



MICROMARKETREPORT

December 2011 | Condominiums | Los Angeles



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WHAT IS A MICRO MARKET

m i c r o m a r k e t r e p o r t . c o m

Welcome to Teles Properties' Micro Market Report for the Los Angeles' Condominium Market. The report is in response to our observation that the media's focus, headlines, and articles revolve around housing data at a macro level and generalize all markets as the same. We think this is very misleading for our clients in making one of their largest financial decisions.

We decided to launch our own research department in order to drill down into each unique market. This idea came from the study of other industries such as investment firms, law firms and accounting firms. Those industries seemed to provide data from exhaustive research and study. Thus we analyze the market at the macro level to gain a clear perspective, and continue to enhance our understanding through study of the market in specific neighborhoods, or as we call them, Micro Markets.

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LOS ANGELES MACRO MARKET*

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$464,113
Average Price per Square Foot	\$377
Properties Sold	273
Properties Pending Sale	187
Properties For Sale	2493
Days on Market (Pending Sale)	76
Month's Supply of Inventory	10
Percent Under Contract	7.5%

DECEMBER 2011

Median Price	\$571,972	23.2%
Average Price per Square Foot	\$385	2.1%
Properties Sold	231	-15.4%
Properties Pending Sale	200	7.0%
Properties For Sale	1703	-31.7%
Days on Market (Pending Sale)	61	-19.3%
Month's Supply of Inventory	5	-50.3%
Percent Under Contract	13.1%	73.5%
Average Median Price for Last 12 Months	\$487,398	17.4%
Average Median Price for Last 3 Months ..	\$481,464	18.8%

* Including only Micro Market areas from this report

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

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BEL AIR - HOLMBY HILLS

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	N/A
Average Price per Square Foot	N/A
Properties Sold	0
Properties Pending Sale	0
Properties For Sale	5
Days on Market (Pending Sale)	N/A
Month's Supply of Inventory	N/A
Percent Under Contract	0.0%

DECEMBER 2011

Median Price	N/A	N/A
Average Price per Square Foot	N/A	N/A
Properties Sold	0	N/A
Properties Pending Sale	1	N/A
Properties For Sale	2	-60.0%
Days on Market (Pending Sale)	9	N/A
Month's Supply of Inventory	1	0.0%
Percent Under Contract	50.0%	N/A
Average Median Price for Last 12 Months	\$478,000	N/A
Average Median Price for Last 3 Months ..	\$367,500	N/A

% CHANGE

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BEVERLY CENTER - MIRACLE MILE

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$608,800
Average Price per Square Foot	\$393
Properties Sold	11
Properties Pending Sale	7
Properties For Sale	62
Days on Market (Pending Sale)	114
Month's Supply of Inventory	6.6
Percent Under Contract	11.3%

DECEMBER 2011

Median Price	\$610,000	0.2%
Average Price per Square Foot	\$422	7.4%
Properties Sold	3	-72.7%
Properties Pending Sale	4	-42.9%
Properties For Sale	28	-54.8%
Days on Market (Pending Sale)	82	-28.1%
Month's Supply of Inventory	3.8	-42.4%
Percent Under Contract	14.3%	26.5%
Average Median Price for Last 12 Months	\$490,216	24.4%
Average Median Price for Last 3 Months ..	\$459,169	32.8%

% CHANGE



BEVERLY HILLS

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$725,000
Average Price per Square Foot	\$409
Properties Sold	6
Properties Pending Sale	6
Properties For Sale	108
Days on Market (Pending Sale)	118
Month's Supply of Inventory	14.2
Percent Under Contract	5.6%

DECEMBER 2011

Median Price	\$765,000	5.5%
Average Price per Square Foot	\$500	22.2%
Properties Sold	6	0.0%
Properties Pending Sale	11	83.3%
Properties For Sale	78	-27.8%
Days on Market (Pending Sale)	42	-64.4%
Month's Supply of Inventory	4.3	-69.7%
Percent Under Contract	14.1%	151.8%
Average Median Price for Last 12 Months	\$876,500	-12.7%
Average Median Price for Last 3 Months ..	\$971,667	-21.3%

% CHANGE



BEVERLY HILLS P.O.

