

TELES



Micro Market Report

Single Family Homes

PROPERTIES

www.telesproperties.com

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MICRO MARKET UPDATES - SEPTEMBER 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

September 2009

vs

September 2008

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$11,343,500 |
| Average Selling Price: | \$1,417,937 |
| Average List Price: | \$1,539,500 |
| Average Sales Price / Average List Price: | 92.10% |
| Median Price: | \$1,322,500 |
| Average Days on Market: | 62 |
| Number of Listings Sold: | 8 |

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

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$23,893,050 |
| Average Selling Price: | \$2,389,305 |
| Average List Price: | \$2,565,800 |
| Average Sales Price / Average List Price: | 93.10% |
| Median Price: | \$1,112,500 |
| Average Days on Market: | 118 |
| Number of Listings Sold: | 10 |

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

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

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BEVERLY CENTER - MIRACLE MILE

September 2009

vs

September 2008

| | | | |
|-------------------------------------------------|-------------|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$9,594,750 | Total Sold Dollar Volume: | \$14,124,000 |
| Average Selling Price: | \$799,562 | Average Selling Price: | \$1,008,857 |
| Average List Price: | \$826,070 | Average List Price: | \$1,052,907 |
| Average Sales Price / Average List Price: | 96.80% | Average Sales Price / Average List Price: | 95.80% |
| Median Price: | \$721,000 | Median Price: | \$888,500 |
| Average Days on Market: | 60 | Average Days on Market: | 52 |
| Number of Listings Sold: | 12 | Number of Listings Sold: | 14 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 6 | 1 - 30 Days: | 5 |
| 31 - 60 Days: | 0 | 31 - 60 Days: | 3 |
| 61 - 90 Days: | 2 | 61 - 90 Days: | 5 |
| 91 - 120 Days: | 3 | 91 - 120 Days: | 1 |
| Over 120 Days: | 1 | Over 120 Days: | 0 |

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BEVERLY HILLS

September 2009

vs

September 2008

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$45,946,000 |
| Average Selling Price: | \$5,105,111 |
| Average List Price: | \$5,226,000 |
| Average Sales Price / Average List Price: | 97.70% |
| Median Price: | \$3,471,000 |
| Average Days on Market: | 51 |
| Number of Listings Sold: | 9 |

DOM Number of Units

| | |
|----------------------|---|
| 1 - 30 Days: | 5 |
| 31 - 60 Days: | 2 |
| 61 - 90 Days: | 0 |
| 91 - 120 Days: | 1 |
| Over 120 Days: | 1 |

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$11,075,000 |
| Average Selling Price: | \$3,691,666 |
| Average List Price: | \$3,875,000 |
| Average Sales Price / Average List Price: | 95.30% |
| Median Price: | \$4,650,000 |
| Average Days on Market: | 43 |
| Number of Listings Sold: | 3 |

DOM Number of Units

| | |
|----------------------|---|
| 1 - 30 Days: | 1 |
| 31 - 60 Days: | 1 |
| 61 - 90 Days: | 1 |
| 91 - 120 Days: | 0 |
| Over 120 Days: | 0 |

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BEVERLY HILLS P.O.

September 2009

vs

September 2008

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$30,180,500 |
| Average Selling Price: | \$3,772,562 |
| Average List Price: | \$4,857,000 |
| Average Sales Price / Average List Price: | 77.70% |
| Median Price: | \$1,602,500 |
| Average Days on Market: | 147 |
| Number of Listings Sold: | 8 |

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

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$46,004,365 |
| Average Selling Price: | \$5,750,545 |
| Average List Price: | \$7,366,250 |
| Average Sales Price / Average List Price: | 78.10% |
| Median Price: | \$1,115,000 |
| Average Days on Market: | 80 |
| Number of Listings Sold: | 8 |

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

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BEVERLYWOOD

September 2009

vs

September 2008

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$12,652,950 |
| Average Selling Price: | \$973,303 |
| Average List Price: | \$1,021,769 |
| Average Sales Price / Average List Price: | 95.30% |
| Median Price: | \$1,060,200 |
| Average Days on Market: | 30 |
| Number of Listings Sold: | 13 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 7 |
| 31 - 60 Days: | 3 |
| 61 - 90 Days: | 0 |
| 91 - 120 Days: | 2 |
| Over 120 Days: | 0 |

