

TELES



Micro Market Report

Single Family Homes

PROPERTIES

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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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w w w . t e l e s p r o p e r t i e s . c o m



BEL AIR - HOLMBY HILLS

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$13,413,250
Average Selling Price:	\$2,682,650
Average List Price:	\$3,058,400
Average Sales Price / Average List Price:	87.70%
Median Price:	\$1,800,000
Average Days on Market:	198
Number of Listings Sold:	5

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

Total Sold Dollar Volume:	\$24,232,400
Average Selling Price:	\$3,029,050
Average List Price:	\$3,197,362
Average Sales Price / Average List Price:	94.70%
Median Price:	\$2,367,500
Average Days on Market:	68
Number of Listings Sold:	8

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

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

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BEVERLY CENTER - MIRACLE MILE

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$7,001,500	Total Sold Dollar Volume:	\$7,125,500
Average Selling Price:	\$875,187	Average Selling Price:	\$1,017,928
Average List Price:	\$896,352	Average List Price:	\$1,059,000
Average Sales Price / Average List Price:	97.60%	Average Sales Price / Average List Price:	96.10%
Median Price:	\$597,500	Median Price:	\$929,000
Average Days on Market:	64	Average Days on Market:	52
Number of Listings Sold:	8	Number of Listings Sold:	7
DOM Number of Units		DOM Number of Units	
1 - 30 Days:	3	1 - 30 Days:	3
31 - 60 Days:	1	31 - 60 Days:	0
61 - 90 Days:	2	61 - 90 Days:	3
91 - 120 Days:	1	91 - 120 Days:	1
Over 120 Days:	1	Over 120 Days:	0

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

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BEVERLY HILLS

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$26,954,000
Average Selling Price:	\$3,850,571
Average List Price:	\$4,303,857
Average Sales Price / Average List Price:	89.50%
Median Price:	\$2,900,000
Average Days on Market:	76
Number of Listings Sold:	7

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

Total Sold Dollar Volume:	\$64,188,125
Average Selling Price:	\$5,835,284
Average List Price:	\$6,192,090
Average Sales Price / Average List Price:	94.20%
Median Price:	\$6,465,000
Average Days on Market:	108
Number of Listings Sold:	11

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

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BEVERLY HILLS P.O.

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$33,892,163
Average Selling Price:	\$3,389,216
Average List Price:	\$3,806,800
Average Sales Price / Average List Price:	89.00%
Median Price:	\$3,737,500
Average Days on Market:	84
Number of Listings Sold:	10

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

Total Sold Dollar Volume:	\$23,189,000
Average Selling Price:	\$2,108,090
Average List Price:	\$2,208,318
Average Sales Price / Average List Price:	95.50%
Median Price:	\$1,965,000
Average Days on Market:	88
Number of Listings Sold:	11

DOM Number of Units	
1 - 30 Days:	5
31 - 60 Days:	1
61 - 90 Days:	1
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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BEVERLYWOOD

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$8,954,900
Average Selling Price:	\$814,081
Average List Price:	\$885,063
Average Sales Price / Average List Price:	92.00%
Median Price:	\$630,000
Average Days on Market:	71
Number of Listings Sold:	11

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

Total Sold Dollar Volume:	\$4,886,500
Average Selling Price:	\$814,416
Average List Price:	\$837,750
Average Sales Price / Average List Price:	97.20%
Median Price:	\$828,500
Average Days on Market:	34
Number of Listings Sold:	6

DOM Number of Units	
1 - 30 Days:	4
31 - 60 Days:	0
61 - 90 Days:	2
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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BRENTWOOD

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$19,248,000
Average Selling Price:	\$1,749,818
Average List Price:	\$1,847,718
Average Sales Price / Average List Price:	94.70%
Median Price:	\$1,600,000
Average Days on Market:	105
Number of Listings Sold:	11

DOM Number of Units	
1 - 30 Days:	3
31 - 60 Days:	1
61 - 90 Days:	1
91 - 120 Days:	0
Over 120 Days:	6

Total Sold Dollar Volume:	\$38,901,125
Average Selling Price:	\$3,890,112
Average List Price:	\$3,985,612
Average Sales Price / Average List Price:	97.60%
Median Price:	\$3,250,000
Average Days on Market:	36
Number of Listings Sold:	10

