

TELES



Micro Market Report

Single Family Homes

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:	\$6,460,000
Average Selling Price:	\$3,230,000
Average List Price:	\$3,399,000
Average Sales Price / Average List Price:	95.00%
Median Price:	\$3,230,000
Average Days on Market:	74
Number of Listings Sold:	2

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

Total Sold Dollar Volume:	\$18,144,500
Average Selling Price:	\$2,016,055
Average List Price:	\$2,119,655
Average Sales Price / Average List Price:	95.10%
Median Price:	\$1,825,000
Average Days on Market:	89
Number of Listings Sold:	9

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

*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:	\$11,799,250
Average Selling Price:	\$1,072,659
Average List Price:	\$1,144,672
Average Sales Price / Average List Price:	93.70%
Median Price:	\$1,010,000
Average Days on Market:	69
Number of Listings Sold:	11

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

Total Sold Dollar Volume:	\$8,852,400
Average Selling Price:	\$983,600
Average List Price:	\$1,007,183
Average Sales Price / Average List Price:	97.70%
Median Price:	\$899,500
Average Days on Market:	50
Number of Listings Sold:	9

DOM Number of Units	
1 - 30 Days:	3
31 - 60 Days:	3
61 - 90 Days:	1
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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BEVERLY HILLS

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$4,827,000
Average Selling Price:	\$2,413,500
Average List Price:	\$2,672,000
Average Sales Price / Average List Price:	90.30%
Median Price:	\$2,413,500
Average Days on Market:	85
Number of Listings Sold:	2

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

Total Sold Dollar Volume:	\$38,995,000
Average Selling Price:	\$4,874,375
Average List Price:	\$5,248,750
Average Sales Price / Average List Price:	92.90%
Median Price:	\$3,065,000
Average Days on Market:	52
Number of Listings Sold:	8

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

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

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BEVERLY HILLS P.O.

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$10,552,126
Average Selling Price:	\$2,638,031
Average List Price:	\$2,281,249
Average Sales Price / Average List Price:	93.50%
Median Price:	\$2,676,063
Average Days on Market:	44
Number of Listings Sold:	4

DOM Number of Units

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

Total Sold Dollar Volume:	\$45,400,000
Average Selling Price:	\$4,127,272
Average List Price:	\$4,652,990
Average Sales Price / Average List Price:	88.70%
Median Price:	\$3,100,000
Average Days on Market:	63
Number of Listings Sold:	11

DOM Number of Units

1 - 30 Days:	4
31 - 60 Days:	1
61 - 90 Days:	3
91 - 120 Days:	1
Over 120 Days:	2

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

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BEVERLYWOOD

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$6,058,400
Average Selling Price:	\$757,300
Average List Price:	\$785,087
Average Sales Price / Average List Price:	96.50%
Median Price:	\$666,250
Average Days on Market:	106
Number of Listings Sold:	8

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

Total Sold Dollar Volume:	\$7,891,406
Average Selling Price:	\$789,140
Average List Price:	\$826,540
Average Sales Price / Average List Price:	95.50%
Median Price:	\$762,500
Average Days on Market:	64
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

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

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BRENTWOOD

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$26,833,000
Average Selling Price:	\$3,833,285
Average List Price:	\$4,201,857
Average Sales Price / Average List Price:	91.20%
Median Price:	\$1,715,000
Average Days on Market:	72
Number of Listings Sold:	7

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

Total Sold Dollar Volume:	\$69,465,160
Average Selling Price:	\$4,086,185
Average List Price:	\$4,261,117
Average Sales Price / Average List Price:	95.90%
Median Price:	\$2,600,000
Average Days on Market:	67
Number of Listings Sold:	17

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

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

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CHEVIOT HILLS - RANCHO PARK

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$7,743,750
Average Selling Price:	\$1,548,750
Average List Price:	\$1,594,800
Average Sales Price / Average List Price:	97.10%
Median Price:	\$1,725,000
Average Days on Market:	116
Number of Listings Sold:	5

DOM Number of Units

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

Total Sold Dollar Volume:	\$6,513,125
Average Selling Price:	\$1,628,281
Average List Price:	\$1,645,000
Average Sales Price / Average List Price:	99.00%
Median Price:	\$1,579,063
Average Days on Market:	43
Number of Listings Sold:	4

