

TELES



# Micro Market Report

Condominiums

PROPERTIES

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# MICRO MARKET UPDATES - SEPTEMBER 2009

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## WHAT IS A MICRO MARKET?

As the economy and real estate markets continue to change, the nuances between different areas and different neighborhoods are becoming **increasingly magnified**.

One neighborhood may show a **sales increase**, while another neighborhood just blocks away may be experiencing a dramatic drop in sales from the previous year.

While the **media publishes its statistics based on** national, state, and county trends, this distorts the public's perception of what could actually be happening in their own neighborhood. We at Teles Properties have observed that **our local micro markets are often behaving quite differently**.

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# WHY SHOULD YOU CARE?

## Our observations reveal that:

Neighboring markets may be performing very differently from each other and national averages.

In a tough lending environment, knowing specific market trends in the neighborhood you are considering is crucial for a successful transaction.

What is actually happening in your market is often different from what you might think or feel.

## Don't mistake feelings for facts.

Whether you are considering a purchase or sale in the high end of the market or the entry level of the market, having **all of the facts** will help you make an informed decision.

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# BEL AIR - HOLMBY HILLS

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$0	Total Sold Dollar Volume: .....	\$0
Average Selling Price: .....	\$0	Average Selling Price: .....	\$0
Average List Price: .....	\$0	Average List Price: .....	\$0
Average Sales Price / Average List Price: .....	0%	Average Sales Price / Average List Price: .....	0%
Median Price: .....	\$0	Median Price: .....	\$0
Average Days on Market: .....	0	Average Days on Market: .....	0
Number of Listings Sold: .....	0	Number of Listings Sold: .....	0
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	0	1 - 30 Days: .....	0
31 - 60 Days: .....	0	31 - 60 Days: .....	0
61 - 90 Days: .....	0	61 - 90 Days: .....	0
91 - 120 Days: .....	0	91 - 120 Days: .....	0
Over 120 Days: .....	0	Over 120 Days: .....	0

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# BEVERLY CENTER - MIRACLE MILE

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$1,799,000
Average Selling Price: .....	\$599,666
Average List Price: .....	\$622,333
Average Sales Price / Average List Price: .....	96.40%
Median Price: .....	\$539,000
Average Days on Market: .....	49
Number of Listings Sold: .....	3

DOM Number of Units	
1 - 30 Days: .....	1
31 - 60 Days: .....	1
61 - 90 Days: .....	1
91 - 120 Days: .....	0
Over 120 Days: .....	0

Total Sold Dollar Volume: .....	\$3,258,000
Average Selling Price: .....	\$651,600
Average List Price: .....	\$687,800
Average Sales Price / Average List Price: .....	94.70%
Median Price: .....	\$725,000
Average Days on Market: .....	39
Number of Listings Sold: .....	5

DOM Number of Units	
1 - 30 Days: .....	2
31 - 60 Days: .....	2
61 - 90 Days: .....	1
91 - 120 Days: .....	0
Over 120 Days: .....	0

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# BEVERLY HILLS

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$5,223,500
Average Selling Price: .....	\$870,583
Average List Price: .....	\$962,166
Average Sales Price / Average List Price: .....	90.50%
Median Price: .....	\$866,750
Average Days on Market: .....	111
Number of Listings Sold: .....	6

DOM Number of Units	
1 - 30 Days: .....	2
31 - 60 Days: .....	0
61 - 90 Days: .....	1
91 - 120 Days: .....	0
Over 120 Days: .....	3

Total Sold Dollar Volume: .....	\$6,761,000
Average Selling Price: .....	\$845,125
Average List Price: .....	\$899,612
Average Sales Price / Average List Price: .....	93.90%
Median Price: .....	\$788,000
Average Days on Market: .....	88
Number of Listings Sold: .....	8

DOM Number of Units	
1 - 30 Days: .....	1
31 - 60 Days: .....	3
61 - 90 Days: .....	0
91 - 120 Days: .....	1
Over 120 Days: .....	3

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# BEVERLY HILLS P.O.

