

TELES



# Micro Market Report

C o n d o m i n i u m s

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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; 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.**

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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# September 2008 Over August 2008 Summary

	New Listings		Sales Volume		Median Sales Price	
	2008 SEPTEMBER	2008 AUGUST	2008 SEPTEMBER	2008 AUGUST	2008 SEPTEMBER	2008 AUGUST
Bel Air - Holmby Hills	13	1	\$0	\$615,000	\$0	\$615,000
Beverly Hills	18	10	\$6,761,000	\$843,000	788,000	421,500
Beverly Hills P.O.	0	0	\$0	\$0	\$0	\$0
Beverlywood	10	4	\$3,364,000	\$3,394,000	\$410,000	\$515,000
Brentwood	18	14	\$4,354,000	\$9,653,500	\$632,500	\$699,000
Cheviot Hills - Rancho Park	1	0	\$0	\$0	\$0	\$0
Culver City	15	17	\$6,337,788	\$6,783,750	\$445,000	\$465,000
Hancock Park - Wilshire	60	28	\$7,421,900	\$3,782,000	\$520,000	\$520,000
Hollywood Hills East	6	4	\$860,000	\$598,900	\$430,000	\$598,900
Los Feliz	0	3	\$448,000	\$765,000	\$448,000	\$382,500
Malibu	6	8	\$4,813,500	\$649,950	\$661,750	\$649,950
Malibu Beach	4	2	\$8,525,000	\$0	\$4,262,500	\$0
Marina del Rey	54	56	\$3,151,500	\$12,729,773	\$860,000	\$732,273
Pacific Palisades	5	12	\$1,327,000	\$4,873,000	\$663,500	\$854,000
Palms - Mar Vista	15	10	\$3,151,500	\$2,561,500	\$443,000	\$425,000
Santa Monica	47	53	\$28,418,828	\$30,099,650	\$750,000	\$756,000
Sherman Oaks	11	11	\$1,126,000	\$1,248,000	\$365,000	\$365,000
Silver Lake - Echo Park	2	3	\$2,492,500	\$2,271,000	\$614,500	\$447,000
Studio City	8	10	\$4,488,350	\$555,500	\$525,000	\$550,000
Sunset Strip - Hollywood Hills West	13	6	\$482,000	\$1,085,000	\$482,000	\$340,000
Venice	15	10	\$5,090,000	\$0	\$1,265,000	\$0
West Hollywood	75	50	\$10,806,500	\$16,433,500	\$632,500	\$563,000
Westwood - Century City	0	60	\$25,988,888	\$36,989,000	\$685,194	\$645,000

\*information obtained from The MLS

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# Bel Air - Holmby Hills

September 2008

vs

September 2007

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: .....	0.0%	Average Sales Price / Average List Price: .....	0.0%
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

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# Beverly Hills

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$6,761,000
Average Selling Price: .....	\$845,125
Average List Price: .....	\$899,612
Average Sales Price / Average List Price: .....	93.90%
Median Price: .....	\$788,000
Average Days on Market: .....	88
Number of Listings Sold: .....	8

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

Total Sold Dollar Volume: .....	\$10,358,319
Average Selling Price: .....	\$941,665
Average List Price: .....	\$976,536
Average Sales Price / Average List Price: .....	96.40%
Median Price: .....	\$900,000
Average Days on Market: .....	100
Number of Listings Sold: .....	11

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

\*information obtained from The MLS

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# Beverly Hills P.O.

September 2008

vs

September 2007

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: .....	0.0%	Average Sales Price / Average List Price: .....	0.0%
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

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# Beverlywood

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$3,364,000
Average Selling Price: .....	\$480,571
Average List Price: .....	\$490,842
Average Sales Price / Average List Price: .....	97.90%
Median Price: .....	\$410,000
Average Days on Market: .....	98
Number of Listings Sold: .....	7

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

Total Sold Dollar Volume: .....	\$1,908,000
Average Selling Price: .....	\$636,000
Average List Price: .....	\$627,666
Average Sales Price / Average List Price: .....	101.30%
Median Price: .....	\$659,000
Average Days on Market: .....	26
Number of Listings Sold: .....	3

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

\*information obtained from The MLS

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# Brentwood

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$4,354,000
Average Selling Price: .....	\$725,666
Average List Price: .....	\$758,833
Average Sales Price / Average List Price: .....	95.60%
Median Price: .....	\$632,500
Average Days on Market: .....	48
Number of Listings Sold: .....	6

