



MICROMARKETREPORT

December 2011 | Single Family Homes | 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' Single Family Housing 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	\$1,184,819
Average Price per Square Foot	\$567
Properties Sold	354
Properties Pending Sale	222
Properties For Sale	3018
Days on Market (Pending Sale)	98.37931034
Month's Supply of Inventory	12.21724138
Percent Under Contract	8.3%
	N/A
	N/A

DECEMBER 2011

Median Price	\$1,133,311	-4.3%
Average Price per Square Foot	\$512	-9.7%
Properties Sold	351	-0.8%
Properties Pending Sale	258	16.2%
Properties For Sale	2412	-20.1%
Days on Market (Pending Sale)	64.48275862	-34.5%
Month's Supply of Inventory	5.95862069	-51.2%
Percent Under Contract	12.9%	54.8%
Average Median Price for Last 12 Months	\$1,249,821	-9.3%
Average Median Price for Last 3 Months ..	\$1,282,437	-11.6%

* Including only Micro Market areas from this report



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	\$1,725,000
Average Price per Square Foot	\$796
Properties Sold	13
Properties Pending Sale	6
Properties For Sale	164
Days on Market (Pending Sale)	60
Month's Supply of Inventory	22.5
Percent Under Contract	3.7%

DECEMBER 2011

Median Price	\$1,654,625	-4.1%
Average Price per Square Foot	\$729	-8.4%
Properties Sold	18	38.5%
Properties Pending Sale	5	-16.7%
Properties For Sale	131	-20.1%
Days on Market (Pending Sale)	90	50.0%
Month's Supply of Inventory	19.8	-12.0%
Percent Under Contract	3.8%	2.7%
Average Median Price for Last 12 Months	\$1,602,583	3.2%
Average Median Price for Last 3 Months ..	\$1,500,693	10.3%

% 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	\$999,000
Average Price per Square Foot	\$536
Properties Sold	11
Properties Pending Sale	5
Properties For Sale	91
Days on Market (Pending Sale)	62
Month's Supply of Inventory	14.2
Percent Under Contract	5.5%

DECEMBER 2011

Median Price	\$869,500	-13.0%
Average Price per Square Foot	\$543	1.3%
Properties Sold	11	0.0%
Properties Pending Sale	11	120.0%
Properties For Sale	66	-27.5%
Days on Market (Pending Sale)	46	-25.8%
Month's Supply of Inventory	3.5	-75.4%
Percent Under Contract	16.7%	203.6%
Average Median Price for Last 12 Months	\$935,481	-7.1%
Average Median Price for Last 3 Months ..	\$933,167	-6.8%



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	\$3,040,000
Average Price per Square Foot	\$936
Properties Sold	18
Properties Pending Sale	12
Properties For Sale	157
Days on Market (Pending Sale)	45
Month's Supply of Inventory	9.8
Percent Under Contract	7.6%

DECEMBER 2011

Median Price	\$2,280,000	-25.0%
Average Price per Square Foot	\$865	-7.6%
Properties Sold	14	-22.2%
Properties Pending Sale	12	0.0%
Properties For Sale	114	-27.4%
Days on Market (Pending Sale)	59	31.1%
Month's Supply of Inventory	6.8	-30.6%
Percent Under Contract	10.5%	38.2%
Average Median Price for Last 12 Months	\$2,846,904	-19.9%
Average Median Price for Last 3 Months ..	\$2,402,000	-5.1%



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	\$2,190,768
Average Price per Square Foot	\$676
Properties Sold	12
Properties Pending Sale	6
Properties For Sale	152
Days on Market (Pending Sale)	92
Month's Supply of Inventory	20.8
Percent Under Contract	3.9%

DECEMBER 2011

Median Price	\$2,493,750	13.8%
Average Price per Square Foot	\$571	-15.5%
Properties Sold	10	-16.7%
Properties Pending Sale	14	133.3%
Properties For Sale	150	-1.3%
Days on Market (Pending Sale)	111	20.7%
Month's Supply of Inventory	7.4	-64.4%
Percent Under Contract	9.3%	138.5%
Average Median Price for Last 12 Months	\$2,071,521	20.4%
Average Median Price for Last 3 Months ..	\$1,772,917	40.7%

