

TELES



# Micro Market Report

Condominiums

PROPERTIES

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# MICRO MARKET UPDATES - JUNE 2009

What is a Micro Market: .....	03	Mid Wilshire: .....	21
Why Should You Care: .....	04	North Hollywood: .....	22
Bel Air - Holmby Hills: .....	05	Pacific Palisades: .....	23
Beverly Center - Miracle Mile: .....	06	Palms - Mar Vista: .....	24
Beverly Hills: .....	07	Playa del Rey: .....	25
Beverly Hills P.O.: .....	08	Playa Vista: .....	26
Beverlywood: .....	09	Santa Monica: .....	27
Brentwood: .....	10	Sherman Oaks: .....	28
Cheviot Hills - Rancho Park: .....	11	Silverlake - Echo Park: .....	29
Culver City: .....	12	Studio City: .....	30
Hancock Park - Wilshire: .....	13	Sunset Strip - Hollywood Hills West: .....	31
Hollywood: .....	14	Venice: .....	32
Hollywood Hills East: .....	15	West Hollywood: .....	33
Los Feliz: .....	16	West Los Angeles: .....	34
Malibu: .....	17	Westchester: .....	35
Malibu Beach: .....	18	Westwood - Century City: .....	36
Marina del Rey: .....	19		
Mid Los Angeles: .....	20		

TELES



PROPERTIES

## 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**.

[back to table of contents](#)

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

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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.

[back to table of contents](#)

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

June 2009

vs

June 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.

[back to table of contents](#)



# BEVERLY CENTER - MIRACLE MILE

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$7,611,000
Average Selling Price: .....	\$691,909
Average List Price: .....	\$738,263
Average Sales Price / Average List Price: .....	93.70%
Median Price: .....	\$595,000
Average Days on Market: .....	111
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

Total Sold Dollar Volume: .....	\$3,154,000
Average Selling Price: .....	\$630,800
Average List Price: .....	\$672,400
Average Sales Price / Average List Price: .....	93.80%
Median Price: .....	\$560,000
Average Days on Market: .....	74
Number of Listings Sold: .....	5

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

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

[back to table of contents](#)



# BEVERLY HILLS

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$5,230,000
Average Selling Price: .....	\$1,046,000
Average List Price: .....	\$1,198,330
Average Sales Price / Average List Price: .....	87.30%
Median Price: .....	\$750,000
Average Days on Market: .....	38
Number of Listings Sold: .....	5

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

Total Sold Dollar Volume: .....	\$11,600,500
Average Selling Price: .....	\$1,054,590
Average List Price: .....	\$1,107,172
Average Sales Price / Average List Price: .....	95.30%
Median Price: .....	\$1,100,000
Average Days on Market: .....	144
Number of Listings Sold: .....	11

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

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[back to table of contents](#)



# BEVERLY HILLS P.O.

June 2009

vs

June 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.

[back to table of contents](#)



# BEVERLYWOOD

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$4,063,500
Average Selling Price: .....	\$451,500
Average List Price: .....	\$481,544
Average Sales Price / Average List Price: .....	93.80%
Median Price: .....	\$435,000
Average Days on Market: .....	79
Number of Listings Sold: .....	9

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

Total Sold Dollar Volume: .....	\$3,746,000
Average Selling Price: .....	\$535,142
Average List Price: .....	\$559,000
Average Sales Price / Average List Price: .....	95.70%
Median Price: .....	\$525,000
Average Days on Market: .....	124
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

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

[back to table of contents](#)



# BRENTWOOD

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$10,928,991
Average Selling Price: .....	\$683,061
Average List Price: .....	\$730,993
Average Sales Price / Average List Price: .....	93.40%
Median Price: .....	\$672,500
Average Days on Market: .....	132
Number of Listings Sold: .....	16

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

Total Sold Dollar Volume: .....	\$10,703,400
Average Selling Price: .....	\$764,528
Average List Price: .....	\$799,271
Average Sales Price / Average List Price: .....	95.70%
Median Price: .....	\$722,000
Average Days on Market: .....	70
Number of Listings Sold: .....	14

DOM Number of Units	
1 - 30 Days: .....	4
31 - 60 Days: .....	6
61 - 90 Days: .....	1
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.