DOM Number of Units

1 - 30 Days: .....	4
31 - 60 Days: .....	1
61 - 90 Days: .....	0
91 - 120 Days: .....	0
Over 120 Days: .....	1

Total Sold Dollar Volume: .....	\$4,356,000
Average Selling Price: .....	\$622,285
Average List Price: .....	\$634,785
Average Sales Price / Average List Price: .....	98.00%
Median Price: .....	\$526,000
Average Days on Market: .....	34
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

\*information obtained from The MLS

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# Cheviot Hills - Rancho Park

September 2008

vs

September 2007

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: .....	0.0%	Average Sales Price / Average List Price: .....	0.0%
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

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# Culver City

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$6,337,788
Average Selling Price: .....	\$422,519
Average List Price: .....	\$438,239
Average Sales Price / Average List Price: .....	96.40%
Median Price: .....	\$445,000
Average Days on Market: .....	68
Number of Listings Sold: .....	15

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

Total Sold Dollar Volume: .....	\$6,986,700
Average Selling Price: .....	\$436,668
Average List Price: .....	\$440,724
Average Sales Price / Average List Price: .....	99.10%
Median Price: .....	\$418,500
Average Days on Market: .....	34
Number of Listings Sold: .....	16

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

\*information obtained from The MLS

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# Hancock Park - Wilshire

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$7,421,900	Total Sold Dollar Volume: .....	\$935,000
Average Selling Price: .....	\$494,793	Average Selling Price: .....	\$467,500
Average List Price: .....	\$516,140	Average List Price: .....	\$479,950
Average Sales Price / Average List Price: .....	95.90%	Average Sales Price / Average List Price: .....	97.40%
Median Price: .....	\$520,000	Median Price: .....	\$467,500
Average Days on Market: .....	101	Average Days on Market: .....	71
Number of Listings Sold: .....	15	Number of Listings Sold: .....	2
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: .....	2	91 - 120 Days: .....	0
Over 120 Days: .....	1	Over 120 Days: .....	1

\*information obtained from The MLS

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# Hollywood Hills East

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$860,000	Total Sold Dollar Volume: .....	\$1,708,500
Average Selling Price: .....	\$430,000	Average Selling Price: .....	\$569,500
Average List Price: .....	\$431,200	Average List Price: .....	\$567,000
Average Sales Price / Average List Price: .....	97.50%	Average Sales Price / Average List Price: .....	101.40%
Median Price: .....	\$430,000	Median Price: .....	\$573,500
Average Days on Market: .....	36	Average Days on Market: .....	25
Number of Listings Sold: .....	2	Number of Listings Sold: .....	3
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	1	1 - 30 Days: .....	2
31 - 60 Days: .....	0	31 - 60 Days: .....	1
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

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# Los Feliz

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$448,000
Average Selling Price: .....	\$448,000
Average List Price: .....	\$497,123
Average Sales Price / Average List Price: .....	90.10%
Median Price: .....	\$448,000
Average Days on Market: .....	207
Number of Listings Sold: .....	1

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

Total Sold Dollar Volume: .....	\$1,092,000
Average Selling Price: .....	\$546,000
Average List Price: .....	\$548,499
Average Sales Price / Average List Price: .....	99.50%
Median Price: .....	\$546,000
Average Days on Market: .....	22
Number of Listings Sold: .....	2

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

\*information obtained from The MLS

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# Malibu

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$4,813,500
Average Selling Price: .....	\$1,203,375
Average List Price: .....	\$1,055,750
Average Sales Price / Average List Price: .....	114.00%
Median Price: .....	\$661,750
Average Days on Market: .....	100
Number of Listings Sold: .....	4

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

Total Sold Dollar Volume: .....	\$0
Average Selling Price: .....	\$0
Average List Price: .....	\$0
Average Sales Price / Average List Price: .....	0.0%
Median Price: .....	\$0
Average Days on Market: .....	0
Number of Listings Sold: .....	0

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

\*information obtained from The MLS

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# Malibu Beach

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$8,525,000
Average Selling Price: .....	\$4,262,500
Average List Price: .....	\$4,597,500
Average Sales Price / Average List Price: .....	92.70%
Median Price: .....	\$4,262,500
Average Days on Market: .....	199
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: .....	\$1,000,000
Average Selling Price: .....	\$1,000,000
Average List Price: .....	\$1,049,000
Average Sales Price / Average List Price: .....	95.30%
Median Price: .....	\$1,000,000
Average Days on Market: .....	60
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

