

TELES



# Micro Market Report

Single Family Homes

PROPERTIES

www.telesproperties.com



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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 Performance Report

## A Blinding Flash Of The Obvious

When you look closely at the statistics it becomes very obvious that the driving force in our local Westside real estate market is a decline in the demand for property. The changes in lending guidelines and the availability of money has clearly had an impact on the number of people who are looking to purchase at this time compared to years past. As a result of this decreased demand for homes, inventory is rising slightly and prices are gradually declining. From a technical definition based on our current inventory numbers we are in a "Buyer's Market". When inventory exceeds a six month supply of homes that indicates a Buyer's Market. When inventory is between four and six months that is considered a neutral market. When inventory dips below a four month supply it is a Seller's Market. For 2008 we have averaged between an eight and ten month supply of homes.

Here are some overall trends in the market as compared to last year. Be sure to study the micro markets you are interested in to see how they are performing . These numbers include the entire Westside of Los Angeles for single family homes.

This year inventory has ranged from 3100 homes to 3750 homes for sale. We are at 3700 right now.

Sales per month have ranged between 209 and 329. In Sept 283 properties closed.

Inventory has ranged between 8.4 months supply and 10.1 months supply. We are currently at 9.6 months.

The pendings as a % of the homes for sale has ranged from 7.9% to 9.8%. Last month was 7.9%

In 2007 the inventory range was between 2650 and 3700 homes for sale.

In 2007 the sales per month ranged between 275 and 492.

In 2007 the months supply of inventory ranged between 4 and 14.8.

In 2007 the pendings as a % of the homes for sale ranged between 7% and 18.4%.

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# September Performance Report

A Blinding Flash Of The Obvious

The average median sales price for the first nine months of the year in 2008 is \$1,086,000 vs \$1,180,000 for the first 9 months of 2007. This is a 8% decline.

If you look at the different price ranges you will see the under \$2.5 million dollar market has been impacted much greater than over \$2.5 million. The numbers below are the average median sales price for each dollar range.

Under \$1mm \$709,000 (2008) vs. \$762,000 (2007) down 7%

\$1mm - \$2.5mm \$1,359,000 vs. \$1460,000 down 7%

\$2.5mm - \$5mm \$3,267,000 vs. \$3,245,000 up .6%

Over \$5mm \$6,823,000 vs. \$6,797,000 up .4%

Again the bottom line is very simple - There are less people buying homes and this is impacting the market however not nearly as much as most people think. Stay tuned for next month's report to see if any new trends are developing.

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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	30	17	\$23,893,050	\$15,932,500	\$1,112,500	\$1,715,000
Beverly Hills	23	21	\$11,075,000	\$31,832,500	4,650,000	2,600,000
Beverly Hills P.O.	28	25	\$46,004,365	\$12,092,785	\$1,115,000	\$1,720,000
Beverlywood	19	22	\$11,028,500	\$6,895,900	\$685,000	\$637,500
Brentwood	38	31	\$23,512,000	\$31,363,000	\$2,132,250	\$2,027,500
Cheviot Hills - Rancho Park	12	17	\$6,863,000	\$7,980,000	\$1,387,500	\$1,475,000
Culver City	18	19	\$11,093,725	\$11,649,900	\$672,500	\$650,000
Hancock Park - Wilshire	40	21	\$20,023,200	\$21,783,200	\$1,170,000	\$1,218,000
Hollywood Hills East	24	18	\$8,194,000	\$8,287,500	\$827,500	\$955,000
Los Feliz	29	27	\$16,759,350	\$24,082,900	\$1,400,000	\$765,000
Malibu	46	28	\$22,258,219	\$35,405,000	\$3,019,109	\$2,370,000
Malibu Beach	12	4	\$1,650,000	\$2,400,000	\$1,650,000	\$2,400,000
Marina del Rey	8	11	\$0	\$2,480,000	\$0	\$1,240,000
Pacific Palisades	44	25	\$25,692,500	\$73,744,560	\$2,327,500	\$2,879,000
Palms - Mar Vista	32	30	\$24,017,300	\$16,956,510	\$772,000	\$751,000
Santa Monica	32	21	\$39,920,400	\$57,058,451	\$1,615,000	\$2,250,000
Sherman Oaks	38	39	\$13,611,000	\$17,077,500	\$860,000	\$865,000
Silver Lake - Echo Park	26	33	\$8,126,215	\$13,078,455	\$745,000	\$607,500
Studio City	22	37	\$11,228,000	\$15,254,500	\$1,000,000	\$1,025,000
Sunset Strip - Hollywood Hills West	89	65	\$39,391,900	\$31,962,422	\$1,254,000	\$1,058,000
Venice	26	21	\$18,683,000	\$13,906,500	\$950,000	\$1,089,500
West Hollywood	14	14	\$4,697,500	\$4,445,000	\$1,105,000	\$1,025,000
Westwood - Century City	27	21	\$24,012,031	\$16,728,500	\$1,340,000	\$1,586,500

