

TELES



Micro Market Report

Single Family Homes

PROPERTIES

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MICRO MARKET UPDATES - NOVEMBER 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**, 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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NOVEMBER 2008 over OCTOBER 2008 Summary

	New Listings		Sales Volume		Median Sales Price	
	2008 NOVEMBER	2008 OCTOBER	2008 NOVEMBER	2008 OCTOBER	2008 NOVEMBER	2008 OCTOBER
Bel Air - Holmby Hills	14	19	\$7,731,000	\$17,481,000	\$1,962,500	\$2,300,000
Beverly Hills	23	25	\$19,265,000	\$15,810,000	\$4,525,000	\$2,005,000
Beverly Hills P.O.	19	25	\$14,570,000	\$7,835,000	\$2,367,500	\$2,187,500
Beverlywood Vicinity	20	22	\$4,695,000	\$11,729,000	\$760,000	\$775,000
Brentwood	26	53	\$20,770,000	\$14,748,000	\$1,520,000	\$2,454,000
Cheviot Hills - Rancho Park	11	11	\$2,935,000	\$629,000	\$725,000	\$629,000
Culver City	16	16	\$3,359,500	\$5,243,000	\$749,000	\$776,000
Hancock Park - Wilshire	19	33	\$16,027,000	\$17,109,000	\$945,000	\$877,500
Hollywood Hills	11	13	\$2,835,000	\$4,782,500	\$660,000	\$925,000
Los Feliz	18	38	\$11,510,500	\$15,382,500	\$712,000	\$830,000
Malibu	31	47	\$26,033,500	\$24,215,000	\$1,400,000	\$1,447,500
Malibu Beach	4	7	\$8,625,000	\$0	\$4,312,500	\$0
Marina del Rey	4	8	\$0	\$5,935,000	\$0	\$1,522,500
Pacific Palisades	22	60	\$25,090,000	\$51,615,980	\$2,175,000	\$2,520,000
Palms - Mar Vista	21	26	\$9,644,650	\$16,500,400	\$700,000	\$749,000
Playa del Rey	2	8	\$6,247,500	\$4,455,000	\$1,025,000	\$1,100,000
Playa Vista	1	2	\$0	\$0	\$0	\$0
Santa Monica	25	44	\$25,674,000	\$28,791,500	\$2,254,000	\$1,637,500
Sherman Oaks	20	24	\$16,932,000	\$19,796,391	\$1,049,000	\$899,500
Silver Lake - Echo Park	29	26	\$5,021,000	\$12,573,167	\$622,500	\$527,500
Studio City	16	27	\$12,008,700	\$21,844,252	\$1,012,500	\$1,062,500
Sunset Strip - Hollywood Hills West	60	76	\$25,284,980	\$34,835,000	\$1,070,00	\$1,650,000
Venice	19	41	\$6,815,750	\$20,075,775	\$1,325,000	\$1,320,000
West Hollywood Vicinity	7	15	\$7,274,000	\$7,673,000	\$999,000	\$1,175,000
Westchester	16	27	\$15,991,500	\$12,041,713	\$667,000	\$685,000
Westwood - Century City	23	27	\$6,483,000	\$24,796,163	\$1,230,000	\$1,500,563

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



BEL AIR - HOLMBY HILLS

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$7,731,000
Average Selling Price:	\$1,932,750
Average List Price:	\$2,251,000
Average Sales Price / Average List Price:	85.90%
Median Price:	\$1,962,500
Average Days on Market:	51
Number of Listings Sold:	4

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

Total Sold Dollar Volume:	\$20,484,000
Average Selling Price:	\$1,862,181
Average List Price:	\$1,921,172
Average Sales Price / Average List Price:	96.90%
Median Price:	\$1,575,000
Average Days on Market:	69
Number of Listings Sold:	11

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

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BEVERLY HILLS

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$19,265,000
Average Selling Price:	\$4,816,250
Average List Price:	\$5,235,000
Average Sales Price / Average List Price:	92.00%
Median Price:	\$4,525,000
Average Days on Market:	66
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:	\$51,645,000
Average Selling Price:	\$6,455,625
Average List Price:	\$6,658,625
Average Sales Price / Average List Price:	97.00%
Median Price:	\$3,700,000
Average Days on Market:	52
Number of Listings Sold:	8

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

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BEVERLY HILLS P.O.

