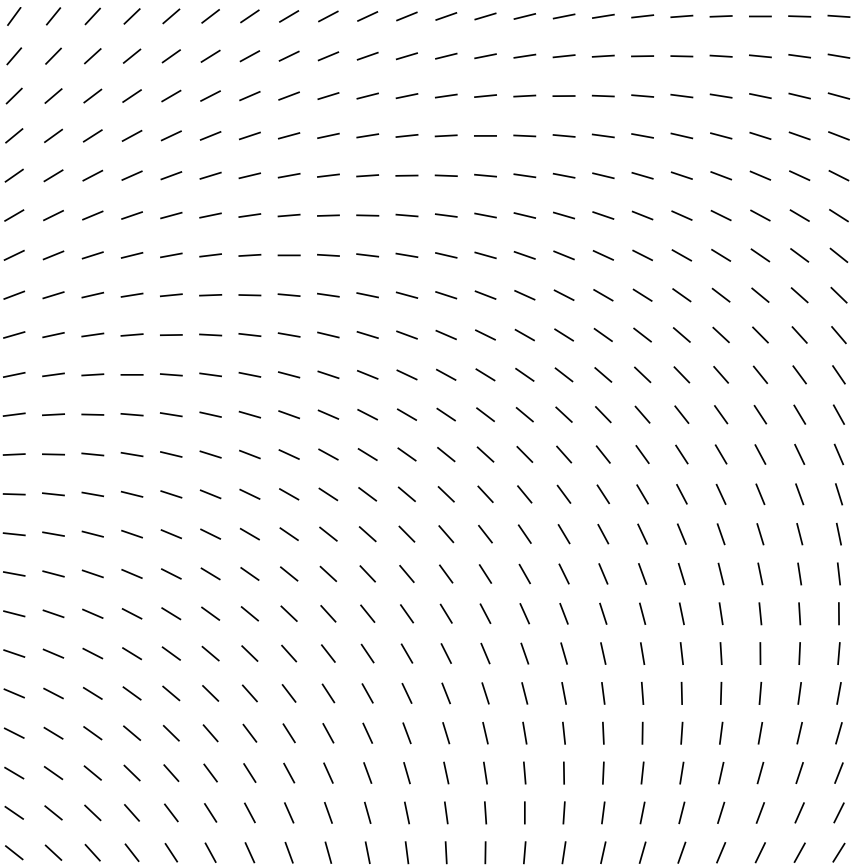

COMPASS

Q2
2018

Los Angeles Quarterly Market Insights Report

Introducing the Compass Q2 2018 Los Angeles Market Insights Report

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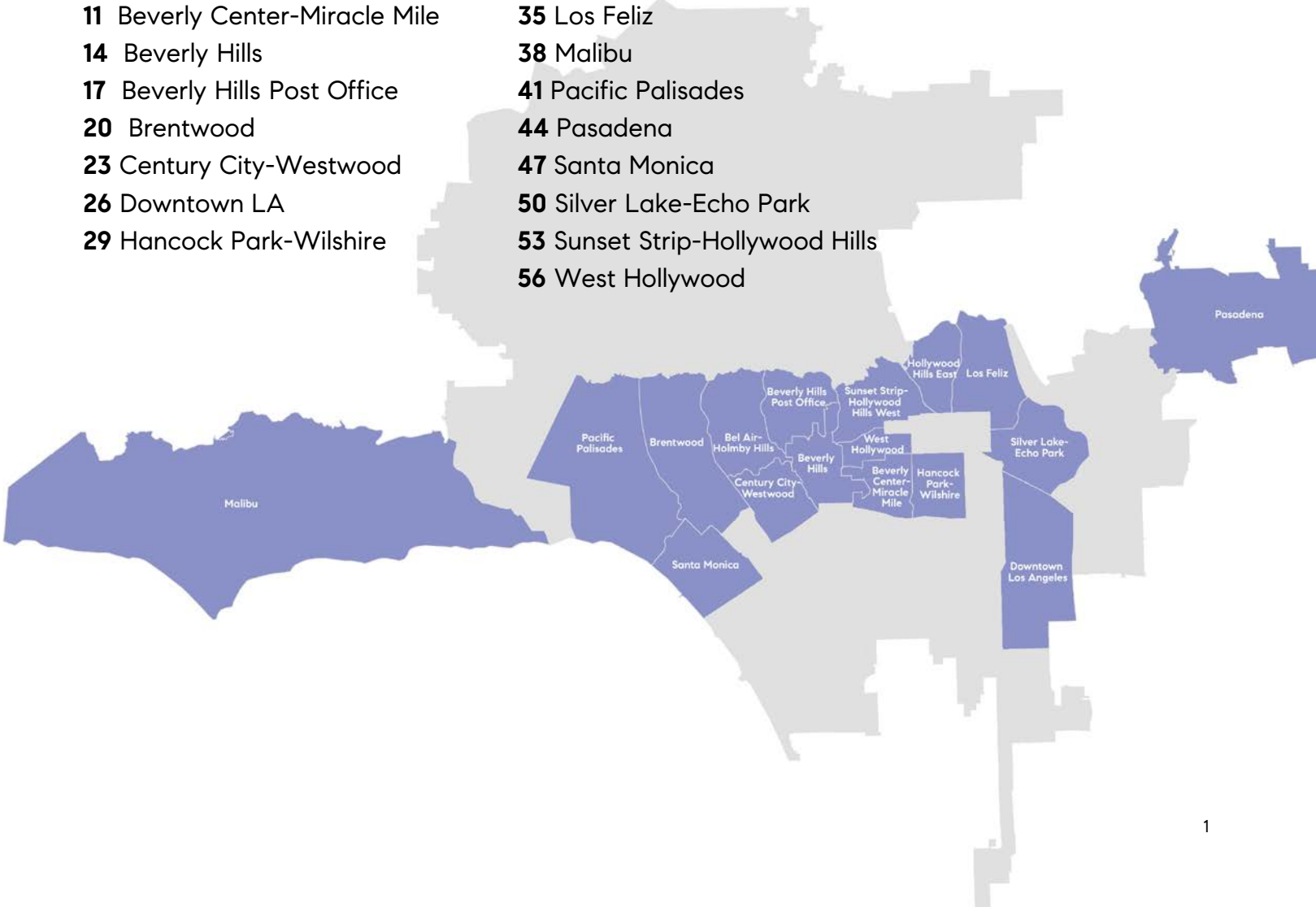
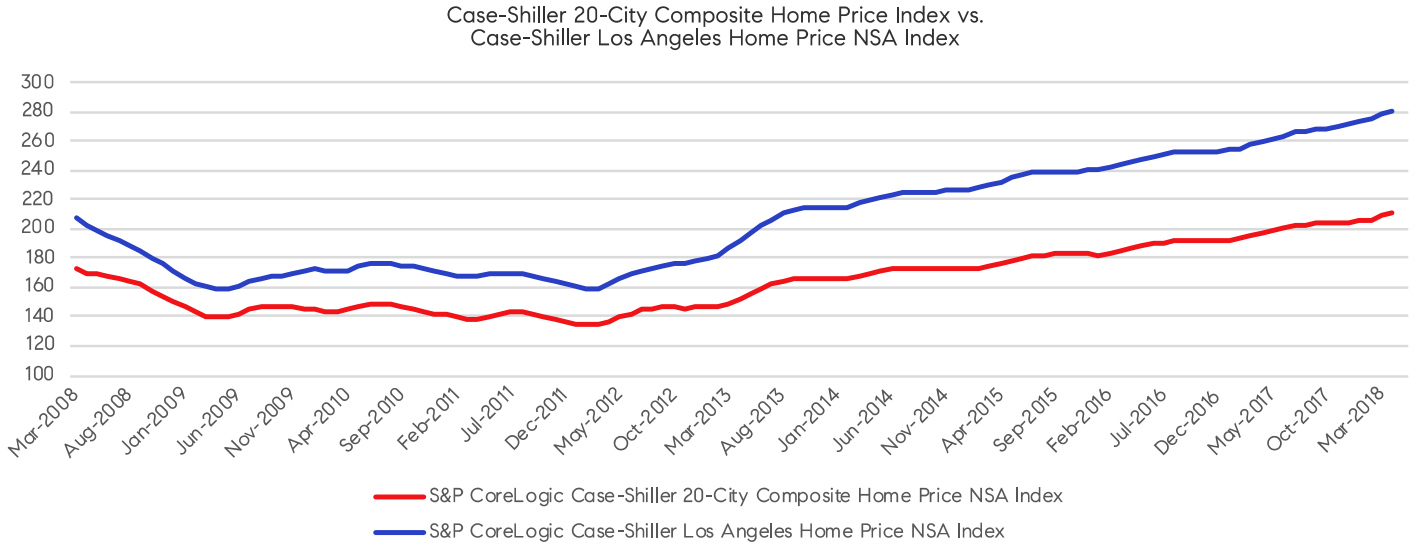
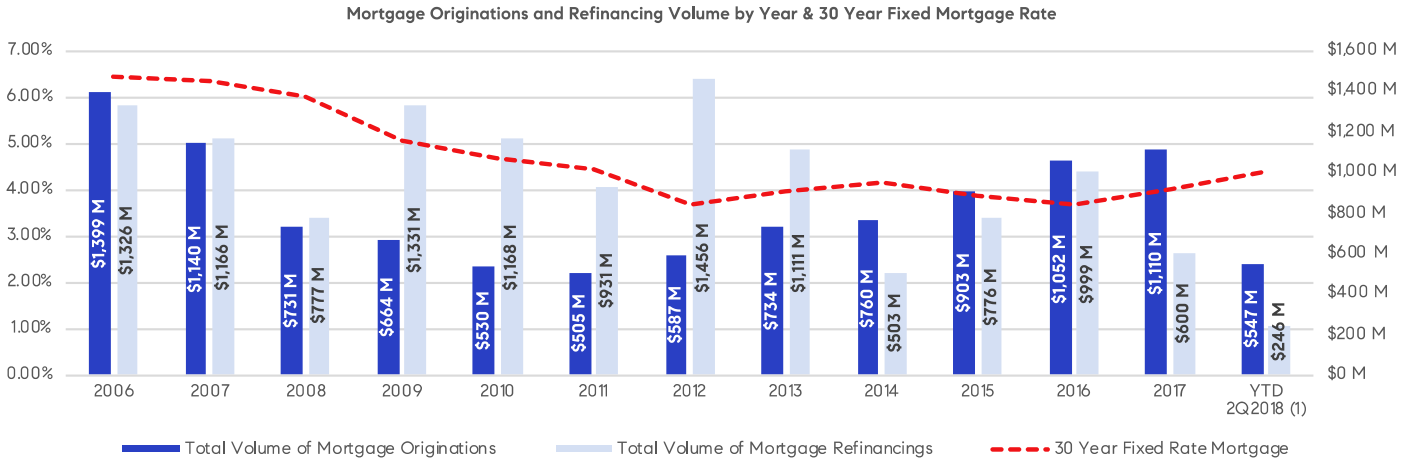


National Housing Indicators



Los Angeles historically has been one of the strongest NSA's comprising the 20-City Composite as indicated in the chart above. The resale market continues to show strength, as the spread of resale premiums in Los Angeles vs. the 20-City Composite continues to widen. New inventory is not able to keep up with the pace of demand, which in turn is benefiting the resale market, and this trend is not anticipated to reverse course anytime soon.



Please note that total originations and refinance share are Mortgage Bankers Association estimates. These exclude second mortgages and home equity loans.
(1) YTD 2Q 2018 Mortgage Volume includes projections from June 1, 2018 through June 30, 2018 provided by Mortgage Bankers Association

In a clear response to concerns over rising interest rates, buyers moved aggressively to secure new origination financing to lock in rates hovering near the 4% benchmark for a 30yr mortgage. Homeowners were active in refinancing their mortgages in order to take advantage of historically low interest rates from 2014 to 2016, while 2017 saw a drop of nearly $400MM. Existing homeowners not only refinanced for a new lower rate, but to also realize equity appreciation of their homes. According to the Federal Reserve, homeowners' equity rose $375B in 4Q17, to more than $14.4T. During the housing bubble, equity peaked at $13.4T in 1Q06. Owners equity has grown by more than $8T since the beginning of 2012[1]. Perhaps the sudden drop of refinance activity in 2017 is an indication that homeowners believe values will drop in conjunction with increased rates. In-spite of rising rates, national demand for housing has not slowed down, according to Freddie Mac. Buyer resiliency in the face of higher rates reflects a healthy economy and strong consumer confidence[2]. The predominant concern on a national level remains affordability; sufficient supply continues to be an issue according to the National Association of Realtors, putting upward pressure on home values. Coupled with rising rates, inflation of 2.5% as of the April Consumer Price Index, and hourly wage growth of only 2.6%[2], any rise in inventory would certainly help calm affordability concerns.

1.) U.S. Department of Housing and Urban Development
2.) Freddie Mac May 2018 Economic and Housing Research Outlook

Executive Summary
Los Angeles Market

Highlighted throughout the next few pages are several key trends observed during the second quarter.

Single Family

Closings

Sales volume (measured by number of transactions) of single family homes decreased YoY as the median sales price continued to climb, possibly signifying increased buyer reluctance in a marketplace that has become very expensive. Inventory increased year-over-year, as to be expected, with the median list price decreasing slightly. Higher inventory paired with lower sales volume may signal a softening market; indeed, some economic conditions are shifting unfavorably against home buyers. In terms of financing, both interest rate hikes and the implications of the recent tax reform in relation to mortgage interest deduction continue to affect the real estate market in 2Q 2018, forcing buyers to consider the changing financial implications of large home purchases.

Valuations of single family homes in Los Angeles crept up slightly during 2Q 2018; the median PPSF rose 1.5% year-over-year to $880/SF. Furthermore, homes spent fewer days on the market, a median of 38 days, down from 45 days in 2Q 2017. Increasing valuations coupled with decreased days on market are signs of healthy demand, however, market-wide, there were fewer closings this quarter. 765 single family homes closed in 2Q 2018, down from 837 in 2Q 2017, a YoY reduction of 8.6%. Single family homes in the $1M-$3M valuation range transacted most frequently in 2Q 2018, accounting for nearly 70% of the total single family transactions over the period. Homes in this price range saw modest gains in valuations year over year, rising 2% to $789/SF. Overall, median price per square foot ranged from a low of $635/SF in Pasadena to a high of $1,370/SF in Beverly Hills.

Sales volume varied greatly by neighborhood, with the greatest year-over-year increases occurring in Malibu and West Hollywood (+10 and +6 homes since last year, both increases of 25%) and the largest decrease occurring in Beverly Hills. Only 21 homes closed in Beverly Hills this quarter, a significant decrease of 53% compared 2Q 2017, and the lowest 2Q figure over the last four years. Median sales price increased across most neighborhoods in Compass' universe of coverage, most notably 32% in Santa Monica and nearly 25% in both Bel-Air/Holmby Hills and Malibu. In Bel-Air/Holmby Hills, the increase is attributed to a shift in the mix of homes sold this quarter: 48% of sales below $3M this quarter vs. 55% last year, which naturally shifted the median price higher. In contrast, for both Santa Monica and Malibu, the increase was driven by a greater number of sales above $3M. The number of days spent on market declined across most neighborhoods analyzed, most notably in Beverly Center-Miracle Mile and Century City-Westwood, where homes stayed on the market just 19 and 18 days, respectively, down from 51 and 38 days last year.

Executive Summary
Los Angeles Market

Highlighted throughout the next few pages are several key trends observed during the second quarter.

Single Family

Inventory

Inventory in Los Angeles, as of June 15, 2018, as measured by the number of available listings, increased on a year-over-year and quarter-over-quarter basis, while median asking price decreased, signaling a potential market slowdown.

Inventory in Compass' universe of coverage increased by 144 homes YoY, or 10% and by 423 homes QoQ, or 35%. Year-over-year inventory levels increased most in Santa Monica (+56%), West Hollywood (+42%) and Silver Lake-Echo Park (+41%), while the number of active listings decreased in Los Feliz (-17%) and Beverly Center-Miracle Mile (-12%). These relative outliers were primarily caused by small sample sizes; in markets with a larger number of active listings, the percent change was much smaller in magnitude. Inventory levels increased in every single market compared to 1Q 2018, most notably Pasadena (131%) and Silver Lake-Echo Park (125%). Quarter-over-quarter, the largest increase in the number of listings available occurred in the $1M-$3M price range, which saw an increase in listings from 477 to 759, or 60%.

