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# Micro Market Report

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# Micro Market Updates - April 2008

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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** over 2007, 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, we at Teles Properties have observed that **our local micro markets are often behaving quite differently**. This distorts the public's perception of what could actually be happening in their own neighborhood.

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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.**

The median sales price has increased in many of the markets we studied. This **belies what is being portrayed** in the news.

The average days on market for a listing is shorter in many of the markets we tracked.

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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# April 2008 Over March 2008 Summary

	New Listings		Sales Volume		Median Sales Price	
	2008 APRIL	2008 MARCH	2008 APRIL	2008 MARCH	2008 APRIL	2008 MARCH
Bel Air - Holmby Hills	27	29	\$20,856,525	\$24,232,400	\$1,330,000	\$2,367,500
Beverly Center - Miracle Mile	35	32	\$15,570,500	\$7,125,500	\$1,015,000	\$929,000
Beverly Hills	24	27	\$45,220,000	\$64,188,125	\$3,725,000	\$6,465,000
Beverly Hills P.O.	30	28	\$10,455,000	\$23,189,000	\$2,050,000	\$1,965,000
Beverlywood	23	21	\$7,789,000	\$4,886,500	\$687,000	\$828,500
Brentwood	40	36	\$30,528,000	\$38,901,125	\$1,962,500	3,250,000
Cheviot Hills - Rancho Park	14	14	\$12,495,000	\$16,552,000	\$1,645,000	\$1,417,500
Hancock Park - Wilshire	49	48	\$31,684,800	\$19,138,000	\$1,100,000	\$1,510,000
Hollywood Hills	33	26	\$7,094,500	\$8,236,500	\$1,169,000	\$895,000
Los Feliz	35	39	\$22,932,500	\$7,238,000	\$960,000	\$771,000
Mid Wilshire	9	10	\$1,390,000	\$1,115,000	\$470,000	\$557,500
Pacific Palisades	38	46	\$48,521,500	\$58,801,557	\$1,999,000	\$1,735,000
Palms - Mar Vista	43	30	\$18,891,000	\$13,619,390	\$781,000	\$755,000
Santa Monica	41	36	\$45,450,000	\$19,930,235	\$2,200,000	\$2,134,235
Silver Lake - Echo Park	28	40	\$10,679,500	\$12,114,025	\$645,500	\$698,000
Sunset Strip - Hollywood Hills West	75	76	\$41,159,000	\$57,069,300	\$1,740,000	\$1,475,000
Venice	33	23	\$23,105,250	\$7,495,000	\$1,200,000	\$940,000
West Hollywood	13	5	\$9,465,500	\$3,801,000	\$1,095,000	\$928,000
West Los Angeles	7	11	\$2,098,000	\$1,358,500	\$723,000	\$679,250
Westwood - Century City	25	22	\$15,086,030	\$22,867,474	\$1,283,700	\$1,338,000

\*information obtained from The MLS

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# April Performance Report

Micro Markets are Choppy with Rays of Sunshine.

The market is still looking to find its footing and gain traction. Consistent with the previous months of this year the Micro Markets that we are following are all experiencing different types of activity.

April's closed sales volume is the aftermath of the slow flow of new transactions from February and March. Escrows are averaging 30 to 60 days to close.

Open House Activity is very strong as the mood and confidence of buyers improve. Positive media outlooks, including upbeat forecasts from Warren Buffet and The Wall Street Journal, about the improving sub prime markets and the housing markets are a refreshing respite from all of the negative news articles that have been published over the past many months.

Sellers are beginning to enter the market at market value and/or are reducing listing prices until market value is found.

Financing is still tough and is still the major obstacle for buyers and sellers to close a transaction. Many lenders are acting gun shy by pricing themselves out of the market or seeking appraisals below the contracted price between a buyer and seller. Local lenders, however, are taking advantage of the opportunity by providing portfolio loans to qualified borrowers, but demand is outstripping supply and the queue for approval is long.

First time buyers are back in the market. This is good news for the middle of the market as this will give those sellers the opportunity to move up to a new home. The top of the market is still very strong and oblivious to the economy or financial markets. If these buyers want a property, they buy it. We think they know something about real estate as an investment.

Improved values are driving multiple offers on existing inventories and we have participated or managed transactions with as many as 13 offers.

Inventory is still low in many markets. Sellers are waiting for the market to stabilize before placing their property on the market.

#### Now for some specific observations:

The sales volume in 10 out of 17 markets we track had a better April than March in 2008. Santa Monica's April sales volume doubled its March volume.

