

TELES



# Micro Market Report

Condominiums

PROPERTIES

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# MICRO MARKET UPDATES - FEBRUARY 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

February 2009

vs

February 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

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$525,000	Total Sold Dollar Volume: .....	\$1,750,000
Average Selling Price: .....	\$525,000	Average Selling Price: .....	\$875,000
Average List Price: .....	\$599,000	Average List Price: .....	\$945,000
Average Sales Price / Average List Price: .....	87.60%	Average Sales Price / Average List Price: .....	92.60%
Median Price: .....	\$525,000	Median Price: .....	\$875,000
Average Days on Market: .....	89	Average Days on Market: .....	208
Number of Listings Sold: .....	1	Number of Listings Sold: .....	2
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: .....	1	61 - 90 Days: .....	0
91 - 120 Days: .....	0	91 - 120 Days: .....	0
Over 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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# BEVERLY HILLS

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$1,250,000
Average Selling Price: .....	\$1,250,000
Average List Price: .....	\$1,595,000
Average Sales Price / Average List Price: .....	78.40%
Median Price: .....	\$1,250,000
Average Days on Market: .....	21
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: .....	\$4,510,000
Average Selling Price: .....	\$1,503,333
Average List Price: .....	\$1,565,666
Average Sales Price / Average List Price: .....	96.00%
Median Price: .....	\$1,650,000
Average Days on Market: .....	107
Number of Listings Sold: .....	3

DOM Number of Units	
1 - 30 Days: .....	0
31 - 60 Days: .....	0
61 - 90 Days: .....	1
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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# BEVERLY HILLS P.O.

February 2009

vs

February 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

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$525,000	Total Sold Dollar Volume: .....	\$0
Average Selling Price: .....	\$525,000	Average Selling Price: .....	\$0
Average List Price: .....	\$525,000	Average List Price: .....	\$0
Average Sales Price / Average List Price: .....	100.00%	Average Sales Price / Average List Price: .....	0.00%
Median Price: .....	\$525,000	Median Price: .....	\$0
Average Days on Market: .....	7	Average Days on Market: .....	0
Number of Listings Sold: .....	1	Number of Listings Sold: .....	0
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: .....	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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# BRENTWOOD

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$2,380,000
Average Selling Price: .....	\$793,333
Average List Price: .....	\$804,666
Average Sales Price / Average List Price: .....	98.60%
Median Price: .....	\$860,000
Average Days on Market: .....	75
Number of Listings Sold: .....	3

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

Total Sold Dollar Volume: .....	\$9,893,000
Average Selling Price: .....	\$824,416
Average List Price: .....	\$855,750
Average Sales Price / Average List Price: .....	96.30%
Median Price: .....	\$667,500
Average Days on Market: .....	65
Number of Listings Sold: .....	12

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

February 2009

vs

February 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

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$3,686,000
Average Selling Price: .....	\$368,600
Average List Price: .....	\$389,870
Average Sales Price / Average List Price: .....	94.50%
Median Price: .....	\$367,000
Average Days on Market: .....	150
Number of Listings Sold: .....	10

DOM Number of Units	
1 - 30 Days: .....	2
31 - 60 Days: .....	3
61 - 90 Days: .....	1
91 - 120 Days: .....	0
Over 120 Days: .....	4

Total Sold Dollar Volume: .....	\$3,882,000
Average Selling Price: .....	\$431,333
Average List Price: .....	\$443,333
Average Sales Price / Average List Price: .....	97.30%
Median Price: .....	\$419,000
Average Days on Market: .....	88
Number of Listings Sold: .....	9

DOM Number of Units	
1 - 30 Days: .....	2
31 - 60 Days: .....	1
61 - 90 Days: .....	2
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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# HANCOCK PARK - WILSHIRE

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$1,957,000	Total Sold Dollar Volume: .....	\$2,479,000
Average Selling Price: .....	\$489,250	Average Selling Price: .....	\$495,800
Average List Price: .....	\$525,700	Average List Price: .....	\$537,360
Average Sales Price / Average List Price: .....	93.10%	Average Sales Price / Average List Price: .....	92.30%
Median Price: .....	\$466,000	Median Price: .....	\$480,500
Average Days on Market: .....	65	Average Days on Market: .....	128
Number of Listings Sold: .....	4	Number of Listings Sold: .....	5
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	1	1 - 30 Days: .....	0
31 - 60 Days: .....	1	31 - 60 Days: .....	0
61 - 90 Days: .....	1	61 - 90 Days: .....	0
91 - 120 Days: .....	1	91 - 120 Days: .....	3
Over 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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# HOLLYWOOD