Market-wide median asking price decreased 9% year-over-year to $1.895M, and decreased 17% quarter-over-quarter. Compared to 2Q 2017, the neighborhoods which most impacted the overall decline were Santa Monica and West Hollywood, which experienced a reduction in median asking prices of 16% and 15%, respectively. Compared to last quarter, notable changes in asking prices occurred in Los Feliz and Beverly Center-Miracle Mile – a reduction of 16% and 14%, respectively. Increased inventory levels coupled with decreased median listings prices may signal slowing demand in the market, as buyers exhibit patience due to changing economic and political conditions.

Executive Summary
Los Angeles Market

Highlighted throughout the next few pages are several key trends observed during the second quarter.

Condominium

Condo inventory increased in 2Q 2018, a long awaited response following many years of strong demand, as buyers react to rising single family home prices in Los Angeles by searching for a relatively more affordable alternative. Inventory levels increased year-over-year, with median asking prices increasing concurrently. Although supply is increasing, the high number of closings combined with the decrease in days on market point to market demand sufficient enough to handle current supply.

Strong sales volume (measured by number of transactions) characterized the Los Angeles condo market in 2Q 2018, with 723 recorded deals, representing a 13% increase from 642 closings in 2Q 2017. Combined with an increase in the number of sales, median price per square foot also increased to $645 – a 5% increase from $617 during 2Q 2017. The strong demand also contributed to a reduction in median days on market from 49 days in 2Q 2017 to 28 days in 2Q 2018. Two-bedroom units accounted for the largest percentage of trades by bedroom-type, with 433 sales recorded, a healthy increase of 13% from 2Q 2017, and a substantial increase of 60% from 1Q 2018. Three-bedroom condos also experienced higher sales volume, with 155 deals this quarter as compared to 128 last year – a notable increase of 21%, representing the highest year-over-year gain in sales volume among all unit types (notwithstanding studios, which are skewed due to small sample size).

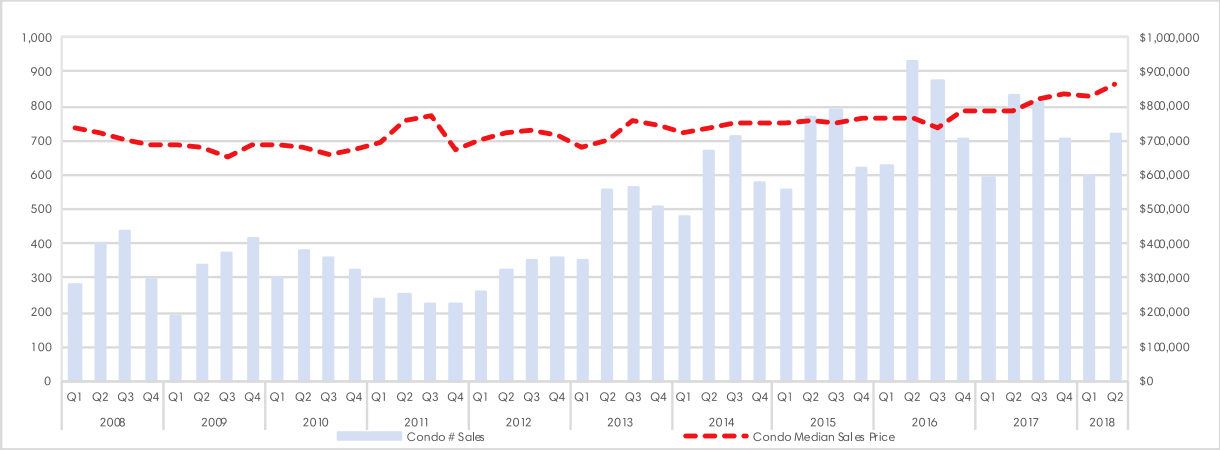
Regionally, sales volume showed robust increases in most condo-centric neighborhoods: Century City-Westwood, Downtown LA, Pasadena, Santa Monica, and West Hollywood. Of these five, the largest year-over-year increase in the number of transactions occurred in Santa Monica and Pasadena, up 34% and 46% to 94 and 136 transactions, respectively, although a portion of the strong growth in Pasadena was attributable to the release and subsequent sales of the second phase of a popular new condo building, Town & Country, with the third and final phase's release planned for the end of this year.

Median sales price increased in the majority of the neighborhoods under analysis, with notable year-over-year increases in Silver Lake-Echo Park and Los Feliz (up 36% and 30%, respectively). Relatively few transactions occurred in Los Feliz during the quarter, which skewed year-over-year metrics, however, neighborhoods with a healthy number of transactions, such as West Hollywood, also showed notable year-over-year price increases.
Available condo inventory increased year-over-year, with 629 listings available at the end of 2Q 2018 compared to 600 in 2Q 2017. The median price per square foot of available condos also increased to $774/SF in 2Q 2018, up 9.5%, from $707/SF in 2Q 2017. The median asking price of a condo increased from $989K in 2Q 2017 to $1.1M in 2Q 2018, reflecting an overall increase in the median size of condo inventory from 1,398 SF to 1,421 SF. The neighborhoods, which most contributed to the increase in active listings, include Brentwood and Santa Monica (100% and 88% y-o-y increase, respectively). On a quarter-over-quarter basis, most markets experienced double-digit (or more) increases in inventory levels. Although condo inventory has continued to increase in Los Angeles, recent demand demonstrates continued strength in this segment of the market.

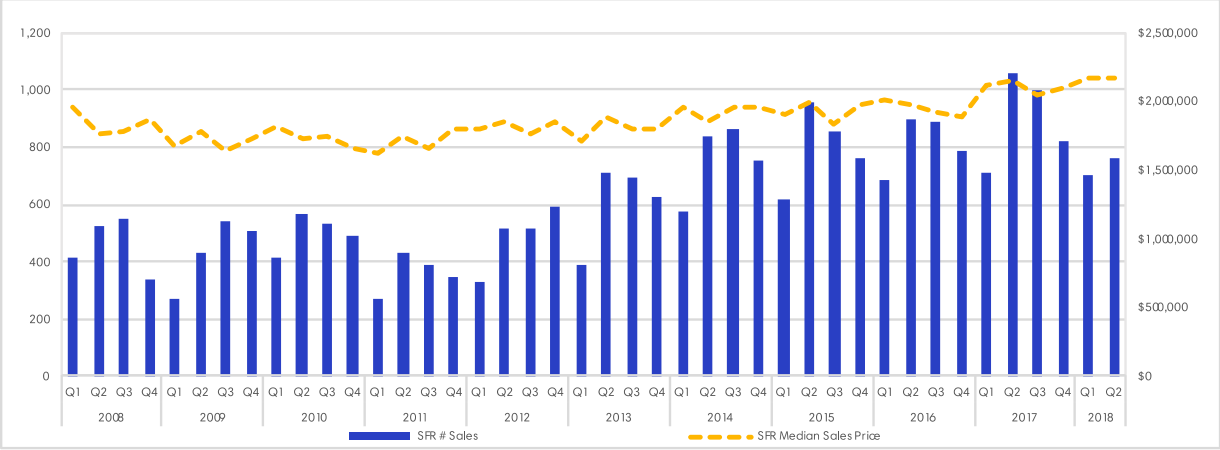
Los Angeles Condominium & Single Family Overview

The charts below highlight 10 years of historical performance of condominium and single-family closings by quarter. *Please note all data below is as of 6/15/2018.*

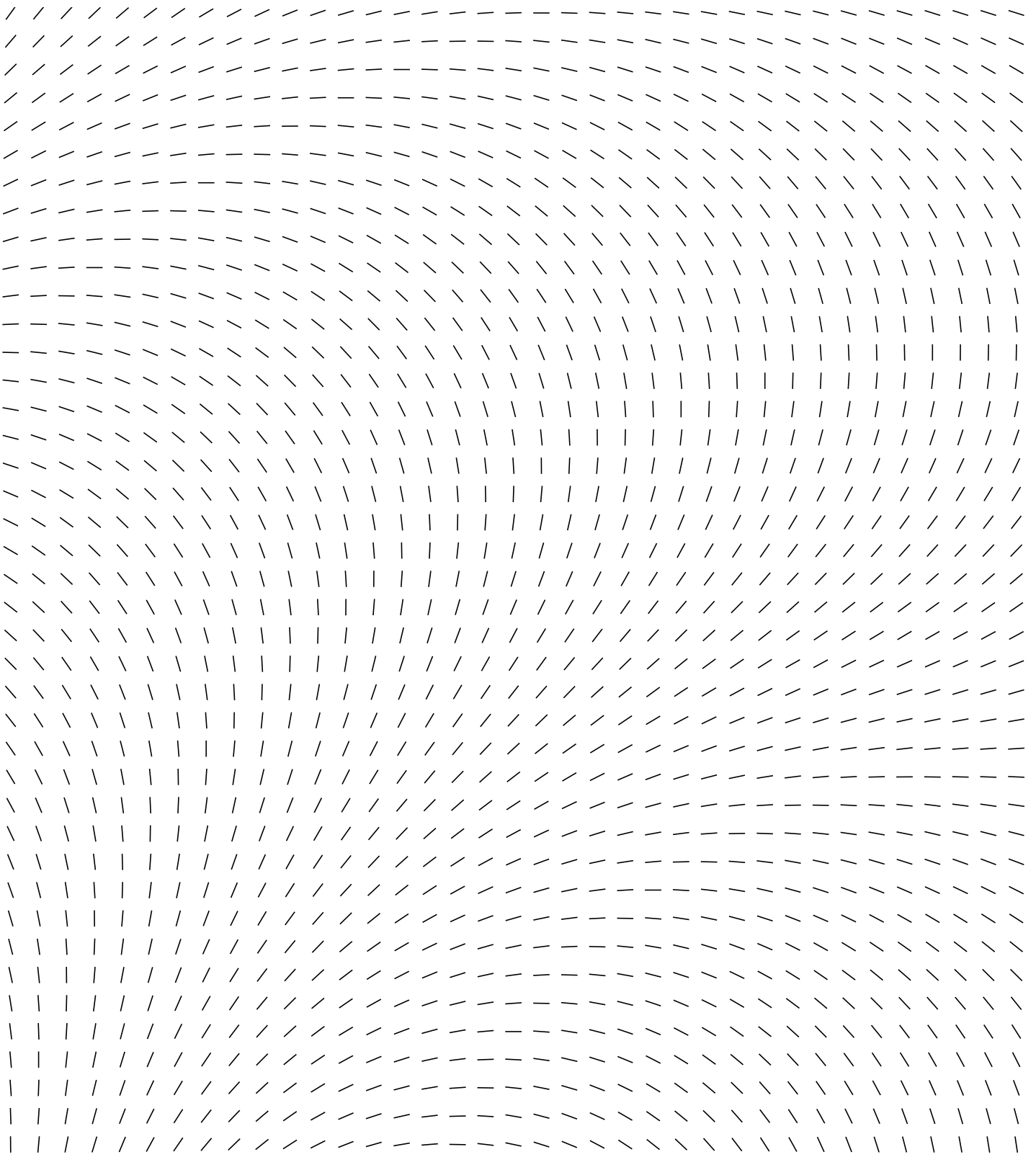
Condominium



Single Family



Neighborhood Snapshots



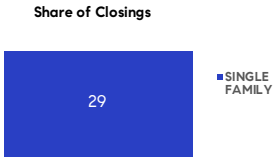
Bel-Air-Holmby Hills

The page below highlights key trends in this neighborhood regarding inventory and closings.

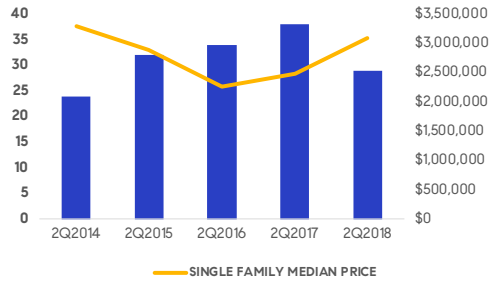
Closings

Number of Total Closings

29



Closings - Last Five Years



2Q2018 Price Metrics

-

Median Condo Sales Price

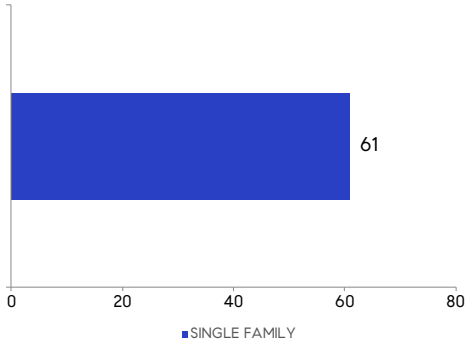
$3,100,000

Median Single Family Sales Price

-

Median Condo Sales PPSF

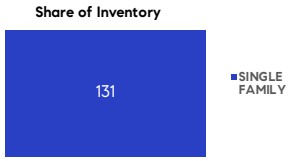
Median Days on Market



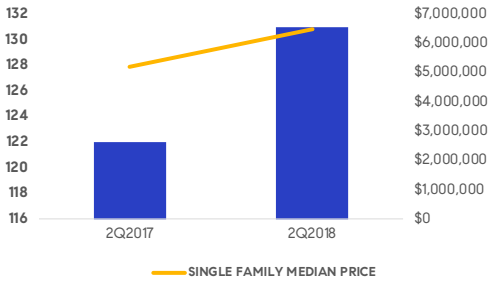
Inventory

Number of Active Listings

131



Inventory - Year over Year



2Q2018 Price Metrics

-

Median Condo Asking Price

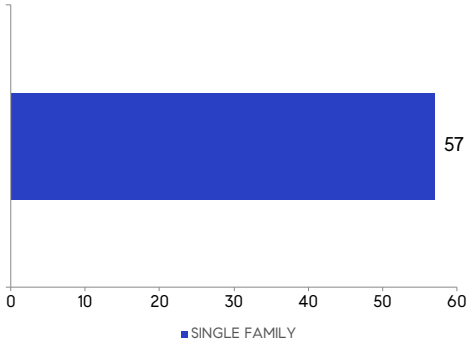
$6,495,000

Median Single Family Asking Price

-

Median Condo Asking PPSF

Median Days on Market



Bel-Air-Holmby Hills Single Family Closings

CLOSINGS	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
SINGLE FAMILY					
Number of Closings	29	38	*-23.7%*	22	*31.8%*
Median Price	$3,100,000	$2,482,000	*24.9%*	$3,868,000	*-19.9%*
Median Days on Market	61	59	*3.4%*	98	*-37.4%*
Median Negotiability	-5.0%	-3.3%	-	-6.5%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	-	$1,175,000	-	-	-
1,500 - 2,000	$1,675,000	$1,555,000	*7.7%*	$1,788,000	*-6.3%*
2,000 - 3,000	$3,100,000	$2,762,000	*12.2%*	$2,192,000	*41.4%*
3,000 - 4,000	$5,573,000	$4,565,000	*22.1%*	$2,719,000	*105.0%*
> 4,000	$7,000,000	$10,475,000	*-33.2%*	$11,013,000	*-36.4%*

Bel-Air-Holmby Hills Single Family Inventory

ACTIVE	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
SINGLE FAMILY					
Number of Active Listings	131	122	*7.4%*	108	*21.3%*
Median Price	$6,495,000	$5,197,000	*25.0%*	$6,797,000	*-4.4%*
Median Days on Market	57	53	*7.5%*	63	*-8.8%*
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,625,000	$12,995,000	*-87.5%*	$1,649,000	*-1.5%*
1,500 - 2,000	$2,273,000	$2,147,000	*5.9%*	$2,495,000	*-8.9%*
2,000 - 3,000	$3,537,000	$2,750,000	*28.6%*	$4,373,000	*-19.1%*
3,000 - 4,000	$5,250,000	$3,822,000	*37.4%*	$5,373,000	*-2.3%*
> 4,000	$10,973,000	$12,248,000	*-10.4%*	$11,748,000	*-6.6%*

** 2Q2018 Inventory as of June 15, 2018*

ACTIVE MONTHS OF SUPPLY	2Q2018	2Q2017
Overall	**19.9**	**34.9**

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

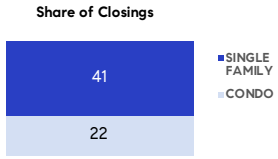
Beverly Center-Miracle Mile

The page below highlights key trends in this neighborhood regarding inventory and closings.