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$11,028,500 |
| Average Selling Price: | \$1,002,590 |
| Average List Price: | \$1,015,354 |
| Average Sales Price / Average List Price: | 98.70% |
| Median Price: | \$685,000 |
| Average Days on Market: | 47 |
| Number of Listings Sold: | 11 |

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

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BRENTWOOD

September 2009

vs

September 2008

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$64,988,000 |
| Average Selling Price: | \$2,599,520 |
| Average List Price: | \$2,796,680 |
| Average Sales Price / Average List Price: | 93.00% |
| Median Price: | \$1,555,000 |
| Average Days on Market: | 72 |
| Number of Listings Sold: | 25 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 8 |
| 31 - 60 Days: | 5 |
| 61 - 90 Days: | 1 |
| 91 - 120 Days: | 3 |
| Over 120 Days: | 7 |

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$23,512,000 |
| Average Selling Price: | \$2,351,200 |
| Average List Price: | \$2,421,900 |
| Average Sales Price / Average List Price: | 97.10% |
| Median Price: | \$2,132,250 |
| Average Days on Market: | 48 |
| Number of Listings Sold: | 10 |

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

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CHEVIOT HILLS - RANCHO PARK

September 2009

vs

September 2008

| | |
|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$6,500,000 |
| Average Selling Price: | \$928,571 |
| Average List Price: | \$950,857 |
| Average Sales Price / Average List Price: | 97.70% |
| Median Price: | \$885,000 |
| Average Days on Market: | 39 |
| Number of Listings Sold: | 7 |

DOM Number of Units

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

| | |
|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$6,863,000 |
| Average Selling Price: | \$1,715,750 |
| Average List Price: | \$1,717,000 |
| Average Sales Price / Average List Price: | 99.90% |
| Median Price: | \$1,387,500 |
| Average Days on Market: | 52 |
| 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 |

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CULVER CITY

September 2009

vs

September 2008

| | |
|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$9,001,600 |
| Average Selling Price: | \$642,971 |
| Average List Price: | \$647,135 |
| Average Sales Price / Average List Price: | 99.40% |
| Median Price: | \$632,500 |
| Average Days on Market: | 42 |
| Number of Listings Sold: | 14 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 8 |
| 31 - 60 Days: | 2 |
| 61 - 90 Days: | 2 |
| 91 - 120 Days: | 0 |
| Over 120 Days: | 2 |

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$11,093,725 |
| Average Selling Price: | \$693,357 |
| Average List Price: | \$721,206 |
| Average Sales Price / Average List Price: | 96.10% |
| Median Price: | \$672,500 |
| Average Days on Market: | 70 |
| Number of Listings Sold: | 16 |

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

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HANCOCK PARK - WILSHIRE

September 2009

vs

September 2008

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$31,892,992 |
| Average Selling Price: | \$1,678,578 |
| Average List Price: | \$1,848,918 |
| Average Sales Price / Average List Price: | 90.80% |
| Median Price: | \$1,090,000 |
| Average Days on Market: | 76 |
| Number of Listings Sold: | 19 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 7 |
| 31 - 60 Days: | 3 |
| 61 - 90 Days: | 3 |
| 91 - 120 Days: | 2 |
| Over 120 Days: | 4 |

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$20,023,200 |
| Average Selling Price: | \$1,334,880 |
| Average List Price: | \$1,338,459 |
| Average Sales Price / Average List Price: | 99.70% |
| Median Price: | \$1,170,000 |
| Average Days on Market: | 51 |
| Number of Listings Sold: | 15 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 9 |
| 31 - 60 Days: | 2 |
| 61 - 90 Days: | 1 |
| 91 - 120 Days: | 2 |
| Over 120 Days: | 1 |

