



COMPASS

**Los Angeles
Market Report**

Q3 2017

Introducing the Compass Q3 2017 Los Angeles Market Report

Compass created Compass Markets, a mobile application that analyzes real estate markets in real time, because we believe in transparency and the importance of real-time information in the marketplace. Highlighted in this report are several key trends observed from our Compass Markets app throughout Q3 2017.

Following a white hot first half of the year, the market for luxury housing in Los Angeles showed no signs of slowing down in the third quarter. Values recorded during Q3 2017 eclipsed the results from the same period one year ago, despite seasonally expected lower sales volume as compared to Q2 2017.

Several macroeconomic factors driving growth in this market, and perhaps the broader national markets, include (1) the expectation of more interest rate hikes in the foreseeable future, combined with readily available financing at current rates, made it attractive for buyers to enter the market in the shorter term, (2) strong equity markets, the S&P 500 having increased by 17% year-over-year from September 2016 and recently crossing the 2,500 benchmark for the first time, which are strongly correlated with luxury sales, (3) greater clarity on the impact of the US election, Brexit, etc., and (4) an ongoing housing shortage in Southern California at every price point, that has, for years, lagged demand.

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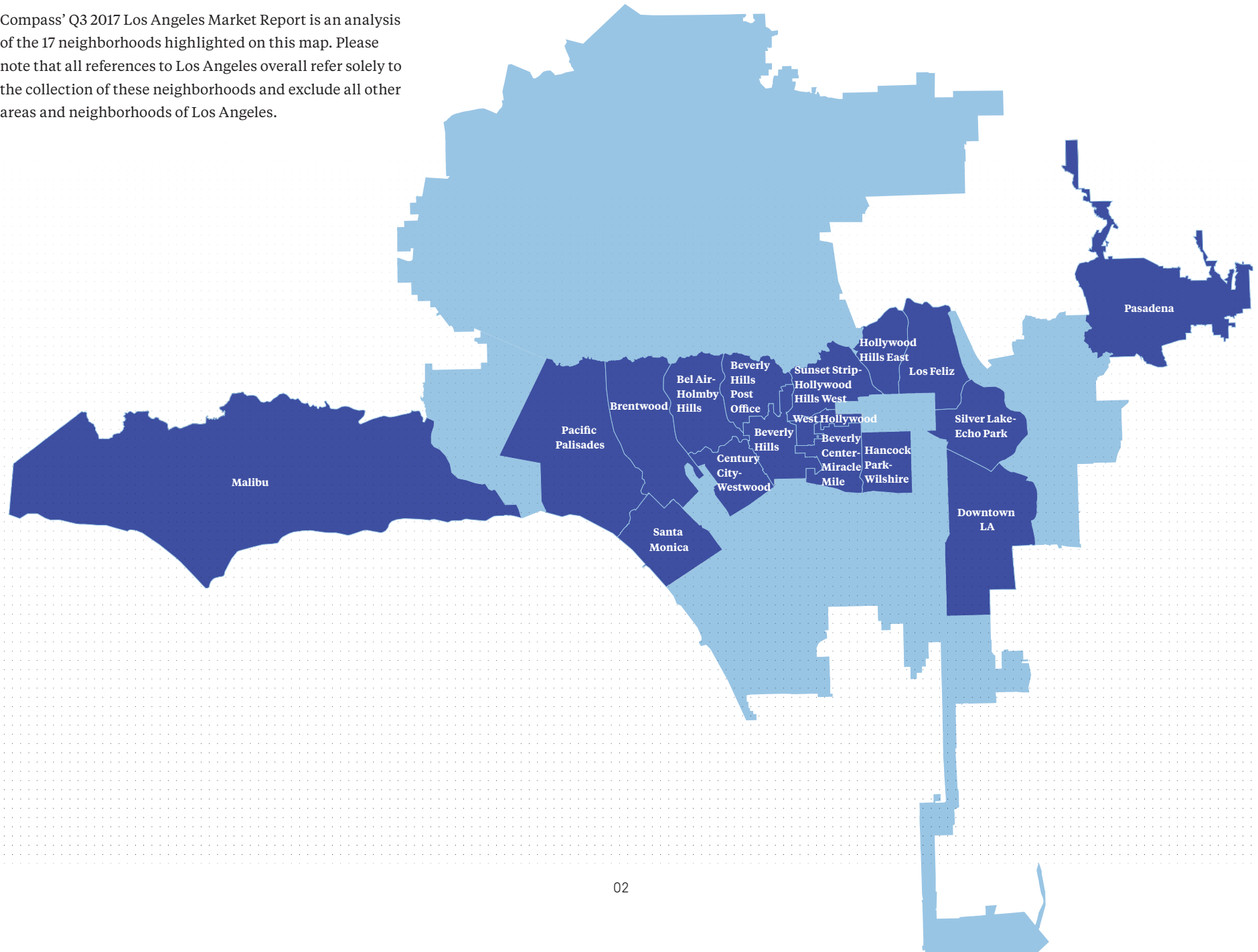
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Map of Coverage Area

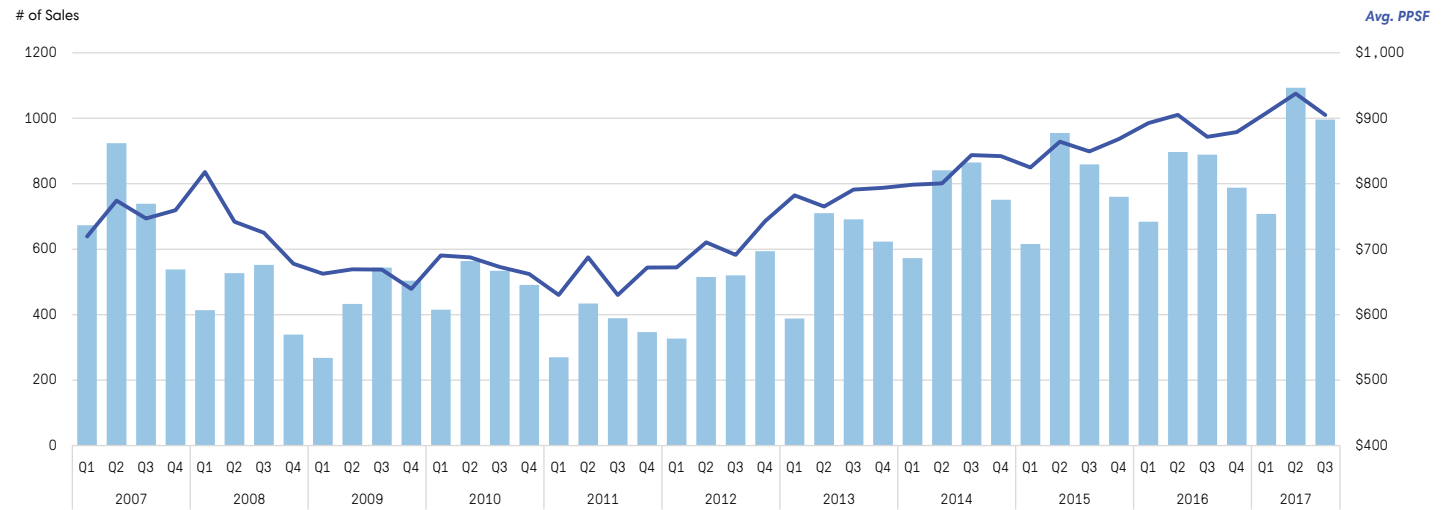
Compass' Q3 2017 Los Angeles Market Report is an analysis of the 17 neighborhoods highlighted on this map. Please note that all references to Los Angeles overall refer solely to the collection of these neighborhoods and exclude all other areas and neighborhoods of Los Angeles.