DOM Number of Units

1 - 30 Days:	2
31 - 60 Days:	1
61 - 90 Days:	1
91 - 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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CULVER CITY

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$6,107,500	Total Sold Dollar Volume:	\$5,497,000
Average Selling Price:	\$610,750	Average Selling Price:	\$785,285
Average List Price:	\$626,449	Average List Price:	\$808,857
Average Sales Price / Average List Price:	97.50%	Average Sales Price / Average List Price:	97.10%
Median Price:	\$612,500	Median Price:	\$740,000
Average Days on Market:	39	Average Days on Market:	69
Number of Listings Sold:	10	Number of Listings Sold:	7
DOM Number of Units		DOM Number of Units	
1 - 30 Days:	5	1 - 30 Days:	2
31 - 60 Days:	3	31 - 60 Days:	2
61 - 90 Days:	1	61 - 90 Days:	0
91 - 120 Days:	1	91 - 120 Days:	3
Over 120 Days:	0	Over 120 Days:	0

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HANCOCK PARK - WILSHIRE

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$11,391,900	Total Sold Dollar Volume:	\$6,869,000
Average Selling Price:	\$1,265,766	Average Selling Price:	\$1,144,833
Average List Price:	\$1,334,877	Average List Price:	\$1,211,166
Average Sales Price / Average List Price:	94.80%	Average Sales Price / Average List Price:	94.50%
Median Price:	\$869,900	Median Price:	\$1,047,500
Average Days on Market:	90	Average Days on Market:	52
Number of Listings Sold:	9	Number of Listings Sold:	6
DOM Number of Units		DOM Number of Units	
1 - 30 Days:	3	1 - 30 Days:	2
31 - 60 Days:	1	31 - 60 Days:	1
61 - 90 Days:	1	61 - 90 Days:	3
91 - 120 Days:	1	91 - 120 Days:	0
Over 120 Days:	3	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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HOLLYWOOD

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:	0.0%	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. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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HOLLYWOOD HILLS EAST

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$4,073,500	Total Sold Dollar Volume:	\$9,553,500
Average Selling Price:	\$1,018,375	Average Selling Price:	\$1,194,187
Average List Price:	\$1,090,500	Average List Price:	\$1,299,937
Average Sales Price / Average List Price:	93.40%	Average Sales Price / Average List Price:	91.90%
Median Price:	\$971,750	Median Price:	\$962,500
Average Days on Market:	44	Average Days on Market:	91
Number of Listings Sold:	4	Number of Listings Sold:	8
DOM Number of Units		DOM Number of Units	
1 - 30 Days:	1	1 - 30 Days:	0
31 - 60 Days:	2	31 - 60 Days:	3
61 - 90 Days:	1	61 - 90 Days:	1
91 - 120 Days:	0	91 - 120 Days:	2
Over 120 Days:	0	Over 120 Days:	2

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

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LOS FELIZ

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$7,068,000
Average Selling Price:	\$1,009,714
Average List Price:	\$1,073,128
Average Sales Price / Average List Price:	94.10%
Median Price:	\$1,087,000
Average Days on Market:	46
Number of Listings Sold:	7

DOM Number of Units

1 - 30 Days:	1
31 - 60 Days:	4
61 - 90 Days:	2
91 - 120 Days:	0
Over 120 Days:	0

Total Sold Dollar Volume:	\$14,156,500
Average Selling Price:	\$1,286,954
Average List Price:	\$1,303,900
Average Sales Price / Average List Price:	98.70%
Median Price:	\$899,500
Average Days on Market:	59
Number of Listings Sold:	11

DOM Number of Units

1 - 30 Days:	6
31 - 60 Days:	2
61 - 90 Days:	2
91 - 120 Days:	0
Over 120 Days:	2

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

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MALIBU

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$8,551,140
Average Selling Price:	\$2,137,785
Average List Price:	\$2,391,250
Average Sales Price / Average List Price:	89.40%
Median Price:	\$1,975,570
Average Days on Market:	50
Number of Listings Sold:	4

