

TELES



Micro Market Report

Condominiums

PROPERTIES

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MICRO MARKET UPDATES - JANUARY 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

January 2009

vs

January 2008

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

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

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BEVERLY CENTER - MIRACLE MILE

January 2009

vs

January 2008

| | |
|---|-------------|
| Total Sold Dollar Volume: | \$2,458,500 |
| Average Selling Price: | \$491,700 |
| Average List Price: | \$536,080 |
| Average Sales Price / Average List Price: | 91.70% |
| Median Price: | \$385,000 |
| Average Days on Market: | 111 |
| Number of Listings Sold: | 5 |

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

| | |
|---|-----------|
| Total Sold Dollar Volume: | \$849,000 |
| Average Selling Price: | \$849,000 |
| Average List Price: | \$849,000 |
| Average Sales Price / Average List Price: | 100.00% |
| Median Price: | \$849,000 |
| Average Days on Market: | 35 |
| 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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BEVERLY HILLS

January 2009

vs

January 2008

| | | | |
|---|-------------|---|-------------|
| Total Sold Dollar Volume: | \$1,560,000 | Total Sold Dollar Volume: | \$7,335,000 |
| Average Selling Price: | \$780,000 | Average Selling Price: | \$1,047,857 |
| Average List Price: | \$834,500 | Average List Price: | \$1,110,468 |
| Average Sales Price / Average List Price: | 93.50% | Average Sales Price / Average List Price: | 94.40% |
| Median Price: | \$780,000 | Median Price: | \$935,000 |
| Average Days on Market: | 7 | Average Days on Market: | 121 |
| Number of Listings Sold: | 2 | Number of Listings Sold: | 7 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 1 | 1 - 30 Days: | 1 |
| 31 - 60 Days: | 0 | 31 - 60 Days: | 1 |
| 61 - 90 Days: | 0 | 61 - 90 Days: | 0 |
| 91 - 120 Days: | 0 | 91 - 120 Days: | 4 |
| Over 120 Days: | 0 | Over 120 Days: | 1 |

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BEVERLY HILLS P.O.

January 2009

vs

January 2008

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

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BEVERLYWOOD

January 2009

vs

January 2008

| | |
|---|-------------|
| Total Sold Dollar Volume: | \$1,300,518 |
| Average Selling Price: | \$433,506 |
| Average List Price: | \$438,472 |
| Average Sales Price / Average List Price: | 98.90% |
| Median Price: | \$465,000 |
| Average Days on Market: | 128 |
| Number of Listings Sold: | 3 |

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

| | |
|---|-------------|
| Total Sold Dollar Volume: | \$2,043,000 |
| Average Selling Price: | \$510,750 |
| Average List Price: | \$535,999 |
| Average Sales Price / Average List Price: | 95.30% |
| Median Price: | \$534,000 |
| Average Days on Market: | 134 |
| Number of Listings Sold: | 4 |

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

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BRENTWOOD

January 2009

vs

January 2008

| | |
|---|-------------|
| Total Sold Dollar Volume: | \$5,592,500 |
| Average Selling Price: | \$699,062 |
| Average List Price: | \$734,137 |
| Average Sales Price / Average List Price: | 95.20% |
| Median Price: | \$690,750 |
| Average Days on Market: | 97 |
| Number of Listings Sold: | 8 |

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

| | |
|---|-------------|
| Total Sold Dollar Volume: | \$5,293,500 |
| Average Selling Price: | \$882,250 |
| Average List Price: | \$901,000 |
| Average Sales Price / Average List Price: | 97.90% |
| Median Price: | \$937,500 |
| Average Days on Market: | 78 |
| Number of Listings Sold: | 6 |