Single Family Overview

The market for single family homes within Compass' area of coverage demonstrated strong fundamentals in the third quarter of 2017 relative to the same period one year ago. During Q3 2017, there were 996 \$1M+ home sales recorded compared to 889 one year ago, a 12.0% increase. Average pricing also increased year-over-year by 6.1% to \$2.92M. Furthermore, days on market decreased 6.4% to 65, the second lowest Q3 figure over the last 10 years, a clear indicator of strong buy side demand. PPSF, a unifying measure of value across all markets, increased 3.8% year-over-year to \$905/SF. Super luxury \$20M+ 'mega-deals' cooled during Q3 2017 as only five of these were recorded vs. eight transactions last quarter.

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



SINGLE FAMILY MARKET

	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$2,919,899	6.1%	\$2,752,862	-4.8%	\$3,065,527
AVG. PPSF	\$905	3.8%	\$872	-3.5%	\$938
MED. SALE PRICE	\$2,037,499	5.8%	\$1,925,000	-2.9%	\$2,097,500
NUMBER OF SALES	996	12.0%	889	-8.9%	1093
DOM	65	-6.4%	69	-1.9%	66

ANNUAL PERFORMANCE

	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$2,903,314	2.0%	\$2,845,926	-0.1%	\$2,847,671
AVG. PPSF	\$887	3.9%	\$854	3.7%	\$823
NUMBER OF SALES	3,258	2.1%	3,190	5.3%	3,030

Single Family Overview

Sales by Price Segment

Demand for single family residences was greatest in the \$3M-\$5M segment in Q3 2017, with 186 transactions recorded, a 34.8% year-over-year increase in sales volume. This is a clear reflection of a continuing upward shift in pricing from homes in the lower \$1M-\$3M segment. Also of note, this is the only price segment that posted greater volume than during Q2 2017. Houses in the highest price bracket, \$5M+, recorded 113 transactions, 21.5% more deals than Q3 2016, but declined by 22.6% from Q2 2017.

\$1MM - \$3MM

	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$1,772,019	0.3%	\$1,767,068	-0.8%	\$1,787,132
AVG. PPSF	\$938	3.6%	\$905	3.3%	\$908
MED. SALE PRICE	\$1,650,000	1.5%	\$1,625,000	-0.5%	\$1,658,750
NUMBER OF SALES	697	5.9%	658	-10.2%	776
DOM	66	-8.2%	72	-7.2%	71

\$3MM - \$5MM

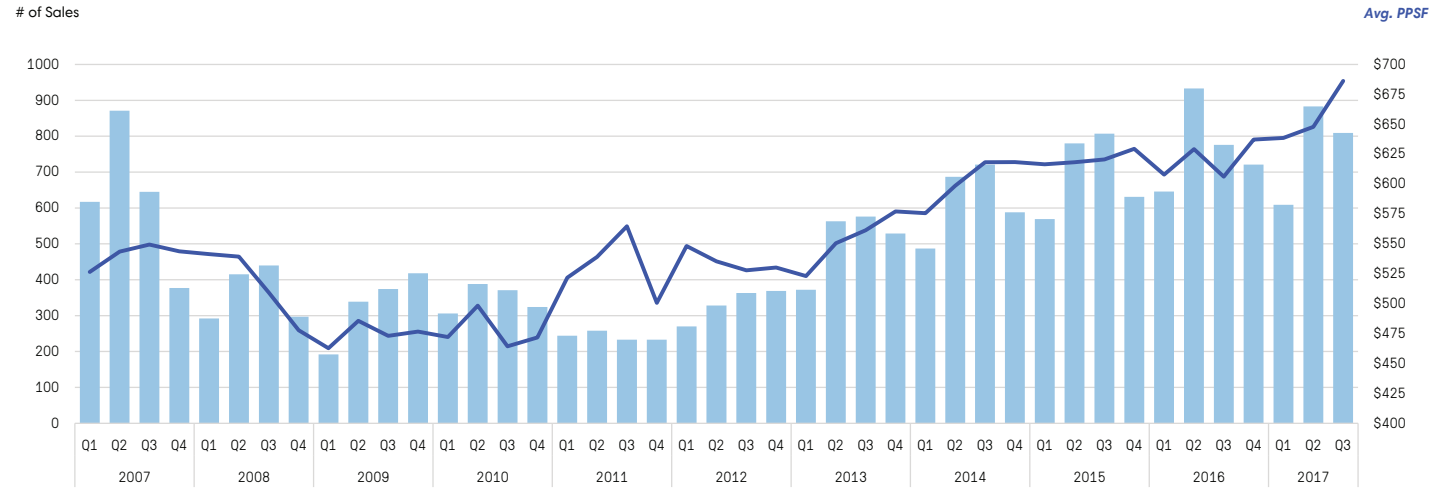
	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$3,701,397	1.3%	\$3,654,789	-2.6%	\$3,798,774
AVG. PPSF	\$1,275	3.7%	\$1,230	4.1%	\$1,224
MED. SALE PRICE	\$3,750,000	2.8%	\$3,647,707	4.7%	\$3,582,500
NUMBER OF SALES	186	34.8%	138	8.8%	171
DOM	87	4.0%	83	1.7%	85

\$5MM+

	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$9,195,855	0.2%	\$9,179,029	-3.5%	\$9,529,803
AVG. PPSF	\$1,583	-5.1%	\$1,668	2.2%	\$1,548
MED. SALE PRICE	\$7,331,250	11.5%	\$6,575,000	-1.5%	\$7,442,500
NUMBER OF SALES	113	21.5%	93	-22.6%	146
DOM	92	-17.8%	112	-10.9%	104

Condominium Overview

Condos sales volumes were in decline during Q3 2017, while values continued their steady march upwards. The average sale price for units above \$500K reached \$1.01M, the first time this metric has breached the \$1M benchmark. Average PPSF for the period reached \$686/SF, the highest recorded value on record. Sales volume declined to 809 deals during the period, down 7.2% year-over-year, a sure signal of the continually limited inventory in LA's market for vertical living. *Please note that all references to condo sales include only listings closed at \$500K or above.*