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$0	Total Sold Dollar Volume: .....	\$0
Average Selling Price: .....	\$0	Average Selling Price: .....	\$0
Average List Price: .....	\$0	Average List Price: .....	\$0
Average Sales Price / Average List Price: .....	0%	Average Sales Price / Average List Price: .....	0%
Median Price: .....	\$0	Median Price: .....	\$0
Average Days on Market: .....	0	Average Days on Market: .....	0
Number of Listings Sold: .....	0	Number of Listings Sold: .....	0
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	0	1 - 30 Days: .....	0
31 - 60 Days: .....	0	31 - 60 Days: .....	0
61 - 90 Days: .....	0	61 - 90 Days: .....	0
91 - 120 Days: .....	0	91 - 120 Days: .....	0
Over 120 Days: .....	0	Over 120 Days: .....	0

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# BEVERLYWOOD

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$3,491,500
Average Selling Price: .....	\$698,300
Average List Price: .....	\$752,200
Average Sales Price / Average List Price: .....	92.80%
Median Price: .....	\$679,000
Average Days on Market: .....	157
Number of Listings Sold: .....	5

DOM Number of Units	
1 - 30 Days: .....	2
31 - 60 Days: .....	0
61 - 90 Days: .....	0
91 - 120 Days: .....	1
Over 120 Days: .....	2

Total Sold Dollar Volume: .....	\$3,364,000
Average Selling Price: .....	\$480,571
Average List Price: .....	\$490,842
Average Sales Price / Average List Price: .....	97.90%
Median Price: .....	\$410,000
Average Days on Market: .....	98
Number of Listings Sold: .....	7

DOM Number of Units	
1 - 30 Days: .....	1
31 - 60 Days: .....	0
61 - 90 Days: .....	3
91 - 120 Days: .....	1
Over 120 Days: .....	2

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# BRENTWOOD

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$9,652,500
Average Selling Price: .....	\$742,500
Average List Price: .....	\$772,153
Average Sales Price / Average List Price: .....	96.20%
Median Price: .....	\$680,000
Average Days on Market: .....	60
Number of Listings Sold: .....	13

DOM Number of Units	
1 - 30 Days: .....	8
31 - 60 Days: .....	1
61 - 90 Days: .....	1
91 - 120 Days: .....	2
Over 120 Days: .....	1

Total Sold Dollar Volume: .....	\$4,354,000
Average Selling Price: .....	\$725,666
Average List Price: .....	\$758,833
Average Sales Price / Average List Price: .....	95.60%
Median Price: .....	\$632,500
Average Days on Market: .....	48
Number of Listings Sold: .....	6

DOM Number of Units	
1 - 30 Days: .....	4
31 - 60 Days: .....	1
61 - 90 Days: .....	0
91 - 120 Days: .....	0
Over 120 Days: .....	1

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# CHEVIOT HILLS - RANCHO PARK

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$0	Total Sold Dollar Volume: .....	\$0
Average Selling Price: .....	\$0	Average Selling Price: .....	\$0
Average List Price: .....	\$0	Average List Price: .....	\$0
Average Sales Price / Average List Price: .....	0%	Average Sales Price / Average List Price: .....	0%
Median Price: .....	\$0	Median Price: .....	\$0
Average Days on Market: .....	0	Average Days on Market: .....	0
Number of Listings Sold: .....	0	Number of Listings Sold: .....	0
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	0	1 - 30 Days: .....	0
31 - 60 Days: .....	0	31 - 60 Days: .....	0
61 - 90 Days: .....	0	61 - 90 Days: .....	0
91 - 120 Days: .....	0	91 - 120 Days: .....	0
Over 120 Days: .....	0	Over 120 Days: .....	0

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# CULVER CITY

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$7,038,400
Average Selling Price: .....	\$414,023
Average List Price: .....	\$418,523
Average Sales Price / Average List Price: .....	98.90%
Median Price: .....	\$380,000
Average Days on Market: .....	42
Number of Listings Sold: .....	17

DOM Number of Units	
1 - 30 Days: .....	11
31 - 60 Days: .....	2
61 - 90 Days: .....	1
91 - 120 Days: .....	2
Over 120 Days: .....	1

Total Sold Dollar Volume: .....	\$6,337,788
Average Selling Price: .....	\$422,519
Average List Price: .....	\$438,239
Average Sales Price / Average List Price: .....	96.40%
Median Price: .....	\$445,000
Average Days on Market: .....	68
Number of Listings Sold: .....	15

