

TELES



# Micro Market Report

Condominiums

PROPERTIES

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# MICRO MARKET UPDATES - JULY 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

July 2009

vs

July 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

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$4,881,000	Total Sold Dollar Volume: .....	\$1,523,000
Average Selling Price: .....	\$542,333	Average Selling Price: .....	\$761,500
Average List Price: .....	\$575,111	Average List Price: .....	\$774,000
Average Sales Price / Average List Price: .....	94.30%	Average Sales Price / Average List Price: .....	98.40%
Median Price: .....	\$505,000	Median Price: .....	\$761,500
Average Days on Market: .....	112	Average Days on Market: .....	19
Number of Listings Sold: .....	9	Number of Listings Sold: .....	2
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	0	1 - 30 Days: .....	0
31 - 60 Days: .....	3	31 - 60 Days: .....	1
61 - 90 Days: .....	1	61 - 90 Days: .....	0
91 - 120 Days: .....	2	91 - 120 Days: .....	0
Over 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.

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# BEVERLY HILLS

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$3,164,000
Average Selling Price: .....	\$632,800
Average List Price: .....	\$683,800
Average Sales Price / Average List Price: .....	92.50%
Median Price: .....	\$610,000
Average Days on Market: .....	69
Number of Listings Sold: .....	5

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

Total Sold Dollar Volume: .....	\$5,774,000
Average Selling Price: .....	\$962,333
Average List Price: .....	\$1,071,816
Average Sales Price / Average List Price: .....	89.80%
Median Price: .....	\$862,500
Average Days on Market: .....	117
Number of Listings Sold: .....	6

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

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# BEVERLY HILLS P.O.

July 2009

vs

July 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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# BEVERLYWOOD

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$5,998,000
Average Selling Price: .....	\$599,800
Average List Price: .....	\$617,299
Average Sales Price / Average List Price: .....	97.20%
Median Price: .....	\$522,000
Average Days on Market: .....	122
Number of Listings Sold: .....	10

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

Total Sold Dollar Volume: .....	\$2,832,500
Average Selling Price: .....	\$566,500
Average List Price: .....	\$603,000
Average Sales Price / Average List Price: .....	93.90%
Median Price: .....	\$507,500
Average Days on Market: .....	58
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

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# BRENTWOOD

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$8,157,500
Average Selling Price: .....	\$627,500
Average List Price: .....	\$678,415
Average Sales Price / Average List Price: .....	92.50%
Median Price: .....	\$540,000
Average Days on Market: .....	82
Number of Listings Sold: .....	13

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

Total Sold Dollar Volume: .....	\$13,721,950
Average Selling Price: .....	\$857,621
Average List Price: .....	\$886,368
Average Sales Price / Average List Price: .....	96.80%
Median Price: .....	\$828,500
Average Days on Market: .....	57
Number of Listings Sold: .....	16

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

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# CHEVIOT HILLS - RANCHO PARK

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$500,000	Total Sold Dollar Volume: .....	\$545,000
Average Selling Price: .....	\$500,000	Average Selling Price: .....	\$545,000
Average List Price: .....	\$549,000	Average List Price: .....	\$595,000
Average Sales Price / Average List Price: .....	91.10%	Average Sales Price / Average List Price: .....	91.60%
Median Price: .....	\$500,000	Median Price: .....	\$545,000
Average Days on Market: .....	117	Average Days on Market: .....	14
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: .....	0	61 - 90 Days: .....	0
91 - 120 Days: .....	1	91 - 120 Days: .....	0
Over 120 Days: .....	0	Over 120 Days: .....	0

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

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# CULVER CITY

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$7,489,400
Average Selling Price: .....	\$340,427
Average List Price: .....	\$343,999
Average Sales Price / Average List Price: .....	99.00%
Median Price: .....	\$347,000
Average Days on Market: .....	56
Number of Listings Sold: .....	22

DOM Number of Units	
1 - 30 Days: .....	10
31 - 60 Days: .....	5
61 - 90 Days: .....	2
91 - 120 Days: .....	1
Over 120 Days: .....	3

Total Sold Dollar Volume: .....	\$6,504,000
Average Selling Price: .....	\$406,500
Average List Price: .....	\$414,831
Average Sales Price / Average List Price: .....	98.00%
Median Price: .....	\$397,000
Average Days on Market: .....	60
Number of Listings Sold: .....	16

