

Micro Market Comparison January 2007 vs January 2008



Beverly Hills Single Family Home Sales Jan-07

Total Sold Dollar Volume: \$22,225,000
 Average Selling Price: \$3,175,000
 Average List Price: \$3,459,857
 Avg Sales Price/Avg. List Price: 91.80%

Median Price: \$2,995,000
 Average Days on Market: 149
 Number of Listings Sold: 7

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 0 |
| 31 - 60 Days | 2 |
| 61 - 90 Days | 0 |
| 91 - 120 Days | 1 |
| Over 120 Days | 4 |

Beverly Hills Post Office Single Family Home Sales Jan-07

Total Sold Dollar Volume: \$45,425,000
 Average Selling Price: \$3,494,230
 Average List Price: \$3,467,915
 Avg Sales Price/Avg. List Price: 100.80%

Median Price: \$1,995,000
 Average Days on Market: 104
 Number of Listings Sold: 13

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 2 |
| 31 - 60 Days | 2 |
| 61 - 90 Days | 1 |
| 91 - 120 Days | 3 |
| Over 120 Days | 5 |

Beverly Hills Single Family Home Sales Jan-08

Total Sold Dollar Volume: \$38,995,000
 Average Selling Price: \$4,874,375
 Average List Price: \$5,248,750
 Avg Sales Price/Avg. List Price: 92.90%

Median Price: \$3,065,000
 Average Days on Market: 52
 Number of Listings Sold: 8

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 3 |
| 31 - 60 Days | 1 |
| 61 - 90 Days | 1 |
| 91 - 120 Days | 0 |
| Over 120 Days | 2 |

Beverly Hills Post Office Single Family Home Sales Jan-08

Total Sold Dollar Volume: \$45,400,000
 Average Selling Price: \$4,127,272
 Average List Price: \$4,652,990
 Avg Sales Price/Avg. List Price: 88.70%

Median Price: \$3,100,000
 Average Days on Market: 63
 Number of Listings Sold: 11

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 4 |
| 31 - 60 Days | 1 |
| 61 - 90 Days | 3 |
| 91 - 120 Days | 1 |
| Over 120 Days | 2 |

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Sunset Strip - Hollywood Hills West Single Family Home Sales Jan-07 Jan-08

| | | | |
|----------------------------------|--------------|----------------------------------|--------------|
| Total Sold Dollar Volume: | \$55,945,623 | Total Sold Dollar Volume: | \$30,159,250 |
| Average Selling Price: | \$1,998,057 | Average Selling Price: | \$2,154,232 |
| Average List Price: | \$2,048,232 | Average List Price: | \$2,258,775 |
| Avg Sales Price/Avg. List Price: | 97.60% | Avg Sales Price/Avg. List Price: | 95.40% |
| Median Price: | \$1,597,508 | Median Price: | \$2,060,375 |
| Average Days on Market: | 75 | Average Days on Market: | 86 |
| Number of Listings Sold: | 28 | Number of Listings Sold: | 14 |
| | | | |
| DOM | No. Of Units | DOM | No. Of Units |
| 1 - 30 Days | 6 | 1 - 30 Days | 2 |
| 31 - 60 Days | 7 | 31 - 60 Days | 5 |
| 61 - 90 Days | 5 | 61 - 90 Days | 3 |
| 91 - 120 Days | 6 | 91 - 120 Days | 1 |
| Over 120 Days | 4 | Over 120 Days | 3 |

Bel Air - Holmby Hills Single Family Home Sales Jan-07

| | | | |
|----------------------------------|--------------|----------------------------------|--------------|
| Total Sold Dollar Volume: | \$15,306,000 | Total Sold Dollar Volume: | \$18,244,500 |
| Average Selling Price: | \$2,551,000 | Average Selling Price: | \$2,027,166 |
| Average List Price: | \$2,681,666 | Average List Price: | \$2,119,655 |
| Avg Sales Price/Avg. List Price: | 95.10% | Avg Sales Price/Avg. List Price: | 95.60% |
| Median Price: | \$2,347,500 | Median Price: | \$1,825,000 |
| Average Days on Market: | 103 | Average Days on Market: | 89 |
| Number of Listings Sold: | 6 | Number of Listings Sold: | 9 |
| | | | |
| DOM | No. Of Units | DOM | No. Of Units |
| 1 - 30 Days | 1 | 1 - 30 Days | 2 |
| 31 - 60 Days | 1 | 31 - 60 Days | 2 |
| 61 - 90 Days | 1 | 61 - 90 Days | 2 |
| 91 - 120 Days | 1 | 91 - 120 Days | 0 |
| Over 120 Days | 2 | Over 120 Days | 3 |