DOM Number of Units	
1 - 30 Days: .....	4
31 - 60 Days: .....	3
61 - 90 Days: .....	4
91 - 120 Days: .....	2
Over 120 Days: .....	2

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# HANCOCK PARK - WILSHIRE

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$5,036,362	Total Sold Dollar Volume: .....	\$7,421,900
Average Selling Price: .....	\$457,851	Average Selling Price: .....	\$494,793
Average List Price: .....	\$469,436	Average List Price: .....	\$516,140
Average Sales Price / Average List Price: .....	97.50%	Average Sales Price / Average List Price: .....	95.90%
Median Price: .....	\$431,900	Median Price: .....	\$520,000
Average Days on Market: .....	120	Average Days on Market: .....	101
Number of Listings Sold: .....	11	Number of Listings Sold: .....	15
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	4	1 - 30 Days: .....	6
31 - 60 Days: .....	2	31 - 60 Days: .....	0
61 - 90 Days: .....	0	61 - 90 Days: .....	1
91 - 120 Days: .....	1	91 - 120 Days: .....	0
Over 120 Days: .....	4	Over 120 Days: .....	7

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# HOLLYWOOD

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$2,405,900
Average Selling Price: .....	\$481,180
Average List Price: .....	\$493,980
Average Sales Price / Average List Price: .....	97.40%
Median Price: .....	\$550,000
Average Days on Market: .....	105
Number of Listings Sold: .....	5

DOM Number of Units	
1 - 30 Days: .....	3
31 - 60 Days: .....	0
61 - 90 Days: .....	0
91 - 120 Days: .....	0
Over 120 Days: .....	2

Total Sold Dollar Volume: .....	\$7,889,000
Average Selling Price: .....	\$788,900
Average List Price: .....	\$833,900
Average Sales Price / Average List Price: .....	94.60%
Median Price: .....	\$632,500
Average Days on Market: .....	119
Number of Listings Sold: .....	10

DOM Number of Units	
1 - 30 Days: .....	1
31 - 60 Days: .....	0
61 - 90 Days: .....	5
91 - 120 Days: .....	1
Over 120 Days: .....	3

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# HOLLYWOOD HILLS EAST

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$1,137,000	Total Sold Dollar Volume: .....	\$860,000
Average Selling Price: .....	\$379,000	Average Selling Price: .....	\$430,000
Average List Price: .....	\$407,333	Average List Price: .....	\$441,200
Average Sales Price / Average List Price: .....	93.00%	Average Sales Price / Average List Price: .....	97.50%
Median Price: .....	\$370,000	Median Price: .....	\$430,000
Average Days on Market: .....	54	Average Days on Market: .....	36
Number of Listings Sold: .....	3	Number of Listings Sold: .....	2
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	2	1 - 30 Days: .....	1
31 - 60 Days: .....	0	31 - 60 Days: .....	1
61 - 90 Days: .....	0	61 - 90 Days: .....	0
91 - 120 Days: .....	1	91 - 120 Days: .....	0
Over 120 Days: .....	0	Over 120 Days: .....	0

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# LOS FELIZ

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$955,000
Average Selling Price: .....	\$477,500
Average List Price: .....	\$497,000
Average Sales Price / Average List Price: .....	96.10%
Median Price: .....	\$477,500
Average Days on Market: .....	37
Number of Listings Sold: .....	2

DOM Number of Units	
1 - 30 Days: .....	1
31 - 60 Days: .....	1
61 - 90 Days: .....	0
91 - 120 Days: .....	0
Over 120 Days: .....	0

Total Sold Dollar Volume: .....	\$448,000
Average Selling Price: .....	\$448,000
Average List Price: .....	\$497,123
Average Sales Price / Average List Price: .....	90.10%
Median Price: .....	\$448,000
Average Days on Market: .....	207
Number of Listings Sold: .....	1

DOM Number of Units	
1 - 30 Days: .....	0
31 - 60 Days: .....	0
61 - 90 Days: .....	0
91 - 120 Days: .....	0
Over 120 Days: .....	1

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# MALIBU

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$1,445,100
Average Selling Price: .....	\$1,445,100
Average List Price: .....	\$1,485,000
Average Sales Price / Average List Price: .....	97.30%
Median Price: .....	\$1,445,100
Average Days on Market: .....	13
Number of Listings Sold: .....	1