[back to table of contents](#)



# CHEVIOT HILLS - RANCHO PARK

June 2009

vs

June 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.

[back to table of contents](#)



# CULVER CITY

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$8,238,550
Average Selling Price: .....	\$411,927
Average List Price: .....	\$423,365
Average Sales Price / Average List Price: .....	97.30%
Median Price: .....	\$357,000
Average Days on Market: .....	62
Number of Listings Sold: .....	20

DOM Number of Units	
1 - 30 Days: .....	7
31 - 60 Days: .....	5
61 - 90 Days: .....	2
91 - 120 Days: .....	4
Over 120 Days: .....	2

Total Sold Dollar Volume: .....	\$10,968,300
Average Selling Price: .....	\$406,233
Average List Price: .....	\$420,159
Average Sales Price / Average List Price: .....	96.70%
Median Price: .....	\$382,500
Average Days on Market: .....	63
Number of Listings Sold: .....	27

DOM Number of Units	
1 - 30 Days: .....	11
31 - 60 Days: .....	5
61 - 90 Days: .....	4
91 - 120 Days: .....	0
Over 120 Days: .....	6

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

[back to table of contents](#)



# HANCOCK PARK - WILSHIRE

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$6,910,197	Total Sold Dollar Volume: .....	\$5,516,000
Average Selling Price: .....	\$460,679	Average Selling Price: .....	\$551,600
Average List Price: .....	\$519,053	Average List Price: .....	\$584,250
Average Sales Price / Average List Price: .....	88.80%	Average Sales Price / Average List Price: .....	94.40%
Median Price: .....	\$460,000	Median Price: .....	\$449,500
Average Days on Market: .....	96	Average Days on Market: .....	115
Number of Listings Sold: .....	15	Number of Listings Sold: .....	10
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	5	1 - 30 Days: .....	2
31 - 60 Days: .....	1	31 - 60 Days: .....	1
61 - 90 Days: .....	1	61 - 90 Days: .....	1
91 - 120 Days: .....	3	91 - 120 Days: .....	2
Over 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.

[back to table of contents](#)



# HOLLYWOOD

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$4,257,400
Average Selling Price: .....	\$473,044
Average List Price: .....	\$481,477
Average Sales Price / Average List Price: .....	98.20%
Median Price: .....	\$475,000
Average Days on Market: .....	119
Number of Listings Sold: .....	9

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

Total Sold Dollar Volume: .....	\$3,879,000
Average Selling Price: .....	\$554,142
Average List Price: .....	\$596,842
Average Sales Price / Average List Price: .....	92.80%
Median Price: .....	\$550,000
Average Days on Market: .....	88
Number of Listings Sold: .....	7

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.

[back to table of contents](#)



# HOLLYWOOD HILLS EAST

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$813,000	Total Sold Dollar Volume: .....	\$3,879,000
Average Selling Price: .....	\$406,500	Average Selling Price: .....	\$554,142
Average List Price: .....	\$409,000	Average List Price: .....	\$596,842
Average Sales Price / Average List Price: .....	99.40%	Average Sales Price / Average List Price: .....	92.80%
Median Price: .....	\$406,500	Median Price: .....	\$550,000
Average Days on Market: .....	63	Average Days on Market: .....	88
Number of Listings Sold: .....	2	Number of Listings Sold: .....	7
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	1	1 - 30 Days: .....	2
31 - 60 Days: .....	0	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: .....	2

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

[back to table of contents](#)