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HOLLYWOOD

September 2009

vs

September 2008

| | | | |
|-------------------------------------------------|-----------|-------------------------------------------------|-----|
| Total Sold Dollar Volume: | \$913,000 | Total Sold Dollar Volume: | \$0 |
| Average Selling Price: | \$456,500 | Average Selling Price: | \$0 |
| Average List Price: | \$437,000 | Average List Price: | \$0 |
| Average Sales Price / Average List Price: | 104.50% | Average Sales Price / Average List Price: | 0% |
| Median Price: | \$456,500 | Median Price: | \$0 |
| Average Days on Market: | 30 | Average Days on Market: | 0 |
| Number of Listings Sold: | 2 | Number of Listings Sold: | 0 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 1 | 1 - 30 Days: | 0 |
| 31 - 60 Days: | 1 | 31 - 60 Days: | 0 |
| 61 - 90 Days: | 0 | 61 - 90 Days: | 0 |
| 91 - 120 Days: | 0 | 91 - 120 Days: | 0 |
| Over 120 Days: | 0 | Over 120 Days: | 0 |

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HOLLYWOOD HILLS EAST

September 2009

vs

September 2008

| | |
|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$4,920,000 |
| Average Selling Price: | \$1,230,000 |
| Average List Price: | \$1,260,999 |
| Average Sales Price / Average List Price: | 97.50% |
| Median Price: | \$1,210,000 |
| Average Days on Market: | 83 |
| Number of Listings Sold: | 4 |

DOM Number of Units

| | |
|----------------------|---|
| 1 - 30 Days: | 1 |
| 31 - 60 Days: | 1 |
| 61 - 90 Days: | 0 |
| 91 - 120 Days: | 1 |
| Over 120 Days: | 1 |

| | |
|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$9,394,000 |
| Average Selling Price: | \$1,043,777 |
| Average List Price: | \$1,065,977 |
| Average Sales Price / Average List Price: | 97.90% |
| Median Price: | \$850,000 |
| Average Days on Market: | 67 |
| Number of Listings Sold: | 9 |

DOM Number of Units

| | |
|----------------------|---|
| 1 - 30 Days: | 2 |
| 31 - 60 Days: | 3 |
| 61 - 90 Days: | 1 |
| 91 - 120 Days: | 0 |
| Over 120 Days: | 2 |

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LOS FELIZ

September 2009

vs

September 2008

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$14,193,350 |
| Average Selling Price: | \$1,013,810 |
| Average List Price: | \$1,040,142 |
| Average Sales Price / Average List Price: | 97.50% |
| Median Price: | \$867,500 |
| Average Days on Market: | 52 |
| Number of Listings Sold: | 14 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 7 |
| 31 - 60 Days: | 2 |
| 61 - 90 Days: | 3 |
| 91 - 120 Days: | 1 |
| Over 120 Days: | 1 |

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$17,371,350 |
| Average Selling Price: | \$1,240,810 |
| Average List Price: | \$1,318,635 |
| Average Sales Price / Average List Price: | 94.10% |
| Median Price: | \$1,225,000 |
| Average Days on Market: | 81 |
| Number of Listings Sold: | 14 |

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

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TELES



PROPERTIES

MALIBU

September 2009

vs

September 2008

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$34,178,800 |
| Average Selling Price: | \$3,797,644 |
| Average List Price: | \$4,519,333 |
| Average Sales Price / Average List Price: | 84.00% |
| Median Price: | \$1,900,000 |
| Average Days on Market: | 118 |
| Number of Listings Sold: | 9 |

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

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$22,258,219 |
| Average Selling Price: | \$2,782,277 |
| Average List Price: | \$3,018,612 |
| Average Sales Price / Average List Price: | 92.20% |
| Median Price: | \$3,019,110 |
| Average Days on Market: | 123 |
| Number of Listings Sold: | 8 |

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

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MALIBU BEACH

September 2009

vs

September 2008

| | |
|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$5,700,000 |
| Average Selling Price: | \$5,700,000 |
| Average List Price: | \$5,950,000 |
| Average Sales Price / Average List Price: | 95.80% |
| Median Price: | \$5,700,000 |
| Average Days on Market: | 157 |
| 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: | \$1,650,000 |
| Average Selling Price: | \$1,650,000 |
| Average List Price: | \$1,774,000 |
| Average Sales Price / Average List Price: | 93.00% |
| Median Price: | \$1,650,000 |
| Average Days on Market: | 118 |
| 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 |