% 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	\$732,250
Average Price per Square Foot	\$432
Properties Sold	16
Properties Pending Sale	8
Properties For Sale	66
Days on Market (Pending Sale)	74
Month's Supply of Inventory	6
Percent Under Contract	12.1%

DECEMBER 2011

Median Price	\$755,000	3.1%
Average Price per Square Foot	\$440	1.9%
Properties Sold	8	-50.0%
Properties Pending Sale	9	12.5%
Properties For Sale	62	-6.1%
Days on Market (Pending Sale)	41	-44.6%
Month's Supply of Inventory	4	-33.3%
Percent Under Contract	14.5%	19.8%
Average Median Price for Last 12 Months	\$762,173	-0.9%
Average Median Price for Last 3 Months ..	\$718,000	5.2%

% CHANGE



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	\$1,570,000
Average Price per Square Foot	\$677
Properties Sold	17
Properties Pending Sale	16
Properties For Sale	158
Days on Market (Pending Sale)	88
Month's Supply of Inventory	7.3
Percent Under Contract	10.1%

DECEMBER 2011

Median Price	\$2,020,000	28.7%
Average Price per Square Foot	\$538	-20.5%
Properties Sold	9	-47.1%
Properties Pending Sale	6	-62.5%
Properties For Sale	124	-21.5%
Days on Market (Pending Sale)	93	5.7%
Month's Supply of Inventory	14.5	98.6%
Percent Under Contract	4.8%	-52.5%
Average Median Price for Last 12 Months	\$1,832,077	10.3%
Average Median Price for Last 3 Months ..	\$1,787,500	13.0%



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	\$1,425,000
Average Price per Square Foot	\$462
Properties Sold	6
Properties Pending Sale	5
Properties For Sale	35
Days on Market (Pending Sale)	55
Month's Supply of Inventory	4.6
Percent Under Contract	14.3%

DECEMBER 2011

Median Price	\$1,442,000	1.2%
Average Price per Square Foot	\$504	9.1%
Properties Sold	5	-16.7%
Properties Pending Sale	2	-60.0%
Properties For Sale	26	-25.7%
Days on Market (Pending Sale)	104	89.1%
Month's Supply of Inventory	9	95.7%
Percent Under Contract	7.7%	-46.2%
Average Median Price for Last 12 Months	\$1,240,719	16.2%
Average Median Price for Last 3 Months ..	\$1,395,533	3.3%

% 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	\$697,500
Average Price per Square Foot	\$430
Properties Sold	14
Properties Pending Sale	5
Properties For Sale	54
Days on Market (Pending Sale)	47
Month's Supply of Inventory	8.4
Percent Under Contract	9.3%

DECEMBER 2011

Median Price	\$672,500	-3.6%
Average Price per Square Foot	\$424	-1.4%
Properties Sold	10	-28.6%
Properties Pending Sale	11	120.0%
Properties For Sale	54	0.0%
Days on Market (Pending Sale)	54	14.9%
Month's Supply of Inventory	2.8	-66.7%
Percent Under Contract	20.4%	119.4%
Average Median Price for Last 12 Months	\$645,445	4.2%
Average Median Price for Last 3 Months ..	\$680,792	-1.2%



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	\$963,250
Average Price per Square Foot	\$442
Properties Sold	16
Properties Pending Sale	9
Properties For Sale	127
Days on Market (Pending Sale)	74
Month's Supply of Inventory	10.9
Percent Under Contract	7.1%