However, only 4 out of 17 markets had improved sales volume for April '08 compared to April '07.

Beverly Hills, Beverly Hills Post Office and Brentwood, which were our best performing markets for the year, took the brunt of the lower sales volume in April.

Bel Air bucked the trend and had a stronger April compared to the previous year.

Cheviot Hills / Rancho Park continues in its steady sales volume and Venice made a strong comeback by tripling sales volume compared to March '08 and nearly matching April '07.

Hancock Park continues to perform well, matching previous sales history. As traffic congestion tightens on the Westside, the Hancock Park market improves.

Median Prices improved for 13 out of 17 markets in April over March for '08. Only 6 markets improved for April '08 compared to April '07.

Sunset Strip improved to a median price of \$1,740,000 for the month of April compared to \$1,539,000 for April '07 and \$1,475,000 for March '08.

Cheviot Hills / Rancho Park enjoyed a median price of \$1,645,000 compared to \$1,600,000 for the same month the previous year and \$1,417,000 for the month of March this year.

Venice surged to \$1,200,000 from \$969,000.

Hollywood Hills East fared very well at \$1,169,000 compared to \$1,080,000 for the same month the previous year and \$765,000 for March of this year.

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# Bel Air - Holmby Hills

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$20,856,525
Average Selling Price: .....	\$2,317,391
Average List Price: .....	\$2,470,333
Average Sales Price / Average List Price: .....	93.80%
Median Price: .....	\$1,330,000
Average Days on Market: .....	100
Number of Listings Sold: .....	9

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

Total Sold Dollar Volume: .....	\$16,950,011
Average Selling Price: .....	\$1,412,500
Average List Price: .....	\$1,375,583
Average Sales Price / Average List Price: .....	102.70%
Median Price: .....	\$1,447,500
Average Days on Market: .....	55
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

\*information obtained from The MLS

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# Beverly Center - Miracle Mile

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$15,570,500
Average Selling Price: .....	\$1,038,033
Average List Price: .....	\$1,072,163
Average Sales Price / Average List Price: .....	96.80%
Median Price: .....	\$1,015,000
Average Days on Market: .....	59
Number of Listings Sold: .....	15

DOM Number of Units

1 - 30 Days: .....	6
31 - 60 Days: .....	3
61 - 90 Days: .....	2
91 - 120 Days: .....	2
Over 120 Days: .....	2

Total Sold Dollar Volume: .....	\$25,207,380
Average Selling Price: .....	\$1,145,790
Average List Price: .....	\$1,169,363
Average Sales Price / Average List Price: .....	98.00%
Median Price: .....	\$1,050,000
Average Days on Market: .....	66
Number of Listings Sold: .....	22

DOM Number of Units

1 - 30 Days: .....	11
31 - 60 Days: .....	2
61 - 90 Days: .....	1
91 - 120 Days: .....	0
Over 120 Days: .....	7

\*information obtained from The MLS

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# Beverly Hills

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$45,220,000
Average Selling Price: .....	\$5,652,500
Average List Price: .....	\$5,876,250
Average Sales Price / Average List Price: .....	96.20%
Median Price: .....	\$3,725,000
Average Days on Market: .....	80
Number of Listings Sold: .....	8

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

Total Sold Dollar Volume: .....	\$90,951,872
Average Selling Price: .....	\$5,350,110
Average List Price: .....	\$5,888,470
Average Sales Price / Average List Price: .....	90.90%
Median Price: .....	\$2,834,028
Average Days on Market: .....	100
Number of Listings Sold: .....	17

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

\*information obtained from The MLS

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# Beverly Hills P.O.

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$10,455,000
Average Selling Price: .....	\$2,091,000
Average List Price: .....	\$2,272,800
Average Sales Price / Average List Price: .....	92.00%
Median Price: .....	\$2,050,000
Average Days on Market: .....	124
Number of Listings Sold: .....	5

DOM Number of Units

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

Total Sold Dollar Volume: .....	\$46,530,368
Average Selling Price: .....	\$3,579,259
Average List Price: .....	\$3,666,769
Average Sales Price / Average List Price: .....	97.60%
Median Price: .....	\$2,700,000
Average Days on Market: .....	75
Number of Listings Sold: .....	13

DOM Number of Units

1 - 30 Days: .....	5
31 - 60 Days: .....	2
61 - 90 Days: .....	0
91 - 120 Days: .....	3
Over 120 Days: .....	3