DOM Number of Units	
1 - 30 Days:	7
31 - 60 Days:	0
61 - 90 Days:	1
91 - 120 Days:	0
Over 120 Days:	1

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CHEVIOT HILLS - RANCHO PARK

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$3,680,000
Average Selling Price:	\$920,000
Average List Price:	\$993,475
Average Sales Price / Average List Price:	92.60%
Median Price:	\$677,500
Average Days on Market:	120
Number of Listings Sold:	4

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

Total Sold Dollar Volume:	\$16,552,000
Average Selling Price:	\$1,655,200
Average List Price:	\$1,733,900
Average Sales Price / Average List Price:	95.50%
Median Price:	\$1,417,500
Average Days on Market:	73
Number of Listings Sold:	10

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

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CULVER CITY

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$7,251,000
Average Selling Price:	\$604,250
Average List Price:	\$614,782
Average Sales Price / Average List Price:	98.30%
Median Price:	\$590,000
Average Days on Market:	86
Number of Listings Sold:	12

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

Total Sold Dollar Volume:	\$6,958,500
Average Selling Price:	\$773,166
Average List Price:	\$765,322
Average Sales Price / Average List Price:	101.00%
Median Price:	\$795,000
Average Days on Market:	29
Number of Listings Sold:	9

DOM Number of Units	
1 - 30 Days:	7
31 - 60 Days:	2
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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HANCOCK PARK - WILSHIRE

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$24,714,002	Total Sold Dollar Volume:	\$19,138,000
Average Selling Price:	\$1,544,625	Average Selling Price:	\$1,739,818
Average List Price:	\$1,613,793	Average List Price:	\$1,816,181
Average Sales Price / Average List Price:	95.70%	Average Sales Price / Average List Price:	95.80%
Median Price:	\$1,038,501	Median Price:	\$1,510,000
Average Days on Market:	82	Average Days on Market:	43
Number of Listings Sold:	16	Number of Listings Sold:	11
DOM Number of Units		DOM Number of Units	
1 - 30 Days:	6	1 - 30 Days:	7
31 - 60 Days:	0	31 - 60 Days:	1
61 - 90 Days:	3	61 - 90 Days:	2
91 - 120 Days:	3	91 - 120 Days:	0
Over 120 Days:	4	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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HOLLYWOOD

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$1,621,000	Total Sold Dollar Volume:	\$1,589,000
Average Selling Price:	\$405,250	Average Selling Price:	\$794,500
Average List Price:	\$394,450	Average List Price:	\$809,000
Average Sales Price / Average List Price:	102.70%	Average Sales Price / Average List Price:	98.20%
Median Price:	\$400,000	Median Price:	\$794,500
Average Days on Market:	72	Average Days on Market:	141
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:	1	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:	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 HILLS EAST

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$7,716,800
Average Selling Price:	\$964,600
Average List Price:	\$1,018,987
Average Sales Price / Average List Price:	94.70%
Median Price:	\$1,052,000
Average Days on Market:	70
Number of Listings Sold:	8

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

Total Sold Dollar Volume:	\$8,236,500
Average Selling Price:	\$1,029,562
Average List Price:	\$1,046,862
Average Sales Price / Average List Price:	98.30%
Median Price:	\$895,000
Average Days on Market:	64
Number of Listings Sold:	8

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

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

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LOS FELIZ

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$14,301,525
Average Selling Price:	\$1,100,117
Average List Price:	\$1,175,192
Average Sales Price / Average List Price:	93.60%
Median Price:	\$885,000
Average Days on Market:	61
Number of Listings Sold:	13

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

Total Sold Dollar Volume:	\$7,688,000
Average Selling Price:	\$854,222
Average List Price:	\$905,877
Average Sales Price / Average List Price:	94.30%
Median Price:	\$745,000
Average Days on Market:	60
Number of Listings Sold:	9

DOM Number of Units	
1 - 30 Days:	5
31 - 60 Days:	1
61 - 90 Days:	0
91 - 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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MALIBU