DECEMBER 2011

Median Price	\$1,087,000	12.8%
Average Price per Square Foot	\$469	6.1%
Properties Sold	14	-12.5%
Properties Pending Sale	11	22.2%
Properties For Sale	117	-7.9%
Days on Market (Pending Sale)	35	-52.7%
Month's Supply of Inventory	7.2	-33.9%
Percent Under Contract	9.4%	32.4%
Average Median Price for Last 12 Months	\$1,015,233	7.1%
Average Median Price for Last 3 Months ..	\$930,000	16.9%

% 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	\$655,525
Average Price per Square Foot	\$386
Properties Sold	1
Properties Pending Sale	2
Properties For Sale	20
Days on Market (Pending Sale)	44
Month's Supply of Inventory	5
Percent Under Contract	10.0%

DECEMBER 2011

Median Price	\$350,000	-46.6%
Average Price per Square Foot	\$360	-6.7%
Properties Sold	5	400.0%
Properties Pending Sale	5	150.0%
Properties For Sale	21	5.0%
Days on Market (Pending Sale)	54	22.7%
Month's Supply of Inventory	2.6	-48.0%
Percent Under Contract	23.8%	138.0%
Average Median Price for Last 12 Months	\$449,656	-22.2%
Average Median Price for Last 3 Months ..	\$375,500	-6.8%

% CHANGE



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	\$972,000
Average Price per Square Foot	\$473
Properties Sold	11
Properties Pending Sale	7
Properties For Sale	89
Days on Market (Pending Sale)	76
Month's Supply of Inventory	9.6
Percent Under Contract	7.9%

DECEMBER 2011

Median Price	\$700,000	-28.0%
Average Price per Square Foot	\$431	-8.9%
Properties Sold	11	0.0%
Properties Pending Sale	11	57.1%
Properties For Sale	68	-23.6%
Days on Market (Pending Sale)	52	-31.6%
Month's Supply of Inventory	3.4	-64.6%
Percent Under Contract	16.2%	105.1%
Average Median Price for Last 12 Months	\$864,115	-19.0%
Average Median Price for Last 3 Months ..	\$719,167	-2.7%

% CHANGE



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	\$810,000
Average Price per Square Foot	\$395
Properties Sold	12
Properties Pending Sale	10
Properties For Sale	90
Days on Market (Pending Sale)	52
Month's Supply of Inventory	6.6
Percent Under Contract	11.1%

DECEMBER 2011

Median Price	\$969,000	19.6%
Average Price per Square Foot	\$466	18.0%
Properties Sold	16	33.3%
Properties Pending Sale	12	20.0%
Properties For Sale	82	-8.9%
Days on Market (Pending Sale)	49	-5.8%
Month's Supply of Inventory	4.5	-31.8%
Percent Under Contract	14.6%	31.5%
Average Median Price for Last 12 Months	\$914,308	6.0%
Average Median Price for Last 3 Months ..	\$842,833	15.0%

% 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	\$1,605,000
Average Price per Square Foot	\$653
Properties Sold	8
Properties Pending Sale	5
Properties For Sale	261
Days on Market (Pending Sale)	198
Month's Supply of Inventory	43.4
Percent Under Contract	1.9%

DECEMBER 2011

Median Price	\$2,275,000	41.7%
Average Price per Square Foot	\$842	28.9%
Properties Sold	18	125.0%
Properties Pending Sale	13	160.0%
Properties For Sale	219	-16.1%
Days on Market (Pending Sale)	166	-16.2%
Month's Supply of Inventory	12.3	-71.7%
Percent Under Contract	5.9%	210.5%
Average Median Price for Last 12 Months	\$2,071,809	9.8%
Average Median Price for Last 3 Months ..	\$1,765,338	28.9%

% 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	\$1,900,625
Average Price per Square Foot	\$1,714
Properties Sold	4
Properties Pending Sale	2
Properties For Sale	93
Days on Market (Pending Sale)	619
Month's Supply of Inventory	39.5
Percent Under Contract	2.2%

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	100	7.5%
Days on Market (Pending Sale)	N/A	N/A
Month's Supply of Inventory	N/A	N/A
Percent Under Contract	0.0%	-100.0%
Average Median Price for Last 12 Months	\$5,051,557	N/A
Average Median Price for Last 3 Months ..	\$10,000,000	N/A



