

The background of the entire page is a black and white topographic map. It features numerous contour lines of varying thickness and spacing, creating a complex, organic pattern of hills and valleys. The lines are most densely packed in some areas, indicating steeper slopes, and more widely spaced in others, indicating flatter terrain. The overall effect is a textured, abstract landscape.

COMPASS

Los Angeles Market Report

Q4 2017

Introducing the Compass

Q4 2017 Los Angeles Market Report

Compass created Compass Markets, a mobile application that analyzes real estate markets in real time, because we believe in transparency and the importance of real-time information in the marketplace. Highlighted in this report are several key trends observed from our Compass Markets app throughout Q4 2017.

With sweeping reform to tax legislation on everyone’s mind at the end of 2017, and with buyers’ ability to lock in the full \$1M mortgage interest deduction on new mortgage originations before year end, higher sales volume was expected in LA’s buoyant Single Family and Condo Markets. However, sales volume was impacted by severe wildfires across California, specifically in LA and Ventura Counties, where the number of sales decreased as compared to 3Q17. We expect to see real estate demand dynamics start to ‘settle-in’ following what has been a turbulent season with Mother Nature.

Single family sales volume in the LA market climbed consistently in Q4 2017, though the 10%+ year-over-year growth clip for the fourth quarter may be a thing of the past in this market. Condo values in our city’s burgeoning market for vertical living continued to rise, though sales volume did taper off in the fourth quarter.

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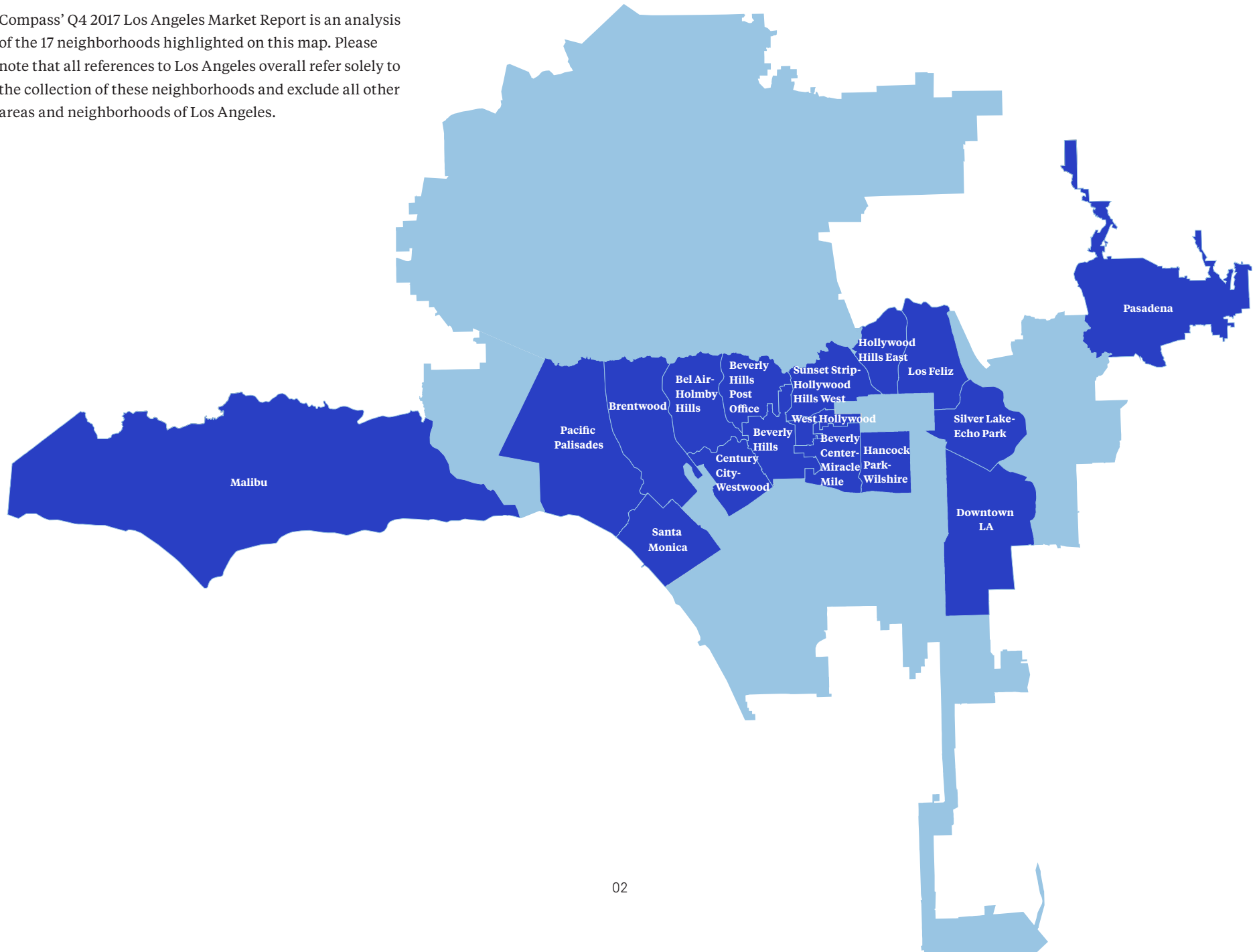
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Map of Coverage Area

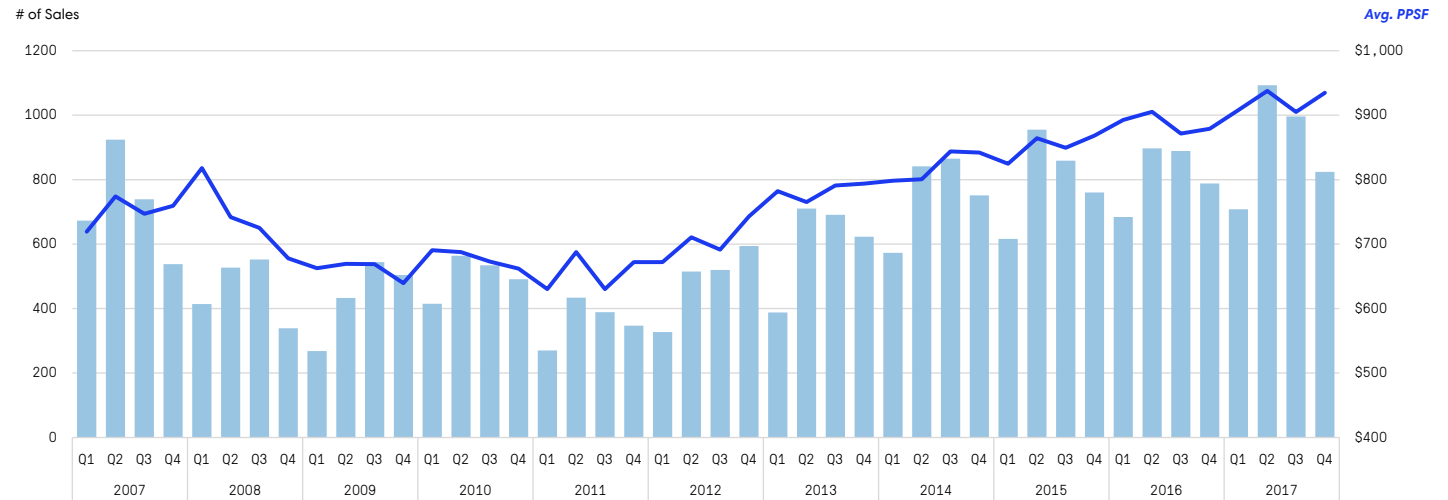
Compass' Q4 2017 Los Angeles Market Report is an analysis of the 17 neighborhoods highlighted on this map. Please note that all references to Los Angeles overall refer solely to the collection of these neighborhoods and exclude all other areas and neighborhoods of Los Angeles.