DOM Number of Units	
1 - 30 Days: .....	1
31 - 60 Days: .....	0
61 - 90 Days: .....	0
91 - 120 Days: .....	0
Over 120 Days: .....	0

Total Sold Dollar Volume: .....	\$4,813,500
Average Selling Price: .....	\$1,203,375
Average List Price: .....	\$1,055,750
Average Sales Price / Average List Price: .....	114.00%
Median Price: .....	\$661,750
Average Days on Market: .....	100
Number of Listings Sold: .....	4

DOM Number of Units	
1 - 30 Days: .....	0
31 - 60 Days: .....	2
61 - 90 Days: .....	0
91 - 120 Days: .....	0
Over 120 Days: .....	2

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# MALIBU BEACH

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$1,301,000
Average Selling Price: .....	\$1,301,000
Average List Price: .....	\$965,250
Average Sales Price / Average List Price: .....	134.80%
Median Price: .....	\$1,301,000
Average Days on Market: .....	16
Number of Listings Sold: .....	1

DOM Number of Units	
1 - 30 Days: .....	1
31 - 60 Days: .....	0
61 - 90 Days: .....	0
91 - 120 Days: .....	0
Over 120 Days: .....	0

Total Sold Dollar Volume: .....	\$8,525,000
Average Selling Price: .....	\$4,262,500
Average List Price: .....	\$4,597,500
Average Sales Price / Average List Price: .....	92.70%
Median Price: .....	\$4,262,500
Average Days on Market: .....	199
Number of Listings Sold: .....	2

DOM Number of Units	
1 - 30 Days: .....	0
31 - 60 Days: .....	0
61 - 90 Days: .....	0
91 - 120 Days: .....	0
Over 120 Days: .....	2

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# MARINA DEL REY

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$16,359,300
Average Selling Price: .....	\$584,260
Average List Price: .....	\$613,876
Average Sales Price / Average List Price: .....	95.20%
Median Price: .....	\$555,000
Average Days on Market: .....	61
Number of Listings Sold: .....	28

DOM Number of Units	
1 - 30 Days: .....	13
31 - 60 Days: .....	5
61 - 90 Days: .....	4
91 - 120 Days: .....	2
Over 120 Days: .....	4

Total Sold Dollar Volume: .....	\$14,520,150
Average Selling Price: .....	\$854,126
Average List Price: .....	\$919,364
Average Sales Price / Average List Price: .....	92.90%
Median Price: .....	\$860,000
Average Days on Market: .....	103
Number of Listings Sold: .....	17

DOM Number of Units	
1 - 30 Days: .....	3
31 - 60 Days: .....	2
61 - 90 Days: .....	5
91 - 120 Days: .....	2
Over 120 Days: .....	5

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# MID LOS ANGELES

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$804,000	Total Sold Dollar Volume: .....	\$750,000
Average Selling Price: .....	\$268,000	Average Selling Price: .....	\$375,000
Average List Price: .....	\$314,333	Average List Price: .....	\$429,500
Average Sales Price / Average List Price: .....	85.30%	Average Sales Price / Average List Price: .....	87.30%
Median Price: .....	\$245,000	Median Price: .....	\$375,000
Average Days on Market: .....	164	Average Days on Market: .....	139
Number of Listings Sold: .....	3	Number of Listings Sold: .....	2
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	2	1 - 30 Days: .....	0
31 - 60 Days: .....	0	31 - 60 Days: .....	0
61 - 90 Days: .....	0	61 - 90 Days: .....	0
91 - 120 Days: .....	0	91 - 120 Days: .....	0
Over 120 Days: .....	1	Over 120 Days: .....	2

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# MID WILSHIRE

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$8,036,700
Average Selling Price: .....	\$334,862
Average List Price: .....	\$349,991
Average Sales Price / Average List Price: .....	95.70%
Median Price: .....	\$340,500
Average Days on Market: .....	23
Number of Listings Sold: .....	24

DOM Number of Units	
1 - 30 Days: .....	14
31 - 60 Days: .....	4
61 - 90 Days: .....	0
91 - 120 Days: .....	0
Over 120 Days: .....	2