# LOS FELIZ

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$585,000
Average Selling Price: .....	\$585,000
Average List Price: .....	\$569,900
Average Sales Price / Average List Price: .....	102.60%
Median Price: .....	\$585,000
Average Days on Market: .....	2
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: .....	\$905,000
Average Selling Price: .....	\$452,500
Average List Price: .....	\$452,450
Average Sales Price / Average List Price: .....	100.00%
Median Price: .....	\$452,500
Average Days on Market: .....	146
Number of Listings Sold: .....	2

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

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

[back to table of contents](#)



# MALIBU

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$865,000
Average Selling Price: .....	\$865,000
Average List Price: .....	\$999,900
Average Sales Price / Average List Price: .....	86.50%
Median Price: .....	\$865,000
Average Days on Market: .....	106
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: .....	\$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.

[back to table of contents](#)



# MALIBU BEACH

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$5,466,000
Average Selling Price: .....	\$1,366,500
Average List Price: .....	\$1,377,312
Average Sales Price / Average List Price: .....	99.20%
Median Price: .....	\$1,410,000
Average Days on Market: .....	174
Number of Listings Sold: .....	4

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

Total Sold Dollar Volume: .....	\$965,000
Average Selling Price: .....	\$965,000
Average List Price: .....	\$1,050,000
Average Sales Price / Average List Price: .....	91.90%
Median Price: .....	\$965,000
Average Days on Market: .....	268
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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[back to table of contents](#)



# MARINA DEL REY

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$8,426,000
Average Selling Price: .....	\$561,733
Average List Price: .....	\$586,046
Average Sales Price / Average List Price: .....	95.90%
Median Price: .....	\$515,000
Average Days on Market: .....	174
Number of Listings Sold: .....	15

DOM Number of Units

1 - 30 Days: .....	1
31 - 60 Days: .....	3
61 - 90 Days: .....	1
91 - 120 Days: .....	2
Over 120 Days: .....	8

Total Sold Dollar Volume: .....	\$20,364,780
Average Selling Price: .....	\$925,671
Average List Price: .....	\$961,485
Average Sales Price / Average List Price: .....	96.30%
Median Price: .....	\$702,500
Average Days on Market: .....	95
Number of Listings Sold: .....	22

DOM Number of Units

1 - 30 Days: .....	8
31 - 60 Days: .....	5
61 - 90 Days: .....	1
91 - 120 Days: .....	0
Over 120 Days: .....	8

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

[back to table of contents](#)



# MID LOS ANGELES

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$280,000
Average Selling Price: .....	\$280,000
Average List Price: .....	\$275,000
Average Sales Price / Average List Price: .....	101.80%
Median Price: .....	\$280,000
Average Days on Market: .....	175
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: .....	\$452,750
Average Selling Price: .....	\$452,750
Average List Price: .....	\$499,900
Average Sales Price / Average List Price: .....	90.60%
Median Price: .....	\$452,750
Average Days on Market: .....	126
Number of Listings Sold: .....	1

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

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

[back to table of contents](#)



# MID WILSHIRE

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$4,551,000
Average Selling Price: .....	\$379,250
Average List Price: .....	\$420,850
Average Sales Price / Average List Price: .....	90.10%
Median Price: .....	\$390,500
Average Days on Market: .....	176
Number of Listings Sold: .....	12

DOM Number of Units	
1 - 30 Days: .....	2
31 - 60 Days: .....	4
61 - 90 Days: .....	0
91 - 120 Days: .....	0
Over 120 Days: .....	6

Total Sold Dollar Volume: .....	\$2,045,000
Average Selling Price: .....	\$409,000
Average List Price: .....	\$437,780
Average Sales Price / Average List Price: .....	93.40%
Median Price: .....	\$380,000
Average Days on Market: .....	112
Number of Listings Sold: .....	5

DOM Number of Units	
1 - 30 Days: .....	1
31 - 60 Days: .....	1
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.

