80	44	42	53	291	85	376
Total YTD Escrows Opened.....	176	188	119	129	135	747	200	947
New Open Escrows Average Days on Market.....	87	89	89	82	68	83	81	83
New Open Escrows Average List Price.....	144.2	315.3	244.1	230.9	210.0	230.8	312.1	249.2
CLOSED SALES:								
New Escrows Closed.....	52	49	35	31	40	207	56	263
Total YTD Escrows Closed.....	135	124	83	84	96	522	144	666
Volume of New Sales Dollars in Millions.....	8.092	15.961	8.167	7.431	9.571	49.222	17.150	66.372
Volume of total YTD Sales in Millions.....	21.100	39.959	19.578	19.942	20.792	121.370	43.917	165.287
Average Sale price in Thousands.....	155.6	325.7	233.3	239.7	239.3	237.8	306.3	252.4
Median Sale Price in Thousands.....	150.0	320.0	216.3	240.0	222.0	200.0	265.0	216.3
Coop Sales.....	48	42	31	30	34	185	50	235
Percent of Coop Sales.....	92.3	85.7	88.6	96.8	85.0	89.4	89.3	89.4
Average Days on Market.....	107	142	113	124	142	126	111	122
Sales at List Price.....	35	21	16	18	16	106	19	125
Percent of Sales at List Price.....	67.3	42.9	45.7	58.1	40.0	51.2	33.9	47.5
Sales to Listing Inventory Ratio.....	23.1	16.0	20.1	20.7	20.0	19.6	13.6	17.9
Final Sale to New Listing Ratio.....	89.7	52.7	71.4	72.1	59.7	66.8	50.9	62.6