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MARINA DEL REY

September 2009

vs

September 2008

| | | | |
|-------------------------------------------------|-------------|-------------------------------------------------|-----|
| Total Sold Dollar Volume: | \$2,865,000 | Total Sold Dollar Volume: | \$0 |
| Average Selling Price: | \$1,432,500 | Average Selling Price: | \$0 |
| Average List Price: | \$1,500,000 | Average List Price: | \$0 |
| Average Sales Price / Average List Price: | 95.50% | Average Sales Price / Average List Price: | 0% |
| Median Price: | \$1,432,500 | Median Price: | \$0 |
| Average Days on Market: | 81 | Average Days on Market: | 0 |
| Number of Listings Sold: | 2 | 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: | 1 | Over 120 Days: | 0 |

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MID LOS ANGELES

September 2009

vs

September 2008

| | | | |
|-------------------------------------------------|-------------|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$7,025,800 | Total Sold Dollar Volume: | \$7,387,500 |
| Average Selling Price: | \$439,112 | Average Selling Price: | \$335,795 |
| Average List Price: | \$439,245 | Average List Price: | \$348,251 |
| Average Sales Price / Average List Price: | 100.00% | Average Sales Price / Average List Price: | 96.40% |
| Median Price: | \$372,500 | Median Price: | \$332,500 |
| Average Days on Market: | 44 | Average Days on Market: | 83 |
| Number of Listings Sold: | 16 | Number of Listings Sold: | 22 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 11 | 1 - 30 Days: | 9 |
| 31 - 60 Days: | 0 | 31 - 60 Days: | 2 |
| 61 - 90 Days: | 2 | 61 - 90 Days: | 1 |
| 91 - 120 Days: | 0 | 91 - 120 Days: | 3 |
| Over 120 Days: | 3 | Over 120 Days: | 7 |

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MID WILSHIRE

September 2009

vs

September 2008

| | |
|-------------------------------------------------|-----------|
| Total Sold Dollar Volume: | \$838,000 |
| Average Selling Price: | \$419,000 |
| Average List Price: | \$418,950 |
| Average Sales Price / Average List Price: | 100.00% |
| Median Price: | \$419,000 |
| Average Days on Market: | 18 |
| Number of Listings Sold: | 2 |

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

| | |
|-------------------------------------------------|-----------|
| Total Sold Dollar Volume: | \$281,000 |
| Average Selling Price: | \$281,000 |
| Average List Price: | \$369,900 |
| Average Sales Price / Average List Price: | 76.00% |
| Median Price: | \$281,000 |
| Average Days on Market: | 34 |
| Number of Listings Sold: | 1 |

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

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NORTH HOLLYWOOD

September 2009

vs

September 2008

| | | | |
|-------------------------------------------------|-------------|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$2,760,000 | Total Sold Dollar Volume: | \$4,259,909 |
| Average Selling Price: | \$345,000 | Average Selling Price: | \$425,990 |
| Average List Price: | \$366,212 | Average List Price: | \$432,550 |
| Average Sales Price / Average List Price: | 94.20% | Average Sales Price / Average List Price: | 98.50% |
| Median Price: | \$330,000 | Median Price: | \$357,500 |
| Average Days on Market: | 87 | Average Days on Market: | 67 |
| Number of Listings Sold: | 8 | Number of Listings Sold: | 10 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 3 | 1 - 30 Days: | 5 |
| 31 - 60 Days: | 2 | 31 - 60 Days: | 2 |
| 61 - 90 Days: | 0 | 61 - 90 Days: | 1 |
| 91 - 120 Days: | 0 | 91 - 120 Days: | 1 |
| Over 120 Days: | 2 | Over 120 Days: | 1 |

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PACIFIC PALISADES

September 2009

vs

September 2008

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$25,779,600 |
| Average Selling Price: | \$2,148,300 |
| Average List Price: | \$2,243,458 |
| Average Sales Price / Average List Price: | 95.80% |
| Median Price: | \$1,885,000 |
| Average Days on Market: | 101 |
| Number of Listings Sold: | 12 |

DOM Number of Units

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

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$34,217,500 |
| Average Selling Price: | \$2,851,458 |
| Average List Price: | \$3,017,250 |
| Average Sales Price / Average List Price: | 94.50% |
| Median Price: | \$2,438,750 |
| Average Days on Market: | 74 |
| Number of Listings Sold: | 12 |