Single Family Overview

The market for single family homes within Compass' area of coverage demonstrated steady growth in the last quarter of 2017. During the fourth quarter, 824 home sales were recorded in Compass' universe of coverage, compared to 788 one year ago, a 4.6% increase. This represented a slower growth rate than the previous two quarters (+12.0% YoY in Q3 2017 and +21.9% YoY in Q2 2017). Average sale price decreased YoY by 2.3% to \$3.09M, while average home value, as measured by PPSF, increased 6.3% YoY to \$935/SF.

Please note that all references to single family sales include only listings closed at \$1M or above.



SINGLE FAMILY MARKET

	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$3,085,474	-2.3%	\$3,159,511	5.7%	\$2,919,899
AVG. PPSF	\$935	6.3%	\$879	3.3%	\$905
MED. SALE PRICE	\$1,853,750	-1.9%	\$1,890,000	-9.0%	\$2,037,499
NUMBER OF SALES	824	4.6%	788	-17.3%	996
DOM	57	-19.9%	71	-12.0%	65

ANNUAL PERFORMANCE

	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$3,033,632	4.5%	\$2,903,314	2.0%	\$2,845,926
AVG. PPSF	\$922	4.0%	\$887	3.9%	\$854
NUMBER OF SALES	3,621	11.1%	3,258	2.1%	3,190

Single Family Overview

Sales by Price Segment

The \$3M-\$5M segment saw the greatest increase in sales activity this quarter, with 161 transactions recorded during the period, a 51.9% YoY increase in volume, as measured by the number of sales. Increasing home values in the lower priced segment caused an upward shift from homes in the <\$1M segment into the \$1M-\$3M segment. Houses in the highest price bracket, \$5M+, recorded 95 transactions, representing a 3.1% YoY decrease relative to Q4 2016.

\$1MM - \$3MM

	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$1,784,547	1.8%	\$1,753,620	2.4%	\$1,742,798
AVG. PPSF	\$820	7.8%	\$761	5.2%	\$780
MED. SALE PRICE	\$1,672,500	1.4%	\$1,650,000	1.4%	\$1,650,000
NUMBER OF SALES	568	-2.7%	584	-18.5%	697
DOM	52	-16.4%	63	-6.4%	56

\$3MM - \$5MM

	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$3,751,682	-0.1%	\$3,753,861	-1.0%	\$3,789,669
AVG. PPSF	\$1,034	1.9%	\$1,014	0.6%	\$1,027
MED. SALE PRICE	\$3,650,000	0.6%	\$3,627,124	-2.7%	\$3,750,000
NUMBER OF SALES	161	51.9%	106	-13.4%	186
DOM	59	-24.4%	78	-12.4%	67

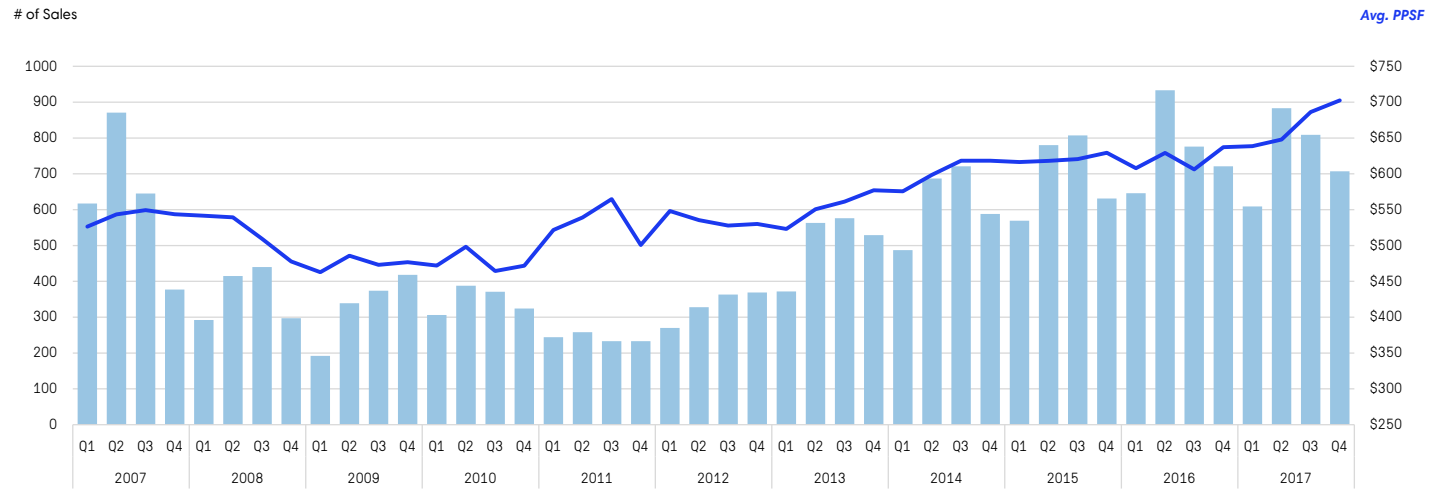
\$5MM+

	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$9,734,602	-10.6%	\$10,894,610	9.5%	\$8,886,341
AVG. PPSF	\$1,485	-1.8%	\$1,512	-2.1%	\$1,517
MED. SALE PRICE	\$7,037,000	-4.6%	\$7,375,000	-4.0%	\$7,331,250
NUMBER OF SALES	95	-3.1%	98	-15.9%	113
DOM	81	-29.0%	114	-29.5%	115

Condominium Overview

Condo sales volume was flat in Q4 2017, though units in LA's ever-expanding market for vertical living did make modest gains in sale price. Units across the city recorded an average sale price of \$1.05M, up 4.3% YoY from the same period last year. Average PPSF for the period reached \$702/SF, the highest value on record. Flattening sales volume and ever-rising valuation are the key themes in this inventory-constrained market, and we anticipate significant movement in the market as new projects come online in 2018.

Please note that all references to condo sales include only listings closed at \$500K or above.



CONDO MARKET

	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$1,051,198	4.3%	\$1,007,393	4.2%	\$1,009,025
AVG. PPSF	\$702	10.2%	\$637	2.4%	\$686
MED. SALE PRICE	\$839,000	6.2%	\$790,200	1.7%	\$825,000
NUMBER OF SALES	707	-0.1%	708	-12.6%	809
DOM	49	-40.8%	82	-4.1%	51

ANNUAL PERFORMANCE

	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$1,002,379	4.0%	\$963,878	-1.6%	\$979,390
AVG. PPSF	\$669	7.9%	\$620	-0.1%	\$621
NUMBER OF SALES	2,991	-4.0%	3,115	14.1%	2,731

Condominium Overview

Sales by Bedroom Count

1-BR units experienced the greatest volume and value upticks during Q4 2017. 137 deals were recorded in the quarter, a 21.2% YoY increase from the same period last year. Average PPSF shot up 11.4% to \$790/SF, while the median condo price for a 1-BR increased 3.3% YoY to \$625K.