Total Sold Dollar Volume: .....	\$7,594,400
Average Selling Price: .....	\$446,729
Average List Price: .....	\$467,541
Average Sales Price / Average List Price: .....	95.50%
Median Price: .....	\$459,000
Average Days on Market: .....	94
Number of Listings Sold: .....	17

DOM Number of Units	
1 - 30 Days: .....	5
31 - 60 Days: .....	2
61 - 90 Days: .....	1
91 - 120 Days: .....	3
Over 120 Days: .....	6

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# NORTH HOLLYWOOD

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$200,000	Total Sold Dollar Volume: .....	\$1,065,000
Average Selling Price: .....	\$100,000	Average Selling Price: .....	\$355,000
Average List Price: .....	\$95,949	Average List Price: .....	\$377,666
Average Sales Price / Average List Price: .....	104.20%	Average Sales Price / Average List Price: .....	94.00%
Median Price: .....	\$100,000	Median Price: .....	\$395,000
Average Days on Market: .....	30	Average Days on Market: .....	96
Number of Listings Sold: .....	2	Number of Listings Sold: .....	3
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	1	1 - 30 Days: .....	1
31 - 60 Days: .....	1	31 - 60 Days: .....	0
61 - 90 Days: .....	0	61 - 90 Days: .....	0
91 - 120 Days: .....	0	91 - 120 Days: .....	1
Over 120 Days: .....	0	Over 120 Days: .....	1

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# PACIFIC PALISADES

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$3,264,000	Total Sold Dollar Volume: .....	\$1,327,000
Average Selling Price: .....	\$816,000	Average Selling Price: .....	\$663,500
Average List Price: .....	\$850,625	Average List Price: .....	\$699,000
Average Sales Price / Average List Price: .....	95.90%	Average Sales Price / Average List Price: .....	94.90%
Median Price: .....	\$797,000	Median Price: .....	\$663,500
Average Days on Market: .....	58	Average Days on Market: .....	53
Number of Listings Sold: .....	4	Number of Listings Sold: .....	2
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	1	1 - 30 Days: .....	1
31 - 60 Days: .....	2	31 - 60 Days: .....	0
61 - 90 Days: .....	0	61 - 90 Days: .....	0
91 - 120 Days: .....	0	91 - 120 Days: .....	1
Over 120 Days: .....	1	Over 120 Days: .....	0

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# PALMS - MAR VISTA

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$2,009,000
Average Selling Price: .....	\$401,800
Average List Price: .....	\$411,180
Average Sales Price / Average List Price: .....	97.70%
Median Price: .....	\$445,000
Average Days on Market: .....	37
Number of Listings Sold: .....	5

DOM Number of Units	
1 - 30 Days: .....	3
31 - 60 Days: .....	1
61 - 90 Days: .....	1
91 - 120 Days: .....	0
Over 120 Days: .....	0

Total Sold Dollar Volume: .....	\$3,679,500
Average Selling Price: .....	\$459,937
Average List Price: .....	\$480,875
Average Sales Price / Average List Price: .....	95.60%
Median Price: .....	\$478,250
Average Days on Market: .....	60
Number of Listings Sold: .....	8

DOM Number of Units	
1 - 30 Days: .....	2
31 - 60 Days: .....	0
61 - 90 Days: .....	3
91 - 120 Days: .....	1
Over 120 Days: .....	1

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# PLAYA DEL REY

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$2,722,500
Average Selling Price: .....	\$388,928
Average List Price: .....	\$391,814
Average Sales Price / Average List Price: .....	99.30%
Median Price: .....	\$365,000
Average Days on Market: .....	70
Number of Listings Sold: .....	7

DOM Number of Units	
1 - 30 Days: .....	2
31 - 60 Days: .....	3
61 - 90 Days: .....	0
91 - 120 Days: .....	0
Over 120 Days: .....	2

Total Sold Dollar Volume: .....	\$1,625,000
Average Selling Price: .....	\$406,250
Average List Price: .....	\$422,125
Average Sales Price / Average List Price: .....	96.20%
Median Price: .....	\$393,500
Average Days on Market: .....	128
Number of Listings Sold: .....	4