CONDO MARKET

	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$1,009,025	12.5%	\$897,007	5.5%	\$956,611
AVG. PPSF	\$686	13.2%	\$606	5.9%	\$648
MED. SALE PRICE	\$825,000	11.4%	\$740,250	4.4%	\$790,000
NUMBER OF SALES	809	-7.2%	872	-8.4%	883
DOM	51	-31.8%	74	-29.6%	72

ANNUAL PERFORMANCE

	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$963,878	-1.6%	\$979,390	-0.1%	\$980,244
AVG. PPSF	\$620	-0.1%	\$621	2.7%	\$604
NUMBER OF SALES	3,115	14.1%	2,731	11.7%	2,445

Condominium Overview

Sales by Bedroom Count

The lower volume/greater value dynamic was most evident at the highest end of the condo market in the 3-BR category. Total sales decreased 20.5% year-over-year to 190 deals, while average price rose to \$1.30M, a 1.5% increase from the same quarter last year. Average PPSF was up 2.6% to \$603/SF, while the median condo price for a 3-BR unit increased a whopping 27.8% year-over-year to \$1.15M.

The volume for 2-BR units declined 9.5% year-over-year to 485 deals in Q3 2017, while average sale price was down modestly to \$921K, just shy of its all-time high at \$960K. Valuations advanced 2.1% year-over-year to \$640/SF, while the median sale price recorded rose sharply by 9.3% year-over-year to \$820K.

1 BEDROOMS

	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$640,954	-4.2%	\$668,732	-7.0%	\$689,209
AVG. PPSF	\$733	2.7%	\$714	1.9%	\$720
MED. SALE PRICE	\$600,000	5.5%	\$568,625	0.4%	\$597,500
NUMBER OF SALES	126	6.8%	118	32.6%	95
DOM	84	29.4%	65	-7.9%	92

2 BEDROOMS

	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$920,912	-1.9%	\$938,829	-4.1%	\$960,724
AVG. PPSF	\$640	2.1%	\$627	2.5%	\$624
MED. SALE PRICE	\$820,000	9.3%	\$750,000	1.2%	\$810,000
NUMBER OF SALES	485	-9.5%	536	36.6%	355
DOM	68	-13.4%	79	-17.0%	82

3+ BEDROOMS

	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$1,300,857	1.5%	\$1,281,419	-3.5%	\$1,348,549
AVG. PPSF	\$603	2.6%	\$588	-1.9%	\$614
MED. SALE PRICE	\$1,150,000	27.8%	\$900,000	15.1%	\$999,000
NUMBER OF SALES	190	-20.5%	239	39.7%	136
DOM	73	-20.2%	92	-34.8%	112

8 studios sold in Q3 2017 not included.

Neighborhood Snapshot

Single Family Market

This page provides a snapshot of the Q3 2017 single family market conditions by neighborhood. Sales volume increased in all but five of the neighborhoods in our coverage universe, with the greatest activity recorded in Hollywood Hill East, Silverlake-Echo Park, and Beverly Hills Post Office. Single family average price-per-square-foot increased in all but one of these neighborhoods, with the 3.8% year-over-year increase driven primarily by West Hollywood (up 24.1% YoY), Malibu (up 14.8% YoY) and Brentwood (up 11.7% YoY).

Q3 2017 LOS ANGELES MARKET REPORT

	NUMBER OF SALES	YOY%	AVG. SALE PRICE	YOY%	AVG. PPSF	YOY%	MED. SALE PRICE	YOY%	DOM	YOY%	NEGOTIABILITY	
Brentwood	71	-9.1%	\$3,820,242	10.5%	\$1,084	11.7%	\$2,785,000	11.2%	64	-9.1%	-2.8%	WEST SIDE
Malibu	67	-1.5%	\$4,935,982	8.3%	\$1,308	14.8%	\$3,350,000	25.4%	155	-7.2%	-6.9%	
Pacific Palisades	74	-1.3%	\$3,952,209	18.6%	\$1,128	4.2%	\$3,212,500	16.4%	64	11.1%	-2.0%	
Santa Monica	59	-1.7%	\$3,373,678	20.4%	\$1,241	11.1%	\$2,828,000	15.3%	43	-17.7%	-0.4%	
Bel Air-Holmby Hills	45	15.4%	\$4,283,780	19.0%	\$852	3.7%	\$2,425,000	6.6%	83	7.3%	-3.5%	MID CITY & THE HILLS
Beverly Center-Miracle Mile	51	8.5%	\$1,860,429	-2.6%	\$765	1.5%	\$1,600,000	-0.9%	46	-26.4%	0.9%	
Beverly Hills	34	13.3%	\$7,055,388	6.0%	\$1,442	4.0%	\$4,612,500	-9.2%	65	-9.9%	-3.4%	
Beverly Hills Post Office	47	30.6%	\$3,618,806	-8.3%	\$873	3.9%	\$2,800,000	4.3%	94	8.0%	-5.7%	
Century City-Westwood	35	-22.2%	\$2,408,780	17.8%	\$909	3.0%	\$2,039,998	23.6%	49	-10.7%	0.1%	
Hancock Park-Wilshire	71	9.2%	\$2,199,684	2.4%	\$727	0.4%	\$1,769,000	14.1%	60	15.1%	-0.6%	
Hollywood Hills East	38	58.3%	\$1,636,060	-4.2%	\$665	-5.1%	\$1,591,000	1.7%	75	18.9%	-2.2%	
Sunset Strip-Hollywood Hills	104	13.0%	\$2,581,982	-0.1%	\$892	1.0%	\$1,890,500	-0.3%	65	-15.1%	-1.9%	
West Hollywood	37	8.8%	\$2,467,053	36.2%	\$1,117	24.1%	\$1,935,000	28.6%	52	-7.3%	-1.1%	
Downtown LA	-	-	-	-	-	-	-	-	-	-	-	EAST SIDE
Los Feliz	51	10.9%	\$2,140,208	17.6%	\$732	3.4%	\$1,815,500	17.1%	52	-0.1%	0.5%	
Pasadena	155	28.1%	\$1,714,307	3.7%	\$614	1.9%	\$1,451,500	-1.0%	44	-9.7%	1.5%	
Silverlake-Echo Park	57	54.1%	\$1,400,210	4.2%	\$756	9.5%	\$1,300,500	2.4%	41	-8.5%	6.4%	
OVERALL	996	12.0%	\$2,919,899	6.1%	\$905	3.8%	\$2,037,499	5.8%	65	-6.4%		

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Neighborhood Snapshot

Condominium Market

This page provides a snapshot of the Q3 2017 condo market conditions by neighborhood. Average PPSF, the most accurate metric in measuring the overall growth in the condo market, increased in all but two of the neighborhoods in Compass' universe of coverage. The most notable valuation increases occurred in Sunset Strip-Hollywood Hills (up 22.5% YoY), Malibu (up 15.8% YoY), and Beverly Center-Miracle Mile (up 13.8% YoY). Overall, the Los Angeles condo market experienced a 7.2% year-over-year decrease in the number of sales, but saw explosive growth in Beverly Center-Miracle Mile (up 180.0% YoY), Downtown LA (up 41.3% YoY), Hollywood Hills East (up 33.3% YoY), and Beverly Hills (up 33.3% YoY).

