

# DECEMBER 2011

RESIDENTIAL  
PROPERTIES LISTED  
**1,075**

## SFV RESIDENTIAL MLS SUMMARY

RESIDENTIAL PROP.  
ESCROW OPENED  
**1,196**

RESIDENTIAL PROP.  
ESCROW CLOSED  
**1,112**

### MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	119	145	109	142	164	679	396	1,075
TOTAL ACTIVE LISTINGS	477	515	386	500	584	2,462	1,498	3,960
AVERAGE DAYS ON MARKET	111	119	120	117	129	120	125	122
AVERAGE LIST PRICE IN THOUSANDS	240.7	532.2	579.2	453.5	76.6	525.1	403.2	479.0
MEDIAN LIST PRICE IN THOUSANDS	235.0	365.0	345.0	369.9	460.0	340.0	269.9	316.8
BOMS	63	39	41	56	56	255	97	352
AVERAGE BOM PRICE IN THOUSANDS	237.0	407.9	343.1	367.0	494.9	365.4	323.4	353.8
BOM TO SALE RATIO	36.8	22.5	35.3	33.5	33.3	32.1	30.6	31.7
EXPIRATIONS	45	75	44	43	57	264	186	450
<b>PENDING SALES:</b>								
NEW ESCROWS OPENED	152	163	130	183	193	821	375	1,196
TOTAL YTD ESCROWS OPENED	1,700	1,813	1,453	1,947	2,116	9,029	3,733	12,762
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	81	77	86	84	67	78	95	83
NEW OPEN ESCROWS AVERAGE LIST PRICE	229.0	409.0	400.7	367.1	520.4	391.2	325.8	370.7
<b>CLOSED SALES:</b>								
NEW ESCROWS CLOSED	171	173	116	167	168	795	317	1,112
TOTAL YTD ESCROWS CLOSED	1,622	1,722	1,322	1,782	1,933	8,381	3,344	11,725
VOLUME OF NEW SALE DOLLARS IN MILLIONS	42.138	73.978	47.575	67.920	81.797	313.407	122.313	435.720
VOLUME OF TOTAL YTD SALES IN MILLIONS	388.614	791.558	606.023	705.188	977.542	3,468.925	1,166.138	4,635.064
AVERAGE SALE PRICE IN THOUSANDS	246.4	427.6	410.1	406.7	486.9	394.2	385.8	391.8
MEDIAN SALE PRICE IN THOUSANDS	239.0	355.0	290.0	341.1	386.0	310.0	245.0	295.5
COOP SALES	119	136	89	133	131	608	255	863
PERCENT OF COOP SALES	69.6	78.6	76.7	79.6	78.0	76.5	80.4	77.6
AVERAGE DAYS ON MARKET	145	148	156	141	138	145	150	146
SALES AT LIST PRICE	93	63	45	64	81	326	133	459
PERCENT OF SALES AT LIST PRICE	54.4	36.4	38.8	38.3	36.3	41.0	42.0	41.3
SALES TO LISTING INVENTORY RATIO	35.8	33.6	30.1	33.4	28.8	32.3	21.2	28.1
FINAL SALE TO NEW LISTING RATIO	143.7	119.3	106.4	117.6	102.4	117.1	80.1	103.4

### 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	113	209	51	31	23689
100,000 TO 109,999	50	48	9	5	7013
110,000 TO 119,999	91	86	17	10	23282
120,000 TO 139,999	63	145	36	25	17663
140,000 TO 159,999	91	152	44	32	27371
160,000 TO 179,999	82	131	41	32	14250
180,000 TO 199,999	83	168	35	23	21445
200,000 TO 249,999	74	425	156	102	20406
250,000 TO 299,999	78	517	174	126	24453
300,000 TO 349,999	84	372	130	93	25315
350,000 TO 399,999	79	310	94	71	30323
400,000 TO 449,999	62	210	73	56	37249
450,000 TO 499,999	65	191	50	38	26032
500,000 TO 549,999	71	117	33	22	45099
550,000 TO 599,999	85	118	25	21	42394
600,000 TO 699,999	78	184	41	35	55828
700,000 TO 799,999	92	129	26	21	75002
800,000 TO 899,999	97	84	22	19	123863
900,000 TO 999,999	39	67	7	7	69000
1,000,000 TO 1,999,999	78	206	43	31	150544
MORE THAN 2,000,000	68	101	6	4	136000
TOTALS	79	3970	1113	804	35533