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$2,024,000
Average Selling Price: .....	\$404,800
Average List Price: .....	\$427,400
Average Sales Price / Average List Price: .....	94.70%
Median Price: .....	\$419,000
Average Days on Market: .....	101
Number of Listings Sold: .....	5

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

Total Sold Dollar Volume: .....	\$6,288,000
Average Selling Price: .....	\$698,666
Average List Price: .....	\$742,000
Average Sales Price / Average List Price: .....	94.20%
Median Price: .....	\$560,000
Average Days on Market: .....	93
Number of Listings Sold: .....	9

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

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$0	Total Sold Dollar Volume: .....	\$798,000
Average Selling Price: .....	\$0	Average Selling Price: .....	\$399,000
Average List Price: .....	\$0	Average List Price: .....	\$414,000
Average Sales Price / Average List Price: .....	0%	Average Sales Price / Average List Price: .....	96.40%
Median Price: .....	\$0	Median Price: .....	\$399,000
Average Days on Market: .....	0	Average Days on Market: .....	87
Number of Listings Sold: .....	0	Number of Listings Sold: .....	2
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: .....	1
91 - 120 Days: .....	0	91 - 120 Days: .....	1
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

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$525,000
Average Selling Price: .....	\$525,000
Average List Price: .....	\$535,000
Average Sales Price / Average List Price: .....	98.10%
Median Price: .....	\$525,000
Average Days on Market: .....	40
Number of Listings Sold: .....	1

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

Total Sold Dollar Volume: .....	\$0
Average Selling Price: .....	\$0
Average List Price: .....	\$0
Average Sales Price / Average List Price: .....	0%
Median Price: .....	\$0
Average Days on Market: .....	0
Number of Listings Sold: .....	0

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

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# MALIBU

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$822,000
Average Selling Price: .....	\$822,000
Average List Price: .....	\$845,000
Average Sales Price / Average List Price: .....	97.30%
Median Price: .....	\$822,000
Average Days on Market: .....	98
Number of Listings Sold: .....	1

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

Total Sold Dollar Volume: .....	\$3,340,000
Average Selling Price: .....	\$1,113,333
Average List Price: .....	\$1,224,666
Average Sales Price / Average List Price: .....	90.90%
Median Price: .....	\$1,040,000
Average Days on Market: .....	79
Number of Listings Sold: .....	3

DOM Number of Units	
1 - 30 Days: .....	2
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 BEACH

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$2,200,000
Average Selling Price: .....	\$2,200,000
Average List Price: .....	\$2,349,000
Average Sales Price / Average List Price: .....	93,70%
Median Price: .....	\$2,200,000
Average Days on Market: .....	123
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

Total Sold Dollar Volume: .....	\$0
Average Selling Price: .....	\$0
Average List Price: .....	\$0
Average Sales Price / Average List Price: .....	0%
Median Price: .....	\$0
Average Days on Market: .....	0
Number of Listings Sold: .....	0

DOM Number of Units	
1 - 30 Days: .....	0
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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# MARINA DEL REY

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$4,858,503
Average Selling Price: .....	\$694,071
Average List Price: .....	\$742,842
Average Sales Price / Average List Price: .....	93.40%
Median Price: .....	\$709,503
Average Days on Market: .....	206
Number of Listings Sold: .....	7

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

Total Sold Dollar Volume: .....	\$9,609,900
Average Selling Price: .....	\$960,990
Average List Price: .....	\$1,020,280
Average Sales Price / Average List Price: .....	94.20%
Median Price: .....	\$875,000
Average Days on Market: .....	77
Number of Listings Sold: .....	10

DOM Number of Units	
1 - 30 Days: .....	3
31 - 60 Days: .....	3
61 - 90 Days: .....	0
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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# MID LOS ANGELES

