

TELES



# Micro Market Report

Condominiums

PROPERTIES

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# MICRO MARKET UPDATES - APRIL 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

April 2009

vs

April 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

April 2009

vs

April 2008

|   |             |   |           |
|---|-------------|---|-----------|
| Total Sold Dollar Volume: .....                 | \$5,625,000 | Total Sold Dollar Volume: .....                 | \$856,000 |
| Average Selling Price: .....                    | \$625,000   | Average Selling Price: .....                    | \$428,000 |
| Average List Price: .....                       | \$687,977   | Average List Price: .....                       | \$474,500 |
| Average Sales Price / Average List Price: ..... | 90.80%      | Average Sales Price / Average List Price: ..... | 90.20%    |
| Median Price: .....                             | \$640,000   | Median Price: .....                             | \$428,000 |
| Average Days on Market: .....                   | 37          | Average Days on Market: .....                   | 102       |
| Number of Listings Sold: .....                  | 9           | Number of Listings Sold: .....                  | 2         |
| DOM Number of Units                             |             | DOM Number of Units                             |           |
| 1 - 30 Days: .....                              | 6           | 1 - 30 Days: .....                              | 0         |
| 31 - 60 Days: .....                             | 1           | 31 - 60 Days: .....                             | 1         |
| 61 - 90 Days: .....                             | 0           | 61 - 90 Days: .....                             | 0         |
| 91 - 120 Days: .....                            | 1           | 91 - 120 Days: .....                            | 0         |
| Over 120 Days: .....                            | 1           | Over 120 Days: .....                            | 1         |

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# BEVERLY HILLS

April 2009

vs

April 2008

|   |             |
|---|-------------|
| Total Sold Dollar Volume: .....                 | \$2,124,000 |
| Average Selling Price: .....                    | \$1,062,000 |
| Average List Price: .....                       | \$1,114,500 |
| Average Sales Price / Average List Price: ..... | 95.30%      |
| Median Price: .....                             | \$1,062,000 |
| Average Days on Market: .....                   | 75          |
| Number of Listings Sold: .....                  | 2           |

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

|   |              |
|---|--------------|
| Total Sold Dollar Volume: .....                 | \$12,960,208 |
| Average Selling Price: .....                    | \$1,440,444  |
| Average List Price: .....                       | \$1,495,444  |
| Average Sales Price / Average List Price: ..... | 96.30%       |
| Median Price: .....                             | \$1,155,375  |
| Average Days on Market: .....                   | 79           |
| Number of Listings Sold: .....                  | 9            |

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

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# BEVERLY HILLS P.O.

April 2009

vs

April 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   |
| <br>  |     | <br>  |     |
| 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   |

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# BEVERLYWOOD

April 2009

vs

April 2008

|   |             |   |             |
|---|-------------|---|-------------|
| Total Sold Dollar Volume: .....                 | \$2,487,000 | Total Sold Dollar Volume: .....                 | \$3,077,000 |
| Average Selling Price: .....                    | \$621,750   | Average Selling Price: .....                    | \$615,400   |
| Average List Price: .....                       | \$624,000   | Average List Price: .....                       | \$652,614   |
| Average Sales Price / Average List Price: ..... | 99.60%      | Average Sales Price / Average List Price: ..... | 94.30%      |
| Median Price: .....                             | \$569,500   | Median Price: .....                             | \$639,000   |
| Average Days on Market: .....                   | 99          | Average Days on Market: .....                   | 166         |
| Number of Listings Sold: .....                  | 4           | Number of Listings Sold: .....                  | 5           |
| 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: .....                             | 1           | 61 - 90 Days: .....                             | 1           |
| 91 - 120 Days: .....                            | 0           | 91 - 120 Days: .....                            | 0           |
| Over 120 Days: .....                            | 1           | Over 120 Days: .....                            | 4           |

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# BRENTWOOD

April 2009

vs

April 2008

|   |             |
|---|-------------|
| Total Sold Dollar Volume: .....                 | \$8,101,400 |
| Average Selling Price: .....                    | \$623,184   |
| Average List Price: .....                       | \$638,215   |
| Average Sales Price / Average List Price: ..... | 97.60%      |
| Median Price: .....                             | \$519,000   |
| Average Days on Market: .....                   | 64          |
| Number of Listings Sold: .....                  | 13          |