**LISTINGS**  
**19,063**

**2011 RMLS TOTAL - \$ VOLUME**  
**\$4,635,064,000**

**SALES**  
**12,308**

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR DECEMBER

<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.....	91	101	76	112	119	499	286	785
Total Active Listings.....	342	332	274	396	451	1,795	1,097	2,892
Average Days on Market.....	108	119	124	110	130	118	124	120
Average List Price in Thousands.....	265.7	659.6	699.3	492.9	920.4	619.4	428.4	546.9
Median List Price in Thousands.....	250.0	499.0	425.0	400.0	539.0	399.0	269.0	350.0
BOMS.....	52	25	25	40	44	186	71	257
Average BOM Price in Thousands.....	246.2	504.8	463.9	421.9	580.5	427.1	317.3	396.8
BOM to Sale Ratio.....	39.4	22.9	32.1	29.2	35.2	32.0	29.8	31.4
Expirations.....	35	43	27	34	53	192	141	333
<b>PENDING SALES</b>								
New Escrows Opened.....	118	114	78	137	149	596	279	875
Total YTD Escrows Opened.....	1,295	1,226	973	1,523	1,574	6,591	2,777	9,368
New Open Escrows Average Days on Market.....	78	72	88	85	62	76	99	83
New Open Escrows Average List Price.....	244.8	470.9	523.4	404.6	602.9	450.8	336.6	414.4
<b>CLOSED SALES:</b>								
New Escrows Closed.....	132	109	78	137	125	581	238	819
Total YTD Escrows Closed.....	1,220	1,171	888	1,405	1,435	6,119	2,479	8,598
Volume of New Sales Dollars in Millions.....	35.435	55.546	39.010	59.532	71.575	261.098	97.881	358.979
Volume of total YTD Sales in Millions.....	322.644	623.131	501.754	606.761	849.305	2,903.596	907.287	3,810.882
Average Sale price in Thousands.....	2.68.4	509.6	500.1	434.5	572.6	449.4	411.3	438.3
Median Sale Price in Thousands.....	250.0	384.0	325.0	358.0	440.0	339.0	265.0	325.0
Coop Sales.....	88	88	57	112	101	446	195	641
Percent of Coop Sales.....	66.7	80.7	73.1	81.8	80.8	76.8	81.9	78.3
Average Days on Market.....	136	153	151	137	139	142	143	142
Sales at List Price.....	76	41	28	50	43	238	105	343
Percent of Sales at List Price.....	57.6	37.6	35.9	36.5	34.4	41.0	44.1	41.9
Sales to Listing Inventory Ratio.....	38.6	32.8	28.5	34.6	27.7	32.4	21.7	28.3
Final Sale to New Listing Ratio.....	145.1	107.9	102.6	122.3	105.0	116.4	83.2	104.3

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR DECEMBER

<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.....	28	44	33	30	45	180	110	290
Total Active Listings.....	135	183	112	104	133	667	401	1,068
Average Days on Market.....	119	119	111	145	128	123	130	126
Average List Price in Thousands.....	177.6	301.1	285.5	303.6	288.9	271.4	334.1	295.0
Median List Price in Thousands.....	157.0	264.9	220.0	245.0	199.9	220.0	270.0	234.4
BOMS.....	11	14	16	16	12	69	26	95
Average BOM Price in Thousands.....	193.7	234.8	154.2	229.6	181.0	199.0	340.0	237.6
BOM to Sale Ratio.....	28.2	21.9	42.1	53.3	27.9	32.2	32.9	32.4
Expirations.....	10	32	17	9	4	72	45	117
<b>PENDING SALES</b>								
New Escrows Opened.....	34	49	52	46	44	225	96	321
Total YTD Escrows Opened.....	405	587	480	424	542	2,438	956	3,394
New Open Escrows Average Days on Market.....	89	88	82	80	85	84	84	84
New Open Escrows Average List Price.....	173.9	265.1	216.5	255.5	240.9	233.4	294.6	251.7
<b>CLOSED SALES:</b>								
New Escrows Closed.....	39	64	38	30	43	214	79	293
Total YTD Escrows Closed.....	402	551	434	377	498	2,262	865	3,127
Volume of New Sales Dollars in Millions.....	6.703	18.432	8.565	8.387	10.222	52.309	24.432	76.741
Volume of total YTD Sales in Millions.....	65.970	168.427	104.268	98.427	128.237	565.330	258.852	824.181
Average Sale price in Thousands.....	171.9	288.0	225.4	279.6	237.7	244.4	309.3	261.9
Median Sale Price in Thousands.....	140.0	283.0	198.0	230.0	225.0	219.0	229.0	220.0
Coop Sales.....	31	48	32	21	30	162	60	222
Percent of Coop Sales.....	79.5	75.0	84.2	70.0	69.8	75.7	75.9	75.8
Average Days on Market.....	175	139	165	159	134	152	170	157
Sales at List Price.....	17	22	17	14	18	88	28	116
Percent of Sales at List Price.....	43.6	34.4	44.7	46.7	41.9	41.1	35.4	39.6
Sales to Listing Inventory Ratio.....	28.9	35.0	33.9	28.8	32.3	32.1	19.7	27.4
Final Sale to New Listing Ratio.....	139.3	145.5	115.2	100.0	95.6	118.9	71.8	101.0