\*information obtained from The MLS

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# Bel Air - Holmby Hills

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$23,893,050
Average Selling Price: .....	\$2,389,305
Average List Price: .....	\$2,565,800
Average Sales Price / Average List Price: .....	93.10%
Median Price: .....	\$1,112,500
Average Days on Market: .....	118
Number of Listings Sold: .....	10

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

Total Sold Dollar Volume: .....	\$69,278,163
Average Selling Price: .....	\$4,618,544
Average List Price: .....	\$4,960,066
Average Sales Price / Average List Price: .....	93.10%
Median Price: .....	\$2,950,000
Average Days on Market: .....	79
Number of Listings Sold: .....	15

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

\*information obtained from The MLS

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# Beverly Hills

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$11,075,000
Average Selling Price: .....	\$3,691,666
Average List Price: .....	\$3,875,000
Average Sales Price / Average List Price: .....	95.30%
Median Price: .....	\$4,650,000
Average Days on Market: .....	43
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: .....	\$43,275,000
Average Selling Price: .....	\$4,808,333
Average List Price: .....	\$5,074,888
Average Sales Price / Average List Price: .....	94.70%
Median Price: .....	\$4,505,000
Average Days on Market: .....	45
Number of Listings Sold: .....	9

DOM Number of Units	
1 - 30 Days: .....	5
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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# Beverly Hills P.O.

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$11,028,500
Average Selling Price: .....	\$1,002,590
Average List Price: .....	\$1,015,354
Average Sales Price / Average List Price: .....	98.70%
Median Price: .....	\$685,000
Average Days on Market: .....	47
Number of Listings Sold: .....	11

DOM Number of Units

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

Total Sold Dollar Volume: .....	\$15,742,000
Average Selling Price: .....	\$2,623,666
Average List Price: .....	\$2,869,000
Average Sales Price / Average List Price: .....	91.40%
Median Price: .....	\$2,171,000
Average Days on Market: .....	115
Number of Listings Sold: .....	6

DOM Number of Units

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

\*information obtained from The MLS

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# Beverlywood

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$6,895,900	Total Sold Dollar Volume: .....	\$8,381,250
Average Selling Price: .....	\$689,590	Average Selling Price: .....	\$1,197,321
Average List Price: .....	\$734,465	Average List Price: .....	\$1,196,428
Average Sales Price / Average List Price: .....	93.90%	Average Sales Price / Average List Price: .....	100.10%
Median Price: .....	\$637,500	Median Price: .....	\$1,150,000
Average Days on Market: .....	87	Average Days on Market: .....	44
Number of Listings Sold: .....	10	Number of Listings Sold: .....	7
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	2	1 - 30 Days: .....	4
31 - 60 Days: .....	1	31 - 60 Days: .....	0
61 - 90 Days: .....	5	61 - 90 Days: .....	2
91 - 120 Days: .....	1	91 - 120 Days: .....	1
Over 120 Days: .....	1	Over 120 Days: .....	0

\*information obtained from The MLS

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# Brentwood

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$23,512,000
Average Selling Price: .....	\$2,351,200
Average List Price: .....	\$2,421,900
Average Sales Price / Average List Price: .....	97.10%
Median Price: .....	\$2,132,250
Average Days on Market: .....	48
Number of Listings Sold: .....	10

DOM Number of Units

1 - 30 Days: .....	4
31 - 60 Days: .....	3
61 - 90 Days: .....	1
91 - 120 Days: .....	2
Over 120 Days: .....	0

Total Sold Dollar Volume: .....	\$20,605,500
Average Selling Price: .....	\$1,873,227
Average List Price: .....	\$1,891,727
Average Sales Price / Average List Price: .....	99.00%
Median Price: .....	\$1,485,000
Average Days on Market: .....	38
Number of Listings Sold: .....	11

DOM Number of Units

1 - 30 Days: .....	8
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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# Cheviot Hills - Rancho Park