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	\$1,260,000
Average Price per Square Foot	\$492
Properties Sold	5
Properties Pending Sale	2
Properties For Sale	30
Days on Market (Pending Sale)	58
Month's Supply of Inventory	11.5
Percent Under Contract	6.7%

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	3	50.0%
Properties For Sale	28	-6.7%
Days on Market (Pending Sale)	126	117.2%
Month's Supply of Inventory	6.3	-45.2%
Percent Under Contract	10.7%	59.7%
Average Median Price for Last 12 Months	\$1,364,424	N/A
Average Median Price for Last 3 Months ..	\$1,360,750	N/A



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	\$310,000
Average Price per Square Foot	\$223
Properties Sold	17
Properties Pending Sale	9
Properties For Sale	139
Days on Market (Pending Sale)	49
Month's Supply of Inventory	12.4
Percent Under Contract	6.5%

DECEMBER 2011

Median Price	\$284,975	-8.1%
Average Price per Square Foot	\$204	-8.5%
Properties Sold	12	-29.4%
Properties Pending Sale	8	-11.1%
Properties For Sale	84	-39.6%
Days on Market (Pending Sale)	42	-14.3%
Month's Supply of Inventory	7.6	-38.7%
Percent Under Contract	9.5%	46.2%
Average Median Price for Last 12 Months	\$301,978	-5.6%
Average Median Price for Last 3 Months ..	\$281,658	1.2%

% 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	\$440,000
Average Price per Square Foot	\$204
Properties Sold	6
Properties Pending Sale	3
Properties For Sale	42
Days on Market (Pending Sale)	81
Month's Supply of Inventory	11.3
Percent Under Contract	7.1%

DECEMBER 2011

Median Price	\$398,000	-9.5%
Average Price per Square Foot	\$220	7.8%
Properties Sold	4	-33.3%
Properties Pending Sale	2	-33.3%
Properties For Sale	17	-59.5%
Days on Market (Pending Sale)	44	-45.7%
Month's Supply of Inventory	5	-55.8%
Percent Under Contract	11.8%	66.2%
Average Median Price for Last 12 Months	\$438,857	-9.3%
Average Median Price for Last 3 Months ..	\$345,087	15.3%



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	\$1,567,500
Average Price per Square Foot	\$707
Properties Sold	20
Properties Pending Sale	14
Properties For Sale	176
Days on Market (Pending Sale)	129
Month's Supply of Inventory	9.5
Percent Under Contract	8.0%

DECEMBER 2011

Median Price	\$1,284,250	-18.1%
Average Price per Square Foot	\$674	-4.7%
Properties Sold	19	-5.0%
Properties Pending Sale	16	14.3%
Properties For Sale	126	-28.4%
Days on Market (Pending Sale)	84	-34.9%
Month's Supply of Inventory	4.9	-48.4%
Percent Under Contract	12.7%	58.8%
Average Median Price for Last 12 Months	\$1,693,212	-24.2%
Average Median Price for Last 3 Months ..	\$1,725,113	-25.6%



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	\$662,500
Average Price per Square Foot	\$480
Properties Sold	27
Properties Pending Sale	11
Properties For Sale	100
Days on Market (Pending Sale)	67
Month's Supply of Inventory	6.8
Percent Under Contract	11.0%

DECEMBER 2011

Median Price	\$785,000	18.5%
Average Price per Square Foot	\$480	0.0%
Properties Sold	18	-33.3%
Properties Pending Sale	19	72.7%
Properties For Sale	89	-11.0%
Days on Market (Pending Sale)	73	9.0%
Month's Supply of Inventory	2.6	-61.8%
Percent Under Contract	21.3%	93.6%
Average Median Price for Last 12 Months	\$736,981	6.5%
Average Median Price for Last 3 Months ..	\$785,833	-0.1%