DOM Number of Units

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

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

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PALMS - MAR VISTA

September 2009

vs

September 2008

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$20,239,500 |
| Average Selling Price: | \$809,580 |
| Average List Price: | \$835,488 |
| Average Sales Price / Average List Price: | 96.90% |
| Median Price: | \$735,000 |
| Average Days on Market: | 74 |
| Number of Listings Sold: | 25 |

| | |
|----------------------|----|
| DOM Number of Units | |
| 1 - 30 Days: | 11 |
| 31 - 60 Days: | 4 |
| 61 - 90 Days: | 3 |
| 91 - 120 Days: | 2 |
| Over 120 Days: | 5 |

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$24,692,300 |
| Average Selling Price: | \$851,458 |
| Average List Price: | \$872,751 |
| Average Sales Price / Average List Price: | 97.60% |
| Median Price: | \$759,000 |
| Average Days on Market: | 40 |
| Number of Listings Sold: | 29 |

| | |
|----------------------|----|
| DOM Number of Units | |
| 1 - 30 Days: | 14 |
| 31 - 60 Days: | 6 |
| 61 - 90 Days: | 7 |
| 91 - 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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PLAYA DEL REY

September 2009

vs

September 2008

| | |
|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$2,125,000 |
| Average Selling Price: | \$708,333 |
| Average List Price: | \$783,000 |
| Average Sales Price / Average List Price: | 90.50% |
| Median Price: | \$720,000 |
| Average Days on Market: | 139 |
| Number of Listings Sold: | 3 |

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

| | |
|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$1,850,000 |
| Average Selling Price: | \$925,000 |
| Average List Price: | \$987,000 |
| Average Sales Price / Average List Price: | 93.70% |
| Median Price: | \$925,000 |
| Average Days on Market: | 74 |
| Number of Listings Sold: | 2 |

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

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

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PLAYA VISTA

September 2009

vs

September 2008

| | |
|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$1,340,000 |
| Average Selling Price: | \$1,340,000 |
| Average List Price: | \$1,389,000 |
| Average Sales Price / Average List Price: | 96.50% |
| Median Price: | \$1,340,000 |
| Average Days on Market: | 65 |
| 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: | \$0 |
| Average Selling Price: | \$0 |
| Average List Price: | \$0 |
| Average Sales Price / Average List Price: | 0% |
| Median Price: | \$0 |
| Average Days on Market: | 0 |
| Number of Listings Sold: | 0 |

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

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

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SANTA MONICA

September 2009

vs

September 2008

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$61,625,468 |
| Average Selling Price: | \$2,054,182 |
| Average List Price: | \$2,173,304 |
| Average Sales Price / Average List Price: | 94.50% |
| Median Price: | \$1,625,000 |
| Average Days on Market: | 69 |
| Number of Listings Sold: | 30 |

| | |
|----------------------|----|
| DOM Number of Units | |
| 1 - 30 Days: | 11 |
| 31 - 60 Days: | 7 |
| 61 - 90 Days: | 2 |
| 91 - 120 Days: | 2 |
| Over 120 Days: | 7 |

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$39,920,400 |
| Average Selling Price: | \$2,661,360 |
| Average List Price: | \$2,706,599 |
| Average Sales Price / Average List Price: | 98.30% |
| Median Price: | \$1,615,000 |
| Average Days on Market: | 80 |
| Number of Listings Sold: | 15 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 5 |
| 31 - 60 Days: | 4 |
| 61 - 90 Days: | 4 |
| 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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SHERMAN OAKS

September 2009

vs

September 2008

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$10,838,000 |
| Average Selling Price: | \$903,166 |
| Average List Price: | \$921,620 |
| Average Sales Price / Average List Price: | 98.00% |
| Median Price: | \$700,000 |
| Average Days on Market: | 56 |
| Number of Listings Sold: | 12 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 6 |
| 31 - 60 Days: | 3 |
| 61 - 90 Days: | 0 |
| 91 - 120 Days: | 1 |
| Over 120 Days: | 2 |

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$15,226,000 |
| Average Selling Price: | \$895,647 |
| Average List Price: | \$919,976 |
| Average Sales Price / Average List Price: | 97.40% |
| Median Price: | \$860,000 |
| Average Days on Market: | 53 |
| Number of Listings Sold: | 17 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 6 |
| 31 - 60 Days: | 7 |
| 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.

