

MAY 2009

RESIDENTIAL PROPERTIES LISTED  
**1,865**

**SFV RESIDENTIAL MLS SUMMARY**

RESIDENTIAL PROP. ESCROW OPENED  
**1,876**

RESIDENTIAL PROP. ESCROW CLOSED  
**1,300**

MONTHLY RESIDENTIAL SALES STATISTICS

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
<b>ACTIVE INVENTORY:</b>								
NEW LISTINGS	261	277	215	256	295	1,304	561	1,865
TOTAL ACTIVE LISTINGS	762	799	597	640	827	3,625	2,113	5,738
AVERAGE DAYS ON MARKET	126	104	118	118	102	113	123	117
AVERAGE LIST PRICE IN THOUSANDS	263.9	748.1	888.3	504.6	1,040.2	693.1	670.2	684.6
MEDIAN LIST PRICE IN THOUSANDS	245.0	500.0	415.9	390.0	617.0	399.0	360.0	385.0
BOMS	105	68	47	71	73	364	108	472
AVERAGE BOM PRICE IN THOUSANDS	230.1	444.6	509.2	403.0	523.1	398.7	383.1	395.1
BOM TO SALE RATIO	43.0	33.2	36.7	42.8	38.2	39.0	29.5	36.3
EXPIRATIONS	44	48	33	31	49	205	155	360
<b>PENDING SALES:</b>								
NEW ESCROWS OPENED	320	285	198	265	268	1,335	540	1,876
TOTAL YTD ESCROWS OPENED	1,353	1,087	818	1,131	1,024	5,413	2,073	7,486
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	74	78	76	74	86	78	91	81
NEW OPEN ESCROWS AVERAGE LIST PRICE	239.1	495.5	508.4	412.5	499.9	420.7	406.6	416.4
<b>CLOSED SALES:</b>								
NEW ESCROWS CLOSED	244	205	128	166	191	934	366	1,300
TOTAL YTD ESCROWS CLOSED	1,037	782	570	794	733	3,916	1,524	5,440
VOLUME OF NEW SALE DOLLARS IN MILLIONS	58,464	102,948	57,765	69,764	88,301	377,242	152,953	530,194
VOLUME OF TOTAL YTD SALES IN MILLIONS	249,311	377,610	257,698	325,674	324,724	1,535,016	553,089	2,088,105
AVERAGE SALE PRICE IN THOUSANDS	239.6	502.2	451.3	420.3	462.3	403.9	417.9	407.8
MEDIAN SALE PRICE IN THOUSANDS	229.9	375.0	310.0	370.0	365.0	322.5	315.0	320.0
COOP SALES	204	177	111	144	161	797	305	1,102
PERCENT OF COOP SALES	83.6	86.3	86.7	86.7	84.3	85.3	83.3	84.8
AVERAGE DAYS ON MARKET	122	114	122	116	99	114	126	118
SALES AT LIST PRICE	164	93	61	89	97	504	156	660
PERCENT OF SALES AT LIST PRICE	67.2	45.4	47.7	53.6	50.8	54.0	42.6	50.8
SALES TO LISTING INVENTORY RATIO	32.0	25.7	21.4	25.9	23.1	25.8	17.3	22.7
FINAL SALE TO NEW LISTING RATIO	93.5	74.0	59.5	64.8	64.7	71.6	65.2	69.7

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	95	196	65	46	21325 18.4
100,000 TO 109,999	128	42	15	13	38721 22.6
110,000 TO 119,999	78	57	18	10	14812 8.5
120,000 TO 139,999	65	143	39	24	14781 8.7
140,000 TO 159,999	70	162	47	29	16285 7.7
160,000 TO 179,999	85	158	48	32	24363 9.7
180,000 TO 199,999	66	191	42	25	26113 8.8
200,000 TO 249,999	71	420	143	70	16004 3.8
250,000 TO 299,999	72	561	147	85	22916 5.4
300,000 TO 349,999	75	404	162	92	19148 3.8
350,000 TO 399,999	78	454	136	84	25364 4.8
400,000 TO 449,999	79	255	83	56	44048 7.3
450,000 TO 499,999	71	225	61	41	34330 5.4
500,000 TO 549,999	83	139	59	42	43821 6.5
550,000 TO 599,999	68	202	43	26	31562 4.2
600,000 TO 699,999	60	301	64	43	53322 6.5
700,000 TO 799,999	92	199	42	36	77109 8.6
800,000 TO 899,999	88	189	25	23	117257 11.5
900,000 TO 999,999	72	135	11	11	135000 11.6
1,000,000 TO 1,999,999	114	580	37	35	269513 13.6
MORE THAN 2,000,000	107	326	13	12	611531 15.6
TOTALS	77	5339	1300	835	44736 7.1