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

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# HANCOCK PARK - WILSHIRE

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$6,017,000	Total Sold Dollar Volume: .....	\$6,116,700
Average Selling Price: .....	\$429,785	Average Selling Price: .....	\$509,725
Average List Price: .....	\$461,357	Average List Price: .....	\$534,199
Average Sales Price / Average List Price: .....	93.20%	Average Sales Price / Average List Price: .....	95.40%
Median Price: .....	\$452,500	Median Price: .....	\$487,500
Average Days on Market: .....	54	Average Days on Market: .....	75
Number of Listings Sold: .....	14	Number of Listings Sold: .....	12
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	7	1 - 30 Days: .....	4
31 - 60 Days: .....	3	31 - 60 Days: .....	3
61 - 90 Days: .....	0	61 - 90 Days: .....	1
91 - 120 Days: .....	1	91 - 120 Days: .....	1
Over 120 Days: .....	2	Over 120 Days: .....	3

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

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# HOLLYWOOD

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$5,369,900
Average Selling Price: .....	\$536,990
Average List Price: .....	\$557,300
Average Sales Price / Average List Price: .....	96.40%
Median Price: .....	\$530,000
Average Days on Market: .....	191
Number of Listings Sold: .....	10

DOM Number of Units	
1 - 30 Days: .....	1
31 - 60 Days: .....	0
61 - 90 Days: .....	0
91 - 120 Days: .....	1
Over 120 Days: .....	8

Total Sold Dollar Volume: .....	\$7,898,400
Average Selling Price: .....	\$607,569
Average List Price: .....	\$651,992
Average Sales Price / Average List Price: .....	93.20%
Median Price: .....	\$570,000
Average Days on Market: .....	76
Number of Listings Sold: .....	13

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

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

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# HOLLYWOOD HILLS EAST

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$222,500	Total Sold Dollar Volume: .....	\$0
Average Selling Price: .....	\$222,500	Average Selling Price: .....	\$0
Average List Price: .....	\$225,000	Average List Price: .....	\$0
Average Sales Price / Average List Price: .....	98.90%	Average Sales Price / Average List Price: .....	0%
Median Price: .....	\$222,500	Median Price: .....	\$0
Average Days on Market: .....	41	Average Days on Market: .....	0
Number of Listings Sold: .....	1	Number of Listings Sold: .....	0
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	0	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: .....	0

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

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# LOS FELIZ

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$520,000
Average Selling Price: .....	\$520,000
Average List Price: .....	\$519,900
Average Sales Price / Average List Price: .....	100.00%
Median Price: .....	\$520,000
Average Days on Market: .....	8
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: .....	\$1,550,000
Average Selling Price: .....	\$516,666
Average List Price: .....	\$522,333
Average Sales Price / Average List Price: .....	98.90%
Median Price: .....	\$475,000
Average Days on Market: .....	65
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.

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# MALIBU

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$0	Total Sold Dollar Volume: .....	\$1,260,000
Average Selling Price: .....	0	Average Selling Price: .....	\$1,260,000
Average List Price: .....	\$0	Average List Price: .....	\$1,369,000
Average Sales Price / Average List Price: .....	0%	Average Sales Price / Average List Price: .....	92.00%
Median Price: .....	\$0	Median Price: .....	\$1,260,000
Average Days on Market: .....	0	Average Days on Market: .....	76
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: .....	1
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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# MALIBU BEACH

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$2,420,000
Average Selling Price: .....	\$1,210,000
Average List Price: .....	\$1,360,000
Average Sales Price / Average List Price: .....	89.00%
Median Price: .....	\$1,210,000
Average Days on Market: .....	32
Number of Listings Sold: .....	2

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

Total Sold Dollar Volume: .....	\$2,565,000
Average Selling Price: .....	\$1,282,500
Average List Price: .....	\$1,297,000
Average Sales Price / Average List Price: .....	98.90%
Median Price: .....	\$1,282,500
Average Days on Market: .....	45
Number of Listings Sold: .....	2

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

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# MARINA DEL REY

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$13,168,600
Average Selling Price: .....	\$598,572
Average List Price: .....	\$618,745
Average Sales Price / Average List Price: .....	96.70%
Median Price: .....	\$550,000
Average Days on Market: .....	94
Number of Listings Sold: .....	22