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$6,863,000
Average Selling Price: .....	\$1,715,750
Average List Price: .....	\$1,717,000
Average Sales Price / Average List Price: .....	99.90%
Median Price: .....	\$1,387,500
Average Days on Market: .....	52
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: .....	\$14,054,810
Average Selling Price: .....	\$1,405,481
Average List Price: .....	\$1,421,200
Average Sales Price / Average List Price: .....	98.90%
Median Price: .....	\$1,295,125
Average Days on Market: .....	43
Number of Listings Sold: .....	10

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

\*information obtained from The MLS

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# Culver City

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$11,093,725
Average Selling Price: .....	\$693,357
Average List Price: .....	\$721,206
Average Sales Price / Average List Price: .....	96.10%
Median Price: .....	\$672,500
Average Days on Market: .....	70
Number of Listings Sold: .....	16

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

Total Sold Dollar Volume: .....	\$4,714,000
Average Selling Price: .....	\$1,178,500
Average List Price: .....	\$1,259,500
Average Sales Price / Average List Price: .....	93.60%
Median Price: .....	\$990,000
Average Days on Market: .....	39
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

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# Hancock Park - Wilshire

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$20,023,200
Average Selling Price: .....	\$1,334,880
Average List Price: .....	\$1,338,459
Average Sales Price / Average List Price: .....	99.70%
Median Price: .....	\$1,170,000
Average Days on Market: .....	51
Number of Listings Sold: .....	15

DOM Number of Units

1 - 30 Days: .....	9
31 - 60 Days: .....	2
61 - 90 Days: .....	1
91 - 120 Days: .....	2
Over 120 Days: .....	1

Total Sold Dollar Volume: .....	\$26,813,000
Average Selling Price: .....	\$1,577,235
Average List Price: .....	\$1,632,517
Average Sales Price / Average List Price: .....	96.60%
Median Price: .....	\$1,205,000
Average Days on Market: .....	39
Number of Listings Sold: .....	17

DOM Number of Units

1 - 30 Days: .....	6
31 - 60 Days: .....	9
61 - 90 Days: .....	1
91 - 120 Days: .....	1
Over 120 Days: .....	0

\*information obtained from The MLS

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# Hollywood Hills East

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$8,194,000
Average Selling Price: .....	\$1,024,250
Average List Price: .....	\$1,049,224
Average Sales Price / Average List Price: .....	97.60%
Median Price: .....	\$827,500
Average Days on Market: .....	80
Number of Listings Sold: .....	8

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

Total Sold Dollar Volume: .....	\$16,954,715
Average Selling Price: .....	\$1,130,314
Average List Price: .....	\$1,142,666
Average Sales Price / Average List Price: .....	98.90%
Median Price: .....	\$1,050,000
Average Days on Market: .....	61
Number of Listings Sold: .....	15

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

\*information obtained from The MLS

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# Los Feliz

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$16,759,350
Average Selling Price: .....	\$1,289,180
Average List Price: .....	\$1,371,684
Average Sales Price / Average List Price: .....	94.00%
Median Price: .....	\$1,400,000
Average Days on Market: .....	87
Number of Listings Sold: .....	13

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

Total Sold Dollar Volume: .....	\$21,321,600
Average Selling Price: .....	\$1,522,971
Average List Price: .....	\$1,601,107
Average Sales Price / Average List Price: .....	95.10%
Median Price: .....	\$1,662,000
Average Days on Market: .....	73
Number of Listings Sold: .....	14

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

\*information obtained from The MLS

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# Malibu

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$22,258,219
Average Selling Price: .....	\$2,782,277
Average List Price: .....	\$3,018,612
Average Sales Price / Average List Price: .....	92.20%
Median Price: .....	\$3,019,110
Average Days on Market: .....	123
Number of Listings Sold: .....	8

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

Total Sold Dollar Volume: .....	\$25,485,250
Average Selling Price: .....	\$3,640,750
Average List Price: .....	\$3,466,142
Average Sales Price / Average List Price: .....	105.00%
Median Price: .....	\$675,578
Average Days on Market: .....	65
Number of Listings Sold: .....	7

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

\*information obtained from The MLS

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# Malibu Beach

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$1,650,000
Average Selling Price: .....	\$1,650,000
Average List Price: .....	\$1,774,000
Average Sales Price / Average List Price: .....	93.00%
Median Price: .....	\$1,650,000
Average Days on Market: .....	118
Number of Listings Sold: .....	1