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

|   |              |
|---|--------------|
| Total Sold Dollar Volume: .....                 | \$10,372,250 |
| Average Selling Price: .....                    | \$942,931    |
| Average List Price: .....                       | \$1,004,990  |
| Average Sales Price / Average List Price: ..... | 93.80%       |
| Median Price: .....                             | \$900,000    |
| Average Days on Market: .....                   | 72           |
| Number of Listings Sold: .....                  | 11           |

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

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# CHEVIOT HILLS - RANCHO PARK

April 2009

vs

April 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   |
| <br>  |     | <br>  |     |
| 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   |

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# CULVER CITY

April 2009

vs

April 2008

|   |             |   |             |
|---|-------------|---|-------------|
| Total Sold Dollar Volume: .....                 | \$2,813,000 | Total Sold Dollar Volume: .....                 | \$7,878,400 |
| Average Selling Price: .....                    | \$351,625   | Average Selling Price: .....                    | \$414,652   |
| Average List Price: .....                       | \$364,500   | Average List Price: .....                       | \$427,062   |
| Average Sales Price / Average List Price: ..... | 96.50%      | Average Sales Price / Average List Price: ..... | 97.10%      |
| Median Price: .....                             | \$353,750   | Median Price: .....                             | \$399,000   |
| Average Days on Market: .....                   | 93          | Average Days on Market: .....                   | 48          |
| Number of Listings Sold: .....                  | 8           | Number of Listings Sold: .....                  | 19          |
| DOM Number of Units                             |             | DOM Number of Units                             |             |
| 1 - 30 Days: .....                              | 4           | 1 - 30 Days: .....                              | 9           |
| 31 - 60 Days: .....                             | 1           | 31 - 60 Days: .....                             | 7           |
| 61 - 90 Days: .....                             | 0           | 61 - 90 Days: .....                             | 1           |
| 91 - 120 Days: .....                            | 0           | 91 - 120 Days: .....                            | 0           |
| Over 120 Days: .....                            | 3           | Over 120 Days: .....                            | 2           |

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# HANCOCK PARK - WILSHIRE

April 2009

vs

April 2008

|   |             |   |             |
|---|-------------|---|-------------|
| Total Sold Dollar Volume: .....                 | \$7,885,500 | Total Sold Dollar Volume: .....                 | \$6,004,000 |
| Average Selling Price: .....                    | \$438,083   | Average Selling Price: .....                    | \$667,111   |
| Average List Price: .....                       | \$499,988   | Average List Price: .....                       | \$700,200   |
| Average Sales Price / Average List Price: ..... | 87.60%      | Average Sales Price / Average List Price: ..... | 95.30%      |
| Median Price: .....                             | \$450,000   | Median Price: .....                             | \$610,000   |
| Average Days on Market: .....                   | 69          | Average Days on Market: .....                   | 82          |
| Number of Listings Sold: .....                  | 18          | Number of Listings Sold: .....                  | 9           |
| DOM Number of Units                             |             | DOM Number of Units                             |             |
| 1 - 30 Days: .....                              | 5           | 1 - 30 Days: .....                              | 2           |
| 31 - 60 Days: .....                             | 4           | 31 - 60 Days: .....                             | 0           |
| 61 - 90 Days: .....                             | 2           | 61 - 90 Days: .....                             | 4           |
| 91 - 120 Days: .....                            | 5           | 91 - 120 Days: .....                            | 2           |
| Over 120 Days: .....                            | 2           | Over 120 Days: .....                            | 1           |