The market for 2-BR units slowed in terms of volume in the fourth quarter compared to a year ago, while positive valuation trends were attributable to numerous sales on the higher end of the price spectrum. Although sales volume declined 8.7% YoY to 387 deals, average sale price shot up 10.5% YoY to \$1.03M, an all-time high in the category. Valuation advanced 9.5% YoY to \$677/SF, while the median sale price rose by 5.4% YoY to \$838K.

3-BR+ units saw the slowest growth against Q4 2016 in value across all unit categories, as the \$687/SF valuation represented an 8.9% YoY increase. The median sale price increased 2.8% YoY to \$2.13M, with volume rose a healthy 4.2% YoY to 172 units.

1 BEDROOMS

	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$723,961	9.1%	\$663,833	8.4%	\$667,734
AVG. PPSF	\$790	11.4%	\$709	3.8%	\$761
MED. SALE PRICE	\$625,000	3.3%	\$605,000	4.2%	\$600,000
NUMBER OF SALES	137	21.2%	113	8.7%	126
DOM	45	-46.1%	84	-18.4%	55

2 BEDROOMS

	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$1,027,735	10.5%	\$938,484	4.6%	\$982,125
AVG. PPSF	\$677	9.5%	\$618	0.1%	\$676
MED. SALE PRICE	\$838,000	5.4%	\$795,000	2.2%	\$820,000
NUMBER OF SALES	387	-8.7%	424	-20.2%	485
DOM	48	-37.9%	78	0.5%	48

3+ BEDROOMS

	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$1,393,634	-4.1%	\$1,453,083	5.7%	\$1,318,449
AVG. PPSF	\$687	8.9%	\$631	5.8%	\$650
MED. SALE PRICE	\$1,131,000	2.8%	\$1,100,000	-1.7%	\$1,150,000
NUMBER OF SALES	172	4.2%	165	-9.5%	190
DOM	52	-43.9%	92	-5.6%	55

Note: 11 studio closings excluded in the bedroom type analysis.

Neighborhood Snapshot

Single Family Market

This page provides a snapshot of the Q4 2017 single family market conditions by neighborhood. Sales volume increased in 9 of the neighborhoods in our coverage universe, with the greatest activity recorded in Silverlake-Echo Park (up 65.6% YoY), Sunset Strip-Hollywood Hills West (up 44.4% YoY), and Bel Air-Holmby Hills (up 17.6% YoY). Single family average PPSF increased in every one of these neighborhoods, driven primarily by Loz Feliz (up 22.8% YoY), Beverly Center-Miracle Mile (up 16.5% YoY) and Beverly Hills (up 10.4% YoY). Interestingly, despite the increased values across all markets, 11 of the neighborhoods saw negative negotiability, as measured by the average percentage difference between the closing price and last asking price. This may indicate sellers' willingness to negotiate on the premise of maintaining the valuations.

Q4 2017 LOS ANGELES MARKET REPORT

	NUMBER OF SALES	YOY%	AVG. SALE PRICE	YOY%	AVG. PPSF	YOY%	MED. SALE PRICE	YOY%	DOM	YOY%	NEGOTIABILITY	
Brentwood	61	-40.0%	\$4,409,846	6.0%	\$1,099	9.3%	\$3,325,000	20.9%	48	-40.0%	-0.3%	WEST SIDE
Malibu	49	16.7%	\$4,019,830	-2.9%	\$1,196	5.8%	\$2,525,000	-13.7%	123	-22.1%	-5.3%	
Pacific Palisades	55	1.9%	\$4,018,483	-7.8%	\$1,115	7.7%	\$3,340,000	2.5%	57	-22.1%	-1.1%	
Santa Monica	54	12.5%	\$3,588,953	21.1%	\$1,301	6.8%	\$3,450,500	45.9%	41	-27.5%	-0.9%	
Bel Air-Holmby Hills	40	17.6%	\$5,861,000	-28.2%	\$979	2.2%	\$2,975,000	89.5%	59	-32.5%	-0.8%	MID CITY & THE HILLS
Beverly Center-Miracle Mile	41	-6.8%	\$1,822,324	5.9%	\$867	16.5%	\$1,650,000	3.3%	35	-39.3%	0.6%	
Beverly Hills	30	-33.3%	\$8,061,149	19.6%	\$1,529	10.4%	\$6,137,500	45.0%	79	-16.7%	-7.1%	
Beverly Hills Post Office	33	10.0%	\$4,554,163	-10.9%	\$951	4.1%	\$3,475,000	18.8%	88	-7.6%	-5.3%	
Century City-Westwood	36	-36.8%	\$2,335,704	5.3%	\$893	7.9%	\$2,163,000	21.9%	33	-43.6%	2.1%	
Hancock Park-Wilshire	62	12.7%	\$2,296,375	-0.6%	\$764	4.6%	\$1,695,000	-5.8%	39	-39.9%	-1.5%	
Hollywood Hills East	28	-3.4%	\$1,844,159	22.0%	\$686	3.7%	\$1,614,500	14.1%	73	31.3%	-0.9%	
Sunset Strip-Hollywood Hills	104	44.4%	\$2,554,221	-5.7%	\$855	3.9%	\$1,985,000	-7.3%	75	11.5%	-1.9%	
West Hollywood	33	0.0%	\$2,134,281	2.0%	\$1,005	5.7%	\$1,800,000	2.9%	63	8.5%	-0.9%	
Downtown LA	-	-	-	-	-	-	-	-	-	-	-	EAST SIDE
Los Feliz	45	4.7%	\$2,044,328	0.8%	\$810	22.8%	\$1,742,500	-3.2%	42	-18.9%	1.6%	
Pasadena	100	-8.3%	\$1,768,371	4.2%	\$666	6.3%	\$1,400,000	-4.4%	42	-30.4	2.2%	
Silver Lake-Echo Park	53	65.6%	\$3,085,474	13.4%	\$775	5.1%	\$1,362,000	14.0%	36	1.4%	5.1%	
OVERALL	824	4.6%	\$3,085,474	-2.3%	\$935	6.3%	\$1,853,750	1.9%	57	-19.9%		

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Neighborhood Snapshot

Condominium Market

This page provides a snapshot of the Q4 2017 condo market conditions by neighborhood. Average PPSF, the most accurate metric in measuring the overall growth in the condo market, increased in all but 2 of the neighborhoods across Compass' universe of coverage. The most notable valuation increases occurred in Malibu (up 34.8% YoY), Beverly Center-Miracle Mile (up 20.7% YoY), and Hancock Park-Wilshire (up 13.6% YoY). Neighborhoods experiencing the greatest increase in sales volume include Beverly Center-Miracle Mile (up 2600.0% YoY), Malibu (up 566.7% YoY), and Sunset Strip-Hollywood Hills West (84.6% YoY). All these extremities were attributable to very limited sales in Q4 2016 such as only one closing occurred in Beverly Center-Miracle Mile and three units closed in Malibu.