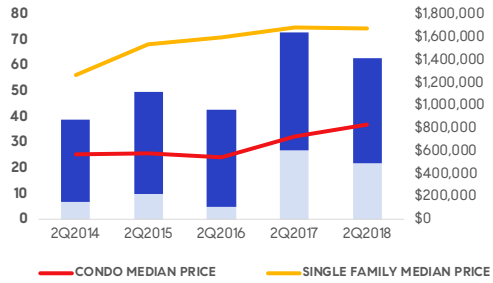
Closings

Number of Total Closings

63



Closings - Last Five Years



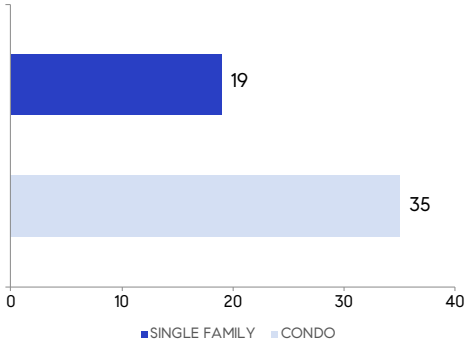
2Q2018 Price Metrics

$839,000
Median Condo Sales Price

$1,676,000
Median Single Family Sales Price

$600
Median Condo Sales PPSF

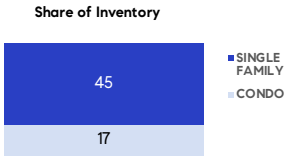
Median Days on Market



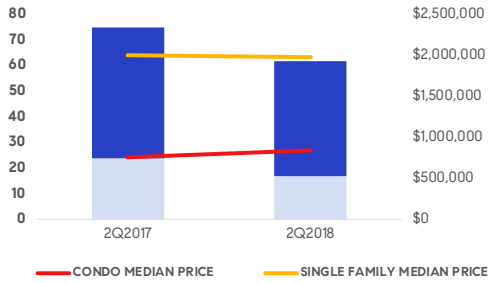
Inventory

Number of Active Listings

62



Inventory - Year over Year



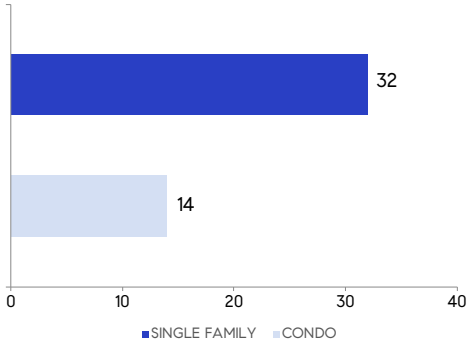
2Q2018 Price Metrics

$849,000
Median Condo Asking Price

$1,985,000
Median Single Family Asking Price

$678
Median Condo Asking PPSF

Median Days on Market



Beverly Center-Miracle Mile Condominium & Single Family Closings

CLOSINGS	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Closings	22	27	*-18.5%*	7	*214.3%*
Median Price	$839,000	$733,000	*14.5%*	$704,000	*19.2%*
Median PPSF	$600	$624	*-4.0%*	$619	*-3.2%*
Median Days on Market	35	34	*2.9%*	10	*250.0%*
Median Negotiability	0.5%	0.8%		2.9%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	$1,075,000	$540,000	*99.1%*	$555,000	*93.7%*
2 BR	$775,000	$758,000	*2.2%*	$910,000	*-14.8%*
3 BR	$998,000	$1,005,000	*-0.7%*	$1,050,000	*-5.0%*
4 BR+	$1,010,000	-	-	-	-
SINGLE FAMILY					
Number of Closings	41	46	*-10.9%*	30	*36.7%*
Median Price	$1,676,000	$1,691,000	*-0.9%*	$1,843,000	*-9.1%*
Median Days on Market	19	51	*-62.7%*	45	*-57.3%*
Median Negotiability	0.0%	-2.0%	-	-0.8%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,350,000	$1,350,000	*0.0%*	$1,504,000	*-10.2%*
1,500 - 2,000	$1,640,000	$1,670,000	*-1.8%*	$1,810,000	*-9.4%*
2,000 - 3,000	$2,800,000	$2,965,000	*-5.6%*	$2,673,000	*4.8%*
3,000 - 4,000	$4,050,000	$3,038,000	*33.3%*	$3,775,000	*7.3%*
> 4,000	$5,000,000	-	-	$3,700,000	*35.1%*

Beverly Center-Miracle Mile Condominium & Single Family Inventory

ACTIVE	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Active Listings	17	24	*-29.2%*	9	*88.9%*
Median Price	$849,000	$764,000	*11.1%*	$819,000	*3.7%*
Median PPSF	$678	$616	*10.1%*	$604	*12.3%*
Median Days on Market	14	21	*-31.7%*	16	*-12.5%*
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	$674,000	$565,000	*19.3%*	$1,099,000	*-38.7%*
2 BR	$800,000	$780,000	*2.6%*	$768,000	*4.2%*
3 BR	$1,588,000	$862,000	*84.2%*	$896,000	*77.2%*
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	45	51	*-11.8%*	32	*40.6%*
Median Price	$1,985,000	$2,000,000	*-0.7%*	$2,298,000	*-13.6%*
Median Days on Market	32	53	*-39.6%*	35	*-7.2%*
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,490,000	$1,595,000	*-6.6%*	$1,735,000	*-14.1%*
1,500 - 2,000	$1,985,000	$1,800,000	*10.3%*	$1,773,000	*12.0%*
2,000 - 3,000	$3,095,000	$2,995,000	*3.3%*	$3,485,000	*-11.2%*
3,000 - 4,000	$3,323,000	$3,220,000	*3.2%*	$3,849,000	*-13.7%*
> 4,000	$4,047,000	$3,475,000	*16.5%*	$4,320,000	*-6.3%*

** 2Q2018 Inventory as of June 15, 2018*

ACTIVE MONTHS OF SUPPLY	2Q2018	2Q2017
Overall	**5.5**	**17.3**

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

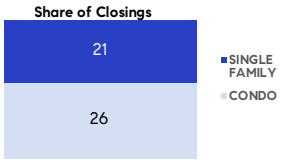
Beverly Hills

The page below highlights key trends in this neighborhood regarding inventory and closings.

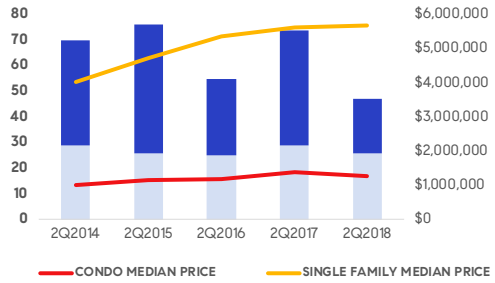
Closings

Number of Total Closings

47



Closings - Last Five Years



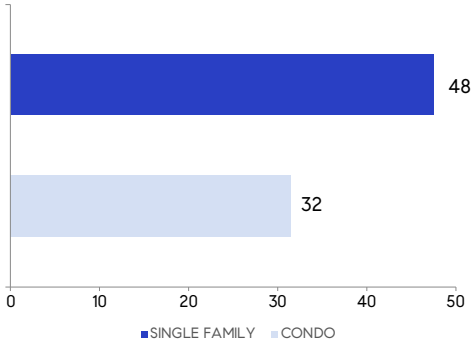
2Q2018 Price Metrics

$1,263,000
Median Condo Sales Price

$5,685,000
Median Single Family Sales Price

$722
Median Condo Sales PPSF

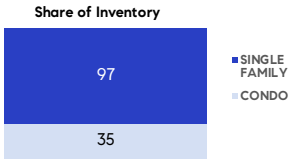
Median Days on Market



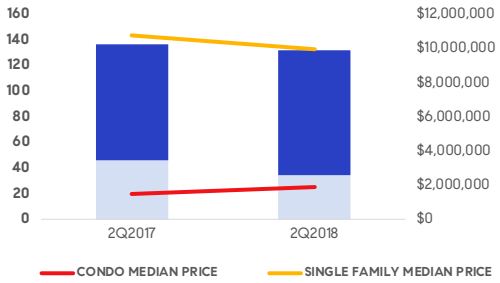
Inventory

Number of Active Listings

132



Inventory - Year over Year



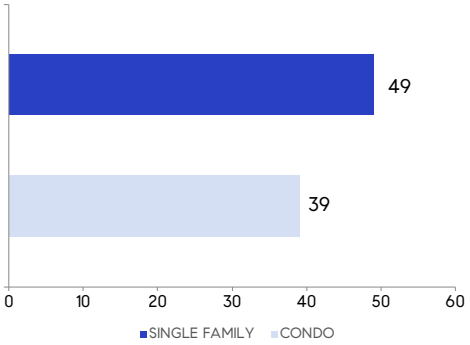
2Q2018 Price Metrics

$1,895,000
Median Condo Asking Price

$9,950,000
Median Single Family Asking Price

$963
Median Condo Asking PPSF

Median Days on Market



Beverly Hills
Condominium & Single Family
Closings

CLOSINGS	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Closings	26	29	*-10.3%*	17	*52.9%*
Median Price	$1,263,000	$1,400,000	*-9.8%*	$1,100,000	*14.8%*
Median PPSF	$722	$731	*-1.2%*	$717	*0.7%*
Median Days on Market	32	46	*-31.5%*	69	*-54.3%*
Median Negotiability	0.0%	-2.4%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	$675,000	-
1 BR	$660,000	$625,000	*5.6%*	$755,000	*-12.6%*
2 BR	$1,242,000	$1,093,000	*13.6%*	$1,100,000	*12.9%*
3 BR	$2,163,000	$2,003,000	*8.0%*	$1,965,000	*10.1%*
4 BR+	$1,395,000	$3,548,000	*-60.7%*	-	-
SINGLE FAMILY					
Number of Closings	21	45	*-53.3%*	24	*-12.5%*
Median Price	$5,685,000	$5,620,000	*1.2%*	$6,290,000	*-9.6%*
Median Days on Market	48	61	*-22.1%*	25	*90.0%*
Median Negotiability	-0.6%	-3.8%	-	-3.6%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$2,300,000	$2,126,000	*8.2%*	$2,354,000	*-2.3%*
1,500 - 2,000	$2,950,000	$2,469,000	*19.5%*	$2,885,000	*2.3%*
2,000 - 3,000	$4,606,000	$4,211,000	*9.4%*	$4,050,000	*13.7%*
3,000 - 4,000	$6,700,000	$7,000,000	*-4.3%*	$7,425,000	*-9.8%*
> 4,000	$8,668,000	$8,825,000	*-1.8%*	$10,965,000	*-20.9%*

Beverly Hills Condominium & Single Family Inventory

ACTIVE	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Active Listings	35	46	*-23.9%*	23	*52.2%*
Median Price	$1,895,000	$1,497,000	*26.6%*	$2,250,000	*-15.8%*
Median PPSF	$963	$765	*25.9%*	$1,017	*-5.3%*
Median Days on Market	39	52	*-24.3%*	72	*-45.8%*
Median Pricing Analysis by Bedroom Type:					
Studio	-	$599,000	-	-	-
1 BR	$1,824,000	$804,000	*126.9%*	$949,000	*92.2%*
2 BR	$1,500,000	$1,200,000	*25.0%*	$1,739,000	*-13.7%*
3 BR	$3,000,000	$2,349,000	*27.7%*	$3,280,000	*-8.5%*
4 BR+	$9,995,000	$6,548,000	*52.6%*	$9,995,000	*0.0%*
SINGLE FAMILY					
Number of Active Listings	97	91	*6.6%*	76	*27.6%*
Median Price	$9,950,000	$10,795,000	*-7.8%*	$9,448,000	*5.3%*
Median Days on Market	49	60	*-18.3%*	65	*-24.6%*
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$2,550,000	$3,385,000	*-24.7%*	$2,588,000	*-1.5%*
1,500 - 2,000	$3,097,000	$2,725,000	*13.7%*	$2,795,000	*10.8%*
2,000 - 3,000	$6,995,000	$6,443,000	*8.6%*	$5,873,000	*19.1%*
3,000 - 4,000	$6,890,000	$7,545,000	*-8.7%*	$7,740,000	*-11.0%*
> 4,000	$16,500,000	$14,995,000	*10.0%*	$17,950,000	*-8.1%*

** 2Q2018 Inventory as of June 15, 2018*

ACTIVE MONTHS OF SUPPLY	2Q2018	2Q2017
Overall	**11.5**	**25.3**

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

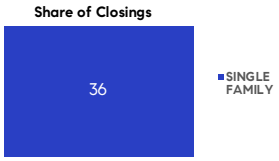
Beverly Hills Post Office

The page below highlights key trends in this neighborhood regarding inventory and closings.

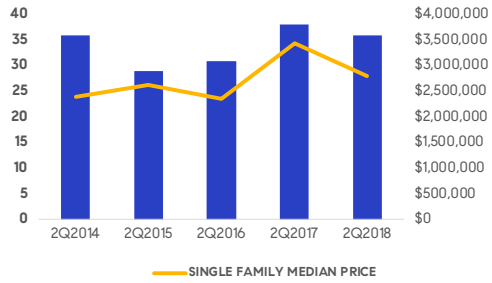
Closings

Number of Total Closings

36



Closings - Last Five Years



2Q2018 Price Metrics

-

Median Condo Sales Price

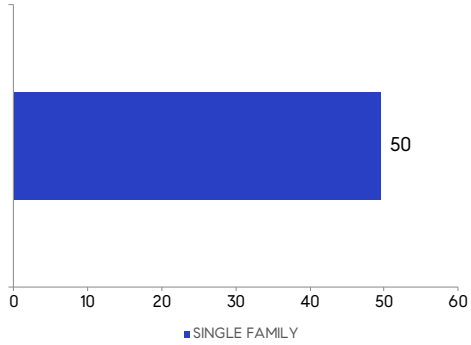
$2,803,000

Median Single Family Sales Price

-

Median Condo Sales PPSF

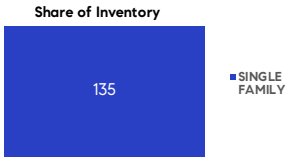
Median Days on Market



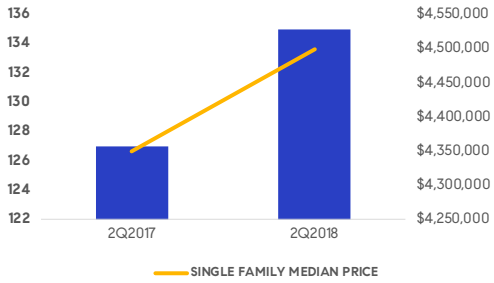
Inventory

Number of Active Listings

135



Inventory - Year over Year



2Q2018 Price Metrics

-

Median Condo Asking Price

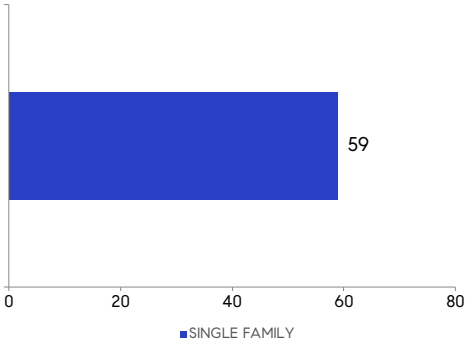
$4,500,000

Median Single Family Asking Price

-

Median Condo Asking PPSF

Median Days on Market



Beverly Hills Post Office
Single Family
Closings

CLOSINGS	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
SINGLE FAMILY					
Number of Closings	36	38	*-5.3%*	27	*33.3%*
Median Price	$2,803,000	$3,445,000	*-18.6%*	$2,540,000	*10.4%*
Median Days on Market	50	60	*-17.5%*	79	*-37.3%*
Median Negotiability	-3.8%	-6.0%	-	-4.5%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,295,000	$1,230,000	*5.3%*	$1,948,000	*-33.5%*
1,500 - 2,000	$2,025,000	$2,050,000	*-1.2%*	$1,888,000	*7.3%*
2,000 - 3,000	$2,708,000	$2,950,000	*-8.2%*	$2,635,000	*2.8%*
3,000 - 4,000	$3,325,000	$3,450,000	*-3.6%*	$6,475,000	*-48.6%*
> 4,000	$12,900,000	$7,682,000	*67.9%*	$9,000,000	*43.3%*

Beverly Hills Post Office
Single Family
Inventory

ACTIVE	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
SINGLE FAMILY					
Number of Active Listings	135	127	*6.3%*	100	*35.0%*
Median Price	$4,500,000	$4,350,000	*3.4%*	$4,647,000	*-3.2%*
Median Days on Market	59	73	*-19.2%*	66	*-10.6%*
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,700,000	$1,660,000	*2.4%*	$1,797,000	*-5.4%*
1,500 - 2,000	$2,573,000	$2,599,000	*-1.0%*	$2,795,000	*-7.9%*
2,000 - 3,000	$3,350,000	$3,338,000	*0.4%*	$3,495,000	*-4.1%*
3,000 - 4,000	$4,395,000	$4,350,000	*1.0%*	$4,200,000	*4.6%*
> 4,000	$8,773,000	$10,945,000	*-19.8%*	$7,498,000	*17.0%*

** 2Q2018 Inventory as of June 15, 2018*

ACTIVE MONTHS OF SUPPLY	2Q2018	2Q2017
Overall	**20.5**	**42.3**

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

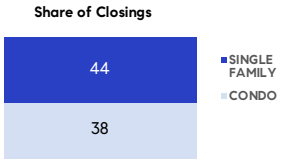
Brentwood

The page below highlights key trends in this neighborhood regarding inventory and closings.