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# HOLLYWOOD

April 2009

vs

April 2008

|   |             |   |             |
|---|-------------|---|-------------|
| Total Sold Dollar Volume: .....                 | \$5,128,500 | Total Sold Dollar Volume: .....                 | \$2,195,000 |
| Average Selling Price: .....                    | \$512,850   | Average Selling Price: .....                    | \$548,750   |
| Average List Price: .....                       | \$535,400   | Average List Price: .....                       | \$582,975   |
| Average Sales Price / Average List Price: ..... | 95.80%      | Average Sales Price / Average List Price: ..... | 94.10%      |
| Median Price: .....                             | \$497,500   | Median Price: .....                             | \$572,500   |
| Average Days on Market: .....                   | 201         | Average Days on Market: .....                   | 249         |
| Number of Listings Sold: .....                  | 10          | Number of Listings Sold: .....                  | 4           |
| DOM Number of Units                             |             | DOM Number of Units                             |             |
| 1 - 30 Days: .....                              | 0           | 1 - 30 Days: .....                              | 0           |
| 31 - 60 Days: .....                             | 1           | 31 - 60 Days: .....                             | 0           |
| 61 - 90 Days: .....                             | 0           | 61 - 90 Days: .....                             | 1           |
| 91 - 120 Days: .....                            | 0           | 91 - 120 Days: .....                            | 1           |
| Over 120 Days: .....                            | 9           | Over 120 Days: .....                            | 2           |

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# HOLLYWOOD HILLS EAST

April 2009

vs

April 2008

|   |           |   |             |
|---|-----------|---|-------------|
| Total Sold Dollar Volume: .....                 | \$243,600 | Total Sold Dollar Volume: .....                 | \$2,067,000 |
| Average Selling Price: .....                    | \$243,600 | Average Selling Price: .....                    | \$689,000   |
| Average List Price: .....                       | \$260,000 | Average List Price: .....                       | \$782,666   |
| Average Sales Price / Average List Price: ..... | 93.70%    | Average Sales Price / Average List Price: ..... | 88.00%      |
| Median Price: .....                             | \$243,600 | Median Price: .....                             | \$450,000   |
| Average Days on Market: .....                   | 95        | Average Days on Market: .....                   | 159         |
| 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: .....                             | 0           |
| 91 - 120 Days: .....                            | 1         | 91 - 120 Days: .....                            | 1           |
| Over 120 Days: .....                            | 0         | Over 120 Days: .....                            | 2           |

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# LOS FELIZ

April 2009

vs

April 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   |
| <br>  |     | <br>  |     |
| 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   |

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# MALIBU

April 2009

vs

April 2008

|   |             |
|---|-------------|
| Total Sold Dollar Volume: .....                 | \$2,956,700 |
| Average Selling Price: .....                    | \$1,478,350 |
| Average List Price: .....                       | \$1,635,000 |
| Average Sales Price / Average List Price: ..... | 90.40%      |
| Median Price: .....                             | \$1,478,350 |
| Average Days on Market: .....                   | 60          |
| 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: .....                 | \$585,000 |
| Average Selling Price: .....                    | \$585,000 |
| Average List Price: .....                       | \$599,000 |
| Average Sales Price / Average List Price: ..... | 97.70%    |
| Median Price: .....                             | \$585,000 |
| Average Days on Market: .....                   | 237       |
| 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 |

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# MALIBU BEACH

April 2009

vs

April 2008

|   |     |   |           |
|---|-----|---|-----------|
| Total Sold Dollar Volume: .....                 | \$0 | Total Sold Dollar Volume: .....                 | \$800,000 |
| Average Selling Price: .....                    | \$0 | Average Selling Price: .....                    | \$800,000 |
| Average List Price: .....                       | \$0 | Average List Price: .....                       | \$850,000 |
| Average Sales Price / Average List Price: ..... | 0%  | Average Sales Price / Average List Price: ..... | 94.10%    |
| Median Price: .....                             | \$0 | Median Price: .....                             | \$800,000 |
| Average Days on Market: .....                   | 0   | Average Days on Market: .....                   | 226       |
| Number of Listings Sold: .....                  | 0   | Number of Listings Sold: .....                  | 1         |
| 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: .....                            | 1         |