Q4 2017 LOS ANGELES MARKET REPORT

	NUMBER OF SALES	YOY%	AVG. SALE PRICE	YOY%	AVG. PPSF	YOY%	MED. SALE PRICE	YOY%	DOM	YOY%	NEGOTIABILITY	
Brentwood	52	20.9%	\$970,870	3.0	\$677	10.4%	\$889,000	14.7%	50	-26.7%	1.1%	WEST SIDE
Malibu	20	566.7%	\$1,295,295	77.0%	\$897	34.8%	\$1,082,500	55.8%	93	21.0%	-3.5%	
Pacific Palisades	19	5.6%	\$1,104,489	7.4%	\$668	10.2%	\$1,060,000	11.3%	35	-53.6%	-0.4%	
Santa Monica	91	-3.2%	\$1,391,339	15.0%	\$981	10.1%	\$1,265,000	20.2%	34	-55.0%	2.8%	
Bel Air-Holmby Hills	-	-	-	-	-	-	-	-	-	-	-	MID CITY & THE HILLS
Beverly Center-Miracle Mile	27	2600.0%	\$837,000	63.6%	\$601	20.7%	\$821,000	60.5%	51	-31.1%	1.0%	
Beverly Hills	33	3.1%	\$1,422,775	-16.7%	\$752	1.7%	\$1,300,000	-4.8%	50	-48.3%	-2.0%	
Beverly Hills Post Office	-	-	-	-	-	-	-	-	-	-	-	
Century City-Westwood	114	-8.1%	\$1,372,120	6.5%	\$676	6.2%	\$912,500	-0.7%	53	-42.7%	-0.2%	
Hancock Park-Wilshire	30	36.4%	\$833,267	11.0%	\$569	13.6%	\$757,500	8.2%	54	-55.1%	-0.9%	
Hollywood Hills East	5	-16.7%	\$795,200	17.0%	\$485	0.4%	\$727,000	20.7%	33	-55.9%	2.6%	
Sunset Strip-Hollywood Hills West	24	84.6%	\$778,102	-31.7%	\$611	-3.7%	\$671,900	-16.0%	61	-14.3%	0.1%	
West Hollywood	97	2.9%	\$899,577	-5.4%	\$751	8.9%	\$756,500	-5.4%	52	-24.8%	8.4%	
Downtown LA	75	17.2%	\$869,036	10.2%	\$717	12.9%	\$695,000	-0.7%	59	-42.5%	-1.5%	EAST SIDE
Los Feliz	5	-16.7%	\$795,300	26.9%	\$533	-4.7%	\$705,000	15.7%	58	-10.5%	3.3%	
Pasadena	102	-48.0%	\$774,050	-3.6%	\$518	0.1%	\$1,060,000	11.3%	36	-51.9%	1.5%	
Silver Lake-Echo Park	13	8.3%	\$786,308	13.5%	\$581	11.3%	\$1,265,000	20.2%	35	-63.2%	1.9%	
OVERALL	707	-0.1%	\$1,051,198	4.3%	\$702	10.2%	\$839,000	6.2%	49	-40.8%		

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Bel Air-Holmby Hills

- Strong volume in LA's toniest neighborhood pushed median price up a whopping 89.5% during the fourth quarter.
- Average price fell 28.2% YoY, owing to higher valuations on houses at the lower end of the price spectrum dominating the 40 transactions during the quarter.
- With the wildfires having subsided in the surrounding hillside, we expect a strong first quarter of 2018 in Bel Air, though we may see a lag in closings at the beginning of the year.

SINGLE FAMILY \$1M+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$5,861,000	-28.2%	\$8,159,174	36.8%	\$4,283,780
AVG. PPSF	\$979	2.2%	\$958	14.8%	\$852
MED. SALE PRICE	\$2,975,000	89.5%	\$1,570,000	22.7%	\$2,425,000
NUMBER OF SALES	40	17.6%	34	-11.1%	45
DOM	59	-32.5%	87	-29.3%	83
Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$5,982,274	-5.0%	\$5,243,962	11.6%	\$4,700,144
AVG. PPSF	\$923	2.6%	\$900	4.9%	\$858
NUMBER OF SALES	164	21.5%	135	-6.9%	145

Beverly Center-Miracle Mile

- 198 transactions were recorded in 2017, a 14.5% increase from the prior year, the highest number of transactions on record.
- During the fourth quarter, average price increased 5.9% YoY to \$1.82M.
- Houses spent even fewer days on the market than they have previously on record, at a very compact 35 days.

SINGLE FAMILY \$1M+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$1,822,324	5.9%	\$1,720,150	-2.0%	\$1,860,429
AVG. PPSF	\$867	16.5%	\$744	13.4%	\$765
MED. SALE PRICE	\$1,650,000	3.3%	\$1,597,500	3.1%	\$1,600,000
NUMBER OF SALES	41	-6.8%	44	-19.6%	51
DOM	35	-39.3%	57	-24.6%	46

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$1,883,474	0.7%	\$1,870,348	4.4%	\$1,790,993
AVG. PPSF	\$799	5.5%	\$758	4.2%	\$727
NUMBER OF SALES	198	14.5%	173	8.8%	159

- 98 condo transactions were recorded during 2017, a 263.0% YoY increase, the greatest YoY increase in this metric for any of the neighborhoods in our universe of coverage.
- Average price shot up 63.6% to \$837K in the fourth quarter, while average valuations pushed ahead 20.7% YoY to \$601/SF.
- As strong demand pushes more and more units above our \$500K benchmark, we expect to see even greater activity in this popular mid-city enclave in the coming months.

CONDO \$500K+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$837,000	63.6%	\$511,500	5.9%	\$790,527
AVG. PPSF	\$601	20.7%	\$498	-7.0%	\$646
MED. SALE PRICE	\$821,000	60.5%	\$511,500	9.1%	\$752,500
NUMBER OF SALES	27	2600.0%	1	-3.6%	28
DOM	51	-31.1%	74	-0.1%	51

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$786,243	-38.4%	\$568,289	-3.3%	\$587,727
AVG. PPSF	\$612	3.4%	\$592	16.3%	\$509
NUMBER OF SALES	98	-263.0%	27	-15.6%	32

Beverly Hills

- Tightening sales volume did nothing to constrict value in LA's most iconic zip code. 30 transactions were recorded in the fourth quarter, down 33.3% from the same quarter last year, and down 11.8% from Q3 2017.
- Average sale price rose 19.6% YoY to \$8.06M on the back of several \$10M+ transactions, while median price pushed up by 45.0% YoY to \$6.14M as fewer homes are available under \$3M in the 90210 zip code.

SINGLE FAMILY \$1M+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$8,061,149	19.6%	\$6,739,865	14.3%	\$7,055,388
AVG. PPSF	\$1,529	10.4%	\$1,385	6.0%	\$1,442
MED. SALE PRICE	\$6,137,500	45.0%	\$4,234,000	33.1%	\$4,612,500
NUMBER OF SALES	30	-33.3%	45	-11.8%	34
DOM	79	-16.7%	94	21.0%	65

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$7,075,221	9.6%	\$6,455,954	3.0%	\$6,265,302
AVG. PPSF	\$1,419	6.4%	\$1,334	5.5%	\$1,265
NUMBER OF SALES	147	-0.7%	148	-9.2%	163

- Condo sales volume was virtually flat in Beverly Hills during the fourth quarter, with new condo inventory remaining very limited.
- Existing units traded down in average price during Q4 2017 to \$1.42M, while average valuation increased 1.7% YoY to \$752/SF.
- The market recorded 127 transactions in 2017, up 5.8% from 2016. Average valuation for 2017 was \$744/SF, the highest value on record.