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$8,600,000
Average Selling Price:	\$1,075,000
Average List Price:	\$1,248,375
Average Sales Price / Average List Price:	86.10%
Median Price:	\$1,087,500
Average Days on Market:	162
Number of Listings Sold:	8

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

Total Sold Dollar Volume:	\$7,155,000
Average Selling Price:	\$1,788,750
Average List Price:	\$1,895,500
Average Sales Price / Average List Price:	94.40%
Median Price:	\$1,605,000
Average Days on Market:	119
Number of Listings Sold:	4

DOM Number of Units	
1 - 30 Days:	1
31 - 60 Days:	0
61 - 90 Days:	0
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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MALIBU BEACH

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$0	Total Sold Dollar Volume:	\$21,908,000
Average Selling Price:	\$0	Average Selling Price:	\$7,302,666
Average List Price:	\$0	Average List Price:	\$8,640,000
Average Sales Price / Average List Price:	0%	Average Sales Price / Average List Price:	84.50%
Median Price:	\$0	Median Price:	\$5,408,000
Average Days on Market:	0	Average Days on Market:	315
Number of Listings Sold:	0	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:	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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MARINA DEL REY

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$1,200,000
Average Selling Price:	\$1,200,000
Average List Price:	\$1,299,000
Average Sales Price / Average List Price:	92.40%
Median Price:	\$1,200,000
Average Days on Market:	119
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:	\$4,900,000
Average Selling Price:	\$2,450,000
Average List Price:	\$2,622,500
Average Sales Price / Average List Price:	93.40%
Median Price:	\$2,450,000
Average Days on Market:	57
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

*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

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$7,043,400	Total Sold Dollar Volume:	\$5,027,000
Average Selling Price:	\$414,317	Average Selling Price:	\$457,000
Average List Price:	\$425,657	Average List Price:	\$499,609
Average Sales Price / Average List Price:	97.30%	Average Sales Price / Average List Price:	91.50%
Median Price:	\$305,000	Median Price:	\$455,000
Average Days on Market:	46	Average Days on Market:	80
Number of Listings Sold:	17	Number of Listings Sold:	11
DOM Number of Units		DOM Number of Units	
1 - 30 Days:	8	1 - 30 Days:	2
31 - 60 Days:	4	31 - 60 Days:	2
61 - 90 Days:	2	61 - 90 Days:	3
91 - 120 Days:	2	91 - 120 Days:	1
Over 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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MID WILSHIRE

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$745,000	Total Sold Dollar Volume:	\$1,115,000
Average Selling Price:	\$372,500	Average Selling Price:	\$557,500
Average List Price:	\$394,950	Average List Price:	\$559,950
Average Sales Price / Average List Price:	94.30%	Average Sales Price / Average List Price:	99.60%
Median Price:	\$372,000	Median Price:	\$557,500
Average Days on Market:	27	Average Days on Market:	14
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:	2
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:	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

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$2,438,000	Total Sold Dollar Volume:	\$2,258,900
Average Selling Price:	\$304,750	Average Selling Price:	\$451,780
Average List Price:	\$319,006	Average List Price:	\$452,940
Average Sales Price / Average List Price:	95.50%	Average Sales Price / Average List Price:	99.70%
Median Price:	\$287,000	Median Price:	\$465,000
Average Days on Market:	48	Average Days on Market:	57
Number of Listings Sold:	8	Number of Listings Sold:	5
DOM Number of Units		DOM Number of Units	
1 - 30 Days:	4	1 - 30 Days:	3
31 - 60 Days:	1	31 - 60 Days:	0
61 - 90 Days:	2	61 - 90 Days:	0
91 - 120 Days:	1	91 - 120 Days:	1
Over 120 Days:	0	Over 120 Days:	1

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

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PACIFIC PALISADES

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$20,865,750
Average Selling Price:	\$2,089,575
Average List Price:	\$2,236,800
Average Sales Price / Average List Price:	93.40%
Median Price:	\$1,875,000
Average Days on Market:	101
Number of Listings Sold:	10

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

Total Sold Dollar Volume:	\$58,801,557
Average Selling Price:	\$3,094,818
Average List Price:	\$3,195,789
Average Sales Price / Average List Price:	96.80%
Median Price:	\$1,735,000
Average Days on Market:	82
Number of Listings Sold:	19