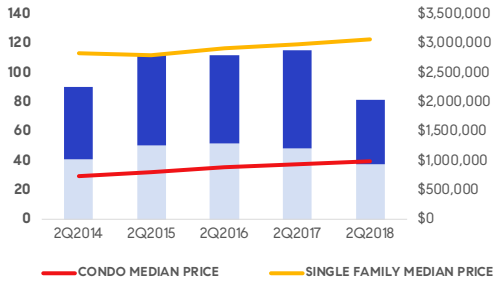
Closings

Number of Total Closings

82



Closings - Last Five Years



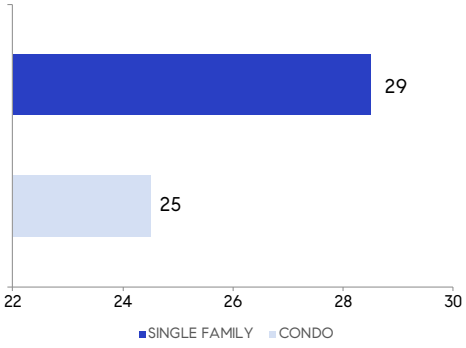
2Q2018 Price Metrics

$990,000
Median Condo Sales Price

$3,085,000
Median Single Family Sales Price

$654
Median Condo Sales PPSF

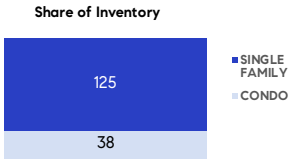
Median Days on Market



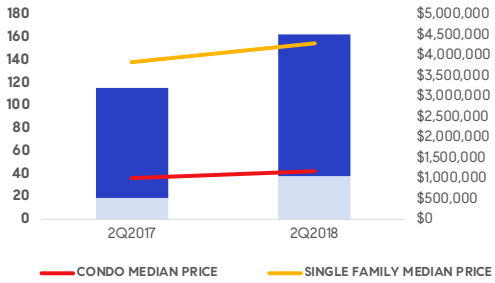
Inventory

Number of Active Listings

163



Inventory - Year over Year



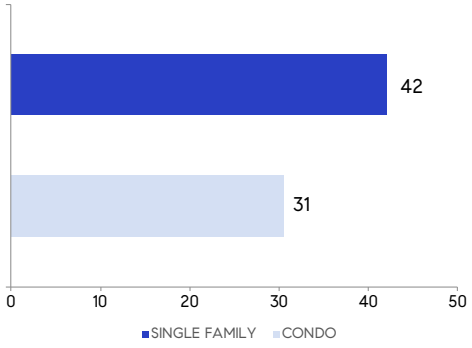
2Q2018 Price Metrics

$1,179,000
Median Condo Asking Price

$4,300,000
Median Single Family Asking Price

$674
Median Condo Asking PPSF

Median Days on Market



Brentwood
Condominium & Single Family Closings

CLOSINGS	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Closings	38	49	*-22.4%*	18	*111.1%*
Median Price	$990,000	$951,000	*4.1%*	$852,000	*16.2%*
Median PPSF	$654	$670	*-2.4%*	$640	*2.1%*
Median Days on Market	25	56	*-56.3%*	23	*6.5%*
Median Negotiability	1.4%	0.0%		0.6%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	$583,000	$560,000	*4.1%*	$615,000	*-5.2%*
2 BR	$924,000	$878,000	*5.2%*	$932,000	*-0.9%*
3 BR	$1,220,000	$1,350,000	*-9.6%*	$1,660,000	*-26.5%*
4 BR+	$1,350,000	$1,550,000	*-12.9%*	-	-
SINGLE FAMILY					
Number of Closings	44	67	*-34.3%*	46	*-4.3%*
Median Price	$3,085,000	$3,000,000	*2.8%*	$3,228,000	*-4.4%*
Median Days on Market	29	54	*-46.7%*	61	*-53.3%*
Median Negotiability	0.0%	-3.6%	-	-2.8%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,949,000	$1,763,000	*10.6%*	$1,875,000	*3.9%*
1,500 - 2,000	$2,362,000	$2,482,000	*-4.8%*	$2,450,000	*-3.6%*
2,000 - 3,000	$3,083,000	$3,023,000	*2.0%*	$2,918,000	*5.7%*
3,000 - 4,000	$3,420,000	$3,950,000	*-13.4%*	$4,427,000	*-22.7%*
> 4,000	$10,900,000	$6,263,000	*74.0%*	$6,675,000	*63.3%*

Brentwood
Condominium & Single Family Inventory

ACTIVE	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Active Listings	38	19	*100.0%*	16	*137.5%*
Median Price	$1,179,000	$1,020,000	*15.6%*	$1,197,000	*-1.5%*
Median PPSF	$674	$646	*4.3%*	$620	*8.6%*
Median Days on Market	31	44	*-30.7%*	29	*7.0%*
Median Pricing Analysis by Bedroom Type:					
Studio	$540,000	-	-	-	-
1 BR	$599,000	-	-	$599,000	*0.0%*
2 BR	$1,099,000	$979,000	*12.3%*	$1,167,000	*-5.8%*
3 BR	$1,460,000	$1,225,000	*19.2%*	$1,387,000	*5.3%*
4 BR+	$3,074,000	$2,995,000	*2.6%*	$3,995,000	*-23.1%*
SINGLE FAMILY					
Number of Active Listings	125	97	*28.9%*	92	*35.9%*
Median Price	$4,300,000	$3,849,000	*11.7%*	$4,963,000	*-13.4%*
Median Days on Market	42	49	*-14.3%*	-	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,989,000	$2,150,000	*-7.5%*	$2,172,000	*-8.4%*
1,500 - 2,000	$2,695,000	$2,375,000	*13.5%*	$2,995,000	*-10.0%*
2,000 - 3,000	$3,249,000	$2,995,000	*8.5%*	$2,923,000	*11.2%*
3,000 - 4,000	$4,690,000	$3,720,000	*26.1%*	$4,795,000	*-2.2%*
> 4,000	$6,789,000	$6,975,000	*-2.7%*	$6,492,000	*4.6%*

** 2Q2018 Inventory as of June 15, 2018*

ACTIVE MONTHS OF SUPPLY	2Q2018	2Q2017
Overall	**8.7**	**10.2**

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

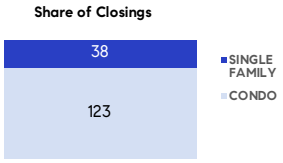
Century City-Westwood

The page below highlights key trends in this neighborhood regarding inventory and closings.

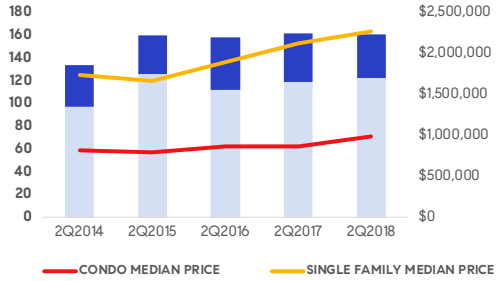
Closings

Number of Total Closings

161



Closings - Last Five Years



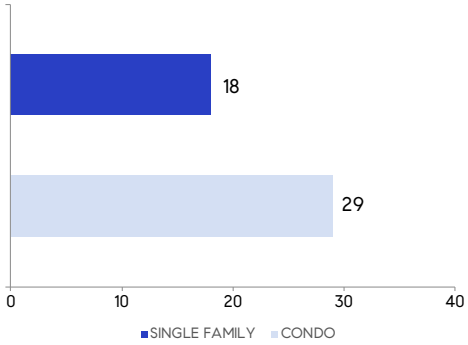
2Q2018 Price Metrics

$985,000
Median Condo Sales Price

$2,273,000
Median Single Family Sales Price

$669
Median Condo Sales PPSF

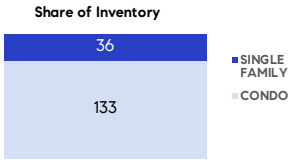
Median Days on Market



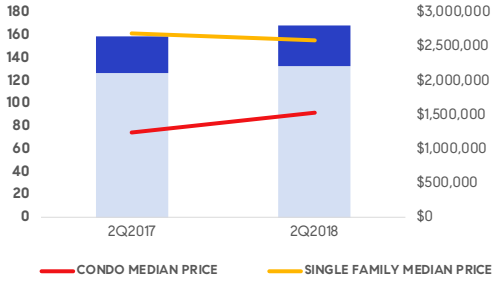
Inventory

Number of Active Listings

169



Inventory - Year over Year



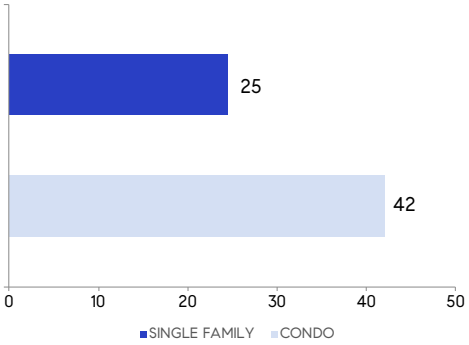
2Q2018 Price Metrics

$1,530,000
Median Condo Asking Price

$2,597,000
Median Single Family Asking Price

$797
Median Condo Asking PPSF

Median Days on Market



Century City-Westwood Condominium & Single Family Closings

CLOSINGS	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Closings	123	119	*3.4%*	96	*28.1%*
Median Price	$985,000	$875,000	*12.6%*	$975,000	*1.0%*
Median PPSF	$669	$598	*11.9%*	$657	*1.9%*
Median Days on Market	29	45	*-35.6%*	37	*-20.5%*
Median Negotiability	0.0%	-0.7%		-0.5%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	$568,000	$570,000	*-0.4%*	$637,000	*-10.8%*
2 BR	$989,000	$878,000	*12.6%*	$1,044,000	*-5.3%*
3 BR	$1,213,000	$1,049,000	*15.6%*	$1,265,000	*-4.1%*
4 BR+	$1,160,000	$1,225,000	*-5.3%*	-	-
SINGLE FAMILY					
Number of Closings	38	43	*-11.6%*	28	*35.7%*
Median Price	$2,273,000	$2,123,000	*7.1%*	$2,261,000	*0.5%*
Median Days on Market	18	38	*-52.6%*	27	*-33.3%*
Median Negotiability	0.7%	0.6%	-	-1.0%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,625,000	$1,450,000	*12.1%*	$1,598,000	*1.7%*
1,500 - 2,000	$2,275,000	$2,018,000	*12.7%*	$2,050,000	*11.0%*
2,000 - 3,000	$2,610,000	$3,000,000	*-13.0%*	$3,050,000	*-14.4%*
3,000 - 4,000	$4,825,000	$4,280,000	*12.7%*	$4,079,000	*18.3%*
> 4,000	$4,095,000	$3,700,000	*10.7%*	$4,000,000	*2.4%*

Century City-Westwood Condominium & Single Family Inventory

ACTIVE	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Active Listings	133	127	*4.7%*	96	*38.5%*
Median Price	$1,530,000	$1,250,000	*22.4%*	$1,688,000	*-9.4%*
Median PPSF	$797	$736	*8.4%*	$928	*-14.1%*
Median Days on Market	42	60	*-30.0%*	50	*-16.0%*
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	$795,000	$745,000	*6.7%*	$724,000	*9.8%*
2 BR	$1,348,000	$1,380,000	*-2.3%*	$1,395,000	*-3.4%*
3 BR	$2,800,000	$1,495,000	*87.3%*	$4,442,000	*-37.0%*
4 BR+	$2,450,000	$4,123,000	*-40.6%*	$2,495,000	*-1.8%*
SINGLE FAMILY					
Number of Active Listings	36	32	*12.5%*	31	*16.1%*
Median Price	$2,597,000	$2,697,000	*-3.7%*	$2,499,000	*3.9%*
Median Days on Market	25	48	*-49.0%*	37	*-33.8%*
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,845,000	$1,710,000	*7.9%*	$1,637,000	*12.7%*
1,500 - 2,000	$2,495,000	$1,995,000	*25.1%*	$2,347,000	*6.3%*
2,000 - 3,000	$2,845,000	$2,923,000	*-2.7%*	$2,650,000	*7.4%*
3,000 - 4,000	$5,487,000	$4,247,000	*29.2%*	$3,922,000	*39.9%*
> 4,000	$5,545,000	$5,995,000	*-7.5%*	$5,250,000	*5.6%*

** 2Q2018 Inventory as of June 15, 2018*

ACTIVE MONTHS OF SUPPLY	2Q2018	2Q2017
Overall	**5.5**	**9.8**

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

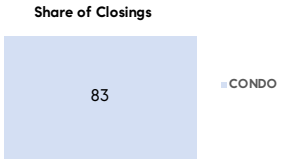
Downtown LA

The page below highlights key trends in this neighborhood regarding inventory and closings.