[back to table of contents](#)



# NORTH HOLLYWOOD

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$150,000	Total Sold Dollar Volume: .....	\$505,000
Average Selling Price: .....	\$150,000	Average Selling Price: .....	\$505,000
Average List Price: .....	\$169,000	Average List Price: .....	\$489,999
Average Sales Price / Average List Price: .....	88.80%	Average Sales Price / Average List Price: .....	103.10%
Median Price: .....	\$150,000	Median Price: .....	\$505,000
Average Days on Market: .....	78	Average Days on Market: .....	18
Number of Listings Sold: .....	1	Number of Listings Sold: .....	1
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: .....	1	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.

[back to table of contents](#)



# PACIFIC PALISADES

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$2,435,175	Total Sold Dollar Volume: .....	\$2,775,000
Average Selling Price: .....	\$608,793	Average Selling Price: .....	\$925,000
Average List Price: .....	\$652,625	Average List Price: .....	\$964,333
Average Sales Price / Average List Price: .....	93.30%	Average Sales Price / Average List Price: .....	95.90%
Median Price: .....	\$607,588	Median Price: .....	\$707,000
Average Days on Market: .....	98	Average Days on Market: .....	166
Number of Listings Sold: .....	4	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.

[back to table of contents](#)



# PALMS - MAR VISTA

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$7,963,770	Total Sold Dollar Volume: .....	\$1,186,000
Average Selling Price: .....	\$442,431	Average Selling Price: .....	\$395,333
Average List Price: .....	\$450,211	Average List Price: .....	\$402,333
Average Sales Price / Average List Price: .....	98.30%	Average Sales Price / Average List Price: .....	98.30%
Median Price: .....	\$467,000	Median Price: .....	\$425,000
Average Days on Market: .....	67	Average Days on Market: .....	84
Number of Listings Sold: .....	18	Number of Listings Sold: .....	3
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	9	1 - 30 Days: .....	1
31 - 60 Days: .....	2	31 - 60 Days: .....	1
61 - 90 Days: .....	2	61 - 90 Days: .....	0
91 - 120 Days: .....	1	91 - 120 Days: .....	0
Over 120 Days: .....	3	Over 120 Days: .....	1

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

[back to table of contents](#)



# PLAYA DEL REY

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$4,147,000
Average Selling Price: .....	\$377,000
Average List Price: .....	\$391,136
Average Sales Price / Average List Price: .....	96.40%
Median Price: .....	\$299,000
Average Days on Market: .....	80
Number of Listings Sold: .....	11

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

Total Sold Dollar Volume: .....	\$4,955,500
Average Selling Price: .....	\$495,550
Average List Price: .....	\$520,040
Average Sales Price / Average List Price: .....	95.30%
Median Price: .....	\$430,000
Average Days on Market: .....	55
Number of Listings Sold: .....	10

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

[back to table of contents](#)



# PLAYA VISTA

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$6,249,200	Total Sold Dollar Volume: .....	\$4,201,000
Average Selling Price: .....	\$520,766	Average Selling Price: .....	\$600,142
Average List Price: .....	\$539,645	Average List Price: .....	\$629,645
Average Sales Price / Average List Price: .....	96.50%	Average Sales Price / Average List Price: .....	95.30%
Median Price: .....	\$505,000	Median Price: .....	\$600,000
Average Days on Market: .....	95	Average Days on Market: .....	93
Number of Listings Sold: .....	12	Number of Listings Sold: .....	7
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	2	1 - 30 Days: .....	2
31 - 60 Days: .....	5	31 - 60 Days: .....	1
61 - 90 Days: .....	1	61 - 90 Days: .....	1
91 - 120 Days: .....	1	91 - 120 Days: .....	2
Over 120 Days: .....	3	Over 120 Days: .....	1

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

[back to table of contents](#)



# SANTA MONICA

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$25,302,151
Average Selling Price: .....	\$903,648
Average List Price: .....	\$951,023
Average Sales Price / Average List Price: .....	95.00%
Median Price: .....	\$738,000
Average Days on Market: .....	56
Number of Listings Sold: .....	28

DOM Number of Units	
1 - 30 Days: .....	15
31 - 60 Days: .....	5
61 - 90 Days: .....	2
91 - 120 Days: .....	3
Over 120 Days: .....	3

Total Sold Dollar Volume: .....	\$35,467,500
Average Selling Price: .....	\$886,687
Average List Price: .....	\$933,592
Average Sales Price / Average List Price: .....	95.00%
Median Price: .....	\$705,000
Average Days on Market: .....	66
Number of Listings Sold: .....	40

DOM Number of Units	
1 - 30 Days: .....	18
31 - 60 Days: .....	4
61 - 90 Days: .....	8
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.