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

Total Sold Dollar Volume:	\$13,975,000
Average Selling Price:	\$3,493,750
Average List Price:	\$3,630,000
Average Sales Price / Average List Price:	96.20%
Median Price:	\$3,337,500
Average Days on Market:	113
Number of Listings Sold:	4

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

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

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MALIBU BEACH

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$8,525,000
Average Selling Price:	\$4,262,500
Average List Price:	\$4,995,000
Average Sales Price / Average List Price:	85.30%
Median Price:	\$4,262,500
Average Days on Market:	282
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:	\$28,375,000
Average Selling Price:	\$9,458,333
Average List Price:	\$9,656,666
Average Sales Price / Average List Price:	97.90%
Median Price:	\$5,500,000
Average Days on Market:	47
Number of Listings Sold:	3

DOM Number of Units	
1 - 30 Days:	1
31 - 60 Days:	1
61 - 90 Days:	1
91 - 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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MARINA DEL REY

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$0	Total Sold Dollar Volume:	\$2,750,000
Average Selling Price:	\$0	Average Selling Price:	\$1,375,000
Average List Price:	\$0	Average List Price:	\$1,544,950
Average Sales Price / Average List Price:	0.0%	Average Sales Price / Average List Price:	89.00%
Median Price:	\$0	Median Price:	\$1,375,000
Average Days on Market:	0	Average Days on Market:	118
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:	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:	1

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MID LOS ANGELES

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$4,118,050	Total Sold Dollar Volume:	\$3,567,000
Average Selling Price:	\$345,170	Average Selling Price:	\$594,500
Average List Price:	\$378,366	Average List Price:	\$618,300
Average Sales Price / Average List Price:	90.70%	Average Sales Price / Average List Price:	96.20%
Median Price:	\$329,000	Median Price:	\$542,500
Average Days on Market:	94	Average Days on Market:	70
Number of Listings Sold:	12	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:	2	61 - 90 Days:	1
91 - 120 Days:	2	91 - 120 Days:	1
Over 120 Days:	2	Over 120 Days:	1

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MID WILSHIRE

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$1,040,000	Total Sold Dollar Volume:	\$620,000
Average Selling Price:	\$346,666	Average Selling Price:	\$620,000
Average List Price:	\$402,966	Average List Price:	\$569,900
Average Sales Price / Average List Price:	86.00%	Average Sales Price / Average List Price:	108.80%
Median Price:	\$375,000	Median Price:	\$620,000
Average Days on Market:	174	Average Days on Market:	12
Number of Listings Sold:	3	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:	2	Over 120 Days:	0

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NORTH HOLLYWOOD

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$2,443,600	Total Sold Dollar Volume:	\$1,490,000
Average Selling Price:	\$305,450	Average Selling Price:	\$496,666
Average List Price:	\$321,356	Average List Price:	\$508,300
Average Sales Price / Average List Price:	95.10%	Average Sales Price / Average List Price:	97.70%
Median Price:	\$309,950	Median Price:	\$485,000
Average Days on Market:	57	Average Days on Market:	47
Number of Listings Sold:	8	Number of Listings Sold:	3
DOM Number of Units		DOM Number of Units	
1 - 30 Days:	3	1 - 30 Days:	1
31 - 60 Days:	2	31 - 60 Days:	1
61 - 90 Days:	1	61 - 90 Days:	0
91 - 120 Days:	1	91 - 120 Days:	1
Over 120 Days:	1	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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PACIFIC PALISADES

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$23,604,000
Average Selling Price:	\$5,901,000
Average List Price:	\$6,738,750
Average Sales Price / Average List Price:	87.60%
Median Price:	\$4,377,500
Average Days on Market:	239
Number of Listings Sold:	4

DOM Number of Units

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

Total Sold Dollar Volume:	\$46,126,450
Average Selling Price:	\$4,193,313
Average List Price:	\$4,285,272
Average Sales Price / Average List Price:	97.90%
Median Price:	\$3,105,000
Average Days on Market:	87
Number of Listings Sold:	11