CONDO \$500K+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$1,422,775	-16.7%	\$1,707,828	3.9%	\$1,369,769
AVG. PPSF	\$752	1.7%	\$740	3.4%	\$728
MED. SALE PRICE	\$1,300,000	-4.8%	\$1,365,000	2.6%	\$1,267,000
NUMBER OF SALES	33	3.1%	32	3.1%	32
DOM	50	-48.3%	97	-20.8%	64

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$1,472,077	3.5%	\$1,422,409	5.5%	\$1,348,568
AVG. PPSF	\$744	8.5%	\$686	2.4%	\$670
NUMBER OF SALES	127	5.8%	120	-4.8%	126

Beverly Hills Post Office

- A greater number of higher priced homes pushed median sale price up 18.8% YoY to \$3.48M in BHPO, while the number of deals recorded rose 10.0% YoY to 33 units.
- Average sale price declined in the quarter by 10.9% YoY, to \$4.55M.
- Median sale price shot up but average sale price went down year-over-year due to two \$20M+ closings in Q4 2016, which pushed the average price to \$5.11M whereas the median price was only \$3.88M.
- 2017 was a strong year in the neighborhood, with 145 deals recorded at an average sale price of \$4.44M, a 14.3% increase over 2016.

SINGLE FAMILY \$1M+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$4,554,163	-10.9%	\$5,110,872	25.8%	\$3,618,806
AVG. PPSF	\$951	4.1%	\$913	8.9%	\$873
MED. SALE PRICE	\$3,475,000	18.8%	\$2,925,000	24.1%	\$2,800,000
NUMBER OF SALES	33	10.0%	30	-29.8%	47
DOM	88	-7.6%	95	-6.5%	94
Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$4,440,347	14.3%	\$3,884,007	5.0%	\$3,699,170
AVG. PPSF	\$931	6.6%	\$873	0.3%	\$870
NUMBER OF SALES	145	15.1%	126	-17.1%	152

Brentwood

- Values continued to surge in Brentwood during the fourth quarter, as average sale price pushed ahead 6.0% YoY to \$4.41M, and 15.4% QoQ.
- Average valuations also increased a healthy 9.3% YoY to \$1,099/SF.
- 260 deals were recorded during 2017, a 5.7% increase from 2016, while average sale price for the year rose 15.2% to \$4.25M.

SINGLE FAMILY \$1M+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$4,409,846	6.0%	\$4,161,712	15.4%	\$3,820,242
AVG. PPSF	\$1,099	9.3%	\$1,006	1.3%	\$1,084
MED. SALE PRICE	\$3,325,000	20.9%	\$2,750,000	19.4%	\$2,785,000
NUMBER OF SALES	61	0.0%	61	-14.1%	71
DOM	48	-40.0%	80	-25.4%	64

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$4,247,560	15.2%	\$3,688,418	-0.1%	\$3,693,274
AVG. PPSF	\$1,091	10.4%	\$988	1.7%	\$971
NUMBER OF SALES	260	5.7%	246	13.9%	216

- The condo market in Brentwood also picked up steam during the fourth quarter, with 52 deals recorded, a 20.9% YoY increase from Q4 2016.
- Average sale price gained 3.0% YoY to \$971K, while median sale price increased against Q4 2016, gaining 14.7% YoY to \$889K.
- Valuation shot up 10.4% YoY to \$677/SF, a new all-time high for the neighborhood.
- Sales volume was down on the year at 206 transactions, a slight 6.4% decline from 2016.

CONDO \$500K+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$970,870	3.0%	\$942,862	-1.6%	\$986,637
AVG. PPSF	\$677	10.4%	\$613	3.3%	\$655
MED. SALE PRICE	\$889,000	14.7%	\$775,000	-2.0%	\$907,500
NUMBER OF SALES	52	20.9%	43	-3.7%	54
DOM	50	-26.7%	68	27.2%	39

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$1,004,779	0.5%	\$999,677	17.0%	\$854,063
AVG. PPSF	\$652	6.6%	\$612	9.5%	\$558
NUMBER OF SALES	206	-6.4%	220	5.8%	208

Century City-Westwood

- While fewer homes traded hands during the fourth quarter than the same period last year, those which did were significantly more expensive as median sale price increased 21.9% YoY to \$2.16M, owing to several higher priced transactions during the period.
- Deal volume declined, with 36 deals recorded in Q4 2017, down from 57 units a year ago.
- Sales volume was also down on the year, with 171 deals recorded in 2017, at an average sale price of \$2.33M, a 2.4% YoY increase.
- Lower sales volume in the condo segment in Century City-Westwood also propelled higher value in the fourth quarter, with the average sale price pushing ahead 6.5% YoY to \$1.37M.
- 114 sales were recorded during Q4 2017, an 8.1% YoY decline.
- These deals transacted at an average PPSF of \$676/SF, a 6.2% increase from the same period one year ago.
- 505 deals were recorded in 2017, a 1.0% decline from 2016, while average PPSF increased 6.7% to \$660/SF.

SINGLE FAMILY \$1M+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$2,335,704	5.3%	\$2,218,124	-3.0%	\$2,408,780
AVG. PPSF	\$893	7.9%	\$828	-1.7%	\$909
MED. SALE PRICE	\$2,163,000	21.9%	\$1,775,000	6.0%	\$2,039,998
NUMBER OF SALES	36	-36.8%	57	2.9%	35
DOM	33	-43.6%	58	-32.5%	49

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$2,332,395	2.4%	\$2,277,677	5.7%	\$2,154,884
AVG. PPSF	\$883	2.7%	\$860	5.5%	\$815
NUMBER OF SALES	171	-14.1%	199	25.9%	158

CONDO \$500K+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$1,372,120	6.5%	\$1,288,380	13.6%	\$1,208,220
AVG. PPSF	\$676	6.2%	\$637	0.4%	\$674
MED. SALE PRICE	\$912,500	-0.7%	\$918,750	2.0%	\$895,000
NUMBER OF SALES	114	-8.1%	124	-9.5%	126
DOM	53	-42.7%	92	0.2%	53

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$1,267,669	5.3%	\$1,203,612	3.1%	\$1,167,581
AVG. PPSF	\$660	6.7%	\$618	5.2%	\$588
NUMBER OF SALES	505	-1.0%	510	-6.1%	543

Downtown LA

- Sales volume in DTLA during Q4 2017 continued to characterize the ever-rising popularity of this urban condo market; 75 transactions were recorded during the period, a 17.2% YoY increase.
- Valuation rose sharply by 12.9% YoY to \$717/SF, slightly shy of the highest quarterly value ever recorded of \$730/SF in Q3 2017. Closings at Trumark Urban's Ten50 continued to spur values in the heart of the city, and we expect to see further price appreciation in these metrics as new products come online.
- 322 transactions were recorded in 2017, a 35.3% increase over 2016. At \$712/SF, DTLA is trading on its highest values, *ever*.