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

Total Sold Dollar Volume: .....	\$40,194,350
Average Selling Price: .....	\$5,742,050
Average List Price: .....	\$6,037,857
Average Sales Price / Average List Price: .....	95.10%
Median Price: .....	\$4,560,000
Average Days on Market: .....	127
Number of Listings Sold: .....	7

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

\*information obtained from The MLS

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# Marina del Rey

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$0	Total Sold Dollar Volume: .....	\$2,220,000
Average Selling Price: .....	\$0	Average Selling Price: .....	\$1,110,000
Average List Price: .....	\$0	Average List Price: .....	\$1,252,500
Average Sales Price / Average List Price: .....	0.0%	Average Sales Price / Average List Price: .....	88.60%
Median Price: .....	\$0	Median Price: .....	\$1,110,000
Average Days on Market: .....	0	Average Days on Market: .....	134
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: .....	1
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

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# Pacific Palisades

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$25,692,500
Average Selling Price: .....	\$2,335,681
Average List Price: .....	\$2,473,818
Average Sales Price / Average List Price: .....	94.40%
Median Price: .....	\$2,327,500
Average Days on Market: .....	100
Number of Listings Sold: .....	11

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

Total Sold Dollar Volume: .....	\$30,654,500
Average Selling Price: .....	\$2,358,038
Average List Price: .....	\$2,407,384
Average Sales Price / Average List Price: .....	98.00%
Median Price: .....	\$2,050,000
Average Days on Market: .....	44
Number of Listings Sold: .....	13

DOM Number of Units	
1 - 30 Days: .....	7
31 - 60 Days: .....	2
61 - 90 Days: .....	0
91 - 120 Days: .....	4
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: .....	\$24,692,300
Average Selling Price: .....	\$851,458
Average List Price: .....	\$872,751
Average Sales Price / Average List Price: .....	97.60%
Median Price: .....	\$759,000
Average Days on Market: .....	40
Number of Listings Sold: .....	29

DOM Number of Units	
1 - 30 Days: .....	14
31 - 60 Days: .....	6
61 - 90 Days: .....	7
91 - 120 Days: .....	2
Over 120 Days: .....	0

Total Sold Dollar Volume: .....	\$21,935,500
Average Selling Price: .....	\$913,979
Average List Price: .....	\$925,724
Average Sales Price / Average List Price: .....	98.70%
Median Price: .....	\$945,750
Average Days on Market: .....	40
Number of Listings Sold: .....	24

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

\*information obtained from The MLS

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# Santa Monica

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$39,920,400
Average Selling Price: .....	\$2,661,360
Average List Price: .....	\$2,706,599
Average Sales Price / Average List Price: .....	98.30%
Median Price: .....	\$1,615,000
Average Days on Market: .....	80
Number of Listings Sold: .....	15

DOM Number of Units

1 - 30 Days: .....	5
31 - 60 Days: .....	4
61 - 90 Days: .....	4
91 - 120 Days: .....	0
Over 120 Days: .....	2

Total Sold Dollar Volume: .....	\$24,632,999
Average Selling Price: .....	\$1,894,846
Average List Price: .....	\$1,938,461
Average Sales Price / Average List Price: .....	97.80%
Median Price: .....	\$1,635,000
Average Days on Market: .....	47
Number of Listings Sold: .....	13

DOM Number of Units

1 - 30 Days: .....	5
31 - 60 Days: .....	3
61 - 90 Days: .....	4
91 - 120 Days: .....	1
Over 120 Days: .....	0

\*information obtained from The MLS

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# Sherman Oaks

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$14,686,000
Average Selling Price: .....	\$917,875
Average List Price: .....	\$942,318
Average Sales Price / Average List Price: .....	97.40%
Median Price: .....	\$886,000
Average Days on Market: .....	53
Number of Listings Sold: .....	16

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

Total Sold Dollar Volume: .....	\$14,038,400
Average Selling Price: .....	\$1,169,866
Average List Price: .....	\$1,197,533
Average Sales Price / Average List Price: .....	97.70%
Median Price: .....	\$1,192,500
Average Days on Market: .....	31
Number of Listings Sold: .....	12