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

Total Sold Dollar Volume: .....	\$15,544,038
Average Selling Price: .....	\$777,201
Average List Price: .....	\$827,300
Average Sales Price / Average List Price: .....	93.90%
Median Price: .....	\$746,000
Average Days on Market: .....	88
Number of Listings Sold: .....	20

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

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

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# MID LOS ANGELES

July 2009

vs

July 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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# MID WILSHIRE

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$3,020,000
Average Selling Price: .....	\$302,000
Average List Price: .....	\$341,860
Average Sales Price / Average List Price: .....	88.30%
Median Price: .....	\$335,000
Average Days on Market: .....	131
Number of Listings Sold: .....	10

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

Total Sold Dollar Volume: .....	\$2,299,000
Average Selling Price: .....	\$328,428
Average List Price: .....	\$348,635
Average Sales Price / Average List Price: .....	94.20%
Median Price: .....	\$390,000
Average Days on Market: .....	73
Number of Listings Sold: .....	7

DOM Number of Units	
1 - 30 Days: .....	2
31 - 60 Days: .....	1
61 - 90 Days: .....	2
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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# NORTH HOLLYWOOD

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$584,000	Total Sold Dollar Volume: .....	\$752,700
Average Selling Price: .....	\$194,666	Average Selling Price: .....	\$250,900
Average List Price: .....	\$191,333	Average List Price: .....	\$254,766
Average Sales Price / Average List Price: .....	101.70%	Average Sales Price / Average List Price: .....	98.50%
Median Price: .....	\$228,000	Median Price: .....	\$284,500
Average Days on Market: .....	51	Average Days on Market: .....	120
Number of Listings Sold: .....	3	Number of Listings Sold: .....	3
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	1	1 - 30 Days: .....	1
31 - 60 Days: .....	0	31 - 60 Days: .....	0
61 - 90 Days: .....	0	61 - 90 Days: .....	1
91 - 120 Days: .....	0	91 - 120 Days: .....	0
Over 120 Days: .....	1	Over 120 Days: .....	1

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# PACIFIC PALISADES

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$3,475,000
Average Selling Price: .....	\$695,000
Average List Price: .....	\$722,200
Average Sales Price / Average List Price: .....	96.20%
Median Price: .....	\$645,000
Average Days on Market: .....	53
Number of Listings Sold: .....	5

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

Total Sold Dollar Volume: .....	\$6,049,000
Average Selling Price: .....	\$1,008,166
Average List Price: .....	\$1,058,666
Average Sales Price / Average List Price: .....	95.20%
Median Price: .....	\$1,042,500
Average Days on Market: .....	76
Number of Listings Sold: .....	6

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

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

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# PALMS - MAR VISTA

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$5,660,650
Average Selling Price: .....	\$435,434
Average List Price: .....	\$439,746
Average Sales Price / Average List Price: .....	99.00%
Median Price: .....	\$470,000
Average Days on Market: .....	57
Number of Listings Sold: .....	13

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

Total Sold Dollar Volume: .....	\$4,915,000
Average Selling Price: .....	\$409,658
Average List Price: .....	\$419,908
Average Sales Price / Average List Price: .....	97.60%
Median Price: .....	\$400,000
Average Days on Market: .....	45
Number of Listings Sold: .....	12

DOM Number of Units	
1 - 30 Days: .....	7
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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# PLAYA DEL REY

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$2,974,500	Total Sold Dollar Volume: .....	\$4,794,500
Average Selling Price: .....	\$495,750	Average Selling Price: .....	\$435,863
Average List Price: .....	\$513,250	Average List Price: .....	\$455,500
Average Sales Price / Average List Price: .....	96.60%	Average Sales Price / Average List Price: .....	95.70%
Median Price: .....	\$475,000	Median Price: .....	\$425,000
Average Days on Market: .....	53	Average Days on Market: .....	71
Number of Listings Sold: .....	6	Number of Listings Sold: .....	11
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	3	1 - 30 Days: .....	2
31 - 60 Days: .....	0	31 - 60 Days: .....	5
61 - 90 Days: .....	2	61 - 90 Days: .....	1
91 - 120 Days: .....	0	91 - 120 Days: .....	2
Over 120 Days: .....	1	Over 120 Days: .....	1