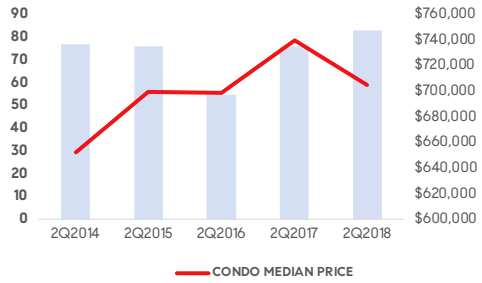
Closings

Number of Total Closings

83



Closings - Last Five Years



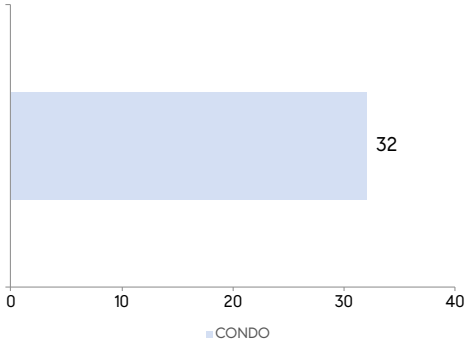
2Q2018 Price Metrics

$705,000
Median Condo Sales Price

-
Median Single Family Sales Price

$668
Median Condo Sales PPSF

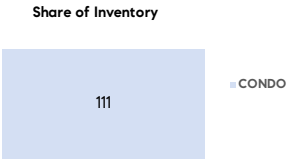
Median Days on Market



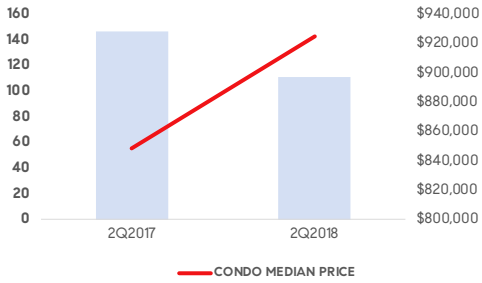
Inventory

Number of Active Listings

111



Inventory - Year over Year



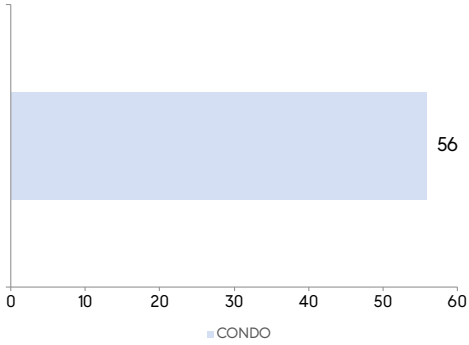
2Q2018 Price Metrics

$925,000
Median Condo Asking Price

-
Median Single Family Asking Price

$788
Median Condo Asking PPSF

Median Days on Market



Downtown LA Condominium Closings

CLOSINGS	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Closings	83	76	*9.2%*	52	*59.6%*
Median Price	$705,000	$740,000	*-4.7%*	$715,000	*-1.4%*
Median PPSF	$668	$694	*-3.8%*	$693	*-3.6%*
Median Days on Market	32	77	*-58.2%*	77	*-58.2%*
Median Negotiability	-1.2%	-0.9%		-2.1%	-
Median Pricing Analysis by Bedroom Type:					
Studio	$643,000	$605,000	*6.3%*	$699,000	*-8.0%*
1 BR	$634,000	$603,000	*5.1%*	$630,000	*0.6%*
2 BR	$809,000	$945,000	*-14.4%*	$855,000	*-5.4%*
3 BR	$711,000	$1,290,000	*-44.9%*	$4,020,000	*-82.3%*
4 BR+	-	-	-	-	-

Downtown LA Condominium Inventory

ACTIVE	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Active Listings	111	147	*-24.5%*	84	*32.1%*
Median Price	$925,000	$848,000	*9.1%*	$929,000	*-0.4%*
Median PPSF	$788	$753	*4.5%*	$815	*-3.4%*
Median Days on Market	56	79	*-29.1%*	44	*27.3%*
Median Pricing Analysis by Bedroom Type:					
Studio	$724,000	$723,000	*0.1%*	$699,000	*3.6%*
1 BR	$730,000	$730,000	*0.0%*	$885,000	*-17.5%*
2 BR	$1,445,000	$1,250,000	*15.6%*	$1,395,000	*3.6%*
3 BR	$3,274,000	$3,395,000	*-3.6%*	$3,297,000	*-0.7%*
4 BR+	-	-	-	-	-

ACTIVE MONTHS OF SUPPLY	2Q2018	2Q2017
Overall	**8.0**	**25.9**

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

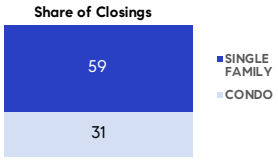
Hancock Park-Wilshire

The page below highlights key trends in this neighborhood regarding inventory and closings.

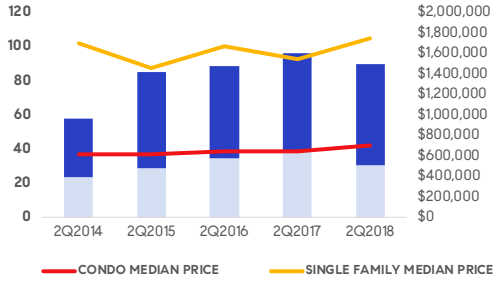
Closings

Number of Total Closings

90



Closings - Last Five Years



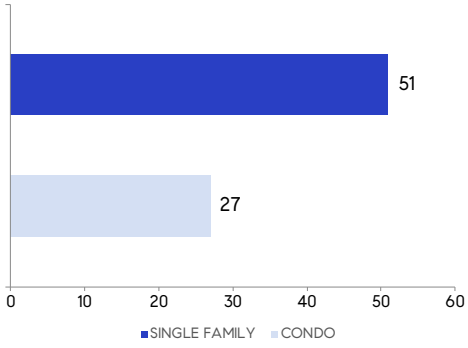
2Q2018 Price Metrics

$701,000
Median Condo Sales Price

$1,750,000
Median Single Family Sales Price

$505
Median Condo Sales PPSF

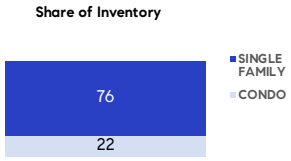
Median Days on Market



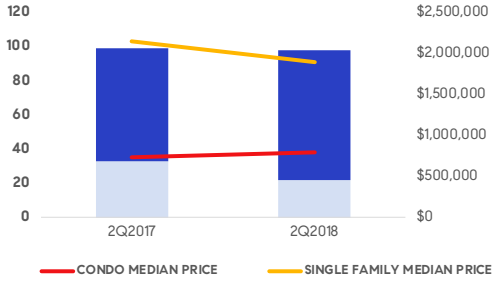
Inventory

Number of Active Listings

98



Inventory - Year over Year



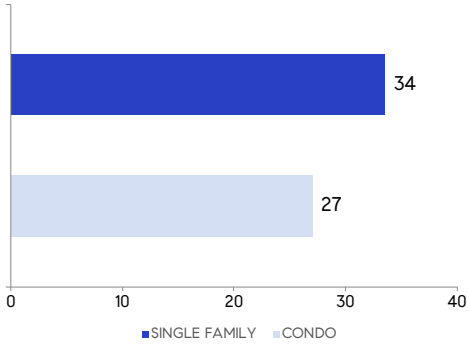
2Q2018 Price Metrics

$799,000
Median Condo Asking Price

$1,899,000
Median Single Family Asking Price

$508
Median Condo Asking PPSF

Median Days on Market



Hancock Park-Wilshire Condominium & Single Family Closings

CLOSINGS	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Closings	31	39	*-20.5%*	21	*47.6%*
Median Price	$701,000	$646,000	*8.5%*	$665,000	*5.4%*
Median PPSF	$505	$468	*7.8%*	$464	*8.7%*
Median Days on Market	27	54	*-50.0%*	55	*-50.9%*
Median Negotiability	-1.1%	-1.0%	-	-1.2%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	$665,000	$683,000	*-2.6%*	$517,000	*28.6%*
2 BR	$665,000	$623,000	*6.7%*	$625,000	*6.4%*
3 BR	$822,000	$757,000	*8.6%*	$770,000	*6.8%*
4 BR+	-	$878,000	-	-	-
SINGLE FAMILY					
Number of Closings	59	57	*3.5%*	30	*96.7%*
Median Price	$1,750,000	$1,550,000	*12.9%*	$1,816,000	*-3.6%*
Median Days on Market	51	46	*10.9%*	61	*-16.4%*
Median Negotiability	-1.6%	-1.1%	-	-3.2%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,320,000	$1,425,000	*-7.4%*	$1,292,000	*2.2%*
1,500 - 2,000	$2,065,000	$1,450,000	*42.4%*	$1,850,000	*11.6%*
2,000 - 3,000	$2,350,000	$2,678,000	*-12.2%*	$1,856,000	*26.6%*
3,000 - 4,000	$3,967,000	$3,115,000	*27.4%*	$2,505,000	*58.4%*
> 4,000	$5,450,000	$4,566,000	*19.4%*	$3,975,000	*37.1%*

Hancock Park-Wilshire Condominium & Single Family Inventory

ACTIVE	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Active Listings	22	33	*-33.3%*	28	*-21.4%*
Median Price	$799,000	$739,000	*8.1%*	$774,000	*3.2%*
Median PPSF	$508	$489	*3.9%*	$495	*2.7%*
Median Days on Market	27	70	*-61.4%*	39	*-30.8%*
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	$560,000	$597,000	*-6.2%*	$649,000	*-13.7%*
2 BR	$875,000	$675,000	*29.6%*	$649,000	*34.8%*
3 BR	$804,000	$1,025,000	*-21.6%*	$849,000	*-5.3%*
4 BR+	-	$869,000	-	$1,699,000	-
SINGLE FAMILY					
Number of Active Listings	76	66	*15.2%*	55	*38.2%*
Median Price	$1,899,000	$2,149,000	*-11.6%*	$1,949,000	*-2.6%*
Median Days on Market	34	59	*-42.7%*	37	*-9.5%*
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,394,000	$1,445,000	*-3.5%*	$1,350,000	*3.3%*
1,500 - 2,000	$1,774,000	$1,588,000	*11.7%*	$1,395,000	*27.2%*
2,000 - 3,000	$2,388,000	$2,149,000	*11.1%*	$2,290,000	*4.3%*
3,000 - 4,000	$4,000,000	$3,345,000	*19.6%*	$3,674,000	*8.9%*
> 4,000	$7,197,000	$7,499,000	*-4.0%*	$6,097,000	*18.0%*

** 2Q2018 Inventory as of June 15, 2018*

ACTIVE MONTHS OF SUPPLY	2Q2018	2Q2017
Overall	**5.9**	**11.2**

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

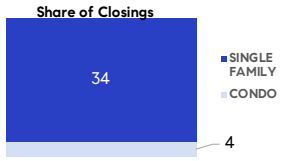
Hollywood Hills East

The page below highlights key trends in this neighborhood regarding inventory and closings.

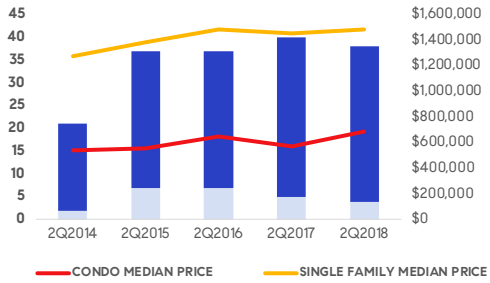
Closings

Number of Total Closings

38



Closings - Last Five Years



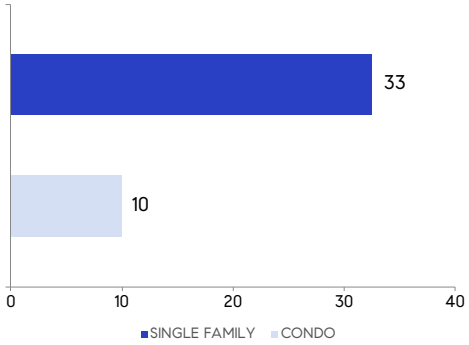
2Q2018 Price Metrics

$687,000
Median Condo Sales Price

$1,488,000
Median Single Family Sales Price

$548
Median Condo Sales PPSF

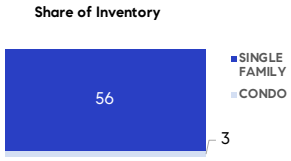
Median Days on Market



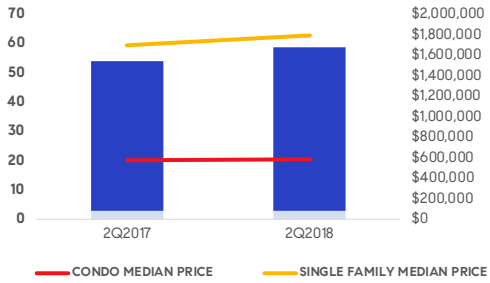
Inventory

Number of Active Listings

59



Inventory - Year over Year



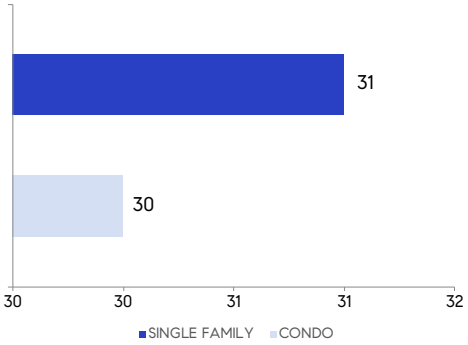
2Q2018 Price Metrics

$589,000
Median Condo Asking Price

$1,797,000
Median Single Family Asking Price

$492
Median Condo Asking PPSF

Median Days on Market



Hollywood Hills East Condominium & Single Family Closings

CLOSINGS	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Closings	4	5	*-20.0%*	0	-
Median Price	$687,000	$575,000	*19.5%*	-	-
Median PPSF	$548	$417	*31.2%*	-	-
Median Days on Market	10	44	*-77.3%*	-	-
Median Negotiability	0.4%	2.7%	-	-	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	$713,000	-	-	-
2 BR	$687,000	$545,000	*26.1%*	-	-
3 BR	-	$575,000	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	34	35	*-2.9%*	18	*88.9%*
Median Price	$1,488,000	$1,450,000	*2.6%*	$1,476,000	*0.8%*
Median Days on Market	33	53	*-38.7%*	18	*80.6%*
Median Negotiability	-1.8%	-0.7%	-	-1.2%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,200,000	$1,200,000	*0.0%*	$1,155,000	*3.9%*
1,500 - 2,000	$1,548,000	$1,530,000	*1.2%*	$1,402,000	*10.4%*
2,000 - 3,000	$2,584,000	$2,060,000	*25.4%*	$1,800,000	*43.6%*
3,000 - 4,000	$2,250,000	$2,910,000	*-22.7%*	$2,030,000	*10.8%*
> 4,000	-	-	-	$2,320,000	-

Hollywood Hills East Condominium & Single Family Inventory

ACTIVE	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Active Listings	3	3	*0.0%*	1	*200.0%*
Median Price	$589,000	$575,000	*2.4%*	$580,000	*1.6%*
Median PPSF	$492	$514	*-4.2%*	$491	*0.4%*
Median Days on Market	30	29	*3.4%*	1	*2900.0%*
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	-	-	-	-
2 BR	$589,000	$575,000	*2.4%*	$580,000	*1.6%*
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	56	51	*9.8%*	32	*75.0%*
Median Price	$1,797,000	$1,699,000	*5.8%*	$1,887,000	*-4.8%*
Median Days on Market	31	57	*-45.6%*	49	*-36.7%*
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,300,000	$1,360,000	*-4.4%*	$1,412,000	*-7.9%*
1,500 - 2,000	$1,695,000	$1,518,000	*11.7%*	$1,695,000	*0.0%*
2,000 - 3,000	$2,195,000	$1,972,000	*11.3%*	$2,489,000	*-11.8%*
3,000 - 4,000	$2,575,000	$2,419,000	*6.4%*	$2,574,000	*0.0%*
> 4,000	$4,495,000	$10,200,000	*-55.9%*	$3,973,000	*13.1%*

** 2Q2018 Inventory as of June 15, 2018*

ACTIVE MONTHS OF SUPPLY	2Q2018	2Q2017
Overall	**9.1**	**14.7**

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

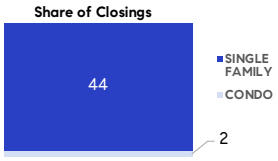
Los Feliz

The page below highlights key trends in this neighborhood regarding inventory and closings.