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$14,570,000
Average Selling Price:	\$2,428,333
Average List Price:	\$2,505,666
Average Sales Price / Average List Price:	96.90%
Median Price:	\$2,367,500
Average Days on Market:	34
Number of Listings Sold:	6

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

Total Sold Dollar Volume:	\$30,673,000
Average Selling Price:	\$3,067,300
Average List Price:	\$3,239,300
Average Sales Price / Average List Price:	94.70%
Median Price:	\$2,995,000
Average Days on Market:	135
Number of Listings Sold:	10

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

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BEVERLYWOOD

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$4,695,000
Average Selling Price:	\$782,500
Average List Price:	\$856,983
Average Sales Price / Average List Price:	91.30%
Median Price:	\$760,000
Average Days on Market:	132
Number of Listings Sold:	6

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

Total Sold Dollar Volume:	\$4,081,426
Average Selling Price:	\$816,285
Average List Price:	\$854,200
Average Sales Price / Average List Price:	95.60%
Median Price:	\$742,400
Average Days on Market:	69
Number of Listings Sold:	5

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

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$20,770,000
Average Selling Price:	\$2,077,000
Average List Price:	\$2,343,790
Average Sales Price / Average List Price:	88.60%
Median Price:	\$1,520,000
Average Days on Market:	22
Number of Listings Sold:	10

DOM Number of Units

1 - 30 Days:	8
31 - 60 Days:	2
61 - 90 Days:	0
91 - 120 Days:	0
Over 120 Days:	0

Total Sold Dollar Volume:	\$33,048,500
Average Selling Price:	\$3,004,409
Average List Price:	\$3,012,363
Average Sales Price / Average List Price:	99.70%
Median Price:	\$2,895,000
Average Days on Market:	41
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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CHEVIOT HILLS - RANCHO PARK

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$2,935,000
Average Selling Price:	\$978,333
Average List Price:	\$1,034,333
Average Sales Price / Average List Price:	94.60%
Median Price:	\$725,000
Average Days on Market:	49
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

Total Sold Dollar Volume:	\$11,265,800
Average Selling Price:	\$1,877,633
Average List Price:	\$1,856,333
Average Sales Price / Average List Price:	101.10%
Median Price:	\$1,830,400
Average Days on Market:	39
Number of Listings Sold:	6

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

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CULVER CITY

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$3,359,500
Average Selling Price:	\$671,900
Average List Price:	\$704,580
Average Sales Price / Average List Price:	95.40%
Median Price:	\$749,000
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

Total Sold Dollar Volume:	\$4,337,000
Average Selling Price:	\$722,833
Average List Price:	\$742,333
Average Sales Price / Average List Price:	97.40%
Median Price:	\$739,000
Average Days on Market:	63
Number of Listings Sold:	6

DOM Number of Units

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

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HANCOCK PARK - WILSHIRE

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$16,027,000
Average Selling Price:	\$1,602,700
Average List Price:	\$1,747,380
Average Sales Price / Average List Price:	91.70%
Median Price:	\$945,000
Average Days on Market:	92
Number of Listings Sold:	10

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

Total Sold Dollar Volume:	\$26,404,902
Average Selling Price:	\$1,466,939
Average List Price:	\$1,525,938
Average Sales Price / Average List Price:	96.10%
Median Price:	\$981,001
Average Days on Market:	48
Number of Listings Sold:	18

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

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HOLLYWOOD HILLS EAST

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$2,835,000
Average Selling Price:	\$945,000
Average List Price:	\$984,600
Average Sales Price / Average List Price:	96.00%
Median Price:	\$660,000
Average Days on Market:	77
Number of Listings Sold:	3