DOM Number of Units	
1 - 30 Days: .....	2
31 - 60 Days: .....	0
61 - 90 Days: .....	0
91 - 120 Days: .....	0
Over 120 Days: .....	2

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# PLAYA VISTA

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$2,173,500	Total Sold Dollar Volume: .....	\$6,697,655
Average Selling Price: .....	\$543,375	Average Selling Price: .....	\$608,877
Average List Price: .....	\$558,600	Average List Price: .....	\$620,244
Average Sales Price / Average List Price: .....	97.30%	Average Sales Price / Average List Price: .....	98.20%
Median Price: .....	\$545,750	Median Price: .....	\$650,000
Average Days on Market: .....	37	Average Days on Market: .....	61
Number of Listings Sold: .....	4	Number of Listings Sold: .....	11
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	2	1 - 30 Days: .....	3
31 - 60 Days: .....	2	31 - 60 Days: .....	3
61 - 90 Days: .....	0	61 - 90 Days: .....	3
91 - 120 Days: .....	0	91 - 120 Days: .....	1
Over 120 Days: .....	0	Over 120 Days: .....	1

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# SANTA MONICA

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$18,152,001
Average Selling Price: .....	\$726,080
Average List Price: .....	\$751,649
Average Sales Price / Average List Price: .....	96.60%
Median Price: .....	\$603,000
Average Days on Market: .....	78
Number of Listings Sold: .....	25

DOM Number of Units	
1 - 30 Days: .....	13
31 - 60 Days: .....	2
61 - 90 Days: .....	5
91 - 120 Days: .....	0
Over 120 Days: .....	5

Total Sold Dollar Volume: .....	\$29,243,828
Average Selling Price: .....	\$812,328
Average List Price: .....	\$854,270
Average Sales Price / Average List Price: .....	95.10%
Median Price: .....	\$768,500
Average Days on Market: .....	79
Number of Listings Sold: .....	36

DOM Number of Units	
1 - 30 Days: .....	9
31 - 60 Days: .....	10
61 - 90 Days: .....	6
91 - 120 Days: .....	4
Over 120 Days: .....	7

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# SHERMAN OAKS

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$572,400	Total Sold Dollar Volume: .....	\$1,126,000
Average Selling Price: .....	\$286,200	Average Selling Price: .....	\$375,333
Average List Price: .....	\$580,000	Average List Price: .....	\$366,633
Average Sales Price / Average List Price: .....	49.30%	Average Sales Price / Average List Price: .....	102.40%
Median Price: .....	\$286,200	Median Price: .....	\$365,000
Average Days on Market: .....	40	Average Days on Market: .....	137
Number of Listings Sold: .....	2	Number of Listings Sold: .....	3
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	1	1 - 30 Days: .....	1
31 - 60 Days: .....	1	31 - 60 Days: .....	0
61 - 90 Days: .....	0	61 - 90 Days: .....	0
91 - 120 Days: .....	0	91 - 120 Days: .....	1
Over 120 Days: .....	0	Over 120 Days: .....	1

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# SILVER LAKE - ECHO PARK

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$769,000	Total Sold Dollar Volume: .....	\$2,492,500
Average Selling Price: .....	\$384,500	Average Selling Price: .....	\$623,125
Average List Price: .....	\$399,000	Average List Price: .....	\$649,000
Average Sales Price / Average List Price: .....	96.40%	Average Sales Price / Average List Price: .....	96.00%
Median Price: .....	\$384,500	Median Price: .....	\$614,500
Average Days on Market: .....	148	Average Days on Market: .....	24
Number of Listings Sold: .....	2	Number of Listings Sold: .....	4
 DOM Number of Units		 DOM Number of Units	
1 - 30 Days: .....	0	1 - 30 Days: .....	3
31 - 60 Days: .....	0	31 - 60 Days: .....	1
61 - 90 Days: .....	1	61 - 90 Days: .....	0
91 - 120 Days: .....	0	91 - 120 Days: .....	0
Over 120 Days: .....	1	Over 120 Days: .....	0

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# STUDIO CITY

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$1,290,000
Average Selling Price: .....	\$430,000
Average List Price: .....	\$429,333
Average Sales Price / Average List Price: .....	100.20%
Median Price: .....	\$401,000
Average Days on Market: .....	18
Number of Listings Sold: .....	3