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# MARINA DEL REY

April 2009

vs

April 2008

|   |             |   |              |
|---|-------------|---|--------------|
| Total Sold Dollar Volume: .....                 | \$5,951,750 | Total Sold Dollar Volume: .....                 | \$19,709,000 |
| Average Selling Price: .....                    | \$595,175   | Average Selling Price: .....                    | \$1,037,315  |
| Average List Price: .....                       | \$632,469   | Average List Price: .....                       | \$1,112,578  |
| Average Sales Price / Average List Price: ..... | 94.10%      | Average Sales Price / Average List Price: ..... | 93.20%       |
| Median Price: .....                             | \$525,000   | Median Price: .....                             | \$950,000    |
| Average Days on Market: .....                   | 90          | Average Days on Market: .....                   | 67           |
| Number of Listings Sold: .....                  | 10          | Number of Listings Sold: .....                  | 19           |
| DOM Number of Units                             |             | DOM Number of Units                             |              |
| 1 - 30 Days: .....                              | 1           | 1 - 30 Days: .....                              | 7            |
| 31 - 60 Days: .....                             | 2           | 31 - 60 Days: .....                             | 6            |
| 61 - 90 Days: .....                             | 1           | 61 - 90 Days: .....                             | 1            |
| 91 - 120 Days: .....                            | 3           | 91 - 120 Days: .....                            | 1            |
| Over 120 Days: .....                            | 2           | Over 120 Days: .....                            | 4            |

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# MID LOS ANGELES

April 2009

vs

April 2008

|   |           |   |           |
|---|-----------|---|-----------|
| Total Sold Dollar Volume: .....                 | \$707,500 | Total Sold Dollar Volume: .....                 | \$845,000 |
| Average Selling Price: .....                    | \$353,750 | Average Selling Price: .....                    | \$422,500 |
| Average List Price: .....                       | \$424,000 | Average List Price: .....                       | \$459,500 |
| Average Sales Price / Average List Price: ..... | 83.40%    | Average Sales Price / Average List Price: ..... | 91.90%    |
| Median Price: .....                             | \$353,750 | Median Price: .....                             | \$422,500 |
| Average Days on Market: .....                   | 303       | Average Days on Market: .....                   | 92        |
| Number of Listings Sold: .....                  | 2         | Number of Listings Sold: .....                  | 2         |
| DOM Number of Units                             |           | DOM Number of Units                             |           |
| 1 - 30 Days: .....                              | 0         | 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: .....                            | 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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# MID WILSHIRE

April 2009

vs

April 2008

|   |             |   |             |
|---|-------------|---|-------------|
| Total Sold Dollar Volume: .....                 | \$2,362,000 | Total Sold Dollar Volume: .....                 | \$1,392,000 |
| Average Selling Price: .....                    | \$262,444   | Average Selling Price: .....                    | \$348,000   |
| Average List Price: .....                       | \$270,944   | Average List Price: .....                       | \$371,475   |
| Average Sales Price / Average List Price: ..... | 96.90%      | Average Sales Price / Average List Price: ..... | 93.70%      |
| Median Price: .....                             | \$225,000   | Median Price: .....                             | \$356,000   |
| Average Days on Market: .....                   | 53          | Average Days on Market: .....                   | 112         |
| Number of Listings Sold: .....                  | 9           | Number of Listings Sold: .....                  | 4           |
| DOM Number of Units                             |             | DOM Number of Units                             |             |
| 1 - 30 Days: .....                              | 5           | 1 - 30 Days: .....                              | 2           |
| 31 - 60 Days: .....                             | 1           | 31 - 60 Days: .....                             | 0           |
| 61 - 90 Days: .....                             | 1           | 61 - 90 Days: .....                             | 0           |
| 91 - 120 Days: .....                            | 1           | 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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# NORTH HOLLYWOOD

April 2009

vs

April 2008

|   |           |   |           |
|---|-----------|---|-----------|
| Total Sold Dollar Volume: .....                 | \$713,000 | Total Sold Dollar Volume: .....                 | \$289,000 |
| Average Selling Price: .....                    | \$178,250 | Average Selling Price: .....                    | \$289,000 |
| Average List Price: .....                       | \$194,972 | Average List Price: .....                       | \$284,950 |
| Average Sales Price / Average List Price: ..... | 91.40%    | Average Sales Price / Average List Price: ..... | 101.40%   |
| Median Price: .....                             | \$156,500 | Median Price: .....                             | \$289,000 |
| Average Days on Market: .....                   | 72        | Average Days on Market: .....                   | 11        |
| Number of Listings Sold: .....                  | 4         | Number of Listings Sold: .....                  | 1         |
| DOM Number of Units                             |           | DOM Number of Units                             |           |
| 1 - 30 Days: .....                              | 2         | 1 - 30 Days: .....                              | 1         |
| 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: .....                            | 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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# PACIFIC PALISADES