DOM Number of Units	
1 - 30 Days:	8
31 - 60 Days:	1
61 - 90 Days:	1
91 - 120 Days:	5
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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PALMS - MAR VISTA

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$14,748,500	Total Sold Dollar Volume:	\$13,619,390
Average Selling Price:	\$819,361	Average Selling Price:	\$907,959
Average List Price:	\$868,711	Average List Price:	\$925,226
Average Sales Price / Average List Price:	94.30%	Average Sales Price / Average List Price:	98.10%
Median Price:	\$776,000	Median Price:	\$755,000
Average Days on Market:	72	Average Days on Market:	47
Number of Listings Sold:	18	Number of Listings Sold:	15
DOM Number of Units		DOM Number of Units	
1 - 30 Days:	6	1 - 30 Days:	7
31 - 60 Days:	6	31 - 60 Days:	3
61 - 90 Days:	0	61 - 90 Days:	3
91 - 120 Days:	1	91 - 120 Days:	1
Over 120 Days:	5	Over 120 Days:	1

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PLAYA DEL REY

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$1,375,000
Average Selling Price:	\$1,375,000
Average List Price:	\$1,425,000
Average Sales Price / Average List Price:	96.50%
Median Price:	\$1,375,000
Average Days on Market:	95
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:	\$1,799,000
Average Selling Price:	\$899,500
Average List Price:	\$906,950
Average Sales Price / Average List Price:	99.20%
Median Price:	\$899,500
Average Days on Market:	35
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

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PLAYA VISTA

March 2009

vs

March 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

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SANTA MONICA

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$8,150,000
Average Selling Price:	\$1,630,000
Average List Price:	\$1,644,800
Average Sales Price / Average List Price:	99.10%
Median Price:	\$1,500,000
Average Days on Market:	54
Number of Listings Sold:	5

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

Total Sold Dollar Volume:	\$19,930,235
Average Selling Price:	\$1,811,839
Average List Price:	\$1,842,545
Average Sales Price / Average List Price:	98.30%
Median Price:	\$2,134,235
Average Days on Market:	35
Number of Listings Sold:	11

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

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

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SHERMAN OAKS

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$5,780,000
Average Selling Price:	\$825,714
Average List Price:	\$875,857
Average Sales Price / Average List Price:	94.30%
Median Price:	\$671,000
Average Days on Market:	149
Number of Listings Sold:	7

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

Total Sold Dollar Volume:	\$26,469,500
Average Selling Price:	\$1,102,895
Average List Price:	\$1,150,012
Average Sales Price / Average List Price:	95.90%
Median Price:	\$1,070,500
Average Days on Market:	62
Number of Listings Sold:	24

DOM Number of Units	
1 - 30 Days:	12
31 - 60 Days:	3
61 - 90 Days:	3
91 - 120 Days:	2
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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SILVER LAKE - ECHO PARK

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$4,885,500
Average Selling Price:	\$488,550
Average List Price:	\$497,966
Average Sales Price / Average List Price:	98.10%
Median Price:	\$327,500
Average Days on Market:	56
Number of Listings Sold:	10

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

Total Sold Dollar Volume:	\$12,739,025
Average Selling Price:	\$749,354
Average List Price:	\$759,817
Average Sales Price / Average List Price:	98.60%
Median Price:	\$660,000
Average Days on Market:	80
Number of Listings Sold:	17

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

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

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STUDIO CITY

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$4,312,000
Average Selling Price:	\$718,666
Average List Price:	\$787,000
Average Sales Price / Average List Price:	91.30%
Median Price:	\$633,500
Average Days on Market:	153
Number of Listings Sold:	6

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

Total Sold Dollar Volume:	\$11,513,000
Average Selling Price:	\$1,046,636
Average List Price:	\$1,106,562
Average Sales Price / Average List Price:	94.60%
Median Price:	\$780,000
Average Days on Market:	86
Number of Listings Sold:	11

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

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

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SUNSET STRIP - HOLLYWOOD HILLS WEST