CONDO \$500K+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$869,036	10.2%	\$788,624	-10.7%	\$972,722
AVG. PPSF	\$717	12.9%	\$635	-1.7%	\$730
MED. SALE PRICE	\$695,000	-0.7%	\$700,000	-10.9%	\$780,000
NUMBER OF SALES	75	17.2%	64	-15.7%	89
DOM	59	-42.5%	102	-14.8%	69
Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$867,448	3.6%	\$837,284	2.1%	\$820,302
AVG. PPSF	\$712	8.9%	\$654	3.3%	\$634
NUMBER OF SALES	322	35.3%	238	-16.5%	285

Hancock Park-Wilshire

- Increased volume in LA's historic Hancock Park-Wilshire drove home value upward in Q4 2017, while pricing held steady.
- Average sale price dipped 0.6% YoY to \$2.30M in Q4 2017; sales volume increased 12.7% YoY to 62 transactions.
- Average PPSF rose during Q4 2017, netting out at \$764/SF, a 4.6% YoY increase and the highest recorded value on record.
- On the year, sales volume rose 15.6% in 2017 to 259 transactions, while average sale price increased 3.9% YoY to \$2.32M compared to 2016.
- In what has typically been the slowest time of year for condo sales in Hancock Park-Wilshire, sales volume increased 36.4% YoY to 30 deals this quarter, but down 6.3% from Q3 2017.
- Average sale price shot up 11.0% YoY to \$833K, while valuation pushed ahead 13.6% YoY to \$569/SF.
- Rising condo prices in the more modestly priced Wilshire neighborhood are pushing a glut of deals over our \$500k benchmark. Sales volume in the neighborhood in 2017 increased 24.8% YoY to 156 transactions, primarily driven by more resale activities.

SINGLE FAMILY \$1M+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$2,296,375	-0.6%	\$2,310,956	4.4%	\$2,199,684
AVG. PPSF	\$764	4.6%	\$731	5.1%	\$728
MED. SALE PRICE	\$1,695,000	-5.8%	\$1,800,000	-4.2%	\$1,769,000
NUMBER OF SALES	62	12.7%	55	-12.7%	71
DOM	39	-39.9%	66	-34.9%	60

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$2,320,382	3.9%	\$2,232,624	6.4%	\$2,098,215
AVG. PPSF	\$725	2.0%	\$711	4.5%	\$680
NUMBER OF SALES	259	15.6%	224	9.3%	205

CONDO \$500K+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$833,267	11.0%	\$750,773	1.3%	\$822,234
AVG. PPSF	\$569	13.6%	\$501	12.8%	\$505
MED. SALE PRICE	\$757,500	8.2%	\$700,000	4.6%	\$724,000
NUMBER OF SALES	30	36.4%	22	-6.3%	32
DOM	54	-55.1%	120	-12.0%	61

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$758,640	9.0%	\$696,026	0.8%	\$690,299
AVG. PPSF	\$514	4.0%	\$494	10.9%	\$445
NUMBER OF SALES	156	24.8%	125	15.7%	108

Hollywood Hills East

- Average sale price increased 22.0% YoY to \$1.84M during the fourth quarter in the hillside enclave, despite a 3.4% YoY decline in sales volume; 28 deals were recorded during the period.
- Strong demand for properties priced at the higher end of the spectrum pushed the median price up by 14.1% YoY to \$1.61M, and up 1.5% QoQ.
- For the year 2017, the number of transactions increased 25.0% to 135 deals, while average PPSF gained 2.3% at \$678/SF.
- Extremely limited condo supply in the Hollywood Hills continues to make measuring the market a somewhat tricky business, with only a handful of deals recorded every quarter.
- Average sale price on the five transactions rose by 17.0% YoY to \$795K, while average PPSF remained steady YoY at \$485/SF.
- 25 transactions were recorded during 2017, a modest 13.6% gain from the prior year.

SINGLE FAMILY \$1M+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$1,844,159	22.0%	\$1,512,198	12.7%	\$1,636,060
AVG. PPSF	\$686	3.7%	\$661	3.7%	\$661
MED. SALE PRICE	\$1,614,500	14.1%	\$1,415,000	1.5%	\$1,591,000
NUMBER OF SALES	28	-3.4%	29	-26.3%	38
DOM	73	31.3%	56	-3.0%	75

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$1,670,051	4.0%	\$1,605,531	8.2%	\$1,484,422
AVG. PPSF	\$678	2.3%	\$663	7.4%	\$617
NUMBER OF SALES	135	25.0%	108	0.9%	107

CONDO \$500K+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$795,000	17.0%	\$679,750	24.9%	\$636,913
AVG. PPSF	\$485	0.4%	\$483	1.6%	\$477
MED. SALE PRICE	\$727,000	20.7%	\$602,500	-14.7%	\$633,900
NUMBER OF SALES	5	-16.7%	6	-37.5%	8
DOM	33	-55.9%	74	-58.5%	79

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$676,512	3.8%	\$651,682	10.6%	\$589,369
AVG. PPSF	\$533	11.9%	\$476	17.0%	\$407
NUMBER OF SALES	25	13.6%	22	22.2%	18

Los Feliz

- The market in Los Feliz climbed modestly during the fourth quarter, with 45 transactions attracting a slightly higher 0.8% YoY increase in average sale price at \$2.04M.
- Valuations surged 22.8% YoY to \$810/SF, the second highest metric on record, only shy of the \$835/SF in Q2 2017.
- For the year 2017, deal volume was almost flat to 2016 with 187 transactions, while average sale price rose 15.8% YoY to \$2.24M.
-
- Los Feliz has a very limited supply of condos, with little new inventory in the pipeline. Average sale price increased 26.9% YoY to \$795K, and up 27.4% QoQ.
- There were 5 sales during Q4 2017, down from 6 in Q4 2016, and average PPSF declined 4.7% YoY to \$533/SF.

SINGLE FAMILY \$1M+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$2,044,328	0.8%	\$2,029,035	-4.5%	\$2,140,208
AVG. PPSF	\$810	22.8%	\$660	10.8%	\$732
MED. SALE PRICE	\$1,742,500	-3.2%	\$1,801,000	-4.0%	\$1,815,000
NUMBER OF SALES	45	4.7%	43	-11.8%	51
DOM	42	-18.9%	51	-20.0%	52

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$2,240,550	15.8%	\$1,935,386	-0.8%	\$1,950,324
AVG. PPSF	\$779	13.3%	\$688	2.7%	\$669
NUMBER OF SALES	187	1.6%	184	10.2%	167

CONDO \$500K+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$795,300	26.9%	\$626,750	27.4%	\$624,286
AVG. PPSF	\$533	-4.7%	\$560	-9.4%	\$589
MED. SALE PRICE	\$705,000	15.7%	\$609,750	16.6%	\$605,000
NUMBER OF SALES	5	-16.7%	6	-28.6%	7
DOM	58	-10.5%	65	-34.4%	88

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$677,280	6.3%	\$636,996	3.8%	\$6213,517
AVG. PPSF	\$589	-0.1%	\$589	11.8%	\$527
NUMBER OF SALES	22	-15.4%	26	13.0%	23

Malibu

- The fourth quarter is typically among the slowest in LA's beachside enclave, though this year posted strong activity vs. one year ago. Deal volume pushed ahead 16.7% YoY to 49 transactions, while average sale price declined 2.9% YoY to \$4.02M.
- Home sales skewed toward the lower end of the spectrum compared to the prior quarters, recording a median price of \$2.53M, a 13.7% YoY decline.
- Average PPSF climbed 5.8% YoY during the quarter, netting out at \$1,196/SF.
- 218 deals were recorded in 2017, a 0.9% increase from 2016, while average sale price for the year rose 8.7% to \$4.76M.
- Malibu's very limited condo market recorded 20 sales during Q4 2017, a sharp 566.7% increase over the same period last year where only three transactions occurred.
- Owing to the increase in volume, average PPSF shot up by 34.8% to \$897/SF, while average price rose sharply by 77.0% to \$1.30M.
- 2017 posted strong results in the condo market, with 60 deals recorded, a 36.4% increase over 2016. Price metrics declined for the year, however, with average valuation netting out at \$783/SF, a 10.7% decline.