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	N/A
Average Price per Square Foot	N/A
Properties Sold	0
Properties Pending Sale	0
Properties For Sale	0
Days on Market (Pending Sale)	N/A
Month's Supply of Inventory	N/A
Percent Under Contract	N/A

DECEMBER 2011

Median Price	N/A	N/A
Average Price per Square Foot	N/A	N/A
Properties Sold	0	N/C
Properties Pending Sale	0	N/C
Properties For Sale	0	N/C
Days on Market (Pending Sale)	N/A	N/A
Month's Supply of Inventory	N/A	N/A
Percent Under Contract	N/A	N/A
Average Median Price for Last 12 Months	N/A	N/A
Average Median Price for Last 3 Months ..	N/A	N/A

% CHANGE



BEVERLYWOOD

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$560,000
Average Price per Square Foot	\$346
Properties Sold	7
Properties Pending Sale	5
Properties For Sale	41
Days on Market (Pending Sale)	116
Month's Supply of Inventory	5.4
Percent Under Contract	12.2%

DECEMBER 2011

Median Price	\$426,000	-23.9%
Average Price per Square Foot	\$322	-6.9%
Properties Sold	7	0.0%
Properties Pending Sale	3	-40.0%
Properties For Sale	17	-58.5%
Days on Market (Pending Sale)	33	-71.6%
Month's Supply of Inventory	3.7	-31.5%
Percent Under Contract	17.6%	44.3%
Average Median Price for Last 12 Months	\$531,308	-19.8%
Average Median Price for Last 3 Months ..	\$388,667	9.6%



BRENTWOOD

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$634,500
Average Price per Square Foot	\$436
Properties Sold	14
Properties Pending Sale	6
Properties For Sale	142
Days on Market (Pending Sale)	118
Month's Supply of Inventory	19.7
Percent Under Contract	4.2%

DECEMBER 2011

Median Price	\$515,000	-18.8%
Average Price per Square Foot	\$440	0.9%
Properties Sold	9	-35.7%
Properties Pending Sale	8	33.3%
Properties For Sale	71	-50.0%
Days on Market (Pending Sale)	66	-44.1%
Month's Supply of Inventory	5.8	-70.6%
Percent Under Contract	11.3%	169.0%
Average Median Price for Last 12 Months	\$625,293	-17.6%
Average Median Price for Last 3 Months ..	\$514,833	0.0%

% CHANGE



CHEVIOT HILLS - RANCHO PARK

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	N/A
Average Price per Square Foot	N/A
Properties Sold	0
Properties Pending Sale	0
Properties For Sale	0
Days on Market (Pending Sale)	N/A
Month's Supply of Inventory	N/A
Percent Under Contract	N/A

DECEMBER 2011

Median Price	N/A	N/A
Average Price per Square Foot	N/A	N/A
Properties Sold	0	N/C
Properties Pending Sale	0	N/C
Properties For Sale	0	N/C
Days on Market (Pending Sale)	N/A	N/A
Month's Supply of Inventory	N/A	N/A
Percent Under Contract	N/A	N/A
Average Median Price for Last 12 Months	N/A	N/A
Average Median Price for Last 3 Months ..	N/A	N/A

% CHANGE



CULVER CITY

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$300,000
Average Price per Square Foot	\$348
Properties Sold	11
Properties Pending Sale	8
Properties For Sale	83
Days on Market (Pending Sale)	96
Month's Supply of Inventory	8
Percent Under Contract	9.6%

DECEMBER 2011

Median Price	\$275,000	-8.3%
Average Price per Square Foot	\$275	-21.0%
Properties Sold	19	72.7%
Properties Pending Sale	7	-12.5%
Properties For Sale	54	-34.9%
Days on Market (Pending Sale)	90	-6.3%
Month's Supply of Inventory	6	-25.0%
Percent Under Contract	13.0%	35.4%
Average Median Price for Last 12 Months	\$320,904	-14.3%
Average Median Price for Last 3 Months ..	\$268,750	2.3%

% CHANGE



HANCOCK PARK - WILSHIRE

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$399,000
Average Price per Square Foot	\$317
Properties Sold	9
Properties Pending Sale	5
Properties For Sale	96
Days on Market (Pending Sale)	50
Month's Supply of Inventory	15.4
Percent Under Contract	5.2%

DECEMBER 2011

Median Price	\$432,250	8.3%
Average Price per Square Foot	\$293	-7.6%
Properties Sold	12	33.3%
Properties Pending Sale	9	80.0%
Properties For Sale	61	-36.5%
Days on Market (Pending Sale)	31	-38.0%
Month's Supply of Inventory	3.8	-75.3%
Percent Under Contract	14.8%	184.6%
Average Median Price for Last 12 Months	\$377,346	14.5%
Average Median Price for Last 3 Months ..	\$385,917	12.0%