Q3 2017 LOS ANGELES MARKET REPORT

	NUMBER OF SALES	YOY%	AVG. SALE PRICE	YOY%	AVG. PPSF	YOY%	MED. SALE PRICE	YOY%	DOM	YOY%	NEGOTIABILITY	
Brentwood	54	-5.3%	\$986,637	8.3%	\$655	6.8%	\$907,500	5.5%	39	-37.4%	1.1%	WEST SIDE
Malibu	13	-7.1%	\$923,500	-34.2%	\$922	15.8%	\$710,000	-33.3%	90	-53.6%	-2.9%	
Pacific Palisades	20	0.0%	\$1,140,309	-7.0%	\$641	-5.8%	\$1,262,000	35.8%	26	-60.2%	-0.8%	
Santa Monica	121	5.2%	\$1,256,454	10.7%	\$944	13.6%	\$1,122,000	13.3%	30	-54.6%	2.3%	
Bel Air-Holmby Hills	-	-	-	-	-	-	-	-	-	-	-	MID CITY & THE HILLS
Beverly Center-Miracle Mile	28	180.0%	\$790,527	36.1%	\$646	13.8%	\$752,500	34.1%	51	-6.4%	1.5%	
Beverly Hills	32	33.3%	\$1,369,769	7.5%	\$728	5.8%	\$1,267,000	4.1%	64	-27.7%	-1.3%	
Beverly Hills Post Office	-	-	-	-	-	-	-	-	-	-	-	
Century City-Westwood	126	-9.4%	\$1,208,220	7.4%	\$674	10.0%	\$895,000	11.7%	53	-45.7%	-0.3%	
Hancock Park-Wilshire	32	-30.4%	\$822,234	19.3%	\$505	0.8%	\$724,000	16.8%	61	-28.1%	-1.3%	
Hollywood Hills East	8	33.3%	\$636,913	2.9%	\$477	10.1%	\$633,900	4.1%	79	113.1%	0.9%	
Sunset Strip-Hollywood Hills	18	-14.3%	\$1,100,556	54.9%	\$761	22.5%	\$662,500	3.5%	48	-36.9%	0.4%	
West Hollywood	91	2.9%	\$890,141	6.5%	\$679	5.2%	\$744,500	-1.5%	48	-26.6%	0.6%	
Downtown LA	89	41.3%	\$972,722	26.8%	\$730	13.5%	\$780,000	18.2%	69	-13.0%	-1.6%	EAST SIDE
Los Feliz	7	-12.5%	\$624,286	-5.9%	\$589	-7.8%	\$605,000	-4.0%	88	-4.9%	1.2%	
Pasadena	150	25.0%	\$787,601	10.7%	\$526	10.0%	\$1,262,500	35.8%	52	13.7%	1.6%	
Silverlake-Echo Park	20	-23.1%	\$833,752	22.2%	\$554	6.6%	\$1,122,000	13.3%	56	-27.4%	3.2%	
OVERALL	809	-7.2%	\$1,009,025	12.5%	\$686	13.2%	\$825,000	11.4%	51	-31.8%		

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Bel Air-Holmby Hills

- A significant increase in volume pushed average pricing up 19.0% year-over-year to \$4.28M in the iconic hillside enclave. 45 transactions were recorded during the third quarter, vs. 39 the year prior.
- With a median sale price of \$2.42M and several trades over \$10M, Bel Air-Holmby hills is very much a 'tale of two cities', whose average trading metrics are being pushed upwards by outliers at the highest end of the market. Just four \$10M+ deals were recorded this quarter, with an average sale price of \$14.54M. In contrast, seven of these mega-deals were recorded during Q2 2017, at an average price of \$19.10M, explaining the significant value gap between Q2 and Q3 of this year.

SINGLE FAMILY \$1M+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$4,283,780	19.0%	\$3,599,936	-16.6%	\$5,137,432
AVG. PPSF	\$852	3.7%	\$822	-9.0%	\$937
MED. SALE PRICE	\$2,425,000	6.6%	\$2,275,000	-1.6%	\$2,465,000
NUMBER OF SALES	45	15.4%	39	-11.8%	51
DOM	83	7.3%	77	-9.3%	92
Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$5,243,962	11.6%	\$4,700,144	-9.4%	\$5,188,226
AVG. PPSF	\$900	4.9%	\$858	3.7%	\$827
NUMBER OF SALES	135	-6.9%	145	16.0%	125

Beverly Center-Miracle Mile

- Strong year-over-year sales volumes continue to categorize the rise of Beverly Center-Miracle Mile as one of LA's "it" neighborhoods, with 51 deals recorded in the third quarter, an 8.5% increase over the same period one year ago.
- Average PPSF for Q3 2017 was recorded at \$765/SF, a slight 1.5% year-over-year increase.
- Most notable was Days on Market, which declined 26.4% to 46 days, a reflection of the tremendous uptick in demand for this neighborhood.
- Climbing condo values and volumes in this walkable neighborhood reflect increasing consumer demand in this booming market. What's more, with no new inventory in this neighborhood, the staggering uptick in volume represents only existing resale transactions.
- 28 deals recorded during the period, a 180.0% year-over-year increase.
- Average PPSF increased 13.8% year-over-year to \$646/SF, while average sale price rose significantly by 36.1% year to \$791K.

SINGLE FAMILY \$1M+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$1,860,429	-2.6%	\$1,909,248	-1.3%	\$1,885,303
AVG. PPSF	\$765	1.5%	\$753	-5.1%	\$805
MED. SALE PRICE	\$1,600,000	-0.9%	\$1,614,000	-3.5%	\$1,657,500
NUMBER OF SALES	51	8.5%	47	-13.6%	59
DOM	46	-26.4%	63	-37.5%	74

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$1,870,348	4.4%	\$1,790,993	7.5%	\$1,666,337
AVG. PPSF	\$758	4.2%	\$727	6.7%	\$682
NUMBER OF SALES	173	8.8%	159	-3.6%	165

CONDO \$500K+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$790,527	36.1%	\$580,680	4.0%	\$760,113
AVG. PPSF	\$646	13.8%	\$568	5.7%	\$611
MED. SALE PRICE	\$752,500	34.1%	\$561,000	2.7%	\$733,000
NUMBER OF SALES	28	180.0%	10	3.7%	27
DOM	51	-6.4%	55	48.5%	34

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$568,289	-3.3%	\$587,727	0.7%	\$583,435
AVG. PPSF	\$592	16.3%	\$509	10.7%	\$460
NUMBER OF SALES	27	-15.6%	32	-22.0%	41

Beverly Hills

- A very strong Q3 in LA's most iconic zip code, as values and volumes gained steam ahead of the same period last year.
- Values rose in Q3 2017, with average sales price increasing 6.0% year-over-year to \$7.06M. In contrast, median sale price declined sharply by 9.2% year-over-year to \$4.61M, a phenomenon that is explained by more houses in the \$1M-\$5M bracket trading hands. Although fewer \$10M+ houses closed during the period, they did so at significantly higher valuations than during Q2 2017.