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

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# PLAYA VISTA

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$5,945,500	Total Sold Dollar Volume: .....	\$4,241,500
Average Selling Price: .....	\$594,550	Average Selling Price: .....	\$605,928
Average List Price: .....	\$633,430	Average List Price: .....	\$614,699
Average Sales Price / Average List Price: .....	93.90%	Average Sales Price / Average List Price: .....	98.60%
Median Price: .....	\$606,500	Median Price: .....	\$600,000
Average Days on Market: .....	56	Average Days on Market: .....	31
Number of Listings Sold: .....	10	Number of Listings Sold: .....	7
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	4	1 - 30 Days: .....	4
31 - 60 Days: .....	0	31 - 60 Days: .....	2
61 - 90 Days: .....	2	61 - 90 Days: .....	1
91 - 120 Days: .....	2	91 - 120 Days: .....	0
Over 120 Days: .....	1	Over 120 Days: .....	0

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# SANTA MONICA

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$31,468,066
Average Selling Price: .....	\$767,513
Average List Price: .....	\$806,918
Average Sales Price / Average List Price: .....	95.10%
Median Price: .....	\$710,000
Average Days on Market: .....	66
Number of Listings Sold: .....	41

DOM Number of Units	
1 - 30 Days: .....	20
31 - 60 Days: .....	4
61 - 90 Days: .....	3
91 - 120 Days: .....	6
Over 120 Days: .....	8

Total Sold Dollar Volume: .....	\$20,518,410
Average Selling Price: .....	\$732,800
Average List Price: .....	\$770,032
Average Sales Price / Average List Price: .....	95.20%
Median Price: .....	\$641,500
Average Days on Market: .....	77
Number of Listings Sold: .....	28

DOM Number of Units	
1 - 30 Days: .....	7
31 - 60 Days: .....	7
61 - 90 Days: .....	4
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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# SHERMAN OAKS

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$1,892,000	Total Sold Dollar Volume: .....	\$6,397,500
Average Selling Price: .....	\$378,400	Average Selling Price: .....	\$376,323
Average List Price: .....	\$384,000	Average List Price: .....	\$390,651
Average Sales Price / Average List Price: .....	98.50%	Average Sales Price / Average List Price: .....	96.30%
Median Price: .....	\$435,000	Median Price: .....	\$395,000
Average Days on Market: .....	25	Average Days on Market: .....	42
Number of Listings Sold: .....	5	Number of Listings Sold: .....	17
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	4	1 - 30 Days: .....	10
31 - 60 Days: .....	0	31 - 60 Days: .....	2
61 - 90 Days: .....	1	61 - 90 Days: .....	2
91 - 120 Days: .....	0	91 - 120 Days: .....	2
Over 120 Days: .....	0	Over 120 Days: .....	1

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# SILVER LAKE - ECHO PARK

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$261,000	Total Sold Dollar Volume: .....	\$450,000
Average Selling Price: .....	\$261,000	Average Selling Price: .....	\$450,000
Average List Price: .....	\$299,000	Average List Price: .....	\$449,000
Average Sales Price / Average List Price: .....	87.30%	Average Sales Price / Average List Price: .....	100.20%
Median Price: .....	\$261,000	Median Price: .....	\$450,000
Average Days on Market: .....	206	Average Days on Market: .....	14
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: .....	0	61 - 90 Days: .....	0
91 - 120 Days: .....	0	91 - 120 Days: .....	0
Over 120 Days: .....	1	Over 120 Days: .....	0

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

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# STUDIO CITY

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$285,000
Average Selling Price: .....	\$285,000
Average List Price: .....	\$279,900
Average Sales Price / Average List Price: .....	101.80%
Median Price: .....	\$285,000
Average Days on Market: .....	14
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: .....	\$977,000
Average Selling Price: .....	\$488,500
Average List Price: .....	\$474,949
Average Sales Price / Average List Price: .....	102.90%
Median Price: .....	\$488,500
Average Days on Market: .....	38
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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# SUNSET STRIP - HOLLYWOOD HILLS WEST

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$824,000
Average Selling Price: .....	\$412,000
Average List Price: .....	\$454,000
Average Sales Price / Average List Price: .....	90.70%
Median Price: .....	\$412,000
Average Days on Market: .....	127
Number of Listings Sold: .....	2

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

Total Sold Dollar Volume: .....	\$5,862,900
Average Selling Price: .....	\$1,172,580
Average List Price: .....	\$1,222,340
Average Sales Price / Average List Price: .....	95.90%
Median Price: .....	\$675,000
Average Days on Market: .....	60
Number of Listings Sold: .....	5