% CHANGE



HOLLYWOOD

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$425,000
Average Price per Square Foot	\$350
Properties Sold	9
Properties Pending Sale	2
Properties For Sale	94
Days on Market (Pending Sale)	138
Month's Supply of Inventory	39
Percent Under Contract	2.1%

DECEMBER 2011

Median Price	\$855,000	101.2%
Average Price per Square Foot	\$457	30.6%
Properties Sold	3	-66.7%
Properties Pending Sale	3	50.0%
Properties For Sale	56	-40.4%
Days on Market (Pending Sale)	169	22.5%
Month's Supply of Inventory	14	-64.1%
Percent Under Contract	5.4%	157.1%
Average Median Price for Last 12 Months	\$421,192	103.0%
Average Median Price for Last 3 Months ..	\$529,500	61.5%

% CHANGE

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



HOLLYWOOD HILLS EAST

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$410,000
Average Price per Square Foot	\$425
Properties Sold	1
Properties Pending Sale	0
Properties For Sale	14
Days on Market (Pending Sale)	0
Month's Supply of Inventory	0
Percent Under Contract	0.0%

DECEMBER 2011

Median Price	\$347,500	-15.2%
Average Price per Square Foot	\$268	-36.9%
Properties Sold	4	300.0%
Properties Pending Sale	2	N/A
Properties For Sale	13	-7.1%
Days on Market (Pending Sale)	50	N/A
Month's Supply of Inventory	4	N/A
Percent Under Contract	15.4%	N/A
Average Median Price for Last 12 Months	\$331,308	4.9%
Average Median Price for Last 3 Months ..	\$391,250	-11.2%



LOS FELIZ

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$447,500
Average Price per Square Foot	\$381
Properties Sold	4
Properties Pending Sale	3
Properties For Sale	19
Days on Market (Pending Sale)	56
Month's Supply of Inventory	4.7
Percent Under Contract	15.8%

DECEMBER 2011

Median Price	\$485,000	8.4%
Average Price per Square Foot	\$388	1.8%
Properties Sold	5	25.0%
Properties Pending Sale	1	-66.7%
Properties For Sale	12	-36.8%
Days on Market (Pending Sale)	41	-26.8%
Month's Supply of Inventory	9	91.5%
Percent Under Contract	8.3%	-47.5%
Average Median Price for Last 12 Months	\$336,025	44.3%
Average Median Price for Last 3 Months ..	\$359,333	35.0%

% CHANGE



MALIBU

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$350,000
Average Price per Square Foot	\$391
Properties Sold	1
Properties Pending Sale	2
Properties For Sale	35
Days on Market (Pending Sale)	106
Month's Supply of Inventory	14
Percent Under Contract	5.7%

DECEMBER 2011

Median Price	\$433,950	24.0%
Average Price per Square Foot	\$344	-12.0%
Properties Sold	5	400.0%
Properties Pending Sale	4	100.0%
Properties For Sale	25	-28.6%
Days on Market (Pending Sale)	118	11.3%
Month's Supply of Inventory	4.5	-67.9%
Percent Under Contract	16.0%	180.7%
Average Median Price for Last 12 Months	\$541,371	-19.8%
Average Median Price for Last 3 Months ..	\$407,983	6.4%

% CHANGE



MALIBU BEACH

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$535,000
Average Price per Square Foot	\$769
Properties Sold	1
Properties Pending Sale	2
Properties For Sale	26
Days on Market (Pending Sale)	156
Month's Supply of Inventory	10
Percent Under Contract	7.7%

DECEMBER 2011

Median Price	\$3,750,000	600.9%
Average Price per Square Foot	\$1,303	69.4%
Properties Sold	1	0.0%
Properties Pending Sale	0	-100.0%
Properties For Sale	25	-3.8%
Days on Market (Pending Sale)	0	-100.0%
Month's Supply of Inventory	0	-100.0%
Percent Under Contract	0.0%	-100.0%
Average Median Price for Last 12 Months	\$1,146,458	227.1%
Average Median Price for Last 3 Months ..	\$1,952,500	92.1%