- New condo inventory remains limited in Beverly Hills, and existing units traded up in value during Q3 2017. 32 deals were recorded during the period, a 33.3% year-over-year increase from Q3 2016, while average sale price rose 7.5% to \$1.37M.
- Condo values increased in LA's most recognizable zip code, recording an average PPSF of \$728/SF, a 5.8% year-over-year increase over Q3 2016.
- Condos in Beverly Hills traded off their Q2 2017 highs, as valuation metrics were down across the board. Average sale price declined by 17.0% quarter-over-quarter, while average PPSF traded off by 9.9% quarter-over-quarter.

SINGLE FAMILY \$1M+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$7,055,388	6.0%	\$6,658,618	11.7%	\$6,314,235
AVG. PPSF	\$1,442	4.0%	\$1,386	2.7%	\$1,405
MED. SALE PRICE	\$4,612,500	-9.2%	\$5,078,890	-17.6%	\$5,600,000
NUMBER OF SALES	34	13.3%	30	-30.6%	49
DOM	65	-9.9%	72	-9.6%	72

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$6,455,954	3.0%	\$6,265,302	8.6%	\$5,766,754
AVG. PPSF	\$1,334	5.5%	\$1,265	11.1%	\$1,138
NUMBER OF SALES	148	-9.2%	163	2.5%	159

CONDO \$500K+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$1,369,769	7.5%	\$1,273,725	-17.0%	\$1,649,459
AVG. PPSF	\$728	5.8%	\$688	-9.9%	\$808
MED. SALE PRICE	\$1,267,000	4.1%	\$1,217,000	-1.4%	\$1,285,000
NUMBER OF SALES	32	33.3%	24	-8.6%	35
DOM	64	-27.7%	88	-9.9%	71

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$1,422,409	5.5%	\$1,348,568	3.3%	\$1,305,491
AVG. PPSF	\$686	2.4%	\$670	5.1%	\$637
NUMBER OF SALES	120	-4.8%	126	11.5%	113

Beverly Hills Post Office

- Beverly Hills Post Office demonstrated strong value attainment in the \$1M-\$5M price range, which accounted for 36 transactions recorded during Q3 2017, at an average sale price of \$2.54M. That represents nine more transactions at this price point than Q3 2016, while average sale price remained flat.
- This increase in volume pushed median price up 4.3% year-over-year to \$2.80M.
- There were, however, fewer 'mega-deals' in the \$10M+ range during Q3 2017 than Q2 2017, which pulled the quarter-over-quarter metrics significantly downward. Five such transactions were recorded during Q2 2017, at an average sale price of \$21.42M, vs. two deals this quarter, at an average of \$12.58M.

SINGLE FAMILY \$1M+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$3,618,806	-8.3%	\$3,944,781	-35.4%	\$5,604,432
AVG. PPSF	\$873	3.9%	\$840	-11.9%	\$991
MED. SALE PRICE	\$2,800,000	4.3%	\$2,683,300	-18.7%	\$3,445,000
NUMBER OF SALES	47	30.6%	36	2.2%	46
DOM	94	8.0%	87	13.6%	83
Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$3,884,007	5.0%	\$3,699,170	-2.9%	\$3,810,193
AVG. PPSF	\$873	0.3%	\$870	10.7%	\$786
NUMBER OF SALES	126	-17.1%	152	3.4%	147

Brentwood

- Values continued to surge year-over-year in Brentwood during the third quarter, as average sale price pushed ahead 10.5% to \$3.82M.
- While transaction dynamics shifted from Q2 2017, with fewer, higher priced homes trading hands, valuations rose sharply year-over-year by 11.7% to \$1,084/SF, a new high in the tony west-side neighborhood.
- Houses in Brentwood spent an average of 64 Days on Market during the period, a 9.1% year-over-year decline from Q3 2016, and flat to Q2 2017.
- Condos also posted impressive performance during Q3 2017, as average sale price gained 8.3% to \$987K. Median sale price increased against Q3 2016, gaining 5.5% year-over-year to \$908K.
- Valuations shot up 6.8% year-over-year to \$655/SF, just shy of the all-time high of \$659/SF in Q2 2017.

SINGLE FAMILY \$1M+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$3,820,242	10.5%	\$3,458,314	-3.1%	\$3,944,009
AVG. PPSF	\$1,084	11.7%	\$971	1.2%	\$1,071
MED. SALE PRICE	\$2,785,000	11.2%	\$2,505,000	-10.9%	\$3,125,000
NUMBER OF SALES	71	1.4%	70	-16.5%	85
DOM	64	-9.1%	70	1.9%	63

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$3,688,418	-0.1%	\$3,693,274	4.2%	\$3,544,950
AVG. PPSF	\$988	1.7%	\$971	5.0%	\$925
NUMBER OF SALES	246	13.9%	216	-6.9%	232

CONDO \$500K+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$986,637	8.3%	\$911,213	-4.3%	\$1,034,725
AVG. PPSF	\$655	6.8%	\$613	-0.5%	\$659
MED. SALE PRICE	\$907,500	5.5%	\$860,000	-2.4%	\$930,000
NUMBER OF SALES	54	-5.3%	57	-14.3%	63
DOM	39	-37.4%	63	-29.7%	56

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$999,677	17.0%	\$854,063	-0.2%	\$856,039
AVG. PPSF	\$612	9.6%	\$558	6.8%	\$523
NUMBER OF SALES	220	5.8%	208	14.3%	182

Century City-Westwood

- While fewer homes traded hands this quarter than the same period last year, those which did were significantly more expensive.
- Average sale price in the Westwood neighborhood increased 17.8% year-over-year to \$2.41M, while the median price was pulled up an even higher 23.6% to \$2.04M, on the back of higher priced deals in the period.
- Deal volume declined, however, with 35 deals recording in Q3 2017, down from 45 a year ago.
- Impressive performance in the Condo segment drove pricing higher yet again, with the average sale price pushing ahead to \$1.21M, a 7.4% year-over-year increase.
- 126 sales were recorded during Q3 2017, a 9.4% year-over-year decline.
- These deals recoded an average PPSF of \$674/SF, a strong 10.0% increase from the same period one year ago.