DOM Number of Units

1 - 30 Days:	4
31 - 60 Days:	1
61 - 90 Days:	1
91 - 120 Days:	2
Over 120 Days:	3

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PALMS - MAR VISTA

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$7,315,225	Total Sold Dollar Volume:	\$14,705,000
Average Selling Price:	\$731,522	Average Selling Price:	\$865,000
Average List Price:	\$753,000	Average List Price:	\$899,164
Average Sales Price / Average List Price:	97.10%	Average Sales Price / Average List Price:	96.20%
Median Price:	\$667,500	Median Price:	\$789,000
Average Days on Market:	53	Average Days on Market:	70
Number of Listings Sold:	10	Number of Listings Sold:	17
DOM Number of Units		DOM Number of Units	
1 - 30 Days:	4	1 - 30 Days:	6
31 - 60 Days:	3	31 - 60 Days:	4
61 - 90 Days:	1	61 - 90 Days:	1
91 - 120 Days:	1	91 - 120 Days:	3
Over 120 Days:	1	Over 120 Days:	3

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PLAYA DEL REY

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$728,000	Total Sold Dollar Volume:	\$957,500
Average Selling Price:	\$728,000	Average Selling Price:	\$957,500
Average List Price:	\$739,900	Average List Price:	\$999,900
Average Sales Price / Average List Price:	98.40%	Average Sales Price / Average List Price:	95.80%
Median Price:	\$728,000	Median Price:	\$957,500
Average Days on Market:	68	Average Days on Market:	118
Number of Listings Sold:	1	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:	1	61 - 90 Days:	0
91 - 120 Days:	0	91 - 120 Days:	1
Over 120 Days:	0	Over 120 Days:	0

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PLAYA VISTA

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:	0.0%	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. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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SANTA MONICA

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$6,472,242
Average Selling Price:	\$1,618,060
Average List Price:	\$1,777,500
Average Sales Price / Average List Price:	91.00%
Median Price:	\$1,545,121
Average Days on Market:	54
Number of Listings Sold:	4

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

Total Sold Dollar Volume:	\$26,400,300
Average Selling Price:	\$2,400,027
Average List Price:	\$2,506,181
Average Sales Price / Average List Price:	95.80%
Median Price:	\$2,895,000
Average Days on Market:	72
Number of Listings Sold:	11

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

*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:	\$5,657,500
Average Selling Price:	\$942,916
Average List Price:	\$1,003,733
Average Sales Price / Average List Price:	93.90%
Median Price:	\$641,250
Average Days on Market:	58
Number of Listings Sold:	6

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

Total Sold Dollar Volume:	\$16,522,695
Average Selling Price:	\$1,180,192
Average List Price:	\$1,265,385
Average Sales Price / Average List Price:	93.30%
Median Price:	\$1,067,000
Average Days on Market:	60
Number of Listings Sold:	14

DOM Number of Units	
1 - 30 Days:	3
31 - 60 Days:	5
61 - 90 Days:	4
91 - 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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SILVER LAKE - ECHO PARK

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$9,735,185	Total Sold Dollar Volume:	\$8,228,075
Average Selling Price:	\$572,657	Average Selling Price:	\$822,807
Average List Price:	\$595,876	Average List Price:	\$852,350
Average Sales Price / Average List Price:	96.10%	Average Sales Price / Average List Price:	96.50%
Median Price:	\$580,000	Median Price:	\$711,288
Average Days on Market:	44	Average Days on Market:	68
Number of Listings Sold:	17	Number of Listings Sold:	10
 DOM Number of Units		 DOM Number of Units	
1 - 30 Days:	6	1 - 30 Days:	3
31 - 60 Days:	7	31 - 60 Days:	2
61 - 90 Days:	0	61 - 90 Days:	4
91 - 120 Days:	1	91 - 120 Days:	0
Over 120 Days:	2	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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STUDIO CITY

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$3,290,000
Average Selling Price:	\$822,500
Average List Price:	\$847,199
Average Sales Price / Average List Price:	97.10%
Median Price:	\$568,000
Average Days on Market:	57
Number of Listings Sold:	4

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

Total Sold Dollar Volume:	\$9,816,088
Average Selling Price:	\$1,227,011
Average List Price:	\$1,266,750
Average Sales Price / Average List Price:	96.90%
Median Price:	\$1,194,544
Average Days on Market:	83
Number of Listings Sold:	8

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

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

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SUNSET STRIP - HOLLYWOOD HILLS WEST