\*information obtained from The MLS

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# Beverlywood

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$7,789,000
Average Selling Price: .....	\$778,900
Average List Price: .....	\$813,750
Average Sales Price / Average List Price: .....	95.70%
Median Price: .....	\$687,000
Average Days on Market: .....	59
Number of Listings Sold: .....	10

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

Total Sold Dollar Volume: .....	\$11,966,212
Average Selling Price: .....	\$854,729
Average List Price: .....	\$869,214
Average Sales Price / Average List Price: .....	98.30%
Median Price: .....	\$791,513
Average Days on Market: .....	46
Number of Listings Sold: .....	14

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

\*information obtained from The MLS

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# Brentwood

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$30,528,000
Average Selling Price: .....	\$2,544,000
Average List Price: .....	\$2,576,583
Average Sales Price / Average List Price: .....	98.70%
Median Price: .....	\$1,962,500
Average Days on Market: .....	70
Number of Listings Sold: .....	12

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

Total Sold Dollar Volume: .....	\$129,153,497
Average Selling Price: .....	\$4,783,462
Average List Price: .....	\$4,850,185
Average Sales Price / Average List Price: .....	98.60%
Median Price: .....	\$3,200,000
Average Days on Market: .....	57
Number of Listings Sold: .....	27

DOM Number of Units	
1 - 30 Days: .....	14
31 - 60 Days: .....	5
61 - 90 Days: .....	1
91 - 120 Days: .....	1
Over 120 Days: .....	6

\*information obtained from The MLS

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# Cheviot Hills - Rancho Park

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$12,495,000
Average Selling Price: .....	\$1,561,875
Average List Price: .....	\$1,554,500
Average Sales Price / Average List Price: .....	100.50%
Median Price: .....	\$1,645,000
Average Days on Market: .....	39
Number of Listings Sold: .....	8

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

Total Sold Dollar Volume: .....	\$12,369,137
Average Selling Price: .....	\$1,374,348
Average List Price: .....	\$1,351,111
Average Sales Price / Average List Price: .....	101.70%
Median Price: .....	\$1,600,000
Average Days on Market: .....	13
Number of Listings Sold: .....	9

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

\*information obtained from The MLS

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# Hancock Park - Wilshire

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$31,684,800
Average Selling Price: .....	\$1,667,621
Average List Price: .....	\$1,701,126
Average Sales Price / Average List Price: .....	98.00%
Median Price: .....	\$1,100,000
Average Days on Market: .....	86
Number of Listings Sold: .....	19

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

Total Sold Dollar Volume: .....	\$32,310,324
Average Selling Price: .....	\$1,538,586
Average List Price: .....	\$1,568,500
Average Sales Price / Average List Price: .....	98.10%
Median Price: .....	\$1,100,000
Average Days on Market: .....	52
Number of Listings Sold: .....	21

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

\*information obtained from The MLS

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# Hollywood Hills East

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$7,094,500
Average Selling Price: .....	\$1,013,500
Average List Price: .....	\$1,200,857
Average Sales Price / Average List Price: .....	84.40%
Median Price: .....	\$1,169,000
Average Days on Market: .....	36
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: .....	\$12,440,000
Average Selling Price: .....	\$1,036,666
Average List Price: .....	\$1,050,083
Average Sales Price / Average List Price: .....	98.70%
Median Price: .....	\$1,080,000
Average Days on Market: .....	60
Number of Listings Sold: .....	21

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

\*information obtained from The MLS

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# Los Feliz

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$21,904,500
Average Selling Price: .....	\$1,288,500
Average List Price: .....	\$1,370,347
Average Sales Price / Average List Price: .....	94.00%
Median Price: .....	\$900,000
Average Days on Market: .....	70
Number of Listings Sold: .....	17

DOM Number of Units	
1 - 30 Days: .....	6
31 - 60 Days: .....	5
61 - 90 Days: .....	0
91 - 120 Days: .....	4
Over 120 Days: .....	2

Total Sold Dollar Volume: .....	\$36,807,750
Average Selling Price: .....	\$1,415,682
Average List Price: .....	\$1,402,826
Average Sales Price / Average List Price: .....	100.90%
Median Price: .....	\$1,250,000
Average Days on Market: .....	45
Number of Listings Sold: .....	26

DOM Number of Units	
1 - 30 Days: .....	16
31 - 60 Days: .....	3
61 - 90 Days: .....	2
91 - 120 Days: .....	1
Over 120 Days: .....	4