April 2009

vs

April 2008

|   |           |   |             |
|---|-----------|---|-------------|
| Total Sold Dollar Volume: .....                 | \$837,000 | Total Sold Dollar Volume: .....                 | \$1,982,500 |
| Average Selling Price: .....                    | \$418,500 | Average Selling Price: .....                    | \$991,250   |
| Average List Price: .....                       | \$450,809 | Average List Price: .....                       | \$1,024,000 |
| Average Sales Price / Average List Price: ..... | 92.80%    | Average Sales Price / Average List Price: ..... | 96.80%      |
| Median Price: .....                             | \$418,500 | Median Price: .....                             | \$991,250   |
| Average Days on Market: .....                   | 34        | Average Days on Market: .....                   | 91          |
| Number of Listings Sold: .....                  | 2         | 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: .....                             | 0           |
| 61 - 90 Days: .....                             | 1         | 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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# PALMS - MAR VISTA

April 2009

vs

April 2008

|   |             |   |             |
|---|-------------|---|-------------|
| Total Sold Dollar Volume: .....                 | \$3,073,500 | Total Sold Dollar Volume: .....                 | \$6,641,500 |
| Average Selling Price: .....                    | \$439,071   | Average Selling Price: .....                    | \$474,392   |
| Average List Price: .....                       | \$450,642   | Average List Price: .....                       | \$483,421   |
| Average Sales Price / Average List Price: ..... | 97.40%      | Average Sales Price / Average List Price: ..... | 98.10%      |
| Median Price: .....                             | \$449,500   | Median Price: .....                             | \$468,250   |
| Average Days on Market: .....                   | 35          | Average Days on Market: .....                   | 76          |
| Number of Listings Sold: .....                  | 7           | Number of Listings Sold: .....                  | 14          |
| DOM Number of Units                             |             | DOM Number of Units                             |             |
| 1 - 30 Days: .....                              | 5           | 1 - 30 Days: .....                              | 4           |
| 31 - 60 Days: .....                             | 1           | 31 - 60 Days: .....                             | 1           |
| 61 - 90 Days: .....                             | 0           | 61 - 90 Days: .....                             | 5           |
| 91 - 120 Days: .....                            | 1           | 91 - 120 Days: .....                            | 1           |
| 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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# PLAYA DEL REY

April 2009

vs

April 2008

|   |             |   |             |
|---|-------------|---|-------------|
| Total Sold Dollar Volume: .....                 | \$1,045,250 | Total Sold Dollar Volume: .....                 | \$5,217,000 |
| Average Selling Price: .....                    | \$522,625   | Average Selling Price: .....                    | \$579,666   |
| Average List Price: .....                       | \$539,000   | Average List Price: .....                       | \$595,177   |
| Average Sales Price / Average List Price: ..... | 97.00%      | Average Sales Price / Average List Price: ..... | 97.40%      |
| Median Price: .....                             | \$522,625   | Median Price: .....                             | \$460,000   |
| Average Days on Market: .....                   | 129         | Average Days on Market: .....                   | 120         |
| Number of Listings Sold: .....                  | 2           | Number of Listings Sold: .....                  | 9           |
| 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: .....                             | 3           |
| 91 - 120 Days: .....                            | 0           | 91 - 120 Days: .....                            | 0           |
| Over 120 Days: .....                            | 1           | Over 120 Days: .....                            | 4           |

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# PLAYA VISTA

April 2009

vs

April 2008

|   |             |   |             |
|---|-------------|---|-------------|
| Total Sold Dollar Volume: .....                 | \$3,031,783 | Total Sold Dollar Volume: .....                 | \$2,026,000 |
| Average Selling Price: .....                    | \$505,297   | Average Selling Price: .....                    | \$675,333   |
| Average List Price: .....                       | \$552,380   | Average List Price: .....                       | \$676,666   |
| Average Sales Price / Average List Price: ..... | 91.50%      | Average Sales Price / Average List Price: ..... | 99.80%      |
| Median Price: .....                             | \$524,500   | Median Price: .....                             | \$700,000   |
| Average Days on Market: .....                   | 72          | Average Days on Market: .....                   | 52          |
| Number of Listings Sold: .....                  | 6           | Number of Listings Sold: .....                  | 3           |
| DOM Number of Units                             |             | DOM Number of Units                             |             |
| 1 - 30 Days: .....                              | 2           | 1 - 30 Days: .....                              | 2           |
| 31 - 60 Days: .....                             | 2           | 31 - 60 Days: .....                             | 0           |
| 61 - 90 Days: .....                             | 0           | 61 - 90 Days: .....                             | 0           |
| 91 - 120 Days: .....                            | 0           | 91 - 120 Days: .....                            | 0           |
| Over 120 Days: .....                            | 2           | Over 120 Days: .....                            | 1           |