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

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CHEVIOT HILLS - RANCHO PARK

January 2009

vs

January 2008

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

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CULVER CITY

January 2009

vs

January 2008

| | | | |
|---|-------------|---|-------------|
| Total Sold Dollar Volume: | \$3,548,400 | Total Sold Dollar Volume: | \$2,715,000 |
| Average Selling Price: | \$394,266 | Average Selling Price: | \$452,500 |
| Average List Price: | \$406,500 | Average List Price: | \$479,500 |
| Average Sales Price / Average List Price: | 97.00% | Average Sales Price / Average List Price: | 94.40% |
| Median Price: | \$412,000 | Median Price: | \$402,500 |
| Average Days on Market: | 36 | Average Days on Market: | 64 |
| Number of Listings Sold: | 9 | Number of Listings Sold: | 6 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 4 | 1 - 30 Days: | 2 |
| 31 - 60 Days: | 2 | 31 - 60 Days: | 1 |
| 61 - 90 Days: | 3 | 61 - 90 Days: | 1 |
| 91 - 120 Days: | 0 | 91 - 120 Days: | 1 |
| Over 120 Days: | 0 | Over 120 Days: | 1 |

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HANCOCK PARK - WILSHIRE

January 2009

vs

January 2008

| | | | |
|---|-------------|---|-------------|
| Total Sold Dollar Volume: | \$5,761,900 | Total Sold Dollar Volume: | \$3,299,000 |
| Average Selling Price: | \$480,158 | Average Selling Price: | \$549,833 |
| Average List Price: | \$521,066 | Average List Price: | \$568,733 |
| Average Sales Price / Average List Price: | 92.10% | Average Sales Price / Average List Price: | 96.70% |
| Median Price: | \$520,000 | Median Price: | \$394,500 |
| Average Days on Market: | 56 | Average Days on Market: | 61 |
| Number of Listings Sold: | 12 | Number of Listings Sold: | 6 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 8 | 1 - 30 Days: | 2 |
| 31 - 60 Days: | 1 | 31 - 60 Days: | 0 |
| 61 - 90 Days: | 1 | 61 - 90 Days: | 0 |
| 91 - 120 Days: | 0 | 91 - 120 Days: | 1 |
| Over 120 Days: | 2 | Over 120 Days: | 2 |

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HOLLYWOOD

January 2009

vs

January 2008

| | | | |
|---|-------------|---|-------------|
| Total Sold Dollar Volume: | \$3,034,000 | Total Sold Dollar Volume: | \$2,040,000 |
| Average Selling Price: | \$505,666 | Average Selling Price: | \$680,000 |
| Average List Price: | \$545,166 | Average List Price: | \$717,666 |
| Average Sales Price / Average List Price: | 92.80% | Average Sales Price / Average List Price: | 94.80% |
| Median Price: | \$513,500 | Median Price: | \$745,000 |
| Average Days on Market: | 133 | Average Days on Market: | 53 |
| Number of Listings Sold: | 6 | Number of Listings Sold: | 3 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 1 | 1 - 30 Days: | 1 |
| 31 - 60 Days: | 0 | 31 - 60 Days: | 0 |
| 61 - 90 Days: | 0 | 61 - 90 Days: | 2 |
| 91 - 120 Days: | 0 | 91 - 120 Days: | 0 |
| Over 120 Days: | 4 | Over 120 Days: | 0 |

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HOLLYWOOD HILLS EAST

January 2009

vs

January 2008

| | | | |
|---|-----------|---|-----------|
| Total Sold Dollar Volume: | \$895,000 | Total Sold Dollar Volume: | \$590,000 |
| Average Selling Price: | \$447,500 | Average Selling Price: | \$590,000 |
| Average List Price: | \$454,500 | Average List Price: | \$589,000 |
| Average Sales Price / Average List Price: | 98.50% | Average Sales Price / Average List Price: | 100.20% |
| Median Price: | \$447,500 | Median Price: | \$590,000 |
| Average Days on Market: | 236 | Average Days on Market: | 7 |
| Number of Listings Sold: | 2 | Number of Listings Sold: | 1 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 0 | 1 - 30 Days: | 1 |
| 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: | 1 | Over 120 Days: | 0 |