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

Total Sold Dollar Volume:	\$14,365,000
Average Selling Price:	\$1,436,500
Average List Price:	\$1,488,600
Average Sales Price / Average List Price:	96.50%
Median Price:	\$1,462,000
Average Days on Market:	66
Number of Listings Sold:	10

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

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LOS FELIZ

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$11,510,500
Average Selling Price:	\$1,046,409
Average List Price:	\$1,105,436
Average Sales Price / Average List Price:	94.70%
Median Price:	\$712,000
Average Days on Market:	56
Number of Listings Sold:	11

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

Total Sold Dollar Volume:	\$14,699,500
Average Selling Price:	\$1,336,318
Average List Price:	\$1,373,445
Average Sales Price / Average List Price:	97.30%
Median Price:	\$1,150,000
Average Days on Market:	39
Number of Listings Sold:	11

DOM Number of Units	
1 - 30 Days:	7
31 - 60 Days:	2
61 - 90 Days:	1
91 - 120 Days:	0
Over 120 Days:	1

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PROPERTIES

MALIBU

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$26,033,500
Average Selling Price:	\$2,366,681
Average List Price:	\$2,566,000
Average Sales Price / Average List Price:	92.20%
Median Price:	\$1,400,000
Average Days on Market:	194
Number of Listings Sold:	11

DOM Number of Units

1 - 30 Days:	1
31 - 60 Days:	1
61 - 90 Days:	0
91 - 120 Days:	3
Over 120 Days:	6

Total Sold Dollar Volume:	\$23,250,000
Average Selling Price:	\$1,660,714
Average List Price:	\$1,807,285
Average Sales Price / Average List Price:	91.90%
Median Price:	\$1,215,000
Average Days on Market:	145
Number of Listings Sold:	14

DOM Number of Units

1 - 30 Days:	4
31 - 60 Days:	0
61 - 90 Days:	0
91 - 120 Days:	2
Over 120 Days:	8

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MALIBU BEACH

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$8,625,000
Average Selling Price:	\$4,312,500
Average List Price:	\$4,622,500
Average Sales Price / Average List Price:	93.30%
Median Price:	\$4,312,500
Average Days on Market:	81
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:	\$10,700,000
Average Selling Price:	\$5,350,000
Average List Price:	\$5,450,000
Average Sales Price / Average List Price:	98.20%
Median Price:	\$5,350,000
Average Days on Market:	263
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

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MARINA DEL REY

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$0	Total Sold Dollar Volume:	\$8,620,000
Average Selling Price:	\$0	Average Selling Price:	\$2,155,000
Average List Price:	\$0	Average List Price:	\$2,210,750
Average Sales Price / Average List Price:	0%	Average Sales Price / Average List Price:	97.50%
Median Price:	\$0	Median Price:	\$2,172,500
Average Days on Market:	0	Average Days on Market:	37
Number of Listings Sold:	0	Number of Listings Sold:	4
DOM Number of Units		DOM Number of Units	
1 - 30 Days:	0	1 - 30 Days:	2
31 - 60 Days:	0	31 - 60 Days:	1
61 - 90 Days:	0	61 - 90 Days:	1
91 - 120 Days:	0	91 - 120 Days:	0
Over 120 Days:	0	Over 120 Days:	0

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PACIFIC PALISADES

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$25,090,000
Average Selling Price:	\$2,280,909
Average List Price:	\$2,478,136
Average Sales Price / Average List Price:	92.00%
Median Price:	\$2,175,000
Average Days on Market:	120
Number of Listings Sold:	11

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

Total Sold Dollar Volume:	\$54,168,039
Average Selling Price:	\$2,579,430
Average List Price:	\$3,062,571
Average Sales Price / Average List Price:	84.20%
Median Price:	\$2,250,000
Average Days on Market:	69
Number of Listings Sold:	21