SINGLE FAMILY \$1M+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$2,408,780	17.8%	\$2,044,966	3.8%	\$2,320,711
AVG. PPSF	\$909	3.0%	\$882	5.2%	\$863
MED. SALE PRICE	\$2,039,998	23.6%	\$1,650,000	-2.9%	\$2,100,000
NUMBER OF SALES	35	-22.2%	45	-38.6%	57
DOM	49	-10.7%	55	3.0%	47

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$2,277,677	5.7%	\$2,154,884	7.6%	\$2,003,393
AVG. PPSF	\$860	5.5%	\$815	5.5%	\$772
NUMBER OF SALES	199	25.9%	158	-6.5%	169

CONDO \$500K+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$1,208,220	7.4%	\$1,125,368	-4.3%	\$1,262,087
AVG. PPSF	\$674	10.0%	\$612	3.0%	\$654
MED. SALE PRICE	\$895,000	11.7%	\$801,200	2.3%	\$875,000
NUMBER OF SALES	126	-9.4%	139	-18.7%	155
DOM	53	-45.7%	97	-14.4%	62

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$1,203,612	3.1%	\$1,167,581	-2.7%	\$1,199,726
AVG. PPSF	\$618	5.2%	\$588	0.5%	\$585
NUMBER OF SALES	510	-6.1%	543	12.7%	482

* Compass previously mis-reported metrics for the period of Q2 2017. We have updated our model and retroactively applied the changes to previous affected periods.

Downtown LA

- Very strong sales volume in Downtown LA during Q3 2017; 89 transactions recorded during the period, a 41.3% year-over-year increase and 11 deals short of the all-time high number recorded during Q2 2017.
- PPSF rose sharply by 13.5% to \$730/SF, the highest value for any quarter on record, ever.
- Notable transactions during the period include 5 resales at The Ritz Carlton Residences at L.A. LIVE, as well as eight closings at Ten50, the most recent new construction project to hit the market and begin move-ins.

CONDO \$500K+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$972,722	26.8%	\$767,084	21.5%	\$800,820
AVG. PPSF	\$730	13.5%	\$643	2.6%	\$711
MED. SALE PRICE	\$780,000	18.2%	\$660,000	5.8%	\$737,500
NUMBER OF SALES	89	41.3%	63	-11.0%	100
DOM	69	-13.0%	79	-49.1%	135
Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$837,284	2.1%	\$820,302	7.1%	\$765,938
AVG. PPSF	\$654	3.3%	\$634	10.9%	\$571
NUMBER OF SALES	238	-16.5%	285	2.2%	279

Hancock Park-Wilshire

- The historic neighborhood of Hancock Park continued to grow in popularity this quarter; its grand estates traded marginally higher than previous quarter, though still not at its valuation zenith in Q1 2017.
- Average sale prices reached \$2.20M in Q3 2017, a 2.4% year-over-year increase from last year; sales volume increased 9.2% year-over-year to 71 transactions.
- Average PPSF remained steady during Q3 2017, netting out at \$727/SF, slightly ahead of Q3 2016, and the highest recorded value on record.
- Sales volume tapered off substantially in the neighborhood during the third quarter, with only 32 deals recorded, a 30.4% decline from the same period last year, and almost 50% down from Q2 2017.
- Lower volume didn't slow price appreciate, however; average sale price shot up 19.3% year-over-year to \$822K, while valuations held steady at \$505/SF.
- Rising median price, which increased 16.8% year-over-year to \$724K, is indicative of the greater interest at the higher end of this condo market.

SINGLE FAMILY \$1M+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$2,199,684	2.4%	\$2,147,377	0.2%	\$2,195,287
AVG. PPSF	\$727	0.4%	\$724	1.3%	\$717
MED. SALE PRICE	\$1,769,000	14.1%	\$1,550,000	14.9%	\$1,540,000
NUMBER OF SALES	71	9.2%	65	-6.6%	76
DOM	60	15.1%	53	-11.9%	69

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$2,232,624	6.4%	\$2,098,215	-7.2%	\$2,261,535
AVG. PPSF	\$711	4.5%	\$680	3.8%	\$656
NUMBER OF SALES	224	9.3%	205	6.8%	192

CONDO \$500K+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$822,234	19.3%	\$696,168	13.1%	\$726,862
AVG. PPSF	\$505	0.8%	\$500	0.2%	\$504
MED. SALE PRICE	\$724,000	16.8%	\$620,000	7.3%	\$675,000
NUMBER OF SALES	32	-30.4%	46	-47.5%	61
DOM	61	-28.1%	85	-22.9%	79

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$696,026	0.8%	\$690,299	-2.1%	\$704,776
AVG. PPSF	\$494	10.9%	\$445	0.3%	\$444
NUMBER OF SALES	125	15.7%	108	14.9%	94

Hollywood Hills East

- Average sale price declined 4.2% year-over-year to \$1.64M in the hillside enclave, despite significantly higher sales volume; 38 deals were recorded during the period, a 58.3% year-over-year increase.
- Strong demand for properties priced at the higher end of the spectrum pushed the median price up by 1.7% year-over-year to \$1.59M, and up 13.4% quarter-over-quarter.
- Average PPSF dipped 5.1% year-over-year to \$665/SF.
- Condo supply in the Hollywood Hills is very limited, with only a handful of deals recorded every quarter.
- Average sale price typically hovers in the mid \$600K range, with Q3 2017 being no different; average sale price closed out at \$637K, down 2.9% year-over-year from \$619K.
- PPSF declined by 10.1% year-over-year to \$477/SF.

SINGLE FAMILY \$1M+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$1,636,060	-4.2%	\$1,707,275	2.9%	\$1,590,103
AVG. PPSF	\$665	-5.1%	\$700	-5.1%	\$700
MED. SALE PRICE	\$1,591,000	1.7%	\$1,565,000	13.4%	\$1,403,000
NUMBER OF SALES	38	58.3%	24	-9.5%	42
DOM	75	18.9%	63	21.2%	62

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$1,605,531	8.2%	\$1,484,422	-3.7%	\$1,541,382
AVG. PPSF	\$663	7.4%	\$617	3.8%	\$595
NUMBER OF SALES	108	0.9%	107	13.8%	94

CONDO \$500K+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$636,913	2.9%	\$618,917	-4.1%	\$664,150
AVG. PPSF	\$477	10.1%	\$433	-20.6%	\$601
MED. SALE PRICE	\$633,900	4.1%	\$609,000	-10.1%	\$705,000
NUMBER OF SALES	8	33.3%	6	-20.0%	10
DOM	79	113.1%	37	-7.0%	84

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$651,682	10.6%	\$589,369	0.6%	\$585,692
AVG. PPSF	\$476	17.0%	\$407	-7.7%	\$441
NUMBER OF SALES	22	22.2%	18	38.5%	13

Los Feliz

- The market in Los Feliz continued to climb during the third quarter, with 51 transactions recorded at increasing values year-over-year.
- Average sale price climbed 17.6% year-over-year to \$2.14M, but declined relative to Q2 2017; several \$10M+ transactions skewed the neighborhood average earlier this year.
- Median price forged ahead by 17.1% year-over-year to \$1.82M, the highest value on record, despite outlying 'mega' deals during the previous quarter.