DOM Number of Units	
1 - 30 Days: .....	1
31 - 60 Days: .....	1
61 - 90 Days: .....	0
91 - 120 Days: .....	0
Over 120 Days: .....	0

Total Sold Dollar Volume: .....	\$4,488,350
Average Selling Price: .....	\$498,705
Average List Price: .....	\$512,255
Average Sales Price / Average List Price: .....	97.40%
Median Price: .....	\$525,000
Average Days on Market: .....	171
Number of Listings Sold: .....	9

DOM Number of Units	
1 - 30 Days: .....	1
31 - 60 Days: .....	0
61 - 90 Days: .....	3
91 - 120 Days: .....	1
Over 120 Days: .....	4

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# SUNSET STRIP - HOLLYWOOD HILLS WEST

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$1,479,000
Average Selling Price: .....	\$493,000
Average List Price: .....	\$535,666
Average Sales Price / Average List Price: .....	92.00%
Median Price: .....	\$500,000
Average Days on Market: .....	54
Number of Listings Sold: .....	3

DOM Number of Units	
1 - 30 Days: .....	1
31 - 60 Days: .....	0
61 - 90 Days: .....	2
91 - 120 Days: .....	0
Over 120 Days: .....	0

Total Sold Dollar Volume: .....	\$482,000
Average Selling Price: .....	\$482,000
Average List Price: .....	\$482,000
Average Sales Price / Average List Price: .....	100.00%
Median Price: .....	\$482,000
Average Days on Market: .....	6
Number of Listings Sold: .....	1

DOM Number of Units	
1 - 30 Days: .....	1
31 - 60 Days: .....	0
61 - 90 Days: .....	0
91 - 120 Days: .....	0
Over 120 Days: .....	0

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# TOLUCA LAKE

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$1,141,885	Total Sold Dollar Volume: .....	\$1,813,000
Average Selling Price: .....	\$380,628	Average Selling Price: .....	\$453,250
Average List Price: .....	\$389,000	Average List Price: .....	\$483,000
Average Sales Price / Average List Price: .....	97.80%	Average Sales Price / Average List Price: .....	93.80%
Median Price: .....	\$437,151	Median Price: .....	\$449,000
Average Days on Market: .....	117	Average Days on Market: .....	61
Number of Listings Sold: .....	3	Number of Listings Sold: .....	4
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	1	1 - 30 Days: .....	1
31 - 60 Days: .....	0	31 - 60 Days: .....	1
61 - 90 Days: .....	0	61 - 90 Days: .....	1
91 - 120 Days: .....	1	91 - 120 Days: .....	1
Over 120 Days: .....	1	Over 120 Days: .....	0

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# VALLEY VILLAGE

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$400,000	Total Sold Dollar Volume: .....	\$1,739,500
Average Selling Price: .....	\$400,000	Average Selling Price: .....	\$434,875
Average List Price: .....	\$382,500	Average List Price: .....	\$466,500
Average Sales Price / Average List Price: .....	104.60%	Average Sales Price / Average List Price: .....	93.20%
Median Price: .....	\$400,000	Median Price: .....	\$428,750
Average Days on Market: .....	22	Average Days on Market: .....	161
Number of Listings Sold: .....	1	Number of Listings Sold: .....	4
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	1	1 - 30 Days: .....	0
31 - 60 Days: .....	0	31 - 60 Days: .....	0
61 - 90 Days: .....	0	61 - 90 Days: .....	1
91 - 120 Days: .....	0	91 - 120 Days: .....	0
Over 120 Days: .....	0	Over 120 Days: .....	3

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# VENICE

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$1,612,000
Average Selling Price: .....	\$806,000
Average List Price: .....	\$824,000
Average Sales Price / Average List Price: .....	97.80%
Median Price: .....	\$806,000
Average Days on Market: .....	56
Number of Listings Sold: .....	2

DOM Number of Units	
1 - 30 Days: .....	1
31 - 60 Days: .....	0
61 - 90 Days: .....	0
91 - 120 Days: .....	1
Over 120 Days: .....	0

Total Sold Dollar Volume: .....	\$5,090,000
Average Selling Price: .....	\$1,696,666
Average List Price: .....	\$1,831,666
Average Sales Price / Average List Price: .....	92.60%
Median Price: .....	\$1,265,000
Average Days on Market: .....	116
Number of Listings Sold: .....	3