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LOS FELIZ

January 2009

vs

January 2008

| | |
|---|-------------|
| Total Sold Dollar Volume: | \$1,644,995 |
| Average Selling Price: | \$411,248 |
| Average List Price: | \$421,748 |
| Average Sales Price / Average List Price: | 97.50% |
| Median Price: | \$347,500 |
| Average Days on Market: | 53 |
| Number of Listings Sold: | 4 |

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

| | |
|---|-----------|
| Total Sold Dollar Volume: | \$780,000 |
| Average Selling Price: | \$390,000 |
| Average List Price: | \$405,000 |
| Average Sales Price / Average List Price: | 96.30% |
| Median Price: | \$390,000 |
| Average Days on Market: | 123 |
| Number of Listings Sold: | 2 |

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

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TELES



PROPERTIES

MALIBU

January 2009

vs

January 2008

| | |
|---|-----------|
| Total Sold Dollar Volume: | \$467,000 |
| Average Selling Price: | \$467,000 |
| Average List Price: | \$480,000 |
| Average Sales Price / Average List Price: | 97.30% |
| Median Price: | \$467,000 |
| Average Days on Market: | 287 |
| 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: | \$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 |

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MALIBU



MALIBU BEACH

January 2009

vs

January 2008

| | | | |
|---|-----|---|-------------|
| Total Sold Dollar Volume: | \$0 | Total Sold Dollar Volume: | \$1,550,000 |
| Average Selling Price: | \$0 | Average Selling Price: | \$1,550,000 |
| Average List Price: | \$0 | Average List Price: | \$1,629,000 |
| Average Sales Price / Average List Price: | 0% | Average Sales Price / Average List Price: | 95.20% |
| Median Price: | \$0 | Median Price: | \$1,550,000 |
| Average Days on Market: | 0 | Average Days on Market: | 99 |
| Number of Listings Sold: | 0 | Number of Listings Sold: | 1 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 0 | 1 - 30 Days: | 0 |
| 31 - 60 Days: | 0 | 31 - 60 Days: | 0 |
| 61 - 90 Days: | 0 | 61 - 90 Days: | 0 |
| 91 - 120 Days: | 0 | 91 - 120 Days: | 1 |
| Over 120 Days: | 0 | Over 120 Days: | 0 |

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MARINA DEL REY

January 2009

vs

January 2008

| | | | |
|---|-------------|---|-------------|
| Total Sold Dollar Volume: | \$6,554,775 | Total Sold Dollar Volume: | \$9,399,990 |
| Average Selling Price: | \$655,477 | Average Selling Price: | \$854,544 |
| Average List Price: | \$704,360 | Average List Price: | \$902,071 |
| Average Sales Price / Average List Price: | 93.10% | Average Sales Price / Average List Price: | 94.70% |
| Median Price: | \$509,950 | Median Price: | \$712,000 |
| Average Days on Market: | 84 | Average Days on Market: | 62 |
| Number of Listings Sold: | 10 | Number of Listings Sold: | 11 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 3 | 1 - 30 Days: | 5 |
| 31 - 60 Days: | 3 | 31 - 60 Days: | 1 |
| 61 - 90 Days: | 0 | 61 - 90 Days: | 2 |
| 91 - 120 Days: | 2 | 91 - 120 Days: | 0 |
| Over 120 Days: | 2 | Over 120 Days: | 3 |

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MID LOS ANGELES

January 2009

vs

January 2008

| | | | |
|---|-----------|---|-----|
| Total Sold Dollar Volume: | \$300,000 | Total Sold Dollar Volume: | \$0 |
| Average Selling Price: | \$300,000 | Average Selling Price: | \$0 |
| Average List Price: | \$400,000 | Average List Price: | \$0 |
| Average Sales Price / Average List Price: | 75.00% | Average Sales Price / Average List Price: | 0% |
| Median Price: | \$300,000 | Median Price: | \$0 |
| Average Days on Market: | 69 | Average Days on Market: | 0 |
| Number of Listings Sold: | 1 | Number of Listings Sold: | 0 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 0 | 1 - 30 Days: | 0 |
| 31 - 60 Days: | 0 | 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 |