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

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

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# VENICE

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$4,012,000
Average Selling Price: .....	\$802,400
Average List Price: .....	\$837,000
Average Sales Price / Average List Price: .....	95.90%
Median Price: .....	\$700,000
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: .....	0
Over 120 Days: .....	2

Total Sold Dollar Volume: .....	\$1,884,000
Average Selling Price: .....	\$942,000
Average List Price: .....	\$942,000
Average Sales Price / Average List Price: .....	100.00%
Median Price: .....	\$942,000
Average Days on Market: .....	27
Number of Listings Sold: .....	2

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

\*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

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$15,991,000
Average Selling Price: .....	\$533,033
Average List Price: .....	\$560,951
Average Sales Price / Average List Price: .....	95.00%
Median Price: .....	\$472,000
Average Days on Market: .....	89
Number of Listings Sold: .....	30

DOM Number of Units	
1 - 30 Days: .....	10
31 - 60 Days: .....	6
61 - 90 Days: .....	3
91 - 120 Days: .....	3
Over 120 Days: .....	7

Total Sold Dollar Volume: .....	\$10,997,500
Average Selling Price: .....	\$499,886
Average List Price: .....	\$524,304
Average Sales Price / Average List Price: .....	95.30%
Median Price: .....	\$418,000
Average Days on Market: .....	82
Number of Listings Sold: .....	22

DOM Number of Units	
1 - 30 Days: .....	7
31 - 60 Days: .....	5
61 - 90 Days: .....	0
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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# WEST LOS ANGELES

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$3,723,900	Total Sold Dollar Volume: .....	\$4,286,000
Average Selling Price: .....	\$465,487	Average Selling Price: .....	\$612,285
Average List Price: .....	\$481,987	Average List Price: .....	622,999
Average Sales Price / Average List Price: .....	96.60%	Average Sales Price / Average List Price: .....	98.30%
Median Price: .....	\$403,000	Median Price: .....	\$620,000
Average Days on Market: .....	90	Average Days on Market: .....	72
Number of Listings Sold: .....	8	Number of Listings Sold: .....	7
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	4	1 - 30 Days: .....	3
31 - 60 Days: .....	0	31 - 60 Days: .....	1
61 - 90 Days: .....	0	61 - 90 Days: .....	1
91 - 120 Days: .....	2	91 - 120 Days: .....	0
Over 120 Days: .....	2	Over 120 Days: .....	2

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

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# WESTCHESTER

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$0	Total Sold Dollar Volume: .....	\$1,532,500
Average Selling Price: .....	\$0	Average Selling Price: .....	\$383,125
Average List Price: .....	\$0	Average List Price: .....	\$409,350
Average Sales Price / Average List Price: .....	0%	Average Sales Price / Average List Price: .....	93.60%
Median Price: .....	\$0	Median Price: .....	\$336,500
Average Days on Market: .....	0	Average Days on Market: .....	63
Number of Listings Sold: .....	0	Number of Listings Sold: .....	4
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	0	1 - 30 Days: .....	1
31 - 60 Days: .....	0	31 - 60 Days: .....	1
61 - 90 Days: .....	0	61 - 90 Days: .....	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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# WESTWOOD - CENTURY CITY

July 2009

vs

July 2008

Total Sold Dollar Volume: .....	\$18,237,185
Average Selling Price: .....	\$628,868
Average List Price: .....	\$669,442
Average Sales Price / Average List Price: .....	93.90%
Median Price: .....	\$578,885
Average Days on Market: .....	89
Number of Listings Sold: .....	29

DOM Number of Units	
1 - 30 Days: .....	5
31 - 60 Days: .....	9
61 - 90 Days: .....	4
91 - 120 Days: .....	5
Over 120 Days: .....	6

Total Sold Dollar Volume: .....	\$42,308,750
Average Selling Price: .....	\$829,583
Average List Price: .....	\$870,996
Average Sales Price / Average List Price: .....	95.20%
Median Price: .....	\$714,000
Average Days on Market: .....	74
Number of Listings Sold: .....	51

DOM Number of Units	
1 - 30 Days: .....	15
31 - 60 Days: .....	12
61 - 90 Days: .....	7
91 - 120 Days: .....	7
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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