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$375,000	Total Sold Dollar Volume: .....	\$1,095,000
Average Selling Price: .....	\$375,000	Average Selling Price: .....	\$365,000
Average List Price: .....	\$499,000	Average List Price: .....	\$375,000
Average Sales Price / Average List Price: .....	75.20%	Average Sales Price / Average List Price: .....	97.30%
Median Price: .....	\$375,000	Median Price: .....	\$390,000
Average Days on Market: .....	307	Average Days on Market: .....	108
Number of Listings Sold: .....	1	Number of Listings Sold: .....	3
 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: .....	2
91 - 120 Days: .....	0	91 - 120 Days: .....	0
Over 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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# MID WILSHIRE

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$1,933,800
Average Selling Price: .....	\$322,300
Average List Price: .....	\$344,935
Average Sales Price / Average List Price: .....	93.40%
Median Price: .....	\$320,000
Average Days on Market: .....	70
Number of Listings Sold: .....	6

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

Total Sold Dollar Volume: .....	\$880,000
Average Selling Price: .....	\$440,000
Average List Price: .....	\$446,750
Average Sales Price / Average List Price: .....	98.50%
Median Price: .....	\$440,000
Average Days on Market: .....	55
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

\*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

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$0	Total Sold Dollar Volume: .....	\$1,038,000
Average Selling Price: .....	\$0	Average Selling Price: .....	\$259,500
Average List Price: .....	\$0	Average List Price: .....	\$299,450
Average Sales Price / Average List Price: .....	0%	Average Sales Price / Average List Price: .....	86.70%
Median Price: .....	\$0	Median Price: .....	\$276,500
Average Days on Market: .....	0	Average Days on Market: .....	117
Number of Listings Sold: .....	0	Number of Listings Sold: .....	4
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	0	1 - 30 Days: .....	1
31 - 60 Days: .....	0	31 - 60 Days: .....	1
61 - 90 Days: .....	0	61 - 90 Days: .....	0
91 - 120 Days: .....	0	91 - 120 Days: .....	0
Over 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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# PACIFIC PALISADES

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$2,196,000	Total Sold Dollar Volume: .....	\$1,725,000
Average Selling Price: .....	\$732,000	Average Selling Price: .....	\$862,500
Average List Price: .....	\$768,666	Average List Price: .....	\$949,000
Average Sales Price / Average List Price: .....	95.20%	Average Sales Price / Average List Price: .....	90.90%
Median Price: .....	\$710,000	Median Price: .....	\$862,500
Average Days on Market: .....	98	Average Days on Market: .....	44
Number of Listings Sold: .....	3	Number of Listings Sold: .....	2
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	0	1 - 30 Days: .....	0
31 - 60 Days: .....	1	31 - 60 Days: .....	2
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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# PALMS - MAR VISTA

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$1,304,000	Total Sold Dollar Volume: .....	\$3,154,000
Average Selling Price: .....	\$434,666	Average Selling Price: .....	\$525,666
Average List Price: .....	\$451,000	Average List Price: .....	\$542,333
Average Sales Price / Average List Price: .....	96.40%	Average Sales Price / Average List Price: .....	96.90%
Median Price: .....	\$400,000	Median Price: .....	\$513,250
Average Days on Market: .....	34	Average Days on Market: .....	79
Number of Listings Sold: .....	3	Number of Listings Sold: .....	6
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: .....	1	61 - 90 Days: .....	1
91 - 120 Days: .....	0	91 - 120 Days: .....	2
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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# PLAYA DEL REY

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$1,274,000	Total Sold Dollar Volume: .....	\$940,000
Average Selling Price: .....	\$318,500	Average Selling Price: .....	\$470,000
Average List Price: .....	\$330,624	Average List Price: .....	\$478,000
Average Sales Price / Average List Price: .....	96.30%	Average Sales Price / Average List Price: .....	98.30%
Median Price: .....	\$307,000	Median Price: .....	\$470,000
Average Days on Market: .....	66	Average Days on Market: .....	96
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: .....	0
31 - 60 Days: .....	0	31 - 60 Days: .....	1
61 - 90 Days: .....	2	61 - 90 Days: .....	0
91 - 120 Days: .....	1	91 - 120 Days: .....	0
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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# PLAYA VISTA