DOM Number of Units	
1 - 30 Days:	6
31 - 60 Days:	7
61 - 90 Days:	5
91 - 120 Days:	0
Over 120 Days:	3

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PALMS - MAR VISTA

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$9,644,650	Total Sold Dollar Volume:	\$9,803,499
Average Selling Price:	\$741,896	Average Selling Price:	\$816,958
Average List Price:	\$772,684	Average List Price:	\$832,495
Average Sales Price / Average List Price:	96.00%	Average Sales Price / Average List Price:	98.10%
Median Price:	\$700,000	Median Price:	\$812,000
Average Days on Market:	53	Average Days on Market:	52
Number of Listings Sold:	13	Number of Listings Sold:	12
DOM Number of Units		DOM Number of Units	
1 - 30 Days:	4	1 - 30 Days:	6
31 - 60 Days:	5	31 - 60 Days:	2
61 - 90 Days:	3	61 - 90 Days:	1
91 - 120 Days:	0	91 - 120 Days:	2
Over 120 Days:	1	Over 120 Days:	1

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PLAYA DEL REY

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$6,247,500
Average Selling Price:	\$1,041,250
Average List Price:	\$1,132,485
Average Sales Price / Average List Price:	91.90%
Median Price:	\$1,025,000
Average Days on Market:	28
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

Total Sold Dollar Volume:	\$3,725,000
Average Selling Price:	\$1,241,666
Average List Price:	\$1,274,333
Average Sales Price / Average List Price:	97.40%
Median Price:	\$1,150,000
Average Days on Market:	117
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

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PLAYA VISTA

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$0	Total Sold Dollar Volume:	\$4,399,990
Average Selling Price:	\$0	Average Selling Price:	\$1,466,663
Average List Price:	\$0	Average List Price:	\$1,524,996
Average Sales Price / Average List Price:	0%	Average Sales Price / Average List Price:	96.20%
Median Price:	\$0	Median Price:	\$1,320,000
Average Days on Market:	0	Average Days on Market:	97
Number of Listings Sold:	0	Number of Listings Sold:	3
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:	1

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SANTA MONICA

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$25,674,000
Average Selling Price:	\$2,852,666
Average List Price:	\$3,028,222
Average Sales Price / Average List Price:	94.20%
Median Price:	\$2,254,000
Average Days on Market:	32
Number of Listings Sold:	9

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

Total Sold Dollar Volume:	\$47,297,610
Average Selling Price:	\$2,627,645
Average List Price:	\$2,649,055
Average Sales Price / Average List Price:	99.20%
Median Price:	\$2,340,000
Average Days on Market:	40
Number of Listings Sold:	18

DOM Number of Units	
1 - 30 Days:	9
31 - 60 Days:	6
61 - 90 Days:	1
91 - 120 Days:	2
Over 120 Days:	0

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SHERMAN OAKS

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$16,932,000
Average Selling Price:	\$1,128,800
Average List Price:	\$1,170,593
Average Sales Price / Average List Price:	96.40%
Median Price:	\$1,049,000
Average Days on Market:	62
Number of Listings Sold:	15

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

Total Sold Dollar Volume:	\$18,772,500
Average Selling Price:	\$893,928
Average List Price:	\$942,595
Average Sales Price / Average List Price:	94.80%
Median Price:	\$790,000
Average Days on Market:	72
Number of Listings Sold:	12

DOM Number of Units	
1 - 30 Days:	7
31 - 60 Days:	4
61 - 90 Days:	2
91 - 120 Days:	3
Over 120 Days:	5

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SILVER LAKE - ECHO PARK

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$5,021,000
Average Selling Price:	\$627,625
Average List Price:	\$659,175
Average Sales Price / Average List Price:	95.20%
Median Price:	\$622,500
Average Days on Market:	80
Number of Listings Sold:	8

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

Total Sold Dollar Volume:	\$11,821,928
Average Selling Price:	\$738,870
Average List Price:	\$748,625
Average Sales Price / Average List Price:	98.70%
Median Price:	\$590,278
Average Days on Market:	38
Number of Listings Sold:	16