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Westwood - Century City Single Family Home Sales Jan-07

Total Sold Dollar Volume: \$10,266,000
 Average Selling Price: \$1,283,250
 Average List Price: \$1,360,625
 Avg Sales Price/Avg. List Price: 94.30%

Median Price: \$1,152,500
 Average Days on Market: 29
 Number of Listings Sold: 8

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 5 |
| 31 - 60 Days | 1 |
| 61 - 90 Days | 0 |
| 91 - 120 Days | 0 |
| Over 120 Days | 1 |

Brentwood Single Family Home Sales Jan-07

Total Sold Dollar Volume: \$37,412,715
 Average Selling Price: \$2,494,181
 Average List Price: \$2,625,466
 Avg Sales Price/Avg. List Price: 95.00%

Median Price: \$1,815,000
 Average Days on Market: 85
 Number of Listings Sold: 15

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 2 |
| 31 - 60 Days | 6 |
| 61 - 90 Days | 2 |
| 91 - 120 Days | 0 |
| Over 120 Days | 5 |

Westwood - Century City Single Family Home Sales Jan-08

Total Sold Dollar Volume: \$9,045,000
 Average Selling Price: \$1,507,500
 Average List Price: \$1,587,833
 Avg Sales Price/Avg. List Price: 94.90%

Median Price: \$1,282,500
 Average Days on Market: 31
 Number of Listings Sold: 6

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 3 |
| 31 - 60 Days | 3 |
| 61 - 90 Days | 0 |
| 91 - 120 Days | 0 |
| Over 120 Days | 0 |

Brentwood Single Family Home Sales Jan-08

Total Sold Dollar Volume: \$68,606,160
 Average Selling Price: \$4,287,885
 Average List Price: \$4,446,500
 Avg Sales Price/Avg. List Price: 96.40%

Median Price: \$3,325,000
 Average Days on Market: 66
 Number of Listings Sold: 16

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 5 |
| 31 - 60 Days | 5 |
| 61 - 90 Days | 4 |
| 91 - 120 Days | 0 |
| Over 120 Days | 2 |

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Cheviot Hills - Rancho Park Single Family Home Sales Jan-07

Total Sold Dollar Volume: \$11,113,000
 Average Selling Price: \$1,234,777
 Average List Price: \$1,245,222
 Avg Sales Price/Avg. List Price: 99.20%

Median Price: \$1,275,000
 Average Days on Market: 41
 Number of Listings Sold: 9

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 5 |
| 31 - 60 Days | 1 |
| 61 - 90 Days | 3 |
| 91 - 120 Days | 0 |
| Over 120 Days | 0 |

West Hollywood Vicinity Single Family Home Sales Jan-07

Total Sold Dollar Volume: \$12,728,000
 Average Selling Price: \$1,060,666
 Average List Price: \$1,090,249
 Avg Sales Price/Avg. List Price: 97.30%

Median Price: \$1,035,000
 Average Days on Market: 81
 Number of Listings Sold: 12

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 3 |
| 31 - 60 Days | 3 |
| 61 - 90 Days | 1 |
| 91 - 120 Days | 2 |
| Over 120 Days | 3 |

Cheviot Hills - Rancho Park Single Family Home Sales Jan-08

Total Sold Dollar Volume: \$6,513,125
 Average Selling Price: \$1,628,281
 Average List Price: \$1,645,000
 Avg Sales Price/Avg. List Price: 99.00%

Median Price: \$1,579,063
 Average Days on Market: 43
 Number of Listings Sold: 4

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 2 |
| 31 - 60 Days | 1 |
| 61 - 90 Days | 1 |
| 91 - 120 Days | 0 |
| Over 120 Days | 0 |

West Hollywood Vicinity Single Family Home Sales Jan-08

Total Sold Dollar Volume: \$8,579,000
 Average Selling Price: \$1,429,833
 Average List Price: \$1,484,500
 Avg Sales Price/Avg. List Price: 96.30%