- Los Feliz has a very limited supply of condos, with little new inventory in the pipeline. Average sale price declined 5.9% year-over-year to \$624K, and down 4.1% quarter-over-quarter.
- There were seven sales during Q3 2017, down from eight in Q3 2016, and average PPSF declined 7.8% year-over-year to \$589/SF.

SINGLE FAMILY \$1M+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$2,140,208	17.6%	\$1,820,214	-17.3%	\$2,587,155
AVG. PPSF	\$732	3.4%	\$708	-12.4%	\$835
MED. SALE PRICE	\$1,815,000	17.1%	\$1,550,000	2.3%	\$1,775,000
NUMBER OF SALES	51	10.9%	46	-19.0%	63
DOM	52	0.0%	52	-9.7%	58

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$1,935,386	-0.8%	\$1,950,324	-0.8%	\$1,966,107
AVG. PPSF	\$688	2.7%	\$669	1.7%	\$658
NUMBER OF SALES	184	10.2%	167	4.4%	160

*Compass previously mis-reported metrics for Avg. Sale Price and Avg. PPSF for the Q2 2017 period.

CONDO \$500K+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$624,286	-5.9%	\$663,625	-4.1%	\$651,081
AVG. PPSF	\$589	-7.8%	\$638	-5.7%	\$625
MED. SALE PRICE	\$605,000	-4.0%	\$630,000	-0.2%	\$606,500
NUMBER OF SALES	7	-12.5%	8	-12.5%	8
DOM	88	-4.9%	93	17.5%	75

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$636,996	3.8%	\$613,517	7.2%	\$572,083
AVG. PPSF	\$589	11.8%	\$527	5.0%	\$502
NUMBER OF SALES	26	13.0%	23	91.7%	12

Malibu

- Summer was a strong selling season in Malibu, with average pricing pushing ahead 8.3% year-over-year to \$4.94M, while deal volume remained flat compared to Q3 2016; 67 deals were recorded during Q3 2017.
- Home sales skewed significantly toward the higher end of the spectrum, recording a median price of \$3.35M, a 25.4% increase over Q3 2016.
- Average PPSF climbed a sharp 14.8% during the quarter, netting out at \$1,308/SF.
- Malibu's very limited condo market recorded 13 sales during Q3 2017.
- Average PPSF was up by 15.8% to \$922/SF, while median pricing declined by 33.3% to \$710K.

SINGLE FAMILY \$1M+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$4,935,982	8.3%	\$4,556,173	-8.3%	\$5,380,649
AVG. PPSF	\$1,308	14.8%	\$1,139	-9.5%	\$1,445
MED. SALE PRICE	\$3,350,000	25.4%	\$2,671,250	3.1%	\$3,250,000
NUMBER OF SALES	67	-1.5%	68	21.8%	55
DOM	155	-7.2%	166	16.4%	133

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$4,378,714	15.5%	\$3,792,512	-7.1%	\$4,080,837
AVG. PPSF	\$1,300	18.5%	\$1,097	-4.8%	\$1,153
NUMBER OF SALES	216	0.9%	214	3.9%	206

CONDO \$500K+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$923,500	-34.2%	\$1,404,321	0.5%	\$919,167
AVG. PPSF	\$922	15.8%	\$796	44.6%	\$638
MED. SALE PRICE	\$710,000	-33.3%	\$1,065,000	-23.0%	\$922,500
NUMBER OF SALES	13	-7.1%	14	-27.8%	18
DOM	90	-53.6%	194	43.6%	63

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$1,264,139	22.3%	\$1,033,801	-24.7%	\$1,372,392
AVG. PPSF	\$877	14.0%	\$769	-23.5%	\$1,005
NUMBER OF SALES	44	-13.7%	51	37.8%	37

Pacific Palisades

- The Palisades continued its hot streak in the third quarter, with fewer and fewer houses now available below the \$2M marker.
- Average sale price shot up 18.6% year-over-year to \$3.95M on 74 closed transactions, down one deal from the same period last year.
- Median sale price rose sharply by 16.4% year-over-year to \$3.21M, lending credence to the notion that more affordable housing in the \$1.5M is less available in this very desirable neighborhood.

- A relatively small condo market, units in the palisades declined slightly in value from the same period one year ago, but continued to appreciate relative to pricing in the second quarter of this year.
- Pricing metrics on the 20 transactions dipped by 7.0% year-over-year to \$1.14M.
- Median sale price in the ocean-side community increased 35.8% year-over-year to \$1.26M, while average PPSF recorded an average of \$641/SF, down 5.8% year-over-year.

SINGLE FAMILY \$1M+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$3,952,209	18.6%	\$3,331,109	-4.2%	\$4,123,663
AVG. PPSF	\$1,128	4.2%	\$1,083	-7.4%	\$1,219
MED. SALE PRICE	\$3,212,500	16.4%	\$2,759,535	1.0%	\$3,179,488
NUMBER OF SALES	74	-1.3%	75	-15.9%	88
DOM	64	11.1%	57	-5.8%	68

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$3,543,456	2.8%	\$3,448,279	8.0%	\$3,192,041
AVG. PPSF	\$1,039	2.7%	\$1,013	9.3%	\$926
NUMBER OF SALES	258	-10.7%	289	-4.3%	302

CONDO \$500K+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$1,140,309	-7.0%	\$1,225,970	4.7%	\$1,088,680
AVG. PPSF	\$641	-5.8%	\$681	2.0%	\$628
MED. SALE PRICE	\$1,262,500	35.8%	\$930,000	13.1%	\$1,116,500
NUMBER OF SALES	20	0.0%	20	-20.0%	25
DOM	26	-60.2%	66	-52.7%	55

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$1,052,627	3.0%	\$1,022,307	9.4%	\$934,233
AVG. PPSF	\$613	-0.8%	\$618	15.4%	\$535
NUMBER OF SALES	82	32.3%	62	-8.8%	68

Pasadena

- Pasadena continues to post strong sales performance, with the suburban submarket recording 155 transactions during Q3 2017, a 28.1% year-over-year increase.
- Average sale price kept pace with Q3 2016 in the luxury segment, advancing 3.7% year over-year to \$1.71M.
- A sharp drop in the amount of time these houses remained on the market, down to 44 days on average, is particularly notable given higher sales volumes this quarter.
- Sales volume was equally strong in the condo segment of the Pasadena market, with 150 transactions recorded this period, up 25.0% year-over-year from Q3 2016.
- Average sale price and average PPSF shot up 10.7% and 10.0%, respectively, year-over-year on higher volumes, a strong bellwether and more and more condo inventory in the region pushes over the \$500K marker.