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MID WILSHIRE

January 2009

vs

January 2008

| | |
|---|-------------|
| Total Sold Dollar Volume: | \$1,397,000 |
| Average Selling Price: | \$349,250 |
| Average List Price: | \$354,475 |
| Average Sales Price / Average List Price: | 98.50% |
| Median Price: | \$364,000 |
| Average Days on Market: | 101 |
| Number of Listings Sold: | 4 |

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

| | |
|---|-------------|
| Total Sold Dollar Volume: | \$5,734,000 |
| Average Selling Price: | \$477,833 |
| Average List Price: | \$489,225 |
| Average Sales Price / Average List Price: | 97.70% |
| Median Price: | \$514,000 |
| Average Days on Market: | 41 |
| Number of Listings Sold: | 12 |

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

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NORTH HOLLYWOOD

January 2009

vs

January 2008

| | | | |
|---|-----------|---|-----------|
| Total Sold Dollar Volume: | \$548,000 | Total Sold Dollar Volume: | \$594,000 |
| Average Selling Price: | \$182,666 | Average Selling Price: | \$297,000 |
| Average List Price: | \$191,915 | Average List Price: | \$294,450 |
| Average Sales Price / Average List Price: | 95.20% | Average Sales Price / Average List Price: | 100.90% |
| Median Price: | \$167,000 | Median Price: | \$297,000 |
| Average Days on Market: | 54 | Average Days on Market: | 52 |
| Number of Listings Sold: | 3 | Number of Listings Sold: | 2 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 2 | 1 - 30 Days: | 1 |
| 31 - 60 Days: | 0 | 31 - 60 Days: | 0 |
| 61 - 90 Days: | 0 | 61 - 90 Days: | 1 |
| 91 - 120 Days: | 0 | 91 - 120 Days: | 0 |
| Over 120 Days: | 1 | Over 120 Days: | 0 |

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PACIFIC PALISADES

January 2009

vs

January 2008

| | | | |
|---|-----|---|-------------|
| Total Sold Dollar Volume: | \$0 | Total Sold Dollar Volume: | \$2,175,000 |
| Average Selling Price: | \$0 | Average Selling Price: | \$1,087,500 |
| Average List Price: | \$0 | Average List Price: | \$1,137,500 |
| Average Sales Price / Average List Price: | 0% | Average Sales Price / Average List Price: | 95.60% |
| Median Price: | \$0 | Median Price: | \$1,087,500 |
| Average Days on Market: | 0 | Average Days on Market: | 9 |
| Number of Listings Sold: | 0 | Number of Listings Sold: | 2 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 0 | 1 - 30 Days: | 2 |
| 31 - 60 Days: | 0 | 31 - 60 Days: | 0 |
| 61 - 90 Days: | 0 | 61 - 90 Days: | 0 |
| 91 - 120 Days: | 0 | 91 - 120 Days: | 0 |
| Over 120 Days: | 0 | Over 120 Days: | 0 |

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PALMS - MAR VISTA

January 2009

vs

January 2008

| | | | |
|---|-----------|---|-------------|
| Total Sold Dollar Volume: | \$675,000 | Total Sold Dollar Volume: | \$2,858,000 |
| Average Selling Price: | \$337,500 | Average Selling Price: | \$476,333 |
| Average List Price: | \$351,450 | Average List Price: | \$490,650 |
| Average Sales Price / Average List Price: | 96.00% | Average Sales Price / Average List Price: | 97.10% |
| Median Price: | \$337,500 | Median Price: | \$479,500 |
| Average Days on Market: | 39 | Average Days on Market: | 41 |
| Number of Listings Sold: | 2 | Number of Listings Sold: | 6 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 1 | 1 - 30 Days: | 1 |
| 31 - 60 Days: | 0 | 31 - 60 Days: | 4 |
| 61 - 90 Days: | 1 | 61 - 90 Days: | 1 |
| 91 - 120 Days: | 0 | 91 - 120 Days: | 0 |
| Over 120 Days: | 0 | Over 120 Days: | 0 |