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$16,208,500
Average Selling Price:	\$1,246,807
Average List Price:	\$1,337,569
Average Sales Price / Average List Price:	93.20%
Median Price:	\$1,075,000
Average Days on Market:	79
Number of Listings Sold:	13

DOM Number of Units

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

Total Sold Dollar Volume:	\$30,159,250
Average Selling Price:	\$2,154,232
Average List Price:	\$2,258,775
Average Sales Price / Average List Price:	95.40%
Median Price:	\$2,060,375
Average Days on Market:	86
Number of Listings Sold:	14

DOM Number of Units

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

*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:	\$3,070,000
Average Selling Price:	\$1,535,000
Average List Price:	\$1,619,950
Average Sales Price / Average List Price:	94.80%
Median Price:	\$1,535,000
Average Days on Market:	53
Number of Listings Sold:	2

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

Total Sold Dollar Volume:	\$13,759,000
Average Selling Price:	\$1,250,818
Average List Price:	\$1,307,272
Average Sales Price / Average List Price:	95.70%
Median Price:	\$999,000
Average Days on Market:	47
Number of Listings Sold:	11

DOM Number of Units	
1 - 30 Days:	4
31 - 60 Days:	5
61 - 90 Days:	0
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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WEST HOLLYWOOD

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$3,150,000
Average Selling Price:	\$1,575,000
Average List Price:	\$1,647,450
Average Sales Price / Average List Price:	95.60%
Median Price:	\$1,575,000
Average Days on Market:	43
Number of Listings Sold:	2

DOM Number of Units

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

Total Sold Dollar Volume:	\$8,579,000
Average Selling Price:	\$1,429,833
Average List Price:	\$1,484,500
Average Sales Price / Average List Price:	96.30%
Median Price:	\$1,362,500
Average Days on Market:	24
Number of Listings Sold:	6

DOM Number of Units

1 - 30 Days:	5
31 - 60 Days:	0
61 - 90 Days:	0
91 - 120 Days:	1
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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WEST LOS ANGELES

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$750,000	Total Sold Dollar Volume:	\$2,270,000
Average Selling Price:	\$750,000	Average Selling Price:	\$1,135,000
Average List Price:	\$825,000	Average List Price:	\$1,249,000
Average Sales Price / Average List Price:	90.90%	Average Sales Price / Average List Price:	90.90%
Median Price:	\$750,000	Median Price:	\$1,135,000
Average Days on Market:	55	Average Days on Market:	114
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:	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:	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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WESTCHESTER

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$6,399,000
Average Selling Price:	\$639,900
Average List Price:	\$639,900
Average Sales Price / Average List Price:	97.60%
Median Price:	\$630,000
Average Days on Market:	110
Number of Listings Sold:	10

DOM Number of Units	
1 - 30 Days:	3
31 - 60 Days:	1
61 - 90 Days:	0
91 - 120 Days:	2
Over 120 Days:	4

Total Sold Dollar Volume:	\$9,396,000
Average Selling Price:	\$854,181
Average List Price:	\$878,263
Average Sales Price / Average List Price:	97.30%
Median Price:	\$772,000
Average Days on Market:	73
Number of Listings Sold:	11

DOM Number of Units	
1 - 30 Days:	4
31 - 60 Days:	2
61 - 90 Days:	0
91 - 120 Days:	1
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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WESTWOOD - CENTURY CITY

January 2009

vs

January 2008

Total Sold Dollar Volume:	\$8,770,000
Average Selling Price:	\$1,252,857
Average List Price:	\$1,330,700
Average Sales Price / Average List Price:	94.20%
Median Price:	\$1,150,000
Average Days on Market:	51
Number of Listings Sold:	7

DOM Number of Units

1 - 30 Days:	3
31 - 60 Days:	0
61 - 90 Days:	4
91 - 120 Days:	0
Over 120 Days:	0

Total Sold Dollar Volume:	\$11,245,000
Average Selling Price:	\$1,606,428
Average List Price:	\$1,696,714
Average Sales Price / Average List Price:	94.70%
Median Price:	\$1,350,000
Average Days on Market:	30
Number of Listings Sold:	7

DOM Number of Units

1 - 30 Days:	4
31 - 60 Days:	3
61 - 90 Days:	0
91 - 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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