**LISTINGS**  
**9,687**

**2009 RMLS TOTAL - \$ VOLUME**  
**\$2,088,105,000**

**SALES**  
**5,563**

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR MAY

<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	203	194	157	214	250	1,018	456	1,474
Total Active Listings	572	548	435	519	676	2,750	1,710	4,460
Average Days on Market	124	100	113	116	97	109	125	115
Average List Price in Thousands	293.3	924.7	1,121.4	560.1	1,211.7	826.2	722.9	786.6
Median List Price in Thousands	260.0	685.0	595.0	445.0	749.0	490.0	355.0	445.0
BOMS	79	47	34	58	61	279	88	367
Average BOM Price in Thousands	260.9	518.2	618.5	434.9	588.5	455.6	391.9	440.3
BOM to Sale Ratio	41.6	33.3	35.4	40.6	44.2	39.4	27.9	35.9
Expirations	31	38	22	26	41	158	127	285
<b>PENDING SALES</b>								
New Escrows Opened	242	190	148	210	204	993	444	1,438
Total YTD Escrows Opened	1,062	744	599	906	780	4,091	1,716	5,807
New Open Escrows Average Days on Market	74	69	77	73	80	74	93	80
New Open Escrows Average List Price	269.2	574.6	606.6	452.6	577.4	480.3	423.2	462.3
<b>CLOSED SALES:</b>								
New Escrows Closed	190	141	96	143	138	708	315	1,023
Total YTD Escrows Closed	803	538	423	656	551	2,971	1,258	4,229
Volume of New Sales Dollars in Millions	51.158	82.196	51.395	65.169	76.596	326.514	137.207	463.721
Volume of total YTD Sales in Millions	214.484	297.196	223.585	293.738	284.869	1,313.872	469.675	1,783.548
Average Sale price in Thousands	269.3	582.9	535.4	455.7	555.0	461.2	435.6	453.3
Median Sale Price in Thousands	250.0	449.0	335.0	400.0	426.0	350.0	330.0	350.0
Coop Sales	155	118	82	123	111	589	260	849
Percent of Coop Sales	81.6	83.7	85.4	86.0	80.4	83.2	82.5	83.0
Average Days on Market	124	110	123	117	87	113	126	117
Sales at List Price	123	63	47	77	70	380	138	518
Percent of Sales at List Price	64.7	44.7	49.0	53.8	50.7	53.7	43.8	50.6
Sales to Listing Inventory Ratio	33.2	25.7	22.1	27.6	20.4	25.7	18.4	22.9
Final Sale to New Listing Ratio	93.6	72.7	61.1	66.8	55.2	69.5	69.1	69.4

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MAY

<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	58	83	58	42	45	286	105	391
Total Active Listings	190	251	162	121	151	875	403	1,278
Average Days on Market	133	112	134	124	123	124	115	121
Average List Price in Thousands	175.7	362.5	262.5	266.6	272.5	274.6	446.3	328.8
Median List Price in Thousands	155.0	349.0	229.9	229.0	249.9	249.0	369.0	269.9
BOMS	26	21	13	13	12	85	20	105
Average BOM Price in Thousands	136.5	280.0	223.1	260.8	190.6	211.8	344.6	237.1
BOM to Sale Ratio	48.1	32.8	40.6	56.5	22.6	37.6	39.2	37.9
Expirations	13	10	11	5	8	47	28	75
<b>PENDING SALES</b>								
New Escrows Opened	78	95	50	55	64	342	96	438
Total YTD Escrows Opened	291	343	219	225	244	1,322	357	1,679
New Open Escrows Average Days on Market	74	97	74	80	102	87	82	86
New Open Escrows Average List Price	145.9	337.3	217.8	259.4	252.8	247.8	329.5	265.7
<b>CLOSED SALES:</b>								
New Escrows Closed	54	64	32	23	53	226	51	277
Total YTD Escrows Closed	234	244	147	138	182	945	266	1,211
Volume of New Sales Dollars in Millions	7.306	20.752	6.369	4.595	11.705	50.728	15.745	66.473
Volume of total YTD Sales in Millions	34.826	80.414	34.112	31.937	39.855	221.144	83.414	304.558
Average Sale price in Thousands	135.3	324.3	199.0	199.8	220.9	224.5	308.7	240.0
Median Sale Price in Thousands	120.0	329.0	179.0	172.0	230.0	185.0	300.0	210.0
Coop Sales	49	59	29	21	50	208	45	253
Percent of Coop Sales	90.7	92.2	90.6	91.3	94.3	92.0	88.2	91.3
Average Days on Market	112	123	120	109	131	120	130	122
Sales at List Price	41	30	14	12	27	124	18	142
Percent of Sales at List Price	75.9	46.9	43.8	52.2	50.9	54.9	35.3	51.3
Sales to Listing Inventory Ratio	28.4	25.5	19.8	19.0	35.1	25.8	12.7	21.7
Final Sale to New Listing Ratio	93.1	77.1	55.2	54.8	117.8	79.0	48.6	70.8