DOM Number of Units	
1 - 30 Days: .....	0
31 - 60 Days: .....	1
61 - 90 Days: .....	0
91 - 120 Days: .....	1
Over 120 Days: .....	1

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# WEST HOLLYWOOD

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$12,551,350	Total Sold Dollar Volume: .....	\$10,806,500
Average Selling Price: .....	\$522,972	Average Selling Price: .....	\$600,361
Average List Price: .....	\$539,391	Average List Price: .....	\$629,011
Average Sales Price / Average List Price: .....	97.00%	Average Sales Price / Average List Price: .....	95.40%
Median Price: .....	\$494,500	Median Price: .....	\$632,500
Average Days on Market: .....	107	Average Days on Market: .....	99
Number of Listings Sold: .....	24	Number of Listings Sold: .....	18
 DOM Number of Units		 DOM Number of Units	
1 - 30 Days: .....	8	1 - 30 Days: .....	3
31 - 60 Days: .....	4	31 - 60 Days: .....	4
61 - 90 Days: .....	1	61 - 90 Days: .....	3
91 - 120 Days: .....	5	91 - 120 Days: .....	2
Over 120 Days: .....	6	Over 120 Days: .....	6

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# WEST LOS ANGELES

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$6,511,000	Total Sold Dollar Volume: .....	\$6,172,026
Average Selling Price: .....	\$542,583	Average Selling Price: .....	\$617,202
Average List Price: .....	\$551,333	Average List Price: .....	\$640,499
Average Sales Price / Average List Price: .....	98.40%	Average Sales Price / Average List Price: .....	96.40%
Median Price: .....	\$552,500	Median Price: .....	\$645,000
Average Days on Market: .....	73	Average Days on Market: .....	56
Number of Listings Sold: .....	12	Number of Listings Sold: .....	10
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	6	1 - 30 Days: .....	6
31 - 60 Days: .....	2	31 - 60 Days: .....	0
61 - 90 Days: .....	1	61 - 90 Days: .....	1
91 - 120 Days: .....	0	91 - 120 Days: .....	2
Over 120 Days: .....	3	Over 120 Days: .....	1

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# WESTCHESTER

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$430,000	Total Sold Dollar Volume: .....	\$245,000
Average Selling Price: .....	\$215,000	Average Selling Price: .....	\$245,000
Average List Price: .....	\$224,450	Average List Price: .....	\$259,900
Average Sales Price / Average List Price: .....	95.80%	Average Sales Price / Average List Price: .....	94.30%
Median Price: .....	\$215,000	Median Price: .....	\$245,000
Average Days on Market: .....	91	Average Days on Market: .....	28
Number of Listings Sold: .....	2	Number of Listings Sold: .....	1
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	1	1 - 30 Days: .....	1
31 - 60 Days: .....	0	31 - 60 Days: .....	0
61 - 90 Days: .....	0	61 - 90 Days: .....	0
91 - 120 Days: .....	0	91 - 120 Days: .....	0
Over 120 Days: .....	1	Over 120 Days: .....	0

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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# WESTWOOD - CENTURY CITY

September 2009

vs

September 2008

Total Sold Dollar Volume: .....	\$30,308,750
Average Selling Price: .....	\$777,147
Average List Price: .....	\$812,610
Average Sales Price / Average List Price: .....	95.60%
Median Price: .....	\$645,000
Average Days on Market: .....	70
Number of Listings Sold: .....	39

DOM Number of Units	
1 - 30 Days: .....	17
31 - 60 Days: .....	7
61 - 90 Days: .....	4
91 - 120 Days: .....	5
Over 120 Days: .....	6

Total Sold Dollar Volume: .....	\$25,988,888
Average Selling Price: .....	\$866,296
Average List Price: .....	\$921,913
Average Sales Price / Average List Price: .....	94.00%
Median Price: .....	\$685,194
Average Days on Market: .....	62
Number of Listings Sold: .....	30

DOM Number of Units	
1 - 30 Days: .....	10
31 - 60 Days: .....	11
61 - 90 Days: .....	3
91 - 120 Days: .....	2
Over 120 Days: .....	3

\*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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