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PLAYA DEL REY

January 2009

vs

January 2008

| | | | |
|---|-----------|---|-------------|
| Total Sold Dollar Volume: | \$977,000 | Total Sold Dollar Volume: | \$6,230,300 |
| Average Selling Price: | \$325,666 | Average Selling Price: | \$445,021 |
| Average List Price: | \$345,966 | Average List Price: | \$463,057 |
| Average Sales Price / Average List Price: | 94.10% | Average Sales Price / Average List Price: | 96.10% |
| Median Price: | \$347,000 | Median Price: | \$443,750 |
| Average Days on Market: | 79 | Average Days on Market: | 59 |
| Number of Listings Sold: | 3 | Number of Listings Sold: | 14 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 1 | 1 - 30 Days: | 3 |
| 31 - 60 Days: | 0 | 31 - 60 Days: | 4 |
| 61 - 90 Days: | 1 | 61 - 90 Days: | 2 |
| 91 - 120 Days: | 0 | 91 - 120 Days: | 3 |
| Over 120 Days: | 1 | Over 120 Days: | 1 |

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

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PLAYA VISTA

January 2009

vs

January 2008

| | | | |
|---|-------------|---|-------------|
| Total Sold Dollar Volume: | \$1,839,550 | Total Sold Dollar Volume: | \$1,635,000 |
| Average Selling Price: | \$613,183 | Average Selling Price: | \$545,000 |
| Average List Price: | \$636,333 | Average List Price: | \$584,666 |
| Average Sales Price / Average List Price: | 96.40% | Average Sales Price / Average List Price: | 93.20% |
| Median Price: | \$610,000 | Median Price: | \$500,000 |
| Average Days on Market: | 29 | Average Days on Market: | 80 |
| Number of Listings Sold: | 3 | Number of Listings Sold: | 3 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 1 | 1 - 30 Days: | 0 |
| 31 - 60 Days: | 2 | 31 - 60 Days: | 1 |
| 61 - 90 Days: | 0 | 61 - 90 Days: | 0 |
| 91 - 120 Days: | 0 | 91 - 120 Days: | 2 |
| Over 120 Days: | 0 | Over 120 Days: | 0 |

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SANTA MONICA

January 2009

vs

January 2008

| | |
|---|-------------|
| Total Sold Dollar Volume: | \$8,777,685 |
| Average Selling Price: | \$585,179 |
| Average List Price: | \$617,420 |
| Average Sales Price / Average List Price: | 94.80% |
| Median Price: | \$635,000 |
| Average Days on Market: | 117 |
| Number of Listings Sold: | 15 |

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

| | |
|---|--------------|
| Total Sold Dollar Volume: | \$14,838,333 |
| Average Selling Price: | \$927,395 |
| Average List Price: | \$992,990 |
| Average Sales Price / Average List Price: | 93.40% |
| Median Price: | \$705,000 |
| Average Days on Market: | 56 |
| Number of Listings Sold: | 16 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 2 |
| 31 - 60 Days: | 6 |
| 61 - 90 Days: | 6 |
| 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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SHERMAN OAKS