DOM Number of Units	
1 - 30 Days:	8
31 - 60 Days:	6
61 - 90 Days:	1
91 - 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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STUDIO CITY

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$12,008,700
Average Selling Price:	\$1,000,725
Average List Price:	\$1,066,912
Average Sales Price / Average List Price:	93.80%
Median Price:	\$1,012,500
Average Days on Market:	72
Number of Listings Sold:	12

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

Total Sold Dollar Volume:	\$10,269,000
Average Selling Price:	\$1,141,000
Average List Price:	\$1,188,222
Average Sales Price / Average List Price:	96.00%
Median Price:	\$1,007,500
Average Days on Market:	64
Number of Listings Sold:	9

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

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SUNSET STRIP - HOLLYWOOD HILLS WEST

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$25,284,980
Average Selling Price:	\$2,107,081
Average List Price:	\$2,332,783
Average Sales Price / Average List Price:	90.30%
Median Price:	\$1,070,000
Average Days on Market:	83
Number of Listings Sold:	12

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

Total Sold Dollar Volume:	\$40,505,000
Average Selling Price:	\$1,761,086
Average List Price:	\$1,805,204
Average Sales Price / Average List Price:	97.60%
Median Price:	\$1,255,000
Average Days on Market:	34
Number of Listings Sold:	23

DOM Number of Units	
1 - 30 Days:	17
31 - 60 Days:	3
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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VENICE

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$6,815,750
Average Selling Price:	\$1,363,150
Average List Price:	\$1,438,400
Average Sales Price / Average List Price:	94.80%
Median Price:	\$1,325,000
Average Days on Market:	85
Number of Listings Sold:	5

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

Total Sold Dollar Volume:	\$9,212,000
Average Selling Price:	\$1,151,500
Average List Price:	\$1,218,362
Average Sales Price / Average List Price:	94.50%
Median Price:	\$1,230,000
Average Days on Market:	54
Number of Listings Sold:	8

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

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$7,274,000
Average Selling Price:	\$1,039,142
Average List Price:	\$1,117,142
Average Sales Price / Average List Price:	93.00%
Median Price:	\$999,000
Average Days on Market:	86
Number of Listings Sold:	7

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

Total Sold Dollar Volume:	\$12,980,500
Average Selling Price:	\$1,081,708
Average List Price:	\$1,094,000
Average Sales Price / Average List Price:	98.90%
Median Price:	\$1,010,000
Average Days on Market:	55
Number of Listings Sold:	12

DOM Number of Units	
1 - 30 Days:	6
31 - 60 Days:	4
61 - 90 Days:	0
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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WESTCHESTER

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$15,991,500
Average Selling Price:	\$799,575
Average List Price:	\$836,540
Average Sales Price / Average List Price:	95.60%
Median Price:	\$667,000
Average Days on Market:	60
Number of Listings Sold:	20

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

Total Sold Dollar Volume:	\$12,213,500
Average Selling Price:	\$718,441
Average List Price:	\$735,529
Average Sales Price / Average List Price:	97.70%
Median Price:	\$719,000
Average Days on Market:	60
Number of Listings Sold:	17

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

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WESTWOOD - CENTURY CITY

November 2008

vs

November 2007

Total Sold Dollar Volume:	\$6,483,000
Average Selling Price:	\$1,296,600
Average List Price:	\$1,361,400
Average Sales Price / Average List Price:	95.20%
Median Price:	\$1,230,000
Average Days on Market:	46
Number of Listings Sold:	5

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

Total Sold Dollar Volume:	\$18,794,240
Average Selling Price:	\$1,445,710
Average List Price:	\$1,432,615
Average Sales Price / Average List Price:	100.90%
Median Price:	\$1,380,000
Average Days on Market:	22
Number of Listings Sold:	13

DOM Number of Units	
1 - 30 Days:	8
31 - 60 Days:	4
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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