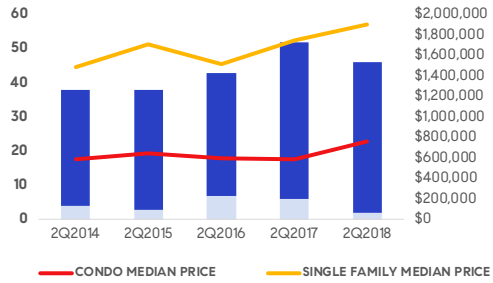
Closings

Number of Total Closings

46



Closings - Last Five Years



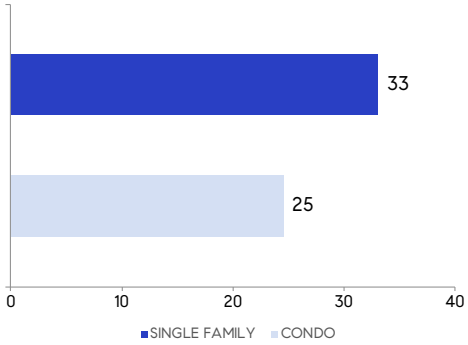
2Q2018 Price Metrics

$763,000
Median Condo Sales Price

$1,903,000
Median Single Family Sales Price

$693
Median Condo Sales PPSF

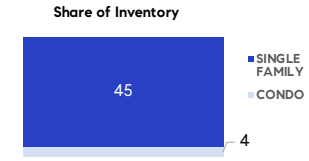
Median Days on Market



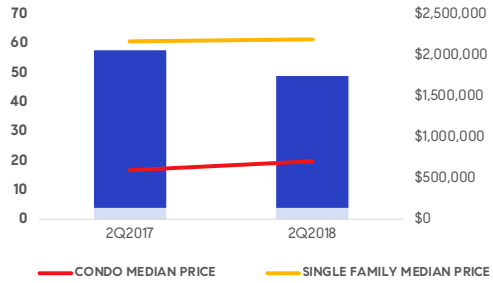
Inventory

Number of Active Listings

49



Inventory - Year over Year



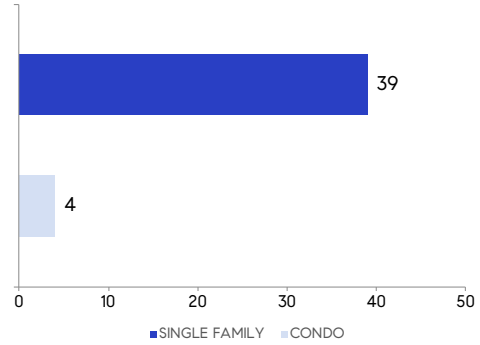
2Q2018 Price Metrics

$707,000
Median Condo Asking Price

$2,195,000
Median Single Family Asking Price

$566
Median Condo Asking PPSF

Median Days on Market



Los Feliz
Condominium & Single Family Closings

CLOSINGS	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Closings	2	6	*-66.7%*	3	*-33.3%*
Median Price	$763,000	$586,000	*30.2%*	$828,000	*-7.9%*
Median PPSF	$693	$624	*11.1%*	$828	*-16.3%*
Median Days on Market	25	79	*-68.8%*	78	*-68.6%*
Median Negotiability	12.4%	-0.3%	-	0.3%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	$576,000	-	-	-
2 BR	$763,000	$749,000	*1.9%*	$828,000	*-7.9%*
3 BR	-	$765,000	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	44	46	*-4.3%*	31	*41.9%*
Median Price	$1,903,000	$1,753,000	*8.6%*	$1,880,000	*1.2%*
Median Days on Market	33	46	*-28.3%*	27	*22.2%*
Median Negotiability	0.2%	-0.1%	-	-0.8%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,203,000	$1,299,000	*-7.4%*	$1,360,000	*-11.5%*
1,500 - 2,000	$1,715,000	$1,775,000	*-3.4%*	$1,689,000	*1.5%*
2,000 - 3,000	$2,425,000	$2,940,000	*-17.5%*	$2,212,000	*9.6%*
3,000 - 4,000	$3,695,000	$2,376,000	*55.5%*	$2,530,000	*46.0%*
> 4,000	$4,199,000	$4,300,000	*-2.3%*	$3,475,000	*20.8%*

Los Feliz
Condominium & Single Family
Inventory

ACTIVE	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Active Listings	4	4	*0.0%*	0	-
Median Price	$707,000	$608,000	*16.3%*	-	-
Median PPSF	$566	$598	*-5.4%*	-	-
Median Days on Market	4	125	*-96.8%*	-	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	$670,000	$750,000	*-10.7%*	-	-
2 BR	$707,000	$600,000	*17.8%*	-	-
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	45	54	*-16.7%*	32	*40.6%*
Median Price	$2,195,000	$2,174,000	*1.0%*	$2,624,000	*-16.3%*
Median Days on Market	39	52	*-24.3%*	22	*77.3%*
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,350,000	$1,325,000	*1.9%*	$1,449,000	*-6.8%*
1,500 - 2,000	$1,894,000	$1,829,000	*3.6%*	$1,650,000	*14.8%*
2,000 - 3,000	$2,195,000	$2,174,000	*1.0%*	$2,525,000	*-13.1%*
3,000 - 4,000	$2,850,000	$2,998,000	*-4.9%*	$2,885,000	*-1.2%*
> 4,000	$6,850,000	$3,795,000	*80.5%*	$6,850,000	*0.0%*

** 2Q2018 Inventory as of June 15, 2018*

ACTIVE MONTHS OF SUPPLY	2Q2018	2Q2017
Overall	**5.0**	**12.4**

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

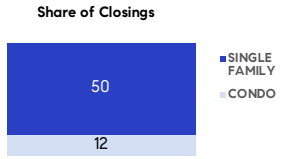
Malibu

The page below highlights key trends in this neighborhood regarding inventory and closings.

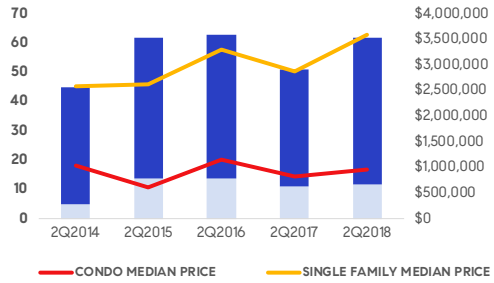
Closings

Number of Total Closings

62



Closings - Last Five Years



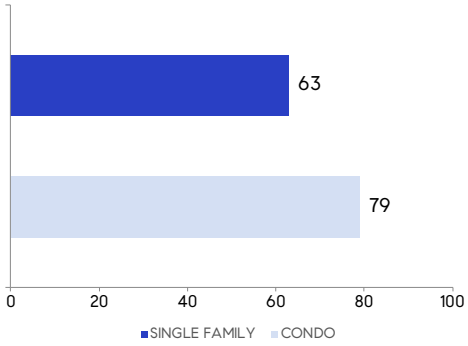
2Q2018 Price Metrics

$966,000
Median Condo Sales Price

$3,605,000
Median Single Family Sales Price

$855
Median Condo Sales PPSF

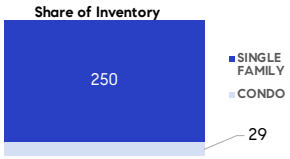
Median Days on Market



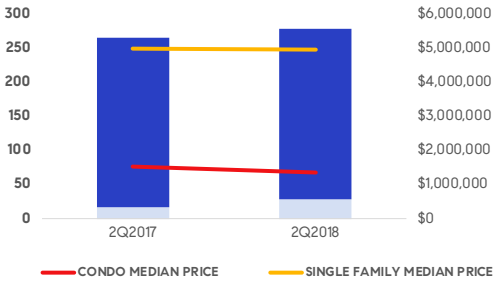
Inventory

Number of Active Listings

279



Inventory - Year over Year



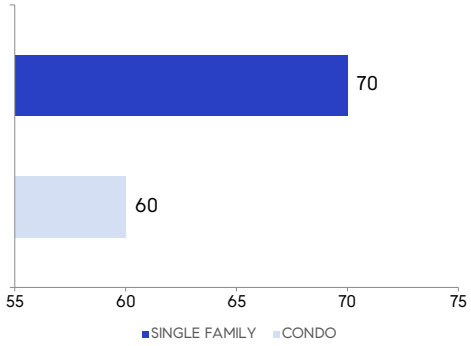
2Q2018 Price Metrics

$1,350,000
Median Condo Asking Price

$4,950,000
Median Single Family Asking Price

$924
Median Condo Asking PPSF

Median Days on Market



Malibu
Condominium & Single Family Closings

CLOSINGS	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Closings	12	11	*9.1%*	10	*20.0%*
Median Price	$966,000	$833,000	*16.0%*	$975,000	*-0.9%*
Median PPSF	$855	$624	*37.0%*	$652	*31.1%*
Median Days on Market	79	50	*58.0%*	34	*135.8%*
Median Negotiability	-2.2%	-2.8%	-	-3.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	$945,000	-	-	-	-
2 BR	$1,055,000	$705,000	*49.6%*	$763,000	*38.3%*
3 BR	$860,000	$1,000,000	*-14.0%*	$1,185,000	*-27.4%*
4 BR+	-	$833,000	-	-	-
SINGLE FAMILY					
Number of Closings	50	40	*25.0%*	35	*42.9%*
Median Price	$3,605,000	$2,890,000	*24.7%*	$3,125,000	*15.4%*
Median Days on Market	63	99	*-36.4%*	107	*-41.1%*
Median Negotiability	-5.6%	-7.0%	-	-6.4%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$2,575,000	$1,855,000	*38.8%*	$1,900,000	*35.5%*
1,500 - 2,000	$3,145,000	$2,650,000	*18.7%*	$2,693,000	*16.8%*
2,000 - 3,000	$3,425,000	$3,800,000	*-9.9%*	$4,886,000	*-29.9%*
3,000 - 4,000	$4,788,000	$7,563,000	*-36.7%*	$2,875,000	*66.5%*
> 4,000	$6,450,000	$12,025,000	*-46.4%*	$5,665,000	*13.9%*

Malibu
Condominium & Single Family Inventory

ACTIVE	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Active Listings	29	18	*61.1%*	20	*45.0%*
Median Price	$1,350,000	$1,523,000	*-11.4%*	$1,254,000	*7.7%*
Median PPSF	$924	$992	*-6.8%*	$936	*-1.3%*
Median Days on Market	60	94	*-35.8%*	112	*-46.4%*
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	$1,308,000	$1,150,000	*13.7%*	$1,183,000	*10.6%*
2 BR	$1,325,000	$1,515,000	*-12.5%*	$1,220,000	*8.6%*
3 BR	$1,380,000	$1,615,000	*-14.6%*	$1,490,000	*-7.4%*
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	250	247	*1.2%*	192	*30.2%*
Median Price	$4,950,000	$4,999,000	*-1.0%*	$5,423,000	*-8.7%*
Median Days on Market	70	91	*-23.1%*	74	*-4.8%*
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$2,700,000	$2,195,000	*23.0%*	$2,993,000	*-9.8%*
1,500 - 2,000	$2,957,000	$2,835,000	*4.3%*	$3,495,000	*-15.4%*
2,000 - 3,000	$3,992,000	$4,875,000	*-18.1%*	$5,123,000	*-22.1%*
3,000 - 4,000	$7,995,000	$6,625,000	*20.7%*	$8,995,000	*-11.1%*
> 4,000	$6,923,000	$8,509,000	*-18.6%*	$6,995,000	*-1.0%*

** 2Q2018 Inventory as of June 15, 2018*

ACTIVE MONTHS OF SUPPLY	2Q2018	2Q2017
Overall	**25.4**	**43.6**

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

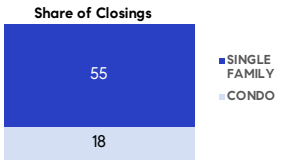
Pacific Palisades

The page below highlights key trends in this neighborhood regarding inventory and closings.

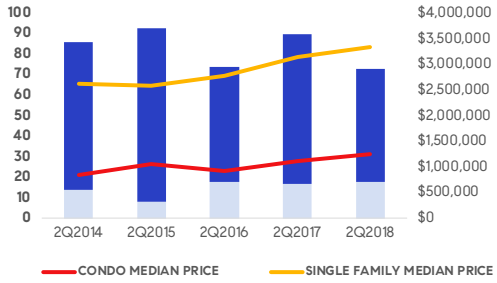
Closings

Number of Total Closings

73



Closings - Last Five Years



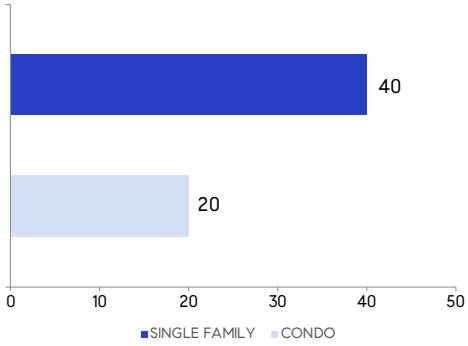
2Q2018 Price Metrics

$1,265,000
Median Condo Sales Price

$3,340,000
Median Single Family Sales Price

$670
Median Condo Sales PPSF

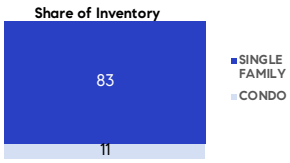
Median Days on Market



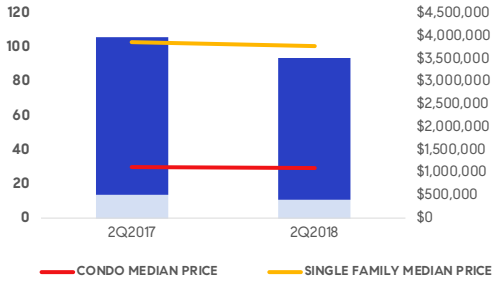
Inventory

Number of Active Listings

94



Inventory - Year over Year



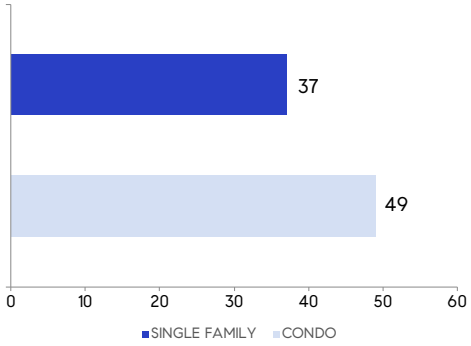
2Q2018 Price Metrics

$1,099,000
Median Condo Asking Price

$3,795,000
Median Single Family Asking Price

$774
Median Condo Asking PPSF

Median Days on Market



Pacific Palisades Condominium & Single Family Closings

CLOSINGS	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Closings	18	17	*5.9%*	11	*63.6%*
Median Price	$1,265,000	$1,130,000	*11.9%*	$1,220,000	*3.7%*
Median PPSF	$670	$588	*14.1%*	$630	*6.4%*
Median Days on Market	20	43	*-53.5%*	33	*-39.4%*
Median Negotiability	0.3%	0.4%	-	-1.6%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	$1,022,000	-	-	$1,205,000	*-15.2%*
2 BR	$1,255,000	$950,000	*32.1%*	$1,078,000	*16.4%*
3 BR	$1,445,000	$1,181,000	*22.4%*	$1,363,000	*6.0%*
4 BR+	-	-	-	$1,555,000	-
SINGLE FAMILY					
Number of Closings	55	73	*-24.7%*	34	*61.8%*
Median Price	$3,340,000	$3,150,000	*6.0%*	$2,985,000	*11.9%*
Median Days on Market	40	29	*37.9%*	33	*23.1%*
Median Negotiability	-1.3%	0.0%	-	-1.5%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$2,126,000	$2,175,000	*-2.3%*	$2,550,000	*-16.6%*
1,500 - 2,000	$2,835,000	$2,616,000	*8.4%*	$2,723,000	*4.1%*
2,000 - 3,000	$4,394,000	$3,900,000	*12.7%*	$2,530,000	*73.7%*
3,000 - 4,000	$4,125,000	$5,015,000	*-17.7%*	$4,303,000	*-4.1%*
> 4,000	$6,850,000	$6,000,000	*14.2%*	$6,050,000	*13.2%*

Pacific Palisades Condominium & Single Family Inventory

ACTIVE	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Active Listings	11	14	*-21.4%*	4	*175.0%*
Median Price	$1,099,000	$1,124,000	*-2.2%*	$917,000	*19.8%*
Median PPSF	$774	$983	*-21.2%*	$973	*-20.4%*
Median Days on Market	49	34	*44.1%*	153	*-67.9%*
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	$1,049,000	$679,000	*54.5%*	$917,000	*14.4%*
2 BR	$1,169,000	$1,307,000	*-10.6%*	-	-
3 BR	$1,094,000	$1,180,000	*-7.3%*	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	83	92	*-9.8%*	69	*20.3%*
Median Price	$3,795,000	$3,868,000	*-1.9%*	$4,150,000	*-8.6%*
Median Days on Market	37	48	*-22.9%*	59	*-37.3%*
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$2,235,000	$2,299,000	*-2.8%*	$2,198,000	*1.7%*
1,500 - 2,000	$2,875,000	$2,995,000	*-4.0%*	$2,995,000	*-4.0%*
2,000 - 3,000	$3,795,000	$3,795,000	*0.0%*	$4,095,000	*-7.3%*
3,000 - 4,000	$4,498,000	$4,195,000	*7.2%*	$4,500,000	*0.0%*
> 4,000	$7,050,000	$5,995,000	*17.6%*	$6,599,000	*6.8%*

** 2Q2018 Inventory as of June 15, 2018*

ACTIVE MONTHS OF SUPPLY	2Q2018	2Q2017
Overall	**6.6**	**12.8**

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

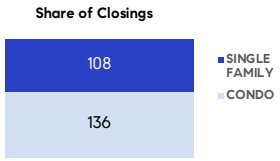
Pasadena

The page below highlights key trends in this neighborhood regarding inventory and closings.