January 2009

vs

January 2008

| | | | |
|---|-----------|---|-------------|
| Total Sold Dollar Volume: | \$398,000 | Total Sold Dollar Volume: | \$1,257,000 |
| Average Selling Price: | \$398,000 | Average Selling Price: | \$419,000 |
| Average List Price: | \$409,900 | Average List Price: | \$462,633 |
| Average Sales Price / Average List Price: | 97.10% | Average Sales Price / Average List Price: | 90.60% |
| Median Price: | \$398,000 | Median Price: | \$437,000 |
| Average Days on Market: | 73 | Average Days on Market: | 99 |
| Number of Listings Sold: | 1 | Number of Listings Sold: | 3 |
| 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: | 1 | 61 - 90 Days: | 1 |
| 91 - 120 Days: | 0 | 91 - 120 Days: | 1 |
| Over 120 Days: | 0 | Over 120 Days: | 1 |

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SILVER LAKE - ECHO PARK

January 2009

vs

January 2008

| | | | |
|---|-----------|---|-------------|
| Total Sold Dollar Volume: | \$595,000 | Total Sold Dollar Volume: | \$1,094,000 |
| Average Selling Price: | \$595,000 | Average Selling Price: | \$547,000 |
| Average List Price: | \$619,500 | Average List Price: | \$547,000 |
| Average Sales Price / Average List Price: | 96.00% | Average Sales Price / Average List Price: | 100.00% |
| Median Price: | \$595,000 | Median Price: | \$547,000 |
| Average Days on Market: | 61 | Average Days on Market: | 3 |
| Number of Listings Sold: | 1 | Number of Listings Sold: | 2 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 0 | 1 - 30 Days: | 2 |
| 31 - 60 Days: | 0 | 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 |

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STUDIO CITY

January 2009

vs

January 2008

| | |
|---|-------------|
| Total Sold Dollar Volume: | \$1,515,000 |
| Average Selling Price: | \$757,500 |
| Average List Price: | \$849,000 |
| Average Sales Price / Average List Price: | 89.20% |
| Median Price: | \$757,500 |
| Average Days on Market: | 578 |
| Number of Listings Sold: | 2 |

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

| | |
|---|-------------|
| Total Sold Dollar Volume: | \$3,085,000 |
| Average Selling Price: | \$440,714 |
| Average List Price: | \$450,900 |
| Average Sales Price / Average List Price: | 97.70% |
| Median Price: | \$445,000 |
| Average Days on Market: | 35 |
| Number of Listings Sold: | 7 |

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

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SUNSET STRIP - HOLLYWOOD HILLS WEST

January 2009

vs

January 2008

| | | | |
|---|-----------|---|-------------|
| Total Sold Dollar Volume: | \$685,000 | Total Sold Dollar Volume: | \$1,583,000 |
| Average Selling Price: | \$685,000 | Average Selling Price: | \$527,666 |
| Average List Price: | \$699,999 | Average List Price: | \$558,166 |
| Average Sales Price / Average List Price: | 97.90% | Average Sales Price / Average List Price: | 94.50% |
| Median Price: | \$685,000 | Median Price: | \$543,000 |
| Average Days on Market: | 72 | Average Days on Market: | 61 |
| Number of Listings Sold: | 1 | Number of Listings Sold: | 3 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 0 | 1 - 30 Days: | 1 |
| 31 - 60 Days: | 0 | 31 - 60 Days: | 1 |
| 61 - 90 Days: | 1 | 61 - 90 Days: | 0 |
| 91 - 120 Days: | 0 | 91 - 120 Days: | 0 |
| 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

January 2009

vs

January 2008

| | |
|---|-------------|
| Total Sold Dollar Volume: | \$2,255,000 |
| Average Selling Price: | \$751,666 |
| Average List Price: | \$781,666 |
| Average Sales Price / Average List Price: | 96.20% |
| Median Price: | \$650,000 |
| Average Days on Market: | 59 |
| Number of Listings Sold: | 3 |