% CHANGE



MARINA DEL REY

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$595,000
Average Price per Square Foot	\$411
Properties Sold	23
Properties Pending Sale	18
Properties For Sale	224
Days on Market (Pending Sale)	70
Month's Supply of Inventory	10.3
Percent Under Contract	8.0%

DECEMBER 2011

Median Price	\$501,800	-15.7%
Average Price per Square Foot	\$350	-14.8%
Properties Sold	16	-30.4%
Properties Pending Sale	19	5.6%
Properties For Sale	164	-26.8%
Days on Market (Pending Sale)	89	27.1%
Month's Supply of Inventory	6.1	-40.8%
Percent Under Contract	11.6%	45.0%
Average Median Price for Last 12 Months	\$582,004	-13.8%
Average Median Price for Last 3 Months ..	\$540,017	-7.1%



MID LOS ANGELES

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	N/A
Average Price per Square Foot	N/A
Properties Sold	0
Properties Pending Sale	1
Properties For Sale	10
Days on Market (Pending Sale)	148
Month's Supply of Inventory	9
Percent Under Contract	10.0%

DECEMBER 2011

Median Price	\$305,000	N/A
Average Price per Square Foot	\$265	N/A
Properties Sold	1	N/A
Properties Pending Sale	1	0.0%
Properties For Sale	10	0.0%
Days on Market (Pending Sale)	12	-91.9%
Month's Supply of Inventory	7	-22.2%
Percent Under Contract	10.0%	0.0%
Average Median Price for Last 12 Months	\$395,125	-22.8%
Average Median Price for Last 3 Months ..	\$226,750	34.5%

% CHANGE



MID WILSHIRE

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$310,000
Average Price per Square Foot	\$276
Properties Sold	15
Properties Pending Sale	13
Properties For Sale	206
Days on Market (Pending Sale)	108
Month's Supply of Inventory	13
Percent Under Contract	6.3%

DECEMBER 2011

Median Price	\$290,000	-6.5%
Average Price per Square Foot	\$241	-12.7%
Properties Sold	11	-26.7%
Properties Pending Sale	11	-15.4%
Properties For Sale	78	-62.1%
Days on Market (Pending Sale)	89	-17.6%
Month's Supply of Inventory	3.5	-73.1%
Percent Under Contract	14.1%	123.8%
Average Median Price for Last 12 Months	\$315,858	-8.2%
Average Median Price for Last 3 Months ..	\$269,167	7.7%

% CHANGE



PACIFIC PALISADES

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$680,000
Average Price per Square Foot	\$350
Properties Sold	5
Properties Pending Sale	3
Properties For Sale	41
Days on Market (Pending Sale)	43
Month's Supply of Inventory	10.7
Percent Under Contract	7.3%

DECEMBER 2011

Median Price	\$755,000	11.0%
Average Price per Square Foot	\$498	42.3%
Properties Sold	5	0.0%
Properties Pending Sale	5	66.7%
Properties For Sale	35	-14.6%
Days on Market (Pending Sale)	122	183.7%
Month's Supply of Inventory	4.4	-58.9%
Percent Under Contract	14.3%	95.9%
Average Median Price for Last 12 Months	\$682,854	10.6%
Average Median Price for Last 3 Months ..	\$664,500	13.6%

% CHANGE



PALMS - MAR VISTA

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$370,000
Average Price per Square Foot	\$315
Properties Sold	11
Properties Pending Sale	8
Properties For Sale	54
Days on Market (Pending Sale)	103
Month's Supply of Inventory	4.6
Percent Under Contract	14.8%

DECEMBER 2011

Median Price	\$310,000	-16.2%
Average Price per Square Foot	\$361	14.6%
Properties Sold	3	-72.7%
Properties Pending Sale	2	-75.0%
Properties For Sale	40	-25.9%
Days on Market (Pending Sale)	58	-43.7%
Month's Supply of Inventory	12	160.9%
Percent Under Contract	5.0%	-66.2%
Average Median Price for Last 12 Months	\$386,177	-19.7%
Average Median Price for Last 3 Months ..	\$390,667	-20.6%



PLAYA DEL REY

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$385,000
Average Price per Square Foot	\$312
Properties Sold	7
Properties Pending Sale	4
Properties For Sale	59
Days on Market (Pending Sale)	62
Month's Supply of Inventory	10.8
Percent Under Contract	6.8%