[back to table of contents](#)



# SHERMAN OAKS

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$1,438,500	Total Sold Dollar Volume: .....	\$3,640,000
Average Selling Price: .....	\$359,625	Average Selling Price: .....	\$404,444
Average List Price: .....	\$369,225	Average List Price: .....	\$430,194
Average Sales Price / Average List Price: .....	97.40%	Average Sales Price / Average List Price: .....	94.00%
Median Price: .....	\$311,750	Median Price: .....	\$385,000
Average Days on Market: .....	58	Average Days on Market: .....	39
Number of Listings Sold: .....	4	Number of Listings Sold: .....	9
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	2	1 - 30 Days: .....	4
31 - 60 Days: .....	1	31 - 60 Days: .....	3
61 - 90 Days: .....	0	61 - 90 Days: .....	1
91 - 120 Days: .....	0	91 - 120 Days: .....	1
Over 120 Days: .....	1	Over 120 Days: .....	0

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[back to table of contents](#)



# SILVER LAKE - ECHO PARK

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$286,000	Total Sold Dollar Volume: .....	\$1,191,250
Average Selling Price: .....	\$286,000	Average Selling Price: .....	\$595,625
Average List Price: .....	\$288,000	Average List Price: .....	\$624,000
Average Sales Price / Average List Price: .....	99.30%	Average Sales Price / Average List Price: .....	95.50%
Median Price: .....	\$286,000	Median Price: .....	\$595,625
Average Days on Market: .....	71	Average Days on Market: .....	64
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: .....	1
31 - 60 Days: .....	0	31 - 60 Days: .....	0
61 - 90 Days: .....	1	61 - 90 Days: .....	0
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.

[back to table of contents](#)



# STUDIO CITY

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$590,000
Average Selling Price: .....	\$590,000
Average List Price: .....	\$632,500
Average Sales Price / Average List Price: .....	93.30%
Median Price: .....	\$590,000
Average Days on Market: .....	90
Number of Listings Sold: .....	1

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

Total Sold Dollar Volume: .....	\$1,498,000
Average Selling Price: .....	\$499,333
Average List Price: .....	\$510,966
Average Sales Price / Average List Price: .....	97.70%
Median Price: .....	\$510,000
Average Days on Market: .....	113
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

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

[back to table of contents](#)



# SUNSET STRIP - HOLLYWOOD HILLS WEST

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$2,130,000
Average Selling Price: .....	\$426,000
Average List Price: .....	\$444,580
Average Sales Price / Average List Price: .....	95.80%
Median Price: .....	\$450,000
Average Days on Market: .....	122
Number of Listings Sold: .....	5

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

Total Sold Dollar Volume: .....	\$4,083,500
Average Selling Price: .....	\$816,700
Average List Price: .....	\$856,000
Average Sales Price / Average List Price: .....	95.40%
Median Price: .....	\$585,000
Average Days on Market: .....	106
Number of Listings Sold: .....	5

DOM Number of Units	
1 - 30 Days: .....	0
31 - 60 Days: .....	2
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.