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# SANTA MONICA

April 2009

vs

April 2008

|   |              |
|---|--------------|
| Total Sold Dollar Volume: .....                 | \$16,129,026 |
| Average Selling Price: .....                    | \$701,262    |
| Average List Price: .....                       | \$744,021    |
| Average Sales Price / Average List Price: ..... | 94.30%       |
| Median Price: .....                             | \$683,000    |
| Average Days on Market: .....                   | 67           |
| Number of Listings Sold: .....                  | 23           |

|                      |    |
|----------------------|----|
| DOM Number of Units  |    |
| 1 - 30 Days: .....   | 5  |
| 31 - 60 Days: .....  | 12 |
| 61 - 90 Days: .....  | 1  |
| 91 - 120 Days: ..... | 1  |
| Over 120 Days: ..... | 4  |

|   |              |
|---|--------------|
| Total Sold Dollar Volume: .....                 | \$29,197,141 |
| Average Selling Price: .....                    | \$912,410    |
| Average List Price: .....                       | \$958,545    |
| Average Sales Price / Average List Price: ..... | 95.20%       |
| Median Price: .....                             | \$764,500    |
| Average Days on Market: .....                   | 91           |
| Number of Listings Sold: .....                  | 32           |

|                      |    |
|----------------------|----|
| DOM Number of Units  |    |
| 1 - 30 Days: .....   | 11 |
| 31 - 60 Days: .....  | 5  |
| 61 - 90 Days: .....  | 6  |
| 91 - 120 Days: ..... | 3  |
| 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

April 2009

vs

April 2008

|   |           |   |             |
|---|-----------|---|-------------|
| Total Sold Dollar Volume: .....                 | \$903,000 | Total Sold Dollar Volume: .....                 | \$2,972,400 |
| Average Selling Price: .....                    | \$301,000 | Average Selling Price: .....                    | \$495,400   |
| Average List Price: .....                       | \$305,966 | Average List Price: .....                       | \$513,800   |
| Average Sales Price / Average List Price: ..... | 98.40%    | Average Sales Price / Average List Price: ..... | 96.40%      |
| Median Price: .....                             | \$314,000 | Median Price: .....                             | \$438,750   |
| Average Days on Market: .....                   | 33        | Average Days on Market: .....                   | 63          |
| Number of Listings Sold: .....                  | 3         | Number of Listings Sold: .....                  | 6           |
| DOM Number of Units                             |           | DOM Number of Units                             |             |
| 1 - 30 Days: .....                              | 1         | 1 - 30 Days: .....                              | 2           |
| 31 - 60 Days: .....                             | 2         | 31 - 60 Days: .....                             | 0           |
| 61 - 90 Days: .....                             | 0         | 61 - 90 Days: .....                             | 1           |
| 91 - 120 Days: .....                            | 0         | 91 - 120 Days: .....                            | 3           |
| 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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# SILVER LAKE - ECHO PARK

April 2009

vs

April 2008

|   |             |   |           |
|---|-------------|---|-----------|
| Total Sold Dollar Volume: .....                 | \$1,087,888 | Total Sold Dollar Volume: .....                 | \$520,000 |
| Average Selling Price: .....                    | \$543,944   | Average Selling Price: .....                    | \$520,000 |
| Average List Price: .....                       | \$557,000   | Average List Price: .....                       | \$490,000 |
| Average Sales Price / Average List Price: ..... | 97.70%      | Average Sales Price / Average List Price: ..... | 106.10%   |
| Median Price: .....                             | \$543,944   | Median Price: .....                             | \$520,000 |
| Average Days on Market: .....                   | 25          | Average Days on Market: .....                   | 219       |
| 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: .....                              | 0         |
| 31 - 60 Days: .....                             | 1           | 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: .....                            | 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