DECEMBER 2011

Median Price	\$360,000	-6.5%
Average Price per Square Foot	\$400	28.2%
Properties Sold	11	57.1%
Properties Pending Sale	11	175.0%
Properties For Sale	59	0.0%
Days on Market (Pending Sale)	89	43.5%
Month's Supply of Inventory	3.3	-69.4%
Percent Under Contract	18.6%	173.5%
Average Median Price for Last 12 Months	\$366,915	-1.9%
Average Median Price for Last 3 Months ..	\$328,383	9.6%



PLAYA VISTA

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$479,000
Average Price per Square Foot	\$392
Properties Sold	5
Properties Pending Sale	4
Properties For Sale	42
Days on Market (Pending Sale)	91
Month's Supply of Inventory	8
Percent Under Contract	9.5%

DECEMBER 2011

Median Price	\$692,250	44.5%
Average Price per Square Foot	\$307	-21.7%
Properties Sold	2	-60.0%
Properties Pending Sale	3	-25.0%
Properties For Sale	20	-52.4%
Days on Market (Pending Sale)	48	-47.3%
Month's Supply of Inventory	5	-37.5%
Percent Under Contract	15.0%	57.9%
Average Median Price for Last 12 Months	\$487,554	42.0%
Average Median Price for Last 3 Months ..	\$504,917	37.1%



SANTA MONICA

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$803,250
Average Price per Square Foot	\$601
Properties Sold	34
Properties Pending Sale	29
Properties For Sale	241
Days on Market (Pending Sale)	75
Month's Supply of Inventory	5.9
Percent Under Contract	12.0%

DECEMBER 2011

Median Price	\$682,000	-15.1%
Average Price per Square Foot	\$518	-13.8%
Properties Sold	24	-29.4%
Properties Pending Sale	17	-41.4%
Properties For Sale	149	-38.2%
Days on Market (Pending Sale)	82	9.3%
Month's Supply of Inventory	6.1	3.4%
Percent Under Contract	11.4%	-5.0%
Average Median Price for Last 12 Months	\$687,240	-0.8%
Average Median Price for Last 3 Months ..	\$665,706	2.4%

% CHANGE



SILVER LAKE - ECHO PARK

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$395,000
Average Price per Square Foot	\$307
Properties Sold	3
Properties Pending Sale	1
Properties For Sale	12
Days on Market (Pending Sale)	73
Month's Supply of Inventory	9
Percent Under Contract	8.3%

DECEMBER 2011

Median Price	\$370,000	-6.3%
Average Price per Square Foot	\$365	18.9%
Properties Sold	1	-66.7%
Properties Pending Sale	1	0.0%
Properties For Sale	15	25.0%
Days on Market (Pending Sale)	43	-41.1%
Month's Supply of Inventory	11	22.2%
Percent Under Contract	6.7%	-19.3%
Average Median Price for Last 12 Months	\$413,250	-10.5%
Average Median Price for Last 3 Months ..	\$388,250	-4.7%



SUNSET STRIP - HOLLYWOOD HILLS WEST

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$386,000
Average Price per Square Foot	\$328
Properties Sold	4
Properties Pending Sale	6
Properties For Sale	57
Days on Market (Pending Sale)	68
Month's Supply of Inventory	7
Percent Under Contract	10.5%

DECEMBER 2011

Median Price	\$345,000	-10.6%
Average Price per Square Foot	\$559	70.4%
Properties Sold	5	25.0%
Properties Pending Sale	3	-50.0%
Properties For Sale	32	-43.9%
Days on Market (Pending Sale)	66	-2.9%
Month's Supply of Inventory	6	-14.3%
Percent Under Contract	9.4%	-10.5%
Average Median Price for Last 12 Months	\$459,456	-24.9%
Average Median Price for Last 3 Months ..	\$359,500	-4.0%

% CHANGE



VENICE

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$753,000
Average Price per Square Foot	\$503
Properties Sold	2
Properties Pending Sale	2
Properties For Sale	34
Days on Market (Pending Sale)	18
Month's Supply of Inventory	11
Percent Under Contract	5.9%

DECEMBER 2011

Median Price	N/A	N/A
Average Price per Square Foot	N/A	N/A
Properties Sold	0	-100.0%
Properties Pending Sale	0	-100.0%
Properties For Sale	36	5.9%
Days on Market (Pending Sale)	N/A	N/A
Month's Supply of Inventory	N/A	N/A
Percent Under Contract	0.0%	N/A
Average Median Price for Last 12 Months	\$906,269	-100.0%
Average Median Price for Last 3 Months ..	\$697,000	-100.0%