% CHANGE



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	\$1,262,500
Average Price per Square Foot	\$373
Properties Sold	4
Properties Pending Sale	1
Properties For Sale	29
Days on Market (Pending Sale)	86
Month's Supply of Inventory	26
Percent Under Contract	3.4%

DECEMBER 2011

Median Price	\$757,500	-40.0%
Average Price per Square Foot	\$315	-15.5%
Properties Sold	6	50.0%
Properties Pending Sale	3	200.0%
Properties For Sale	18	-37.9%
Days on Market (Pending Sale)	117	36.0%
Month's Supply of Inventory	4	-84.6%
Percent Under Contract	16.7%	391.2%
Average Median Price for Last 12 Months	\$1,022,870	-25.9%
Average Median Price for Last 3 Months ..	\$772,500	-1.9%



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	\$0
Average Price per Square Foot	\$0
Properties Sold	0
Properties Pending Sale	0
Properties For Sale	4
Days on Market (Pending Sale)	0
Month's Supply of Inventory	0
Percent Under Contract	0.0%

DECEMBER 2011

Median Price	\$800,000	N/A
Average Price per Square Foot	\$349	N/A
Properties Sold	1	N/A
Properties Pending Sale	0	N/A
Properties For Sale	2	-50.0%
Days on Market (Pending Sale)	0	N/A
Month's Supply of Inventory	0	N/A
Percent Under Contract	0.0%	N/A
Average Median Price for Last 12 Months	\$922,893	-13.3%
Average Median Price for Last 3 Months ..	\$780,667	2.5%



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	\$2,275,000
Average Price per Square Foot	\$820
Properties Sold	12
Properties Pending Sale	18
Properties For Sale	125
Days on Market (Pending Sale)	116
Month's Supply of Inventory	5.1
Percent Under Contract	14.4%

DECEMBER 2011

Median Price	\$1,693,000	-25.6%
Average Price per Square Foot	\$783	-4.5%
Properties Sold	19	58.3%
Properties Pending Sale	14	-22.2%
Properties For Sale	105	-16.0%
Days on Market (Pending Sale)	96	-17.2%
Month's Supply of Inventory	4.6	-9.8%
Percent Under Contract	13.3%	-7.6%
Average Median Price for Last 12 Months	\$1,618,946	4.6%
Average Median Price for Last 3 Months ..	\$1,779,333	-4.9%



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	\$675,000
Average Price per Square Foot	\$462
Properties Sold	24
Properties Pending Sale	14
Properties For Sale	99
Days on Market (Pending Sale)	58
Month's Supply of Inventory	5.2
Percent Under Contract	14.1%

DECEMBER 2011

Median Price	\$565,000	-16.3%
Average Price per Square Foot	\$380	-17.7%
Properties Sold	22	-8.3%
Properties Pending Sale	14	0.0%
Properties For Sale	77	-22.2%
Days on Market (Pending Sale)	39	-32.8%
Month's Supply of Inventory	4.1	-21.2%
Percent Under Contract	18.2%	29.1%
Average Median Price for Last 12 Months	\$620,808	-9.0%
Average Median Price for Last 3 Months ..	\$634,167	-10.9%

% CHANGE



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	\$1,225,000
Average Price per Square Foot	\$521
Properties Sold	25
Properties Pending Sale	18
Properties For Sale	344
Days on Market (Pending Sale)	88
Month's Supply of Inventory	15.2
Percent Under Contract	5.2%

DECEMBER 2011

Median Price	\$1,490,000	21.6%
Average Price per Square Foot	\$546	4.8%
Properties Sold	30	20.0%
Properties Pending Sale	19	5.6%
Properties For Sale	251	-27.0%
Days on Market (Pending Sale)	71	-19.3%
Month's Supply of Inventory	9.2	-39.5%
Percent Under Contract	7.6%	46.2%
Average Median Price for Last 12 Months	\$1,273,058	17.0%
Average Median Price for Last 3 Months ..	\$1,179,500	26.3%