\*information obtained from The MLS

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# Mid Wilshire

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$1,390,000	Total Sold Dollar Volume: .....	\$706,000
Average Selling Price: .....	\$463,333	Average Selling Price: .....	\$706,000
Average List Price: .....	\$473,266	Average List Price: .....	\$699,000
Average Sales Price / Average List Price: .....	97.90%	Average Sales Price / Average List Price: .....	101.00%
Median Price: .....	\$470,000	Median Price: .....	\$706,000
Average Days on Market: .....	46	Average Days on Market: .....	13
Number of Listings Sold: .....	3	Number of Listings Sold: .....	1
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	1	1 - 30 Days: .....	1
31 - 60 Days: .....	1	31 - 60 Days: .....	0
61 - 90 Days: .....	1	61 - 90 Days: .....	0
91 - 120 Days: .....	0	91 - 120 Days: .....	0
Over 120 Days: .....	0	Over 120 Days: .....	0

\*information obtained from The MLS

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# Pacific Palisades

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$48,521,500
Average Selling Price: .....	\$2,553,763
Average List Price: .....	\$2,639,157
Average Sales Price / Average List Price: .....	96.80%
Median Price: .....	\$1,999,000
Average Days on Market: .....	70
Number of Listings Sold: .....	19

DOM Number of Units	
1 - 30 Days: .....	8
31 - 60 Days: .....	2
61 - 90 Days: .....	3
91 - 120 Days: .....	1
Over 120 Days: .....	5

Total Sold Dollar Volume: .....	\$54,354,599
Average Selling Price: .....	\$2,363,243
Average List Price: .....	\$2,383,913
Average Sales Price / Average List Price: .....	99.10%
Median Price: .....	\$2,300,000
Average Days on Market: .....	43
Number of Listings Sold: .....	23

DOM Number of Units	
1 - 30 Days: .....	16
31 - 60 Days: .....	1
61 - 90 Days: .....	2
91 - 120 Days: .....	1
Over 120 Days: .....	3

\*information obtained from The MLS

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# Palms - Mar Vista

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$18,312,000
Average Selling Price: .....	\$832,363
Average List Price: .....	\$850,518
Average Sales Price / Average List Price: .....	97.90%
Median Price: .....	\$793,000
Average Days on Market: .....	64
Number of Listings Sold: .....	22

DOM Number of Units	
1 - 30 Days: .....	4
31 - 60 Days: .....	5
61 - 90 Days: .....	6
91 - 120 Days: .....	2
Over 120 Days: .....	3

Total Sold Dollar Volume: .....	\$29,687,747
Average Selling Price: .....	\$927,742
Average List Price: .....	\$898,729
Average Sales Price / Average List Price: .....	103.20%
Median Price: .....	\$845,000
Average Days on Market: .....	59
Number of Listings Sold: .....	32

DOM Number of Units	
1 - 30 Days: .....	14
31 - 60 Days: .....	5
61 - 90 Days: .....	4
91 - 120 Days: .....	0
Over 120 Days: .....	8

\*information obtained from The MLS

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# Santa Monica

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$45,450,000
Average Selling Price: .....	\$2,673,529
Average List Price: .....	\$2,850,758
Average Sales Price / Average List Price: .....	93.80%
Median Price: .....	\$2,200,000
Average Days on Market: .....	67
Number of Listings Sold: .....	17

DOM Number of Units	
1 - 30 Days: .....	6
31 - 60 Days: .....	3
61 - 90 Days: .....	2
91 - 120 Days: .....	4
Over 120 Days: .....	2

Total Sold Dollar Volume: .....	\$55,710,034
Average Selling Price: .....	\$2,142,693
Average List Price: .....	\$2,174,269
Average Sales Price / Average List Price: .....	98.50%
Median Price: .....	\$1,967,500
Average Days on Market: .....	58
Number of Listings Sold: .....	26

DOM Number of Units	
1 - 30 Days: .....	13
31 - 60 Days: .....	3
61 - 90 Days: .....	2
91 - 120 Days: .....	4
Over 120 Days: .....	4

\*information obtained from The MLS

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# Silver Lake - Echo Park

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$10,679,500
Average Selling Price: .....	\$667,468
Average List Price: .....	\$689,140
Average Sales Price / Average List Price: .....	96.90%
Median Price: .....	\$654,500
Average Days on Market: .....	70
Number of Listings Sold: .....	16