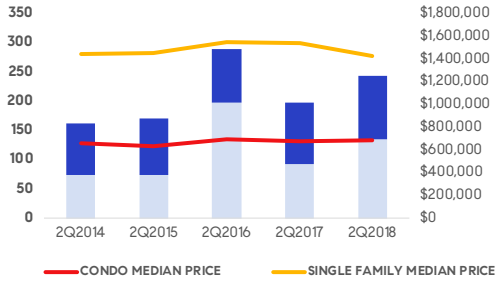
Closings

Number of Total Closings

244



Closings - Last Five Years



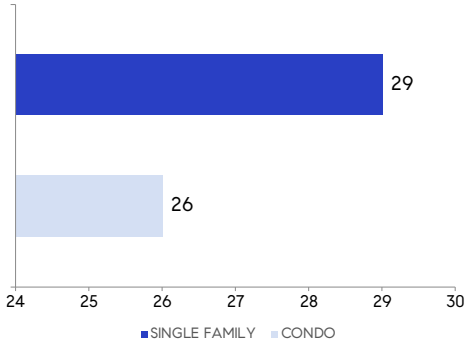
2Q2018 Price Metrics

$690,000
Median Condo Sales Price

$1,425,000
Median Single Family Sales Price

$536
Median Condo Sales PPSF

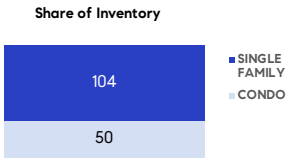
Median Days on Market



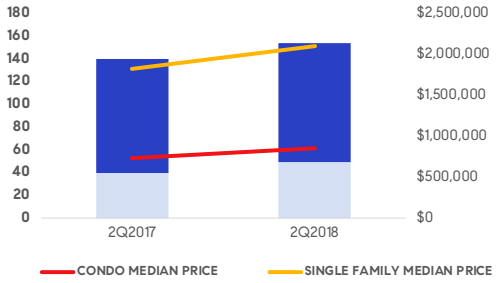
Inventory

Number of Active Listings

154



Inventory - Year over Year



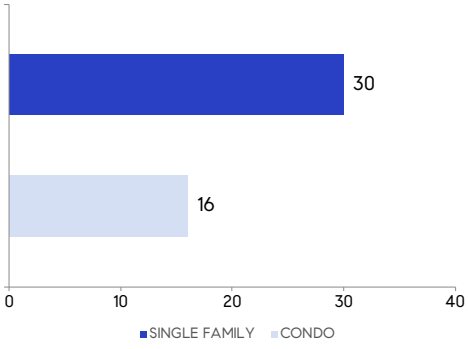
2Q2018 Price Metrics

$859,000
Median Condo Asking Price

$2,100,000
Median Single Family Asking Price

$601
Median Condo Asking PPSF

Median Days on Market



Pasadena
Condominium & Single Family Closings

CLOSINGS	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Closings	136	93	*46.2%*	76	*78.9%*
Median Price	$690,000	$680,000	*1.5%*	$663,000	*4.1%*
Median PPSF	$536	$491	*9.2%*	$505	*6.1%*
Median Days on Market	26	32	*-18.8%*	24	*8.3%*
Median Negotiability	0.0%	1.7%	-	1.9%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	$609,000	$535,000	*13.8%*	$604,000	*0.8%*
2 BR	$646,000	$646,000	*0.0%*	$625,000	*3.4%*
3 BR	$868,000	$743,000	*16.8%*	$744,000	*16.7%*
4 BR+	$1,270,000	$770,000	*64.9%*	$749,000	*69.6%*
SINGLE FAMILY					
Number of Closings	108	105	*2.9%*	70	*54.3%*
Median Price	$1,425,000	$1,544,000	*-7.7%*	$1,395,000	*2.2%*
Median Days on Market	29	39	*-25.6%*	26	*11.5%*
Median Negotiability	1.5%	-0.4%	-	0.4%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,109,000	$1,220,000	*-9.1%*	$1,130,000	*-1.9%*
1,500 - 2,000	$1,425,000	$1,393,000	*2.3%*	$1,500,000	*-5.0%*
2,000 - 3,000	$2,045,000	$2,000,000	*2.3%*	$1,668,000	*22.6%*
3,000 - 4,000	$3,045,000	$2,800,000	*8.7%*	$2,155,000	*41.3%*
> 4,000	$3,540,000	$3,003,000	*17.9%*	$4,556,000	*-22.3%*

Pasadena
Condominium & Single Family Inventory

ACTIVE	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Active Listings	50	40	*25.0%*	23	*117.4%*
Median Price	$859,000	$735,000	*16.9%*	$900,000	*-4.6%*
Median PPSF	$601	$498	*20.7%*	$559	*7.7%*
Median Days on Market	16	56	*-71.4%*	22	*-27.3%*
Median Pricing Analysis by Bedroom Type:					
Studio	-	$675,000	-	-	-
1 BR	$597,000	$549,000	*8.7%*	$539,000	*10.8%*
2 BR	$825,000	$715,000	*15.4%*	$799,000	*3.3%*
3 BR	$1,080,000	$1,080,000	*0.0%*	$1,844,000	*-41.4%*
4 BR+	$1,918,000	-	-	$1,918,000	*0.0%*
SINGLE FAMILY					
Number of Active Listings	104	100	*4.0%*	45	*131.1%*
Median Price	$2,100,000	$1,825,000	*15.1%*	$2,192,000	*-4.2%*
Median Days on Market	30	41	*-25.9%*	40	*-25.0%*
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,238,000	$1,190,000	*4.0%*	$1,195,000	*3.6%*
1,500 - 2,000	$1,448,000	$1,300,000	*11.4%*	$1,595,000	*-9.2%*
2,000 - 3,000	$2,576,000	$2,019,000	*27.6%*	$2,528,000	*1.9%*
3,000 - 4,000	$2,599,000	$2,975,000	*-12.6%*	$2,395,000	*8.5%*
> 4,000	$4,259,000	$4,340,000	*-1.9%*	$3,443,000	*23.7%*

** 2Q2018 Inventory as of June 15, 2018*

ACTIVE MONTHS OF SUPPLY	2Q2018	2Q2017
Overall	**4.2**	**4.5**

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

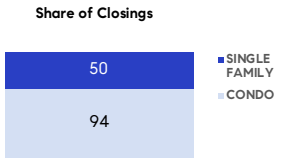
Santa Monica

The page below highlights key trends in this neighborhood regarding inventory and closings.

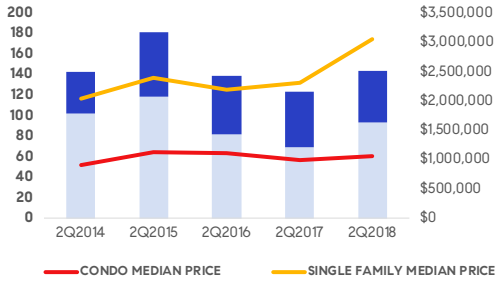
Closings

Number of Total Closings

144



Closings - Last Five Years



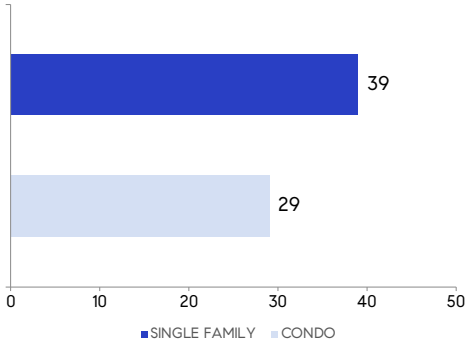
2Q2018 Price Metrics

$1,071,000
Median Condo Sales Price

$3,063,000
Median Single Family Sales Price

$914
Median Condo Sales PPSF

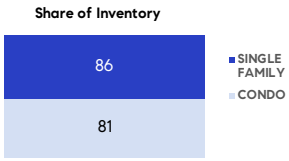
Median Days on Market



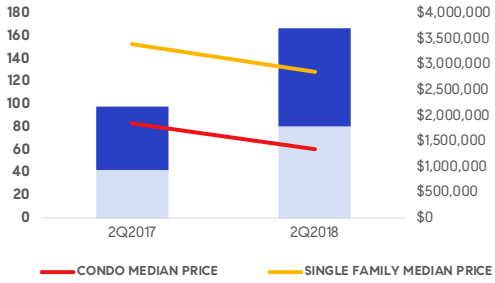
Inventory

Number of Active Listings

167



Inventory - Year over Year



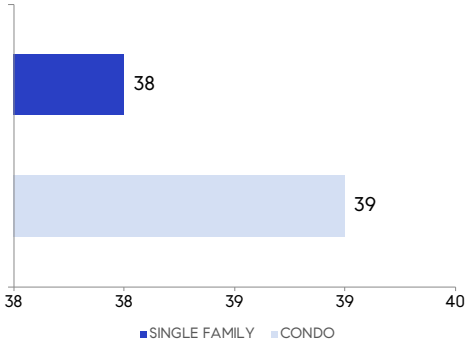
2Q2018 Price Metrics

$1,348,000
Median Condo Asking Price

$2,860,000
Median Single Family Asking Price

$1,064
Median Condo Asking PPSF

Median Days on Market



Santa Monica
Condominium & Single Family Closings

CLOSINGS	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Closings	94	70	*34.3%*	64	*46.9%*
Median Price	$1,071,000	$1,000,000	*7.1%*	$1,188,000	*-9.8%*
Median PPSF	$914	$826	*10.6%*	$942	*-2.9%*
Median Days on Market	29	45	*-35.6%*	28	*3.6%*
Median Negotiability	1.2%	2.5%	-	2.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	$720,000	$656,000	*9.8%*	$615,000	*17.1%*
2 BR	$1,235,000	$1,060,000	*16.5%*	$1,188,000	*4.0%*
3 BR	$1,160,000	$1,235,000	*-6.1%*	$1,579,000	*-26.5%*
4 BR+	$3,653,000	-	-	$1,859,000	*96.5%*
SINGLE FAMILY					
Number of Closings	50	54	*-7.4%*	26	*92.3%*
Median Price	$3,063,000	$2,318,000	*32.1%*	$2,733,000	*12.1%*
Median Days on Market	39	25	*56.0%*	16	*143.8%*
Median Negotiability	-0.7%	0.2%	-	-0.4%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,799,000	$1,670,000	*7.7%*	$1,610,000	*11.7%*
1,500 - 2,000	$3,323,000	$2,500,000	*32.9%*	$2,733,000	*21.6%*
2,000 - 3,000	$4,114,000	$3,945,000	*4.3%*	$3,588,000	*14.7%*
3,000 - 4,000	$4,900,000	$5,375,000	*-8.8%*	$5,075,000	*-3.4%*
> 4,000	$9,337,000	$5,795,000	*61.1%*	$5,000,000	*86.7%*

Santa Monica Condominium & Single Family Inventory

ACTIVE	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Active Listings	81	43	*88.4%*	66	*22.7%*
Median Price	$1,348,000	$1,850,000	*-27.1%*	$1,698,000	*-20.6%*
Median PPSF	$1,064	$1,180	*-9.8%*	$1,209	*-12.0%*
Median Days on Market	39	39	*0.0%*	37	*5.4%*
Median Pricing Analysis by Bedroom Type:					
Studio	$785,000	-	-	$785,000	*0.0%*
1 BR	$1,027,000	$1,395,000	*-26.4%*	$1,213,000	*-15.3%*
2 BR	$1,548,000	$1,960,000	*-21.0%*	$1,700,000	*-8.9%*
3 BR	$1,859,000	$2,075,000	*-10.4%*	$2,360,000	*-21.2%*
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	86	55	*56.4%*	53	*62.3%*
Median Price	$2,860,000	$3,395,000	*-15.8%*	$3,090,000	*-7.4%*
Median Days on Market	38	35	*8.6%*	30	*26.7%*
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,699,000	$1,649,000	*3.0%*	$1,649,000	*3.0%*
1,500 - 2,000	$3,050,000	$2,995,000	*1.8%*	$3,050,000	*0.0%*
2,000 - 3,000	$4,713,000	$3,815,000	*23.5%*	$4,275,000	*10.2%*
3,000 - 4,000	$5,098,000	$4,850,000	*5.1%*	$6,295,000	*-19.0%*
> 4,000	$7,295,000	$5,234,000	*39.4%*	$7,995,000	*-8.8%*

** 2Q2018 Inventory as of June 15, 2018*

ACTIVE MONTHS OF SUPPLY	2Q2018	2Q2017
Overall	**7.2**	**7.0**

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

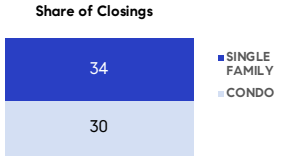
Silver Lake-Echo Park

The page below highlights key trends in this neighborhood regarding inventory and closings.

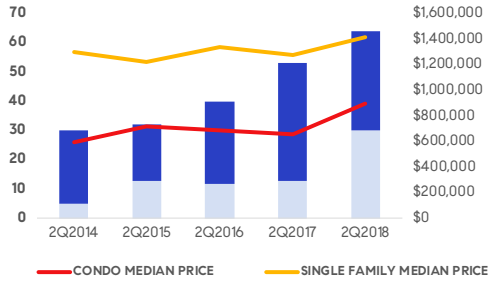
Closings

Number of Total Closings

64



Closings - Last Five Years



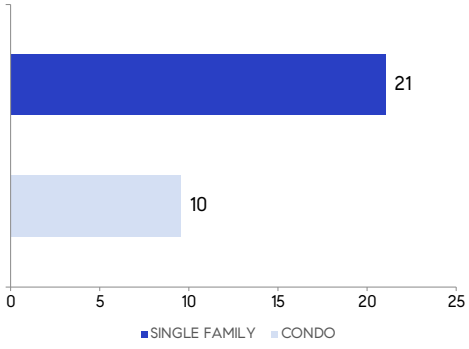
2Q2018 Price Metrics

$900,000
Median Condo Sales Price

$1,416,000
Median Single Family Sales Price

$539
Median Condo Sales PPSF

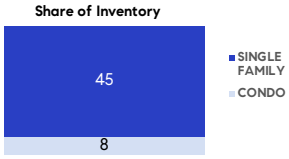
Median Days on Market



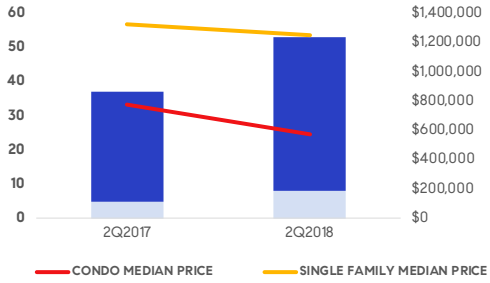
Inventory

Number of Active Listings

53



Inventory - Year over Year



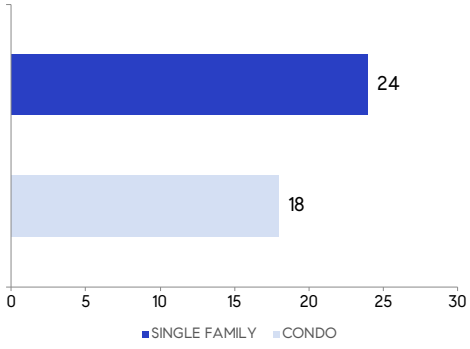
2Q2018 Price Metrics

$575,000
Median Condo Asking Price

$1,250,000
Median Single Family Asking Price

$524
Median Condo Asking PPSF

Median Days on Market



Silver Lake-Echo Park Condominium & Single Family Closings

CLOSINGS	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Closings	30	13	*130.8%*	7	*328.6%*
Median Price	$900,000	$660,000	*36.4%*	$725,000	*24.1%*
Median PPSF	$539	$518	*4.1%*	$570	*-5.5%*
Median Days on Market	10	75	*-87.3%*	12	*-20.8%*
Median Negotiability	0.0%	-0.6%	-	7.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	-	-	-	-
2 BR	$723,000	$620,000	*16.6%*	$645,000	*12.1%*
3 BR	$924,000	$682,000	*35.5%*	$762,000	*21.3%*
4 BR+	$1,410,000	$729,000	*93.4%*	$1,189,000	*18.6%*
SINGLE FAMILY					
Number of Closings	34	40	*-15.0%*	28	*21.4%*
Median Price	$1,416,000	$1,273,000	*11.2%*	$1,458,000	*-2.9%*
Median Days on Market	21	26	*-19.2%*	28	*-25.0%*
Median Negotiability	4.3%	2.6%	-	0.2%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,273,000	$1,105,000	*15.2%*	$1,250,000	*1.8%*
1,500 - 2,000	$1,801,000	$1,600,000	*12.6%*	$1,649,000	*9.2%*
2,000 - 3,000	$1,858,000	$1,645,000	*12.9%*	$3,075,000	*-39.6%*
3,000 - 4,000	$2,380,000	-	-	-	-
> 4,000	-	-	-	-	-