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SILVER LAKE - ECHO PARK

September 2009

vs

September 2008

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$11,332,230 |
| Average Selling Price: | \$755,482 |
| Average List Price: | \$767,386 |
| Average Sales Price / Average List Price: | 98.40% |
| Median Price: | \$745,000 |
| Average Days on Market: | 52 |
| Number of Listings Sold: | 15 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 9 |
| 31 - 60 Days: | 2 |
| 61 - 90 Days: | 0 |
| 91 - 120 Days: | 2 |
| Over 120 Days: | 2 |

| | |
|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$8,566,215 |
| Average Selling Price: | \$611,872 |
| Average List Price: | \$649,057 |
| Average Sales Price / Average List Price: | 94.30% |
| Median Price: | \$689,500 |
| Average Days on Market: | 71 |
| Number of Listings Sold: | 14 |

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

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

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STUDIO CITY

September 2009

vs

September 2008

| | |
|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$4,675,500 |
| Average Selling Price: | \$935,100 |
| Average List Price: | \$977,400 |
| Average Sales Price / Average List Price: | 95.70% |
| Median Price: | \$740,000 |
| Average Days on Market: | 57 |
| Number of Listings Sold: | 5 |

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

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$11,228,000 |
| Average Selling Price: | \$1,247,555 |
| Average List Price: | \$1,360,666 |
| Average Sales Price / Average List Price: | 91.70% |
| Median Price: | \$1,000,000 |
| Average Days on Market: | 92 |
| Number of Listings Sold: | 9 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 4 |
| 31 - 60 Days: | 0 |
| 61 - 90 Days: | 0 |
| 91 - 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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SUNSET STRIP - HOLLYWOOD HILLS WEST

September 2009

vs

September 2008

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$31,599,200 |
| Average Selling Price: | \$1,316,633 |
| Average List Price: | \$1,409,950 |
| Average Sales Price / Average List Price: | 93.40% |
| Median Price: | \$1,130,000 |
| Average Days on Market: | 101 |
| Number of Listings Sold: | 24 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 6 |
| 31 - 60 Days: | 4 |
| 61 - 90 Days: | 3 |
| 91 - 120 Days: | 6 |
| Over 120 Days: | 5 |

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$39,391,900 |
| Average Selling Price: | \$1,458,959 |
| Average List Price: | \$1,529,007 |
| Average Sales Price / Average List Price: | 95.40% |
| Median Price: | \$1,254,000 |
| Average Days on Market: | 75 |
| Number of Listings Sold: | 27 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 7 |
| 31 - 60 Days: | 5 |
| 61 - 90 Days: | 6 |
| 91 - 120 Days: | 3 |
| 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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TOLUCA LAKE

September 2009

vs

September 2008

| | | | |
|-------------------------------------------------|-------------|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$1,509,500 | Total Sold Dollar Volume: | \$2,489,000 |
| Average Selling Price: | \$754,750 | Average Selling Price: | \$1,244,500 |
| Average List Price: | \$839,925 | Average List Price: | \$1,272,000 |
| Average Sales Price / Average List Price: | 89.90% | Average Sales Price / Average List Price: | 97.80% |
| Median Price: | \$754,750 | Median Price: | \$1,244,500 |
| Average Days on Market: | 110 | Average Days on Market: | 51 |
| Number of Listings Sold: | 2 | Number of Listings Sold: | 2 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 0 | 1 - 30 Days: | 1 |
| 31 - 60 Days: | 0 | 31 - 60 Days: | 0 |
| 61 - 90 Days: | 1 | 61 - 90 Days: | 1 |
| 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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VALLEY VILLAGE

September 2009

vs

September 2008

| | | | |
|-------------------------------------------------|-----------|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$455,000 | Total Sold Dollar Volume: | \$3,942,000 |
| Average Selling Price: | \$455,000 | Average Selling Price: | \$657,000 |
| Average List Price: | \$426,000 | Average List Price: | \$682,333 |
| Average Sales Price / Average List Price: | 106.80% | Average Sales Price / Average List Price: | 96.30% |
| Median Price: | \$455,000 | Median Price: | \$675,000 |
| Average Days on Market: | 27 | Average Days on Market: | 50 |
| Number of Listings Sold: | 1 | Number of Listings Sold: | 6 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 1 | 1 - 30 Days: | 3 |
| 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: | 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