[back to table of contents](#)



# VENICE

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$4,406,000
Average Selling Price: .....	\$734,333
Average List Price: .....	\$759,833
Average Sales Price / Average List Price: .....	96.60%
Median Price: .....	\$702,500
Average Days on Market: .....	108
Number of Listings Sold: .....	6

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

Total Sold Dollar Volume: .....	\$1,295,000
Average Selling Price: .....	\$1,295,000
Average List Price: .....	\$1,395,000
Average Sales Price / Average List Price: .....	92.80%
Median Price: .....	\$1,295,000
Average Days on Market: .....	25
Number of Listings Sold: .....	1

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

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

[back to table of contents](#)



# WEST HOLLYWOOD

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$16,069,200
Average Selling Price: .....	\$573,900
Average List Price: .....	\$607,935
Average Sales Price / Average List Price: .....	94.40%
Median Price: .....	\$570,000
Average Days on Market: .....	97
Number of Listings Sold: .....	28

DOM Number of Units	
1 - 30 Days: .....	10
31 - 60 Days: .....	7
61 - 90 Days: .....	2
91 - 120 Days: .....	2
Over 120 Days: .....	7

Total Sold Dollar Volume: .....	\$20,224,500
Average Selling Price: .....	\$652,403
Average List Price: .....	\$681,816
Average Sales Price / Average List Price: .....	95.70%
Median Price: .....	\$585,000
Average Days on Market: .....	82
Number of Listings Sold: .....	31

DOM Number of Units	
1 - 30 Days: .....	8
31 - 60 Days: .....	7
61 - 90 Days: .....	6
91 - 120 Days: .....	4
Over 120 Days: .....	6

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

[back to table of contents](#)



# WEST LOS ANGELES

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$6,734,400	Total Sold Dollar Volume: .....	\$8,883,525
Average Selling Price: .....	\$561,200	Average Selling Price: .....	\$634,537
Average List Price: .....	\$576,991	Average List Price: .....	669,333
Average Sales Price / Average List Price: .....	97.30%	Average Sales Price / Average List Price: .....	94.80%
Median Price: .....	\$505,750	Median Price: .....	\$615,000
Average Days on Market: .....	71	Average Days on Market: .....	76
Number of Listings Sold: .....	12	Number of Listings Sold: .....	14
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	3	1 - 30 Days: .....	6
31 - 60 Days: .....	2	31 - 60 Days: .....	1
61 - 90 Days: .....	3	61 - 90 Days: .....	2
91 - 120 Days: .....	1	91 - 120 Days: .....	1
Over 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.

[back to table of contents](#)



# WESTCHESTER

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$652,500	Total Sold Dollar Volume: .....	\$0
Average Selling Price: .....	\$217,500	Average Selling Price: .....	\$0
Average List Price: .....	\$221,333	Average List Price: .....	\$0
Average Sales Price / Average List Price: .....	98.30%	Average Sales Price / Average List Price: .....	0%
Median Price: .....	\$220,000	Median Price: .....	\$0
Average Days on Market: .....	28	Average Days on Market: .....	0
Number of Listings Sold: .....	3	Number of Listings Sold: .....	0
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: .....	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.

[back to table of contents](#)



# WESTWOOD - CENTURY CITY

June 2009

vs

June 2008

Total Sold Dollar Volume: .....	\$34,594,242
Average Selling Price: .....	\$768,760
Average List Price: .....	\$821,437
Average Sales Price / Average List Price: .....	93.60%
Median Price: .....	\$644,000
Average Days on Market: .....	91
Number of Listings Sold: .....	45

DOM Number of Units	
1 - 30 Days: .....	16
31 - 60 Days: .....	7
61 - 90 Days: .....	4
91 - 120 Days: .....	3
Over 120 Days: .....	15

Total Sold Dollar Volume: .....	\$29,648,675
Average Selling Price: .....	\$801,315
Average List Price: .....	\$845,796
Average Sales Price / Average List Price: .....	94.70%
Median Price: .....	\$720,000
Average Days on Market: .....	89
Number of Listings Sold: .....	37

DOM Number of Units	
1 - 30 Days: .....	11
31 - 60 Days: .....	6
61 - 90 Days: .....	6
91 - 120 Days: .....	2
Over 120 Days: .....	12

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

[back to table of contents](#)