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	\$870,000
Average Price per Square Foot	\$622
Properties Sold	9
Properties Pending Sale	7
Properties For Sale	129
Days on Market (Pending Sale)	68
Month's Supply of Inventory	13.6
Percent Under Contract	5.4%

DECEMBER 2011

Median Price	\$1,145,000	31.6%
Average Price per Square Foot	\$661	6.3%
Properties Sold	15	66.7%
Properties Pending Sale	7	0.0%
Properties For Sale	85	-34.1%
Days on Market (Pending Sale)	23	-66.2%
Month's Supply of Inventory	7.7	-43.4%
Percent Under Contract	8.2%	51.9%
Average Median Price for Last 12 Months	\$960,731	19.2%
Average Median Price for Last 3 Months ..	\$1,105,000	3.6%

% CHANGE



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	\$657,000
Average Price per Square Foot	\$544
Properties Sold	6
Properties Pending Sale	6
Properties For Sale	69
Days on Market (Pending Sale)	109
Month's Supply of Inventory	8.5
Percent Under Contract	8.7%

DECEMBER 2011

Median Price	\$1,100,000	67.4%
Average Price per Square Foot	\$620	14.0%
Properties Sold	9	50.0%
Properties Pending Sale	4	-33.3%
Properties For Sale	50	-27.5%
Days on Market (Pending Sale)	67	-38.5%
Month's Supply of Inventory	7.8	-8.2%
Percent Under Contract	8.0%	-8.0%
Average Median Price for Last 12 Months	\$911,365	20.7%
Average Median Price for Last 3 Months ..	\$893,333	23.1%

% CHANGE



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	\$732,000
Average Price per Square Foot	\$473
Properties Sold	3
Properties Pending Sale	4
Properties For Sale	39
Days on Market (Pending Sale)	148
Month's Supply of Inventory	7.8
Percent Under Contract	10.3%

DECEMBER 2011

Median Price	\$570,000	-22.1%
Average Price per Square Foot	\$417	-11.8%
Properties Sold	7	133.3%
Properties Pending Sale	3	-25.0%
Properties For Sale	25	-35.9%
Days on Market (Pending Sale)	28	-81.1%
Month's Supply of Inventory	5.3	-32.1%
Percent Under Contract	12.0%	16.5%
Average Median Price for Last 12 Months	\$610,227	-6.6%
Average Median Price for Last 3 Months ..	\$572,500	-0.4%

% 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	\$640,000
Average Price per Square Foot	\$418
Properties Sold	19
Properties Pending Sale	11
Properties For Sale	67
Days on Market (Pending Sale)	105
Month's Supply of Inventory	4.1
Percent Under Contract	16.4%

DECEMBER 2011

Median Price	\$600,000	-6.3%
Average Price per Square Foot	\$414	-1.0%
Properties Sold	23	21.1%
Properties Pending Sale	14	27.3%
Properties For Sale	60	-10.4%
Days on Market (Pending Sale)	74	-29.5%
Month's Supply of Inventory	2.6	-36.6%
Percent Under Contract	23.3%	42.1%
Average Median Price for Last 12 Months	\$634,135	-5.4%
Average Median Price for Last 3 Months ..	\$608,333	-1.4%



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	\$1,312,500
Average Price per Square Foot	\$542
Properties Sold	18
Properties Pending Sale	6
Properties For Sale	69
Days on Market (Pending Sale)	105
Month's Supply of Inventory	8.7
Percent Under Contract	8.7%

DECEMBER 2011

Median Price	\$1,558,303	18.7%
Average Price per Square Foot	\$589	8.7%
Properties Sold	17	-5.6%
Properties Pending Sale	10	66.7%
Properties For Sale	61	-11.6%
Days on Market (Pending Sale)	32	-69.5%
Month's Supply of Inventory	3.3	-62.1%
Percent Under Contract	16.4%	88.5%
Average Median Price for Last 12 Months	\$1,299,102	20.0%
Average Median Price for Last 3 Months ..	\$1,416,601	10.0%

% CHANGE



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