Silver Lake-Echo Park Condominium & Single Family Inventory

ACTIVE	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Active Listings	8	5	*60.0%*	3	*166.7%*
Median Price	$575,000	$779,000	*-26.2%*	$595,000	*-3.4%*
Median PPSF	$524	$607	*-13.7%*	$643	*-18.5%*
Median Days on Market	18	12	*50.0%*	30	*-40.0%*
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	$600,000	-	-	$600,000	*0.0%*
2 BR	$707,000	$674,000	*4.9%*	$573,000	*23.4%*
3 BR	$550,000	$789,000	*-30.3%*	-	-
4 BR+	-	$1,159,000	-	-	-
SINGLE FAMILY					
Number of Active Listings	45	32	*40.6%*	20	*125.0%*
Median Price	$1,250,000	$1,325,000	*-5.7%*	$1,200,000	*4.2%*
Median Days on Market	24	57	*-57.5%*	42	*-42.2%*
Median Analysis by Size: (Sq. Ft.)					.
< 1,500	$1,197,000	$1,175,000	*1.9%*	$1,199,000	*-0.2%*
1,500 - 2,000	$1,499,000	$1,558,000	*-3.8%*	$1,995,000	*-24.9%*
2,000 - 3,000	$3,195,000	$1,847,000	*73.0%*	$1,875,000	*70.4%*
3,000 - 4,000	$1,799,000	$1,995,000	*-9.8%*	$2,375,000	*-24.3%*
> 4,000	-	-	-	-	-

** 2Q2018 Inventory as of June 15, 2018*

ACTIVE MONTHS OF SUPPLY	2Q2018	2Q2017
Overall	**5.3**	**9.1**

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

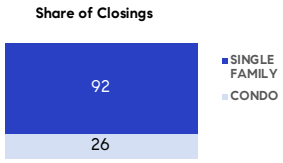
Sunset Strip-Hollywood Hills

The page below highlights key trends in this neighborhood regarding inventory and closings.

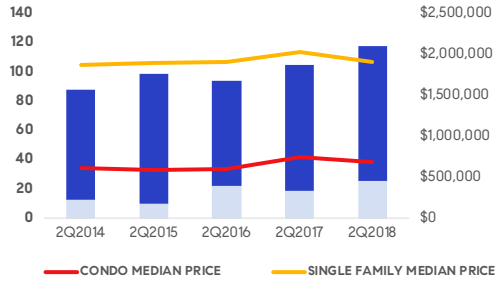
Closings

Number of Total Closings

118



Closings - Last Five Years



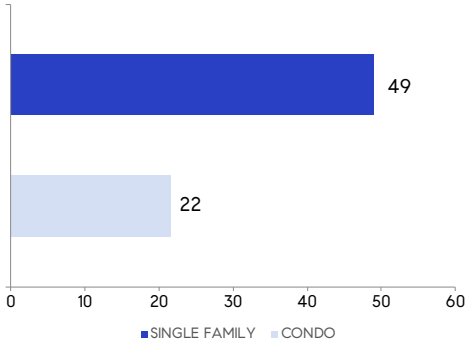
2Q2018 Price Metrics

$694,000
Median Condo Sales Price

$1,910,000
Median Single Family Sales Price

$553
Median Condo Sales PPSF

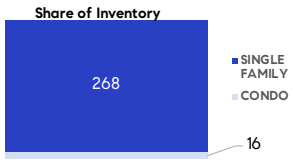
Median Days on Market



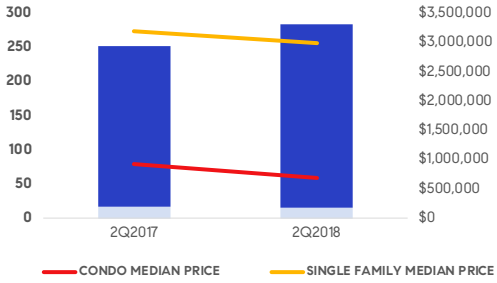
Inventory

Number of Active Listings

284



Inventory - Year over Year



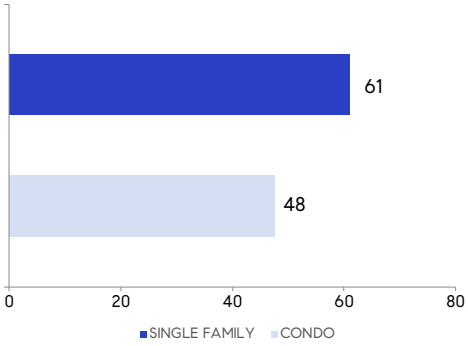
2Q2018 Price Metrics

$699,000
Median Condo Asking Price

$2,993,000
Median Single Family Asking Price

$644
Median Condo Asking PPSF

Median Days on Market



Sunset Strip-Hollywood Hills Condominium & Single Family Closings

CLOSINGS	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Closings	26	19	*36.8%*	13	*100.0%*
Median Price	$694,000	$749,000	*-7.3%*	$650,000	*6.8%*
Median PPSF	$553	$520	*6.4%*	$579	*-4.5%*
Median Days on Market	22	62	*-65.3%*	67	*-67.9%*
Median Negotiability	1.1%	-1.2%	-	-1.5%	-
Median Pricing Analysis by Bedroom Type:					
Studio	$599,000	-	-	-	-
1 BR	$525,000	$550,000	*-4.5%*	$611,000	*-14.1%*
2 BR	$714,000	$749,000	*-4.7%*	$658,000	*8.5%*
3 BR	$963,000	$832,000	*15.7%*	-	-
4 BR+	-	$845,000	-	-	-
SINGLE FAMILY					
Number of Closings	92	86	*7.0%*	61	*50.8%*
Median Price	$1,910,000	$2,025,000	*-5.7%*	$2,328,000	*-18.0%*
Median Days on Market	49	42	*18.1%*	30	*63.3%*
Median Negotiability	-1.8%	-0.9%	-	-1.3%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,280,000	$1,450,000	*-11.7%*	$1,795,000	*-28.7%*
1,500 - 2,000	$2,000,000	$2,109,000	*-5.2%*	$2,210,000	*-9.5%*
2,000 - 3,000	$2,627,000	$2,300,000	*14.2%*	$2,452,000	*7.1%*
3,000 - 4,000	$3,358,000	$3,200,000	*4.9%*	$4,282,000	*-21.6%*
> 4,000	$6,478,000	$4,819,000	*34.4%*	$4,835,000	*34.0%*

Sunset Strip-Hollywood Hills Condominium & Single Family Inventory

ACTIVE	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Active Listings	16	17	*-5.9%*	18	*-11.1%*
Median Price	$699,000	$930,000	*-24.8%*	$912,000	*-23.4%*
Median PPSF	$644	$929	*-30.7%*	$649	*-0.8%*
Median Days on Market	48	25	*90.0%*	43	*11.8%*
Median Pricing Analysis by Bedroom Type:					
Studio	$15,495,000	-	-	-	-
1 BR	$620,000	$1,043,000	*-40.6%*	$995,000	*-37.7%*
2 BR	$742,000	$845,000	*-12.2%*	$609,000	*21.8%*
3 BR	$1,249,000	$1,697,000	*-26.4%*	$1,595,000	*-21.7%*
4 BR+	-	-	-	$15,000,000	-
SINGLE FAMILY					
Number of Active Listings	268	235	*14.0%*	228	*17.5%*
Median Price	$2,993,000	$3,195,000	*-6.3%*	$3,447,000	*-13.2%*
Median Days on Market	61	58	*5.2%*	53	*16.2%*
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,500,000	$1,597,000	*-6.1%*	$1,649,000	*-9.0%*
1,500 - 2,000	$2,447,000	$2,150,000	*13.8%*	$2,687,000	*-8.9%*
2,000 - 3,000	$3,047,000	$3,000,000	*1.6%*	$3,049,000	*-0.1%*
3,000 - 4,000	$4,675,000	$4,995,000	*-6.4%*	$3,897,000	*20.0%*
> 4,000	$8,073,000	$8,748,000	*-7.7%*	$8,325,000	*-3.0%*

** 2Q2018 Inventory as of June 15, 2018*

ACTIVE MONTHS OF SUPPLY	2Q2018	2Q2017
Overall	**14.8**	**26.3**

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

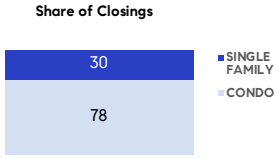
West Hollywood

The page below highlights key trends in this neighborhood regarding inventory and closings.

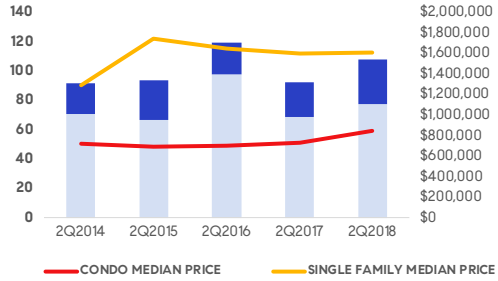
Closings

Number of Total Closings

108



Closings - Last Five Years



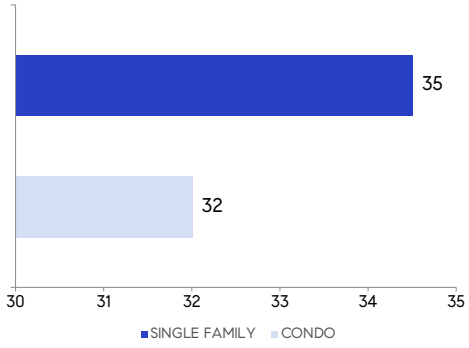
2Q2018 Price Metrics

$852,000
Median Condo Sales Price

$1,617,000
Median Single Family Sales Price

$727
Median Condo Sales PPSF

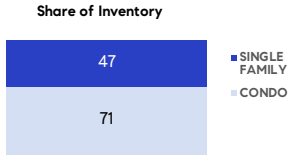
Median Days on Market



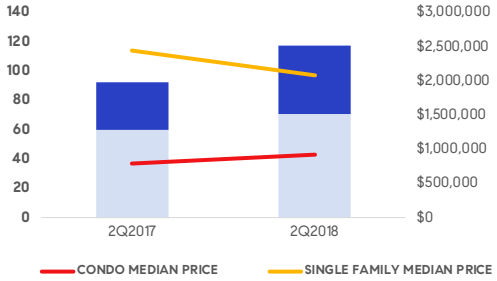
Inventory

Number of Active Listings

118



Inventory - Year over Year



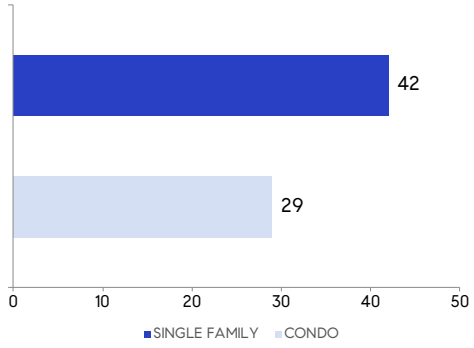
2Q2018 Price Metrics

$929,000
Median Condo Asking Price

$2,088,000
Median Single Family Asking Price

$752
Median Condo Asking PPSF

Median Days on Market



West Hollywood Condominium & Single Family Closings

CLOSINGS	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Closings	78	69	*13.0%*	52	*50.0%*
Median Price	$852,000	$730,000	*16.7%*	$795,000	*7.2%*
Median PPSF	$727	$613	*18.6%*	$681	*6.8%*
Median Days on Market	32	58	*-44.3%*	46	*-30.4%*
Median Negotiability	0.0%	-0.6%	-	-0.7%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	$522,000	-	$675,000	-
1 BR	$595,000	$580,000	*2.6%*	$538,000	*10.6%*
2 BR	$900,000	$745,000	*20.8%*	$852,000	*5.6%*
3 BR	$1,296,000	$940,000	*37.9%*	$1,315,000	*-1.4%*
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	30	24	*25.0%*	21	*42.9%*
Median Price	$1,617,000	$1,602,000	*0.9%*	$1,900,000	*-14.9%*
Median Days on Market	35	44	*-21.6%*	46	*-25.0%*
Median Negotiability	0.0%	-1.3%	-	-1.2%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,485,000	$1,469,000	*1.1%*	$1,665,000	*-10.8%*
1,500 - 2,000	$1,700,000	$2,245,000	*-24.3%*	$2,275,000	*-25.3%*
2,000 - 3,000	-	$3,088,000	-	$2,575,000	-
3,000 - 4,000	-	-	-	$3,700,000	-
> 4,000	$4,140,000	$5,600,000	*-26.1%*	$4,203,000	*-1.5%*

West Hollywood Condominium & Single Family Inventory

ACTIVE	2Q2018	2Q2017	*Y-o-Y % Change*	1Q2018	*Q-o-Q % Change*
CONDO					
Number of Active Listings	71	60	*18.3%*	41	*73.2%*
Median Price	$929,000	$794,000	*17.0%*	$939,000	*-1.1%*
Median PPSF	$752	$687	*9.5%*	$764	*-1.6%*
Median Days on Market	29	59	*-50.4%*	31	*-6.5%*
Median Pricing Analysis by Bedroom Type:					
Studio	$799,000	$625,000	*27.8%*	-	-
1 BR	$585,000	$648,000	*-9.7%*	$628,000	*-6.8%*
2 BR	$934,000	$879,000	*6.3%*	$1,030,000	*-9.3%*
3 BR	$1,597,000	$1,047,000	*52.5%*	$1,399,000	*14.2%*
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	47	33	*42.4%*	38	*23.7%*
Median Price	$2,088,000	$2,445,000	*-14.6%*	$1,897,000	*10.1%*
Median Days on Market	42	55	*-23.6%*	38	*10.5%*
Median Analysis by Size: (Sq. Ft.)					
< 1,500	$1,738,000	$1,695,000	*2.5%*	$1,695,000	*2.5%*
1,500 - 2,000	$2,548,000	$2,399,000	*6.2%*	$2,400,000	*6.2%*
2,000 - 3,000	$3,074,000	$3,642,000	*-15.6%*	$3,118,000	*-1.4%*
3,000 - 4,000	$3,933,000	$3,111,000	*26.4%*	$3,890,000	*1.1%*
> 4,000	$5,710,000	$3,550,000	*60.8%*	$4,125,000	*38.4%*

** 2Q2018 Inventory as of June 15, 2018*

ACTIVE MONTHS OF SUPPLY	2Q2018	2Q2017
Overall	**6.3**	**7.3**

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.