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$23,434,045
Average Selling Price:	\$1,562,269
Average List Price:	\$1,755,190
Average Sales Price / Average List Price:	89.00%
Median Price:	\$1,400,000
Average Days on Market:	72
Number of Listings Sold:	15

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

Total Sold Dollar Volume:	\$57,069,300
Average Selling Price:	\$2,113,677
Average List Price:	\$2,212,259
Average Sales Price / Average List Price:	95.50%
Median Price:	\$1,475,000
Average Days on Market:	72
Number of Listings Sold:	27

DOM Number of Units	
1 - 30 Days:	14
31 - 60 Days:	2
61 - 90 Days:	2
91 - 120 Days:	3
Over 120 Days:	6

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

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VENICE

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$4,798,000
Average Selling Price:	\$1,199,500
Average List Price:	\$1,220,372
Average Sales Price / Average List Price:	98.30%
Median Price:	\$853,000
Average Days on Market:	56
Number of Listings Sold:	4

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

Total Sold Dollar Volume:	\$8,214,000
Average Selling Price:	\$1,369,000
Average List Price:	\$1,406,983
Average Sales Price / Average List Price:	97.30%
Median Price:	\$903,000
Average Days on Market:	66
Number of Listings Sold:	6

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

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

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WEST HOLLYWOOD

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$2,271,000	Total Sold Dollar Volume:	\$3,801,000
Average Selling Price:	\$1,135,500	Average Selling Price:	\$950,250
Average List Price:	\$1,172,000	Average List Price:	\$993,500
Average Sales Price / Average List Price:	96.90%	Average Sales Price / Average List Price:	95.60%
Median Price:	\$1,135,500	Median Price:	\$928,000
Average Days on Market:	83	Average Days on Market:	33
Number of Listings Sold:	2	Number of Listings Sold:	4
DOM Number of Units		DOM Number of Units	
1 - 30 Days:	0	1 - 30 Days:	2
31 - 60 Days:	0	31 - 60 Days:	1
61 - 90 Days:	1	61 - 90 Days:	1
91 - 120 Days:	1	91 - 120 Days:	0
Over 120 Days:	0	Over 120 Days:	0

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

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WEST LOS ANGELES

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$1,777,000	Total Sold Dollar Volume:	\$1,358,500
Average Selling Price:	\$592,333	Average Selling Price:	\$679,250
Average List Price:	\$605,133	Average List Price:	\$704,250
Average Sales Price / Average List Price:	97.90%	Average Sales Price / Average List Price:	96.50%
Median Price:	\$597,000	Median Price:	\$679,250
Average Days on Market:	116	Average Days on Market:	78
Number of Listings Sold:	3	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:	0	61 - 90 Days:	0
91 - 120 Days:	0	91 - 120 Days:	1
Over 120 Days:	2	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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WESTCHESTER

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$6,852,500
Average Selling Price:	\$622,954
Average List Price:	\$635,772
Average Sales Price / Average List Price:	98.00%
Median Price:	\$600,000
Average Days on Market:	95
Number of Listings Sold:	11

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

Total Sold Dollar Volume:	\$19,191,500
Average Selling Price:	\$1,010,078
Average List Price:	\$1,052,000
Average Sales Price / Average List Price:	96.00%
Median Price:	\$800,000
Average Days on Market:	92
Number of Listings Sold:	19

DOM Number of Units	
1 - 30 Days:	3
31 - 60 Days:	2
61 - 90 Days:	5
91 - 120 Days:	4
Over 120 Days:	5

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

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WESTWOOD - CENTURY CITY

March 2009

vs

March 2008

Total Sold Dollar Volume:	\$14,173,000
Average Selling Price:	\$1,771,625
Average List Price:	\$1,908,750
Average Sales Price / Average List Price:	92.80%
Median Price:	\$1,987,500
Average Days on Market:	81
Number of Listings Sold:	8

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

Total Sold Dollar Volume:	\$22,867,474
Average Selling Price:	\$1,345,145
Average List Price:	\$1,353,235
Average Sales Price / Average List Price:	99.40%
Median Price:	\$1,338,000
Average Days on Market:	30
Number of Listings Sold:	17

DOM Number of Units	
1 - 30 Days:	11
31 - 60 Days:	2
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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