\*information obtained from The MLS

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# Marina del Rey

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$14,520,150
Average Selling Price: .....	\$854,126
Average List Price: .....	\$919,364
Average Sales Price / Average List Price: .....	92.90%
Median Price: .....	\$860,000
Average Days on Market: .....	103
Number of Listings Sold: .....	17

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

Total Sold Dollar Volume: .....	\$18,723,500
Average Selling Price: .....	\$936,175
Average List Price: .....	\$972,599
Average Sales Price / Average List Price: .....	96.30%
Median Price: .....	\$764,750
Average Days on Market: .....	88
Number of Listings Sold: .....	20

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

\*information obtained from The MLS

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# Pacific Palisades

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$1,327,000	Total Sold Dollar Volume: .....	\$1,620,000
Average Selling Price: .....	\$663,500	Average Selling Price: .....	\$540,000
Average List Price: .....	\$699,000	Average List Price: .....	\$566,000
Average Sales Price / Average List Price: .....	94.90%	Average Sales Price / Average List Price: .....	95.40%
Median Price: .....	\$663,500	Median Price: .....	\$475,000
Average Days on Market: .....	53	Average Days on Market: .....	50
Number of Listings Sold: .....	2	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: .....	1
61 - 90 Days: .....	0	61 - 90 Days: .....	1
91 - 120 Days: .....	1	91 - 120 Days: .....	0
Over 120 Days: .....	0	Over 120 Days: .....	0

\*information obtained from The MLS

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# Palms - Mar Vista

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$3,151,500	Total Sold Dollar Volume: .....	\$4,773,000
Average Selling Price: .....	\$450,214	Average Selling Price: .....	\$433,909
Average List Price: .....	\$450,714	Average List Price: .....	\$433,363
Average Sales Price / Average List Price: .....	95.80%	Average Sales Price / Average List Price: .....	100.10%
Median Price: .....	\$443,000	Median Price: .....	\$460,000
Average Days on Market: .....	59	Average Days on Market: .....	43
Number of Listings Sold: .....	7	Number of Listings Sold: .....	11
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	2	1 - 30 Days: .....	5
31 - 60 Days: .....	0	31 - 60 Days: .....	2
61 - 90 Days: .....	2	61 - 90 Days: .....	1
91 - 120 Days: .....	1	91 - 120 Days: .....	2
Over 120 Days: .....	1	Over 120 Days: .....	0

\*information obtained from The MLS

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# Santa Monica

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$28,418,828
Average Selling Price: .....	\$811,966
Average List Price: .....	\$854,420
Average Sales Price / Average List Price: .....	95.00%
Median Price: .....	\$750,000
Average Days on Market: .....	79
Number of Listings Sold: .....	35

DOM Number of Units	
1 - 30 Days: .....	9
31 - 60 Days: .....	9
61 - 90 Days: .....	6
91 - 120 Days: .....	4
Over 120 Days: .....	7

Total Sold Dollar Volume: .....	\$27,210,125
Average Selling Price: .....	\$1,046,543
Average List Price: .....	\$1,085,090
Average Sales Price / Average List Price: .....	96.40%
Median Price: .....	\$702,500
Average Days on Market: .....	67
Number of Listings Sold: .....	26

DOM Number of Units	
1 - 30 Days: .....	12
31 - 60 Days: .....	5
61 - 90 Days: .....	3
91 - 120 Days: .....	0
Over 120 Days: .....	6

\*information obtained from The MLS

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# Sherman Oaks

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$2,455,000	Total Sold Dollar Volume: .....	\$1,126,000
Average Selling Price: .....	\$491,000	Average Selling Price: .....	\$375,333
Average List Price: .....	\$511,600	Average List Price: .....	\$366,633
Average Sales Price / Average List Price: .....	96.00%	Average Sales Price / Average List Price: .....	102.40%
Median Price: .....	\$490,000	Median Price: .....	\$365,000
Average Days on Market: .....	58	Average Days on Market: .....	137
Number of Listings Sold: .....	5	Number of Listings Sold: .....	3
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: .....	2	61 - 90 Days: .....	0
91 - 120 Days: .....	1	91 - 120 Days: .....	1
Over 120 Days: .....	0	Over 120 Days: .....	1

\*information obtained from The MLS

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# Silver Lake - Echo Park

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$2,492,500
Average Selling Price: .....	\$623,125
Average List Price: .....	\$649,000
Average Sales Price / Average List Price: .....	96.00%
Median Price: .....	\$614,500
Average Days on Market: .....	24
Number of Listings Sold: .....	4