April 2009

vs

April 2008

|   |             |   |             |
|---|-------------|---|-------------|
| Total Sold Dollar Volume: .....                 | \$2,293,000 | Total Sold Dollar Volume: .....                 | \$3,413,000 |
| Average Selling Price: .....                    | \$458,600   | Average Selling Price: .....                    | \$487,571   |
| Average List Price: .....                       | \$482,760   | Average List Price: .....                       | \$506,642   |
| Average Sales Price / Average List Price: ..... | 95.00%      | Average Sales Price / Average List Price: ..... | 96.20%      |
| Median Price: .....                             | \$355,000   | Median Price: .....                             | \$500,000   |
| Average Days on Market: .....                   | 160         | Average Days on Market: .....                   | 80          |
| Number of Listings Sold: .....                  | 5           | Number of Listings Sold: .....                  | 7           |
| DOM Number of Units                             |             | DOM Number of Units                             |             |
| 1 - 30 Days: .....                              | 2           | 1 - 30 Days: .....                              | 1           |
| 31 - 60 Days: .....                             | 1           | 31 - 60 Days: .....                             | 2           |
| 61 - 90 Days: .....                             | 1           | 61 - 90 Days: .....                             | 0           |
| 91 - 120 Days: .....                            | 0           | 91 - 120 Days: .....                            | 2           |
| 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

April 2009

vs

April 2008

|   |           |
|---|-----------|
| Total Sold Dollar Volume: .....                 | \$656,500 |
| Average Selling Price: .....                    | \$328,250 |
| Average List Price: .....                       | \$334,450 |
| Average Sales Price / Average List Price: ..... | 98.10%    |
| Median Price: .....                             | \$328,250 |
| Average Days on Market: .....                   | 100       |
| Number of Listings Sold: .....                  | 2         |

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

|   |             |
|---|-------------|
| Total Sold Dollar Volume: .....                 | \$6,769,000 |
| Average Selling Price: .....                    | \$967,000   |
| Average List Price: .....                       | \$1,029,127 |
| Average Sales Price / Average List Price: ..... | 94.00%      |
| Median Price: .....                             | \$515,000   |
| Average Days on Market: .....                   | 147         |
| Number of Listings Sold: .....                  | 7           |

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

April 2009

vs

April 2008

|   |     |   |             |
|---|-----|---|-------------|
| Total Sold Dollar Volume: .....                 | \$0 | Total Sold Dollar Volume: .....                 | \$2,345,000 |
| Average Selling Price: .....                    | \$0 | Average Selling Price: .....                    | \$1,172,500 |
| Average List Price: .....                       | \$0 | Average List Price: .....                       | \$1,197,000 |
| Average Sales Price / Average List Price: ..... | 0%  | Average Sales Price / Average List Price: ..... | 98.00%      |
| Median Price: .....                             | \$0 | Median Price: .....                             | \$1,172,500 |
| Average Days on Market: .....                   | 0   | Average Days on Market: .....                   | 89          |
| 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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# WEST HOLLYWOOD

April 2009

vs

April 2008

|   |             |   |              |
|---|-------------|---|--------------|
| Total Sold Dollar Volume: .....                 | \$6,231,500 | Total Sold Dollar Volume: .....                 | \$18,657,725 |
| Average Selling Price: .....                    | \$479,346   | Average Selling Price: .....                    | \$691,026    |
| Average List Price: .....                       | \$499,830   | Average List Price: .....                       | \$716,437    |
| Average Sales Price / Average List Price: ..... | 95.90%      | Average Sales Price / Average List Price: ..... | 96.50%       |
| Median Price: .....                             | \$429,000   | Median Price: .....                             | \$518,000    |
| Average Days on Market: .....                   | 139         | Average Days on Market: .....                   | 76           |
| Number of Listings Sold: .....                  | 13          | Number of Listings Sold: .....                  | 27           |
| DOM Number of Units                             |             | DOM Number of Units                             |              |
| 1 - 30 Days: .....                              | 2           | 1 - 30 Days: .....                              | 9            |
| 31 - 60 Days: .....                             | 1           | 31 - 60 Days: .....                             | 5            |
| 61 - 90 Days: .....                             | 3           | 61 - 90 Days: .....                             | 3            |
| 91 - 120 Days: .....                            | 1           | 91 - 120 Days: .....                            | 3            |
| 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