SINGLE FAMILY \$1M+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$4,019,830	-2.9%	\$4,140,970	-18.6%	\$4,935,982
AVG. PPSF	\$1,196	5.8%	\$1,130	-8.6%	\$1,308
MED. SALE PRICE	\$2,525,000	-13.7%	\$2,925,000	-24.6%	\$3,350,000
NUMBER OF SALES	49	16.7%	42	-26.9%	67
DOM	123	-22.1%	158	-20.2%	155

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$4,758,752	8.7%	\$4,378,714	15.5%	\$3,792,512
AVG. PPSF	\$1,310	0.7%	\$1,300	18.5%	\$1,097
NUMBER OF SALES	218	0.9%	216	0.9%	214

CONDO \$500K+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$1,295,295	77.0%	\$731,667	40.3%	\$923,500
AVG. PPSF	\$897	34.8%	\$665	-2.8%	\$922
MED. SALE PRICE	\$1,082,500	55.8%	\$695,000	52.5%	\$710,000
NUMBER OF SALES	20	566.7%	3	53.8%	13
DOM	93	21.0%	77	2.7%	90

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$1,054,402	-16.6%	\$1,264,139	22.3%	\$1,033,801
AVG. PPSF	\$783	-10.7%	\$877	14.0%	\$769
NUMBER OF SALES	60	36.4%	44	-13.7%	51

Pacific Palisades

- Sales volume slowed in the Palisades from a healthy Q3 2017, with 55 deals recorded, up 1.9% YoY but down 25.7% QoQ from 74 deals in Q3 2017.
- Average sale price declined 7.8% YoY to \$4.02M, while average valuation rose 7.7% YoY to \$1,115/SF.
- A strong year on the whole, 274 transactions were recorded in 2017, a 6.2% increase from 2016, with average sale price clocking in at \$4.04M, a 14.0% YoY increase.

- With a relatively small condo market, units in the Palisades increased in value from the same period one year ago, but experienced a slight decline relative to pricing in the third quarter of last year.
- Average sale price on the 19 transactions rose 7.4% YoY to \$1.10M in the fourth quarter.
- Median sale price in the ocean-side community increased 11.3% YoY to \$1.06M, while average PPSF recorded an average of \$668/SF, up 10.2% YoY.

SINGLE FAMILY \$1M+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$4,018,483	-7.8%	\$4,356,421	1.7%	\$3,952,209
AVG. PPSF	\$1,115	7.7%	\$1,035	-1.2%	\$1,128
MED. SALE PRICE	\$3,340,000	5.5%	\$3,259,000	4.0%	\$3,212,500
NUMBER OF SALES	55	1.9%	54	-25.7%	74
DOM	57	-22.1%	73	-11.3%	64

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$4,040,013	14.0%	\$3,543,456	2.8%	\$3,448,279
AVG. PPSF	\$1,138	9.5%	\$1,039	2.7%	\$1,013
NUMBER OF SALES	274	6.2%	258	-10.7%	289

CONDO \$500K+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$1,104,489	7.4%	\$1,028,389	-3.1%	\$1,140,309
AVG. PPSF	\$668	10.2%	\$606	4.2%	\$641
MED. SALE PRICE	\$1,060,000	11.3%	\$952,000	-16.0%	\$1,262,500
NUMBER OF SALES	19	5.6%	18	-5.0%	20
DOM	35	-53.6%	76	34.4%	26

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$1,116,820	6.1%	\$1,052,627	3.0%	\$1,022,307
AVG. PPSF	\$639	4.3%	\$613	-0.8%	\$618
NUMBER OF SALES	75	-8.5%	82	32.3%	62

Pasadena

- The very buoyant market in Pasadena continued to post healthy sales performance, with the suburban submarket recording 100 transactions during Q4 2017, an 8.3% YoY decrease, while average sale price increased 4.2% YoY to \$1.77M.
- Average PPSF rose 6.3% YoY to \$666/SF in Q4 2017, while houses spent 42 days on market, 18 days fewer than the same quarter last year.
- Volume was up on the year, with 495 deals recorded in 2017, a 19.3% increase from 2016.
- Sales volume tapered off during the fourth quarter, with 102 transactions recorded this period, down 48.0% YoY from Q4 2016.
- Average sale price dipped 3.6% YoY to \$774K, while average valuation remained flat at \$518/SF.
- Condo sales were down on the year, with 471 transactions recorded in 2017, a 36.0% decline from 2016. Valuation increased, however, by 5.4% to \$516/SF.

SINGLE FAMILY \$1M+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$1,768,371	4.2%	\$1,696,560	3.2%	\$1,714,307
AVG. PPSF	\$666	6.3%	\$627	8.5%	\$614
MED. SALE PRICE	\$1,400,000	-4.4%	\$1,465,000	-1.1%	\$1,415,000
NUMBER OF SALES	100	-8.3%	109	-35.5%	155
DOM	42	-30.4%	60	-5.8%	44

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$1,762,651	5.1%	\$1,677,121	-5.2%	\$1,769,100
AVG. PPSF	\$636	4.5%	\$609	1.4%	\$600
NUMBER OF SALES	495	19.3%	415	2.5%	405

CONDO \$500K+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$774,050	-3.6%	\$803,260	-1.7%	\$787,601
AVG. PPSF	\$518	0.1%	\$517	-1.6%	\$526
MED. SALE PRICE	\$1,060,000	11.3%	\$952,000	-16.0%	\$1,262,500
NUMBER OF SALES	102	-48.0%	196	-32.0%	150
DOM	36	-51.9%	76	-29.5%	52

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$775,649	-0.4%	\$778,530	2.1%	\$762,738
AVG. PPSF	\$516	5.4%	\$489	5.4%	\$464
NUMBER OF SALES	471	-36.0%	736	92.7%	382

Santa Monica

- Santa Monica continued to assert itself as one of the strongest housing submarkets in Los Angeles, with both average and median sale prices appreciating at a tremendous clip and eclipsing previous quarters.
- Home sales skewed towards the higher end of the price spectrum during Q4 2017, as average price surged 21.1% YoY to \$3.59M, and the median sale price surged an ever more dramatic 45.9% YoY to \$3.45M.
- Average PPSF increased by 6.8% YoY to \$1,301/SF.
- 243 deals were recorded during 2017, a 9.5% increase from 2016, while average sale price rose 5.9% to \$3.13M.
- Santa Monica is now officially the most expensive condo market in LA County, with average PPSF capping out at \$981/SF during the fourth quarter, far and away the highest value on record.
- Average sale price charged ahead 15.0% YoY to \$1.39M, while median sale price surged 20.2% to \$1.27M.
- With 381 transactions recorded during the year 2017, average PPSF climbed 3.1% YoY to close the year out at \$913/SF.