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

\*information obtained from The MLS

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# Silver Lake - Echo Park

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$8,126,215	Total Sold Dollar Volume: .....	\$7,697,000
Average Selling Price: .....	\$625,093	Average Selling Price: .....	\$699,727
Average List Price: .....	\$662,138	Average List Price: .....	\$710,909
Average Sales Price / Average List Price: .....	94.40%	Average Sales Price / Average List Price: .....	98.40%
Median Price: .....	\$745,000	Median Price: .....	\$580,000
Average Days on Market: .....	61	Average Days on Market: .....	71
Number of Listings Sold: .....	13	Number of Listings Sold: .....	11
DOM Number of Units		DOM Number of Units	
1 - 30 Days: .....	6	1 - 30 Days: .....	4
31 - 60 Days: .....	2	31 - 60 Days: .....	4
61 - 90 Days: .....	2	61 - 90 Days: .....	0
91 - 120 Days: .....	0	91 - 120 Days: .....	2
Over 120 Days: .....	3	Over 120 Days: .....	1

\*information obtained from The MLS

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# Studio City

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$11,228,000
Average Selling Price: .....	\$1,247,555
Average List Price: .....	\$1,360,666
Average Sales Price / Average List Price: .....	91.70%
Median Price: .....	\$1,000,000
Average Days on Market: .....	92
Number of Listings Sold: .....	9

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

Total Sold Dollar Volume: .....	\$21,748,000
Average Selling Price: .....	\$1,279,294
Average List Price: .....	\$1,307,352
Average Sales Price / Average List Price: .....	97.90%
Median Price: .....	\$1,200,000
Average Days on Market: .....	43
Number of Listings Sold: .....	17

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

\*information obtained from The MLS

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# Sunset Strip - Hollywood Hills West

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$39,391,900
Average Selling Price: .....	\$1,458,959
Average List Price: .....	\$1,529,007
Average Sales Price / Average List Price: .....	95.20%
Median Price: .....	\$1,254,000
Average Days on Market: .....	75
Number of Listings Sold: .....	27

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

Total Sold Dollar Volume: .....	\$25,948,125
Average Selling Price: .....	\$1,853,437
Average List Price: .....	\$1,873,282
Average Sales Price / Average List Price: .....	98.90%
Median Price: .....	\$1,527,000
Average Days on Market: .....	53
Number of Listings Sold: .....	14

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

\*information obtained from The MLS

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# Venice

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$18,683,000
Average Selling Price: .....	\$1,245,533
Average List Price: .....	\$1,279,326
Average Sales Price / Average List Price: .....	97.40%
Median Price: .....	\$950,000
Average Days on Market: .....	72
Number of Listings Sold: .....	15

DOM Number of Units

1 - 30 Days: .....	5
31 - 60 Days: .....	2
61 - 90 Days: .....	4
91 - 120 Days: .....	1
Over 120 Days: .....	3

Total Sold Dollar Volume: .....	\$19,014,000
Average Selling Price: .....	\$1,267,600
Average List Price: .....	\$1,269,400
Average Sales Price / Average List Price: .....	99.90%
Median Price: .....	\$1,075,000
Average Days on Market: .....	77
Number of Listings Sold: .....	15

DOM Number of Units

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

\*information obtained from The MLS

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TELES



PROPERTIES

# West Hollywood

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$4,697,500
Average Selling Price: .....	\$1,174,375
Average List Price: .....	\$1,206,500
Average Sales Price / Average List Price: .....	97.30%
Median Price: .....	\$1,105,000
Average Days on Market: .....	32
Number of Listings Sold: .....	4

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

Total Sold Dollar Volume: .....	\$4,713,000
Average Selling Price: .....	\$942,600
Average List Price: .....	\$994,600
Average Sales Price / Average List Price: .....	94.80%
Median Price: .....	\$1,005,000
Average Days on Market: .....	37
Number of Listings Sold: .....	5

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

\*information obtained from The MLS

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TELES



PROPERTIES

# Westwood - Century City

September 2008

vs

September 2007

Total Sold Dollar Volume: .....	\$24,012,031
Average Selling Price: .....	\$1,412,472
Average List Price: .....	\$1,458,705
Average Sales Price / Average List Price: .....	96.80%
Median Price: .....	\$1,340,000
Average Days on Market: .....	63
Number of Listings Sold: .....	17

DOM Number of Units	
1 - 30 Days: .....	7
31 - 60 Days: .....	4
61 - 90 Days: .....	4
91 - 120 Days: .....	0
Over 120 Days: .....	2

Total Sold Dollar Volume: .....	\$29,700,090
Average Selling Price: .....	\$2,284,622
Average List Price: .....	\$2,298,069
Average Sales Price / Average List Price: .....	99.40%
Median Price: .....	\$1,620,000
Average Days on Market: .....	31
Number of Listings Sold: .....	13

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

\*information obtained from The MLS

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