April 2009

vs

April 2008

|   |             |   |              |
|---|-------------|---|--------------|
| Total Sold Dollar Volume: .....                 | \$5,282,400 | Total Sold Dollar Volume: .....                 | \$11,828,900 |
| Average Selling Price: .....                    | \$440,200   | Average Selling Price: .....                    | \$563,280    |
| Average List Price: .....                       | \$447,575   | Average List Price: .....                       | \$585.328    |
| Average Sales Price / Average List Price: ..... | 98.40%      | Average Sales Price / Average List Price: ..... | 96.20%       |
| Median Price: .....                             | \$389,500   | Median Price: .....                             | \$550,000    |
| Average Days on Market: .....                   | 57          | Average Days on Market: .....                   | 107          |
| Number of Listings Sold: .....                  | 12          | Number of Listings Sold: .....                  | 21           |
| DOM Number of Units                             |             | DOM Number of Units                             |              |
| 1 - 30 Days: .....                              | 5           | 1 - 30 Days: .....                              | 6            |
| 31 - 60 Days: .....                             | 3           | 31 - 60 Days: .....                             | 3            |
| 61 - 90 Days: .....                             | 2           | 61 - 90 Days: .....                             | 0            |
| 91 - 120 Days: .....                            | 0           | 91 - 120 Days: .....                            | 5            |
| Over 120 Days: .....                            | 2           | 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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# WESTCHESTER

April 2009

vs

April 2008

|   |             |   |     |
|---|-------------|---|-----|
| Total Sold Dollar Volume: .....                 | \$2,820,000 | Total Sold Dollar Volume: .....                 | \$0 |
| Average Selling Price: .....                    | \$402,857   | Average Selling Price: .....                    | \$0 |
| Average List Price: .....                       | \$422,842   | Average List Price: .....                       | \$0 |
| Average Sales Price / Average List Price: ..... | 95.20%      | Average Sales Price / Average List Price: ..... | 0%  |
| Median Price: .....                             | \$454,000   | Median Price: .....                             | \$0 |
| Average Days on Market: .....                   | 42          | Average Days on Market: .....                   | 0   |
| Number of Listings Sold: .....                  | 7           | Number of Listings Sold: .....                  | 0   |
| DOM Number of Units                             |             | DOM Number of Units                             |     |
| 1 - 30 Days: .....                              | 5           | 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: .....                            | 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

April 2009

vs

April 2008

|   |              |
|---|--------------|
| Total Sold Dollar Volume: .....                 | \$13,588,250 |
| Average Selling Price: .....                    | \$647,059    |
| Average List Price: .....                       | \$695,923    |
| Average Sales Price / Average List Price: ..... | 93.00%       |
| Median Price: .....                             | \$527,000    |
| Average Days on Market: .....                   | 96           |
| Number of Listings Sold: .....                  | 21           |

|                      |   |
|----------------------|---|
| DOM Number of Units  |   |
| 1 - 30 Days: .....   | 6 |
| 31 - 60 Days: .....  | 3 |
| 61 - 90 Days: .....  | 2 |
| 91 - 120 Days: ..... | 4 |
| Over 120 Days: ..... | 6 |

|   |              |
|---|--------------|
| Total Sold Dollar Volume: .....                 | \$31,395,500 |
| Average Selling Price: .....                    | \$981,109    |
| Average List Price: .....                       | \$1,056,005  |
| Average Sales Price / Average List Price: ..... | 92.90%       |
| Median Price: .....                             | \$669,950    |
| Average Days on Market: .....                   | 99           |
| Number of Listings Sold: .....                  | 32           |

|                      |    |
|----------------------|----|
| DOM Number of Units  |    |
| 1 - 30 Days: .....   | 6  |
| 31 - 60 Days: .....  | 10 |
| 61 - 90 Days: .....  | 3  |
| 91 - 120 Days: ..... | 3  |
| Over 120 Days: ..... | 10 |

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

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