DOM Number of Units

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

| | |
|---|-----|
| 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 |

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WEST HOLLYWOOD

January 2009

vs

January 2008

| | | | |
|---|-------------|---|--------------|
| Total Sold Dollar Volume: | \$6,673,900 | Total Sold Dollar Volume: | \$19,156,517 |
| Average Selling Price: | \$556,158 | Average Selling Price: | \$709,500 |
| Average List Price: | \$587,099 | Average List Price: | \$828,859 |
| Average Sales Price / Average List Price: | 94.70% | Average Sales Price / Average List Price: | 95.60% |
| Median Price: | \$522,000 | Median Price: | \$620,000 |
| Average Days on Market: | 93 | Average Days on Market: | 78 |
| Number of Listings Sold: | 12 | Number of Listings Sold: | 27 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 3 | 1 - 30 Days: | 3 |
| 31 - 60 Days: | 2 | 31 - 60 Days: | 7 |
| 61 - 90 Days: | 2 | 61 - 90 Days: | 5 |
| 91 - 120 Days: | 2 | 91 - 120 Days: | 8 |
| Over 120 Days: | 3 | 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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WEST LOS ANGELES

January 2009

vs

January 2008

| | | | |
|---|-------------|---|-------------|
| Total Sold Dollar Volume: | \$1,545,000 | Total Sold Dollar Volume: | \$2,270,000 |
| Average Selling Price: | \$515,000 | Average Selling Price: | \$1,135,000 |
| Average List Price: | \$533,133 | Average List Price: | \$1,249,000 |
| Average Sales Price / Average List Price: | 96.60% | Average Sales Price / Average List Price: | 90.90% |
| Median Price: | \$555,000 | Median Price: | \$1,135,000 |
| Average Days on Market: | 119 | Average Days on Market: | 114 |
| Number of Listings Sold: | 3 | 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: | 0 |
| 91 - 120 Days: | 1 | 91 - 120 Days: | 0 |
| Over 120 Days: | 1 | Over 120 Days: | 1 |

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

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WESTCHESTER

January 2009

vs

January 2008

| | | | |
|---|-----|---|-----------|
| Total Sold Dollar Volume: | \$0 | Total Sold Dollar Volume: | \$265,000 |
| Average Selling Price: | \$0 | Average Selling Price: | \$265,000 |
| Average List Price: | \$0 | Average List Price: | \$265,000 |
| Average Sales Price / Average List Price: | 0% | Average Sales Price / Average List Price: | 100.00% |
| Median Price: | \$0 | Median Price: | \$265,000 |
| Average Days on Market: | 0 | Average Days on Market: | 88 |
| Number of Listings Sold: | 0 | Number of Listings Sold: | 1 |
| DOM Number of Units | | DOM Number of Units | |
| 1 - 30 Days: | 0 | 1 - 30 Days: | 0 |
| 31 - 60 Days: | 0 | 31 - 60 Days: | 0 |
| 61 - 90 Days: | 0 | 61 - 90 Days: | 1 |
| 91 - 120 Days: | 0 | 91 - 120 Days: | 0 |
| Over 120 Days: | 0 | Over 120 Days: | 0 |

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

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WESTWOOD - CENTURY CITY

January 2009

vs

January 2008

| | |
|---|--------------|
| Total Sold Dollar Volume: | \$10,767,000 |
| Average Selling Price: | \$769,071 |
| Average List Price: | \$809,128 |
| Average Sales Price / Average List Price: | 95.00% |
| Median Price: | \$677,000 |
| Average Days on Market: | 86 |
| Number of Listings Sold: | 14 |

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

| | |
|---|--------------|
| Total Sold Dollar Volume: | \$18,294,500 |
| Average Selling Price: | \$871,166 |
| Average List Price: | \$915,247 |
| Average Sales Price / Average List Price: | 95.20% |
| Median Price: | \$696,000 |
| Average Days on Market: | 82 |
| Number of Listings Sold: | 21 |

| | |
|----------------------|---|
| DOM Number of Units | |
| 1 - 30 Days: | 6 |
| 31 - 60 Days: | 4 |
| 61 - 90 Days: | 2 |
| 91 - 120 Days: | 2 |
| Over 120 Days: | 7 |

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

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