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

Total Sold Dollar Volume: .....	\$2,934,000
Average Selling Price: .....	\$586,800
Average List Price: .....	\$588,980
Average Sales Price / Average List Price: .....	99.60%
Median Price: .....	\$645,000
Average Days on Market: .....	77
Number of Listings Sold: .....	5

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

\*information obtained from The MLS

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# Studio City

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$4,488,350	Total Sold Dollar Volume: .....	\$7,149,500
Average Selling Price: .....	\$498,705	Average Selling Price: .....	\$649,954
Average List Price: .....	\$512,255	Average List Price: .....	\$657,363
Average Sales Price / Average List Price: .....	97.40%	Average Sales Price / Average List Price: .....	98.90%
Median Price: .....	\$525,000	Median Price: .....	\$649,000
Average Days on Market: .....	171	Average Days on Market: .....	143
Number of Listings Sold: .....	9	Number of Listings Sold: .....	11
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	3	1 - 30 Days: .....	0
31 - 60 Days: .....	1	31 - 60 Days: .....	2
61 - 90 Days: .....	0	61 - 90 Days: .....	1
91 - 120 Days: .....	0	91 - 120 Days: .....	0
Over 120 Days: .....	0	Over 120 Days: .....	8

\*information obtained from The MLS

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# Sunset Strip - Hollywood Hills West

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$482,000	Total Sold Dollar Volume: .....	\$2,068,000
Average Selling Price: .....	\$482,000	Average Selling Price: .....	\$689,333
Average List Price: .....	\$482,000	Average List Price: .....	\$692,333
Average Sales Price / Average List Price: .....	100.00%	Average Sales Price / Average List Price: .....	99.60%
Median Price: .....	\$482,000	Median Price: .....	\$749,000
Average Days on Market: .....	6	Average Days on Market: .....	100
Number of Listings Sold: .....	1	Number of Listings Sold: .....	3
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	1	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: .....	2
Over 120 Days: .....	0	Over 120 Days: .....	0

\*information obtained from The MLS

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# Venice

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$5,090,000
Average Selling Price: .....	\$1,696,666
Average List Price: .....	\$1,831,666
Average Sales Price / Average List Price: .....	92.60%
Median Price: .....	\$1,265,000
Average Days on Market: .....	116
Number of Listings Sold: .....	3

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

Total Sold Dollar Volume: .....	\$2,157,750
Average Selling Price: .....	\$1,078,875
Average List Price: .....	\$1,103,000
Average Sales Price / Average List Price: .....	97.80%
Median Price: .....	\$1,078,875
Average Days on Market: .....	127
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

\*information obtained from The MLS

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# West Hollywood

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$10,806,500
Average Selling Price: .....	\$600,361
Average List Price: .....	\$629,011
Average Sales Price / Average List Price: .....	95.40%
Median Price: .....	\$632,500
Average Days on Market: .....	99
Number of Listings Sold: .....	18

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

Total Sold Dollar Volume: .....	\$18,472,677
Average Selling Price: .....	\$710,487
Average List Price: .....	\$733,761
Average Sales Price / Average List Price: .....	96.80%
Median Price: .....	\$690,000
Average Days on Market: .....	57
Number of Listings Sold: .....	26

DOM Number of Units	
1 - 30 Days: .....	10
31 - 60 Days: .....	8
61 - 90 Days: .....	5
91 - 120 Days: .....	1
Over 120 Days: .....	2

\*information obtained from The MLS

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# Westwood - Century City

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$25,988,888
Average Selling Price: .....	\$866,296
Average List Price: .....	\$921,913
Average Sales Price / Average List Price: .....	94.00%
Median Price: .....	\$685,194
Average Days on Market: .....	62
Number of Listings Sold: .....	30

DOM Number of Units

1 - 30 Days: .....	10
31 - 60 Days: .....	11
61 - 90 Days: .....	3
91 - 120 Days: .....	2
Over 120 Days: .....	3

Total Sold Dollar Volume: .....	\$29,791,400
Average Selling Price: .....	\$930,981
Average List Price: .....	\$962,703
Average Sales Price / Average List Price: .....	96.70%
Median Price: .....	\$645,000
Average Days on Market: .....	58
Number of Listings Sold: .....	32

DOM Number of Units

1 - 30 Days: .....	14
31 - 60 Days: .....	7
61 - 90 Days: .....	3
91 - 120 Days: .....	2
Over 120 Days: .....	6

\*information obtained from The MLS

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