September 2009

vs

September 2008

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$19,931,375 |
| Average Selling Price: | \$1,660,947 |
| Average List Price: | \$1,726,083 |
| Average Sales Price / Average List Price: | 96.20% |
| Median Price: | \$1,112,500 |
| Average Days on Market: | 99 |
| Number of Listings Sold: | 12 |

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

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$18,683,000 |
| Average Selling Price: | \$1,245,533 |
| Average List Price: | \$1,279,326 |
| Average Sales Price / Average List Price: | 97.40% |
| Median Price: | \$950,000 |
| Average Days on Market: | 72 |
| Number of Listings Sold: | 15 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 5 |
| 31 - 60 Days: | 2 |
| 61 - 90 Days: | 4 |
| 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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WEST HOLLYWOOD

September 2009

vs

September 2008

| | |
|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$4,160,000 |
| Average Selling Price: | \$1,040,000 |
| Average List Price: | \$1,054,975 |
| Average Sales Price / Average List Price: | 98.60% |
| Median Price: | \$795,000 |
| Average Days on Market: | 23 |
| Number of Listings Sold: | 4 |

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

| | |
|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$4,697,500 |
| Average Selling Price: | \$1,174,375 |
| Average List Price: | \$1,206,500 |
| Average Sales Price / Average List Price: | 97.30% |
| Median Price: | \$1,105,000 |
| Average Days on Market: | 32 |
| Number of Listings Sold: | 4 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 3 |
| 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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WEST LOS ANGELES

September 2009

vs

September 2008

| | | | |
|-------------------------------------------------|-------------|-------------------------------------------------|-------------|
| Total Sold Dollar Volume: | \$3,297,995 | Total Sold Dollar Volume: | \$4,765,000 |
| Average Selling Price: | \$824,498 | Average Selling Price: | \$953,000 |
| Average List Price: | \$816,750 | Average List Price: | \$990,800 |
| Average Sales Price / Average List Price: | 100.90% | Average Sales Price / Average List Price: | 96.20% |
| Median Price: | \$717,500 | Median Price: | \$800,000 |
| Average Days on Market: | 14 | Average Days on Market: | 47 |
| Number of Listings Sold: | 4 | Number of Listings Sold: | 5 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 4 | 1 - 30 Days: | 1 |
| 31 - 60 Days: | 0 | 31 - 60 Days: | 3 |
| 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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WESTCHESTER

September 2009

vs

September 2008

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$13,164,000 |
| Average Selling Price: | \$692,842 |
| Average List Price: | \$711,468 |
| Average Sales Price / Average List Price: | 97.40% |
| Median Price: | \$699,000 |
| Average Days on Market: | 37 |
| Number of Listings Sold: | 19 |

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

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$13,895,000 |
| Average Selling Price: | \$868,437 |
| Average List Price: | \$956,243 |
| Average Sales Price / Average List Price: | 90.80% |
| Median Price: | \$680,000 |
| Average Days on Market: | 78 |
| Number of Listings Sold: | 16 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 2 |
| 31 - 60 Days: | 5 |
| 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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WESTWOOD - CENTURY CITY

September 2009

vs

September 2008

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$28,856,500 |
| Average Selling Price: | \$1,603,138 |
| Average List Price: | \$1,703,291 |
| Average Sales Price / Average List Price: | 94.10% |
| Median Price: | \$1,359,750 |
| Average Days on Market: | 46 |
| Number of Listings Sold: | 18 |

| | |
|----------------------|----|
| DOM Number of Units | |
| 1 - 30 Days: | 10 |
| 31 - 60 Days: | 4 |
| 61 - 90 Days: | 2 |
| 91 - 120 Days: | 0 |
| Over 120 Days: | 2 |

| | |
|-------------------------------------------------|--------------|
| Total Sold Dollar Volume: | \$24,012,031 |
| Average Selling Price: | \$1,412,472 |
| Average List Price: | \$1,458,705 |
| Average Sales Price / Average List Price: | 96.80% |
| Median Price: | \$1,340,000 |
| Average Days on Market: | 63 |
| Number of Listings Sold: | 17 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 7 |
| 31 - 60 Days: | 4 |
| 61 - 90 Days: | 4 |
| 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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