% CHANGE

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



WEST HOLLYWOOD

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$540,000
Average Price per Square Foot	\$421
Properties Sold	31
Properties Pending Sale	17
Properties For Sale	263
Days on Market (Pending Sale)	97
Month's Supply of Inventory	11.9
Percent Under Contract	6.5%

DECEMBER 2011

Median Price	\$430,000	-20.4%
Average Price per Square Foot	\$384	-8.8%
Properties Sold	28	-9.7%
Properties Pending Sale	27	58.8%
Properties For Sale	167	-36.5%
Days on Market (Pending Sale)	73	-24.7%
Month's Supply of Inventory	3.9	-67.2%
Percent Under Contract	16.2%	149.2%
Average Median Price for Last 12 Months	\$493,663	-12.9%
Average Median Price for Last 3 Months ..	\$409,333	5.0%



WEST LOS ANGELES

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$530,000
Average Price per Square Foot	\$362
Properties Sold	7
Properties Pending Sale	7
Properties For Sale	94
Days on Market (Pending Sale)	94
Month's Supply of Inventory	10.1
Percent Under Contract	7.4%

DECEMBER 2011

Median Price	\$549,000	3.6%
Average Price per Square Foot	\$326	-9.9%
Properties Sold	8	14.3%
Properties Pending Sale	10	42.9%
Properties For Sale	79	-16.0%
Days on Market (Pending Sale)	87	-7.4%
Month's Supply of Inventory	4.9	-51.5%
Percent Under Contract	12.7%	71.6%
Average Median Price for Last 12 Months	\$508,038	8.1%
Average Median Price for Last 3 Months ..	\$480,333	14.3%

% CHANGE



WESTCHESTER

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$317,500
Average Price per Square Foot	\$286
Properties Sold	4
Properties Pending Sale	1
Properties For Sale	22
Days on Market (Pending Sale)	1
Month's Supply of Inventory	19
Percent Under Contract	4.5%

DECEMBER 2011

Median Price	\$393,500	23.9%
Average Price per Square Foot	\$282	-1.4%
Properties Sold	4	0.0%
Properties Pending Sale	4	300.0%
Properties For Sale	21	-4.5%
Days on Market (Pending Sale)	106	10500.0%
Month's Supply of Inventory	3	-84.2%
Percent Under Contract	19.0%	322.2%
Average Median Price for Last 12 Months	\$376,681	4.5%
Average Median Price for Last 3 Months ..	\$373,833	5.3%

% CHANGE



WESTWOOD - CENTURY CITY

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2010

Median Price	\$592,500
Average Price per Square Foot	\$739
Properties Sold	48
Properties Pending Sale	27
Properties For Sale	409
Days on Market (Pending Sale)	75
Month's Supply of Inventory	11.7
Percent Under Contract	6.6%

DECEMBER 2011

Median Price	\$565,000	-4.6%
Average Price per Square Foot	\$517	-30.0%
Properties Sold	38	-20.8%
Properties Pending Sale	33	22.2%
Properties For Sale	356	-13.0%
Days on Market (Pending Sale)	75	0.0%
Month's Supply of Inventory	7.6	-35.0%
Percent Under Contract	9.3%	40.9%
Average Median Price for Last 12 Months	\$578,462	-2.3%
Average Median Price for Last 3 Months ..	\$547,500	3.2%



GLOSSARY OF TERMS

m i c r o m a r k e t r e p o r t . c o m

Median Price:

A value that separates the upper half of prices from the lower half of prices. It can be interpreted like an average, however the extreme prices (high and low) don't hold undue influence.

Average Price per Square Foot:

The price of each property divided by their respective square footage then averaged across all properties sold in the area for a given time period.

Properties Sold:

The number of property transactions that closed and transferred ownership.

Properties Pending Sale:

The number of properties that entered escrow in preparation for sale.

Properties For Sale:

The number of properties on the market and seeking buyers.

Days of Market (Pending Sale):

The number of days that properties currently in escrow were on the market.

Month's Supply of Inventory:

The number of months it would take to sell all the properties listed for sale at the current pace of sales and if no new listings entered the market.

Percent Under Contract:

The ratio of properties for sale to properties pending sale.

Shadow Inventory:

Properties in Pre-Foreclosure, Bank Owned or Auction

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