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$535,000	Total Sold Dollar Volume: .....	\$1,249,000
Average Selling Price: .....	\$535,000	Average Selling Price: .....	\$624,500
Average List Price: .....	\$535,000	Average List Price: .....	\$629,900
Average Sales Price / Average List Price: .....	100.00%	Average Sales Price / Average List Price: .....	99.10%
Median Price: .....	\$535,000	Median Price: .....	\$624,500
Average Days on Market: .....	6	Average Days on Market: .....	31
Number of Listings Sold: .....	1	Number of Listings Sold: .....	2
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: .....	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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# SANTA MONICA

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$10,599,500
Average Selling Price: .....	\$706,633
Average List Price: .....	\$746,420
Average Sales Price / Average List Price: .....	94.70%
Median Price: .....	\$600,000
Average Days on Market: .....	76
Number of Listings Sold: .....	15

DOM Number of Units

1 - 30 Days: .....	5
31 - 60 Days: .....	3
61 - 90 Days: .....	4
91 - 120 Days: .....	1
Over 120 Days: .....	2

Total Sold Dollar Volume: .....	\$17,520,750
Average Selling Price: .....	\$648,916
Average List Price: .....	\$677,906
Average Sales Price / Average List Price: .....	95.70%
Median Price: .....	\$615,000
Average Days on Market: .....	97
Number of Listings Sold: .....	27

DOM Number of Units

1 - 30 Days: .....	4
31 - 60 Days: .....	4
61 - 90 Days: .....	7
91 - 120 Days: .....	3
Over 120 Days: .....	9

\*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

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$965,000	Total Sold Dollar Volume: .....	\$1,805,000
Average Selling Price: .....	\$321,666	Average Selling Price: .....	\$451,250
Average List Price: .....	\$326,000	Average List Price: .....	\$477,344
Average Sales Price / Average List Price: .....	98.70%	Average Sales Price / Average List Price: .....	94.50%
Median Price: .....	\$330,000	Median Price: .....	\$447,500
Average Days on Market: .....	51	Average Days on Market: .....	58
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: .....	1	31 - 60 Days: .....	1
61 - 90 Days: .....	0	61 - 90 Days: .....	2
91 - 120 Days: .....	1	91 - 120 Days: .....	0
Over 120 Days: .....	0	Over 120 Days: .....	0

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# SILVER LAKE - ECHO PARK

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$1,770,000
Average Selling Price: .....	\$590,000
Average List Price: .....	\$601,316
Average Sales Price / Average List Price: .....	98.10%
Median Price: .....	\$590,000
Average Days on Market: .....	115
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: .....	1

Total Sold Dollar Volume: .....	\$956,000
Average Selling Price: .....	\$478,000
Average List Price: .....	\$487,450
Average Sales Price / Average List Price: .....	98.10%
Median Price: .....	\$478,000
Average Days on Market: .....	100
Number of Listings Sold: .....	2

DOM Number of Units

1 - 30 Days: .....	1
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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# STUDIO CITY

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$1,560,000	Total Sold Dollar Volume: .....	\$1,577,500
Average Selling Price: .....	\$520,000	Average Selling Price: .....	\$525,833
Average List Price: .....	\$552,666	Average List Price: .....	\$561,333
Average Sales Price / Average List Price: .....	94.10%	Average Sales Price / Average List Price: .....	93.70%
Median Price: .....	\$505,000	Median Price: .....	\$450,000
Average Days on Market: .....	236	Average Days on Market: .....	127
Number of Listings Sold: .....	3	Number of Listings Sold: .....	3
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	0	1 - 30 Days: .....	0
31 - 60 Days: .....	1	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: .....	2

\*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

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$472,000	Total Sold Dollar Volume: .....	\$1,908,000
Average Selling Price: .....	\$472,000	Average Selling Price: .....	\$954,000
Average List Price: .....	\$469,900	Average List Price: .....	\$1,047,000
Average Sales Price / Average List Price: .....	100.40%	Average Sales Price / Average List Price: .....	91.10%
Median Price: .....	\$472,000	Median Price: .....	\$954,000
Average Days on Market: .....	66	Average Days on Market: .....	79
Number of Listings Sold: .....	1	Number of Listings Sold: .....	2
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: .....	1	61 - 90 Days: .....	2
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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# VENICE