Median Price: \$1,362,500
 Average Days on Market: 24
 Number of Listings Sold: 6

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 5 |
| 31 - 60 Days | 0 |
| 61 - 90 Days | 0 |
| 91 - 120 Days | 1 |
| Over 120 Days | 0 |

Micro Market Comparison January 2007 vs January 2008



Venice Single Family Home Sales Jan-07

Total Sold Dollar Volume: \$8,391,000
 Average Selling Price: \$1,198,714
 Average List Price: \$1,236,571
 Avg Sales Price/Avg. List Price: 96.90%

Median Price: \$1,050,000
 Average Days on Market: 62
 Number of Listings Sold: 7

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 2 |
| 31 - 60 Days | 2 |
| 61 - 90 Days | 1 |
| 91 - 120 Days | 1 |
| Over 120 Days | 1 |

Palms - Mar Vista Single Family Home Sales Jan-07

Total Sold Dollar Volume: \$22,048,000
 Average Selling Price: \$848,000
 Average List Price: \$868,305
 Avg Sales Price/Avg. List Price: 97.70%

Median Price: \$775,000
 Average Days on Market: 58
 Number of Listings Sold: 26

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 10 |
| 31 - 60 Days | 8 |
| 61 - 90 Days | 3 |
| 91 - 120 Days | 2 |
| Over 120 Days | 3 |

Venice Single Family Home Sales Jan-08

Total Sold Dollar Volume: \$13,759,000
 Average Selling Price: \$1,250,818
 Average List Price: \$1,307,272
 Avg Sales Price/Avg. List Price: 95.70%

Median Price: \$999,000
 Average Days on Market: 47
 Number of Listings Sold: 11

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 4 |
| 31 - 60 Days | 5 |
| 61 - 90 Days | 0 |
| 91 - 120 Days | 2 |
| Over 120 Days | 0 |

Palms - Mar Vista Single Family Home Sales Jan-08

Total Sold Dollar Volume: \$14,705,000
 Average Selling Price: \$865,000
 Average List Price: \$899,164
 Avg Sales Price/Avg. List Price: 96.20%

Median Price: \$789,000
 Average Days on Market: 70
 Number of Listings Sold: 70

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 6 |
| 31 - 60 Days | 4 |
| 61 - 90 Days | 1 |
| 91 - 120 Days | 3 |
| Over 120 Days | 3 |

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Santa Monica Single Family Home Sales Jan-07

| | |
|----------------------------------|--------------|
| Total Sold Dollar Volume: | \$42,250,595 |
| Average Selling Price: | \$2,011,933 |
| Average List Price: | \$2,085,428 |
| Avg Sales Price/Avg. List Price: | 96.50% |
| Median Price: | \$1,475,000 |
| Average Days on Market: | 63 |
| Number of Listings Sold: | 21 |

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 5 |
| 31 - 60 Days | 6 |
| 61 - 90 Days | 7 |
| 91 - 120 Days | 0 |
| Over 120 Days | 3 |

Pacific Palisades Single Family Home Sales Jan-07

| | |
|----------------------------------|--------------|
| Total Sold Dollar Volume: | \$49,396,367 |
| Average Selling Price: | \$2,469,818 |
| Average List Price: | \$2,556,200 |
| Avg Sales Price/Avg. List Price: | 96.60% |
| Median Price: | \$2,383,750 |
| Average Days on Market: | 48 |
| Number of Listings Sold: | 20 |

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 10 |
| 31 - 60 Days | 4 |
| 61 - 90 Days | 2 |
| 91 - 120 Days | 1 |
| Over 120 Days | 3 |

Santa Monica Single Family Home Sales Jan-08

| | |
|----------------------------------|--------------|
| Total Sold Dollar Volume: | \$23,926,300 |
| Average Selling Price: | \$2,658,477 |
| Average List Price: | \$2,769,333 |
| Avg Sales Price/Avg. List Price: | 96.00% |
| Median Price: | \$2,940,650 |
| Average Days on Market: | 73 |
| Number of Listings Sold: | 9 |

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 4 |
| 31 - 60 Days | 1 |
| 61 - 90 Days | 0 |
| 91 - 120 Days | 2 |
| Over 120 Days | 2 |

Pacific Palisades Single Family Home Sales Jan-08

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

| DOM | No. 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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Hancock Park-Wilshire Single Family Home Sales Jan-07