SINGLE FAMILY \$1M+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$3,588,953	21.1%	\$2,962,466	6.4%	\$3,373,678
AVG. PPSF	\$1,301	6.8%	\$1,218	4.8%	\$1,241
MED. SALE PRICE	\$3,450,500	45.9%	\$2,365,000	22.0%	\$2,828,500
NUMBER OF SALES	54	12.5%	48	-8.5%	59
DOM	41	-27.5%	57	-5.3%	43

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$3,127,730	5.9%	\$2,952,788	5.5%	\$2,797,541
AVG. PPSF	\$1,255	10.1%	\$1,140	-2.2%	\$1,165
NUMBER OF SALES	243	9.5%	222	303.6%	55

CONDO \$500K+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$1,391,339	15.0%	\$1,209,967	10.7%	\$1,256,454
AVG. PPSF	\$981	10.1%	\$890	3.9%	\$944
MED. SALE PRICE	\$1,265,000	20.2%	\$1,052,500	12.7%	\$1,122,000
NUMBER OF SALES	91	-3.2%	94	-24.8%	121
DOM	34	-55.0%	75	10.5%	30

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$1,228,901	0.1%	\$1,227,770	-1.1%	\$1,242,003
AVG. PPSF	\$913	3.1%	\$885	3.3%	\$857
NUMBER OF SALES	381	-3.3%	394	-14.7%	462

Silverlake-Echo Park

- Sales in Silverlake continued to surge in the fourth quarter, with a 65.6% increase in sales volume during the period; 53 deals were recorded.
- Average sale price pushed up 13.4% YoY to \$1.46M, while valuation increased 5.1% YoY to \$775/SF, the highest value on record for the neighborhood.
- 185 transactions were recorded in 2017, a 32.1% increase from 2016.

SINGLE FAMILY \$1M+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$1,459,666	13.4%	\$1,287,375	4.2%	\$1,400,210
AVG. PPSF	\$775	5.1%	\$737	2.5%	\$756
MED. SALE PRICE	\$1,362,000	14.0%	\$1,194,750	4.8%	\$1,300,000
NUMBER OF SALES	53	65.6%	32	-7.0%	57
DOM	36	1.4%	36	-12.1%	41

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$1,390,516	3.0%	\$1,350,590	0.1%	\$1,349,057
AVG. PPSF	\$738	6.2%	\$695	8.8%	\$639
NUMBER OF SALES	185	32.1%	140	59.1%	88

- Strong demand in the relatively limited eastside condo market has continued to drive prices; average sale price rose 13.5% YoY in Q4 2017 to \$786K.
- While the number of sales increased relatively modestly by 8.3% YoY to 13 sales in Q4 2017, average PPSF pushed ahead 11.3% to \$581/SF.
- Condos in Silverlake-Echo Park spent significantly fewer days on market (35 days), and pricings in the trendy hood were pushed up across board against Q4 2016.

CONDO \$500K+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$786,308	13.5%	\$692,812	-5.7%	\$833,752
AVG. PPSF	\$581	11.3%	\$522	4.9%	\$554
MED. SALE PRICE	\$1,265,000	20.2%	\$1,052,500	12.7%	\$1,122,000
NUMBER OF SALES	13	8.3%	12	-35.0%	20
DOM	35	-63.2%	94	-38.1%	56

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$766,313	11.5%	\$687,390	-3.7%	\$713,815
AVG. PPSF	\$534	3.7%	\$515	2.5%	\$502
NUMBER OF SALES	87	50.0%	58	26.1%	46

Sunset Strip-Hollywood Hills

- Sharp sales volume increase on the Sunset Strip delivered relatively steady valuation during the fourth quarter. 104 deals recorded during the period, a 44.4% YoY increase.
- Average sale price declined 5.7% YoY to \$2.55M, while average PPSF increased 3.9% YoY to \$855/SF.
- During the year 2017, 414 transactions were recorded, a 21.4% increase YoY, while average sale price declined 9.8% to \$2.54M.

SINGLE FAMILY \$1M+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$2,554,221	-5.7%	\$2,707,633	-1.1%	\$2,581,982
AVG. PPSF	\$855	3.9%	\$823	-4.1%	\$892
MED. SALE PRICE	\$1,985,000	-7.3%	\$2,141,000	5.0%	\$1,890,000
NUMBER OF SALES	104	44.4%	72	0.0%	104
DOM	75	11.5%	67	14.7%	65

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$2,544,807	-9.8%	\$2,820,695	9.1%	\$2,586,309
AVG. PPSF	\$880	-0.9%	\$888	8.1%	\$821
NUMBER OF SALES	414	21.4%	341	-9.8%	378

- The current supply of condominium properties remains very limited in Sunset Strip-Hollywood Hills, although there was a sharp uptick in transaction volume in Q4 2017, with 24 transactions recorded, an 84.6% YoY increase.
- Average sale price declined 31.7% YoY to \$778K, while average PPSF was down by a more modest 3.7% to \$611/SF.
- While YoY pricing metrics were in decline in Q4 2017, the year itself was a strong one. Sales volume was up on the year, while average sale price climbed 23.1% to \$1.09M compared to 2016.

CONDO \$500K+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$778,102	-31.7%	\$1,138,992	-29.3%	\$1,100,556
AVG. PPSF	\$611	-3.7%	\$635	-19.6%	\$761
MED. SALE PRICE	\$671,900	-16.0%	\$799,900	1.4%	\$662,500
NUMBER OF SALES	24	84.6%	13	33.3%	18
DOM	61	-14.3%	71	25.8%	48

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$1,093,580	23.1%	\$844,736	-17.3%	\$1,021,413
AVG. PPSF	\$679	9.6%	\$620	-4.8%	\$651
NUMBER OF SALES	89	14.1%	78	39.3%	56

West Hollywood

- The market in West Hollywood continued its steady climb during the fourth quarter, trading close to its highest value on record.
- Average sale price rose 2.0% YoY to \$2.13M, while average PPSF climbed 5.7% to \$1,005/SF.
- Sales volume was flat to the same quarter last year, with 33 closed transactions.
- Sales volume for the year was consistent with 2016, with 126 deals recorded, while average sale price shot up in West Hollywood to \$2.18M, a 16.6% increase from 2016.
- The condo market in West Hollywood continued to be consistently strong at the end of the year, with 97 deals recorded in Q4 2017, an 11.5% YoY increase.
- While average sale price declined 5.4% to \$900K, valuation surged 8.9% YoY to \$751/SF, the highest value for any individual quarter, ever.
- 384 condo sales were recorded in 2017, a slight decline from 2016 by 3.0%, but average PPSF forged ahead 5.1% YoY to \$689/SF.

SINGLE FAMILY \$1M+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$2,134,281	2.0%	\$2,092,047	-13.5%	\$2,467,053
AVG. PPSF	\$1,005	5.7%	\$951	-10.0%	\$1,117
MED. SALE PRICE	\$1,800,000	2.9%	\$1,750,000	-7.0%	\$1,935,000
NUMBER OF SALES	33	0.0%	33	-10.8%	37
DOM	63	8.5%	58	20.8%	57

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$2,178,672	16.6%	\$1,869,290	1.3%	\$1,845,990
AVG. PPSF	\$1,021	7.4%	\$951	6.9%	\$889
NUMBER OF SALES	126	2.4%	123	8.8%	113

CONDO \$500K+	Q4 2017	YOY%	Q4 2016	QOQ%	Q3 2017
AVG. SALE PRICE	\$899,577	+5.4%	\$951,111	1.1%	\$890,141
AVG. PPSF	\$751	8.9%	\$690	10.7%	\$679
MED. SALE PRICE	\$756,500	-5.4%	\$799,900	1.6%	\$744,500
NUMBER OF SALES	97	11.5%	87	6.6%	91
DOM	52	-24.8%	70	9.1%	48

Annual Performance	2017	YOY%	2016	YOY%	2015
AVG. SALE PRICE	\$902,406	3.4%	\$873,139	2.7%	\$849,802
AVG. PPSF	\$689	5.1%	\$656	5.2%	\$623
NUMBER OF SALES	384	-3.0%	396	2.9%	385



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