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$1,405,000
Average Selling Price: .....	\$702,500
Average List Price: .....	\$679,450
Average Sales Price / Average List Price: .....	103.40%
Median Price: .....	\$702,500
Average Days on Market: .....	52
Number of Listings Sold: .....	2

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

Total Sold Dollar Volume: .....	\$1,730,000
Average Selling Price: .....	\$865,000
Average List Price: .....	\$949,000
Average Sales Price / Average List Price: .....	91.10%
Median Price: .....	\$865,000
Average Days on Market: .....	128
Number of Listings Sold: .....	2

DOM Number of Units	
1 - 30 Days: .....	0
31 - 60 Days: .....	0
61 - 90 Days: .....	1
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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# WEST HOLLYWOOD

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$6,404,500
Average Selling Price: .....	\$492,653
Average List Price: .....	\$532,015
Average Sales Price / Average List Price: .....	92.60%
Median Price: .....	\$395,000
Average Days on Market: .....	89
Number of Listings Sold: .....	13

DOM Number of Units

1 - 30 Days: .....	3
31 - 60 Days: .....	3
61 - 90 Days: .....	1
91 - 120 Days: .....	3
Over 120 Days: .....	3

Total Sold Dollar Volume: .....	\$12,349,010
Average Selling Price: .....	\$649,947
Average List Price: .....	\$674,631
Average Sales Price / Average List Price: .....	96.30%
Median Price: .....	\$586,500
Average Days on Market: .....	74
Number of Listings Sold: .....	19

DOM Number of Units

1 - 30 Days: .....	6
31 - 60 Days: .....	3
61 - 90 Days: .....	4
91 - 120 Days: .....	3
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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# WEST LOS ANGELES

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$3,010,000	Total Sold Dollar Volume: .....	\$4,180,000
Average Selling Price: .....	\$602,000	Average Selling Price: .....	\$597,142
Average List Price: .....	\$630,200	Average List Price: .....	\$619,285
Average Sales Price / Average List Price: .....	95.50%	Average Sales Price / Average List Price: .....	96.40%
Median Price: .....	\$495,000	Median Price: .....	\$620,000
Average Days on Market: .....	70	Average Days on Market: .....	118
Number of Listings Sold: .....	5	Number of Listings Sold: .....	7
 DOM Number of Units		 DOM Number of Units	
1 - 30 Days: .....	1	1 - 30 Days: .....	0
31 - 60 Days: .....	1	31 - 60 Days: .....	1
61 - 90 Days: .....	1	61 - 90 Days: .....	0
91 - 120 Days: .....	1	91 - 120 Days: .....	1
Over 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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# WESTCHESTER

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$1,182,500	Total Sold Dollar Volume: .....	\$770,000
Average Selling Price: .....	\$394,166	Average Selling Price: .....	\$385,000
Average List Price: .....	\$439,333	Average List Price: .....	\$389,900
Average Sales Price / Average List Price: .....	89.70%	Average Sales Price / Average List Price: .....	98.70%
Median Price: .....	\$430,000	Median Price: .....	\$385,000
Average Days on Market: .....	79	Average Days on Market: .....	103
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: .....	2
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

February 2009

vs

February 2008

Total Sold Dollar Volume: .....	\$12,393,000
Average Selling Price: .....	\$774,562
Average List Price: .....	\$823,981
Average Sales Price / Average List Price: .....	94.00%
Median Price: .....	\$722,500
Average Days on Market: .....	102
Number of Listings Sold: .....	16

DOM Number of Units

1 - 30 Days: .....	7
31 - 60 Days: .....	0
61 - 90 Days: .....	2
91 - 120 Days: .....	1
Over 120 Days: .....	6

Total Sold Dollar Volume: .....	\$20,184,000
Average Selling Price: .....	\$1,009,200
Average List Price: .....	\$1,065,445
Average Sales Price / Average List Price: .....	94.70%
Median Price: .....	\$802,500
Average Days on Market: .....	111
Number of Listings Sold: .....	20

DOM Number of Units

1 - 30 Days: .....	4
31 - 60 Days: .....	4
61 - 90 Days: .....	3
91 - 120 Days: .....	1
Over 120 Days: .....	8

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

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