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

Total Sold Dollar Volume: .....	\$22,235,000
Average Selling Price: .....	\$823,518
Average List Price: .....	\$831,498
Average Sales Price / Average List Price: .....	99.00%
Median Price: .....	\$750,000
Average Days on Market: .....	66
Number of Listings Sold: .....	27

DOM Number of Units	
1 - 30 Days: .....	15
31 - 60 Days: .....	3
61 - 90 Days: .....	0
91 - 120 Days: .....	1
Over 120 Days: .....	8

\*information obtained from The MLS

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# Sunset Strip - Hollywood Hills West

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$41,159,000
Average Selling Price: .....	\$1,959,952
Average List Price: .....	\$2,068,328
Average Sales Price / Average List Price: .....	94.80%
Median Price: .....	\$1,740,000
Average Days on Market: .....	59
Number of Listings Sold: .....	21

DOM Number of Units

1 - 30 Days: .....	10
31 - 60 Days: .....	6
61 - 90 Days: .....	0
91 - 120 Days: .....	0
Over 120 Days: .....	5

Total Sold Dollar Volume: .....	\$72,049,755
Average Selling Price: .....	\$1,675,575
Average List Price: .....	\$1,721,523
Average Sales Price / Average List Price: .....	97.30%
Median Price: .....	\$1,539,000
Average Days on Market: .....	58
Number of Listings Sold: .....	43

DOM Number of Units

1 - 30 Days: .....	21
31 - 60 Days: .....	7
61 - 90 Days: .....	6
91 - 120 Days: .....	2
Over 120 Days: .....	7

\*information obtained from The MLS

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# Venice

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$23,105,250
Average Selling Price: .....	\$1,444,078
Average List Price: .....	\$1,502,000
Average Sales Price / Average List Price: .....	96.10%
Median Price: .....	\$1,200,000
Average Days on Market: .....	82
Number of Listings Sold: .....	16

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

Total Sold Dollar Volume: .....	\$26,039,500
Average Selling Price: .....	\$1,370,500
Average List Price: .....	\$1,373,947
Average Sales Price / Average List Price: .....	99.70%
Median Price: .....	\$969,000
Average Days on Market: .....	74
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

\*information obtained from The MLS

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# West Hollywood

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$9,465,500
Average Selling Price: .....	\$1,183,187
Average List Price: .....	\$1,251,487
Average Sales Price / Average List Price: .....	94.50%
Median Price: .....	\$1,095,000
Average Days on Market: .....	74
Number of Listings Sold: .....	8

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

Total Sold Dollar Volume: .....	\$7,564,050
Average Selling Price: .....	\$1,260,675
Average List Price: .....	\$1,249,583
Average Sales Price / Average List Price: .....	100.90%
Median Price: .....	\$1,217,500
Average Days on Market: .....	36
Number of Listings Sold: .....	6

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

\*information obtained from The MLS

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# West Los Angeles

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$2,098,000
Average Selling Price: .....	\$699,333
Average List Price: .....	\$706,333
Average Sales Price / Average List Price: .....	99.00%
Median Price: .....	\$723,000
Average Days on Market: .....	12
Number of Listings Sold: .....	3

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

Total Sold Dollar Volume: .....	\$7,930,500
Average Selling Price: .....	\$881,166
Average List Price: .....	\$879,555
Average Sales Price / Average List Price: .....	100.20%
Median Price: .....	\$812,500
Average Days on Market: .....	31
Number of Listings Sold: .....	9

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

\*information obtained from The MLS

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TELES



PROPERTIES

# Westwood - Century City

April 2008

vs

April 2007

Total Sold Dollar Volume: .....	\$15,086,030
Average Selling Price: .....	\$1,371,457
Average List Price: .....	\$1,388,818
Average Sales Price / Average List Price: .....	98.70%
Median Price: .....	\$1,283,700
Average Days on Market: .....	58
Number of Listings Sold: .....	11

DOM Number of Units	
1 - 30 Days: .....	5
31 - 60 Days: .....	2
61 - 90 Days: .....	1
91 - 120 Days: .....	0
Over 120 Days: .....	3

Total Sold Dollar Volume: .....	\$18,862,000
Average Selling Price: .....	\$1,714,727
Average List Price: .....	\$1,681,090
Average Sales Price / Average List Price: .....	102.00%
Median Price: .....	\$1,515,000
Average Days on Market: .....	30
Number of Listings Sold: .....	11

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

\*information obtained from The MLS

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