Total Sold Dollar Volume: \$17,394,950
 Average Selling Price: \$1,739,495
 Average List Price: \$1,767,595
 Avg Sales Price/Avg. List Price: 98.40%

Median Price: \$1,280,000
 Average Days on Market: 65
 Number of Listings Sold: 10

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 4 |
| 31 - 60 Days | 1 |
| 61 - 90 Days | 2 |
| 91 - 120 Days | 1 |
| Over 120 Days | 2 |

Silver Lake - Echo Park Single Family Home Sales Jan-07

Total Sold Dollar Volume: \$12,706,500
 Average Selling Price: \$605,071
 Average List Price: \$615,183
 Avg Sales Price/Avg. List Price: 98.40%

Median Price: \$595,000
 Average Days on Market: 54
 Number of Listings Sold: 21

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 7 |
| 31 - 60 Days | 7 |
| 61 - 90 Days | 2 |
| 91 - 120 Days | 4 |
| Over 120 Days | 1 |

Hancock Park-Wilshire Single Family Home Sales Jan-08

Total Sold Dollar Volume: \$6,869,000
 Average Selling Price: \$1,144,833
 Average List Price: \$1,211,166
 Avg Sales Price/Avg. List Price: 94.50%

Median Price: \$1,047,500
 Average Days on Market: 52
 Number of Listings Sold: 6

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 2 |
| 31 - 60 Days | 1 |
| 61 - 90 Days | 3 |
| 91 - 120 Days | 0 |
| Over 120 Days | 0 |

Silver Lake - Echo Park Single Family Home Sales Jan-08

Total Sold Dollar Volume: \$6,848,075
 Average Selling Price: \$856,009
 Average List Price: \$885,687
 Avg Sales Price/Avg. List Price: 96.60%

Median Price: \$783,788
 Average Days on Market: 46
 Number of Listings Sold: 8

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 3 |
| 31 - 60 Days | 2 |
| 61 - 90 Days | 3 |
| 91 - 120 Days | 0 |
| Over 120 Days | 0 |

Micro Market Comparison January 2007 vs January 2008



Los Feliz Single Family Home Sales Jan-07

Total Sold Dollar Volume: \$16,183,513
 Average Selling Price: \$1,155,965
 Average List Price: \$1,232,070
 Avg Sales Price/Avg. List Price: 93.80%

Median Price: \$822,625
 Average Days on Market: 86
 Number of Listings Sold: 14

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 4 |
| 31 - 60 Days | 3 |
| 61 - 90 Days | 2 |
| 91 - 120 Days | 0 |
| Over 120 Days | 5 |

Hollywood Hills East Single Family Home Sales Jan-07

Total Sold Dollar Volume: \$13,374,790
 Average Selling Price: \$1,215,890
 Average List Price: \$1,218,363
 Avg Sales Price/Avg. List Price: 99.80%

Median Price: \$1,165,000
 Average Days on Market: 109
 Number of Listings Sold: 11

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 2 |
| 31 - 60 Days | 4 |
| 61 - 90 Days | 3 |
| 91 - 120 Days | 0 |
| Over 120 Days | 2 |

Los Feliz Single Family Home Sales Jan-08

Total Sold Dollar Volume: \$14,156,500
 Average Selling Price: \$1,286,954
 Average List Price: \$1,303,900
 Avg Sales Price/Avg. List Price: 98.70%

Median Price: \$940,000
 Average Days on Market: 59
 Number of Listings Sold: 11

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 5 |
| 31 - 60 Days | 2 |
| 61 - 90 Days | 2 |
| 91 - 120 Days | 0 |
| Over 120 Days | 2 |

Hollywood Hills East Single Family Home Sales Jan-08

Total Sold Dollar Volume: \$8,678,500
 Average Selling Price: \$1,239,785
 Average List Price: \$1,360,000
 Avg Sales Price/Avg. List Price: 91.20%

Median Price: \$975,000
 Average Days on Market: 90
 Number of Listings Sold: 7

| DOM | No. Of Units |
|---------------|--------------|
| 1 - 30 Days | 0 |
| 31 - 60 Days | 3 |
| 61 - 90 Days | 1 |
| 91 - 120 Days | 1 |
| Over 120 Days | 2 |