SINGLE FAMILY \$1M+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$1,714,307	3.7%	\$1,652,845	0.0%	\$1,713,604
AVG. PPSF	\$614	1.9%	\$602	-4.6%	\$644
MED. SALE PRICE	\$1,415,000	-1.0%	\$1,430,000	-2.5%	\$1,451,000
NUMBER OF SALES	155	28.1%	121	-4.3%	162
DOM	44	-9.7%	49	-17.8%	54

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$1,677,121	-5.2%	\$1,769,100	0.0%	\$1,769,608
AVG. PPSF	\$609	1.4%	\$600	1.0%	\$594
NUMBER OF SALES	415	2.5%	405	24.2%	326

CONDO \$500K+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$787,601	10.7%	\$711,338	3.3%	\$762,499
AVG. PPSF	\$526	10.0%	\$478	3.3%	\$509
MED. SALE PRICE	\$1,262,500	35.8%	\$930,000	13.1%	\$1,116,500
NUMBER OF SALES	150	25.0%	120	23.0%	122
DOM	52	13.7%	45	0.2%	52

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$768,530	2.1%	\$762,738	1.2%	\$753,902
AVG. PPSF	\$489	5.4%	\$464	0.5%	\$462
NUMBER OF SALES	736	92.7%	382	7.6%	355

*Compass previously mis-reported metrics for Avg. Sale Price and Avg. PPSF for the Q2 2017 period.

Santa Monica

- As one of the strongest housing sub-markets in Los Angeles, Santa Monica continues to appreciate during the third quarter, with both values and valuations appreciating at healthy clips.
- Homes sales skewed towards the higher end of the price spectrum during Q3 2017, as average price surged 20.4% year-over-year to \$3.37M.
- Average PPSF charted a similar trajectory, increasing by 11.1% year-over-year to \$1,241/SF.
- 59 deals were recorded during the quarter, flat to the same period one year ago.
- Q3 2017 was the strongest to date for condos in Santa Monica, with a glut of high-priced penthouse units trading hands.
- Average sale price charged ahead 10.7% year-over-year to \$1.26M, while average PPSF hit its highest value on record at \$944/SF.
- With 121 transactions recorded during the period, this has been the most active we've ever seen this market.

SINGLE FAMILY \$1M+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$3,373,678	20.4%	\$2,802,936	13.9%	\$2,962,069
AVG. PPSF	\$1,241	11.1%	\$1,117	2.5%	\$1,211
MED. SALE PRICE	\$2,828,000	15.3%	\$2,452,825	22.6%	\$2,307,500
NUMBER OF SALES	59	-1.7%	60	-13.2%	68
DOM	43	-17.7%	53	6.0%	41

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$2,952,788	5.5%	\$2,797,541	5.4%	\$2,653,358
AVG. PPSF	\$1,140	-2.2%	\$1,165	13.1%	\$1,031
NUMBER OF SALES	222	-3.9%	231	1.3%	228

CONDO \$500K+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$1,256,454	10.7%	\$1,134,613	19.4%	\$1,052,472
AVG. PPSF	\$944	13.6%	\$831	12.0%	\$843
MED. SALE PRICE	\$1,122,000	13.3%	\$990,000	8.4%	\$1,035,000
NUMBER OF SALES	121	5.2%	115	21.0%	100
DOM	30	-54.6%	67	-47.3%	58

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$1,227,770	-1.1%	\$1,242,003	-1.1%	\$1,256,338
AVG. PPSF	\$885	3.3%	\$857	2.0%	\$840
NUMBER OF SALES	394	-14.7%	462	3.1%	448

Silverlake-Echo Park

- Silverlake charged ahead as LA's most desirable up-and coming address, with the 57 deals recorded representing a 54.1% increase in sales volume in the third quarter.
- Average sale price pushed up 4.2% year-over-year to \$1.40M, while valuations increased at a greater clip; 9.5% year-over-year increase to \$756/SF, the highest value on record for the neighborhood.

SINGLE FAMILY \$1M+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$1,400,210	4.2%	\$1,343,968	4.2%	\$1,343,556
AVG. PPSF	\$756	9.5%	\$691	0.3%	\$754
MED. SALE PRICE	\$1,300,000	2.4%	\$1,270,000	1.6%	\$1,280,000
NUMBER OF SALES	57	54.1%	37	21.3%	47
DOM	41	-8.5%	45	2.4%	40

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$1,350,590	0.1%	\$1,349,057	-8.8%	\$1,479,648
AVG. PPSF	\$695	8.8%	\$639	4.0%	\$614
NUMBER OF SALES	140	59.1%	88	2.3%	86

- Strong demand has continued to drive pricing on the eastside; average sales price rose 22.2% year-over-year in Q3 2017 to \$834K.
- While the number of sales decreased year-over-year by 23.1% to 20 sales in Q3 2017, average PPSF pushed ahead 6.6% to \$554/SF.
- Condos in Silverlake-Echo Park spent fewer days on market, and pricing in the trendy' hood is pushing up across the board.

CONDO \$500K+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$833,752	22.2%	\$682,396	15.2%	\$723,748
AVG. PPSF	\$554	6.6%	\$520	8.0%	\$513
MED. SALE PRICE	\$1,112,000	13.3%	\$990,000	8.4%	\$1,035,000
NUMBER OF SALES	20	-23.1%	26	-33.3%	30
DOM	56	-27.4%	77	-54.3%	122

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$687,390	-3.7%	\$713,815	19.0%	\$599,910
AVG. PPSF	\$515	2.5%	\$502	20.1%	\$418
NUMBER OF SALES	58	26.1%	46	100.0%	23

Sunset Strip-Hollywood Hills

- The Sunset Strip submarket remained resilient during the third quarter.
- While volumes increased from the prior period, average sales price remained almost identical, closing the period at \$2.58M.
- Valuations also held constant, increasing 1.0% year-over-year to \$892/SF.

SINGLE FAMILY \$1M+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$2,581,982	-0.1%	\$2,585,573	5.3%	\$2,451,310
AVG. PPSF	\$892	1.0%	\$883	-1.9%	\$909
MED. SALE PRICE	\$1,890,000	-0.3%	\$1,898,000	-7.8%	\$2,050,000
NUMBER OF SALES	104	13.0%	92	-7.1%	112
DOM	65	-15.1%	77	-5.0%	69

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$2,820,695	9.1%	\$2,586,309	-1.7%	\$2,631,182
AVG. PPSF	\$888	8.1%	\$821	0.5%	\$818
NUMBER OF SALES	341	-9.8%	378	8.3%	349

- The current supply of condominium properties is very limited in Sunset Strip-Hollywood Hills with just 18 transactions in Q3 2017.
- Demand for vertical living along the Sunset Strip is driving explosive pricing metrics, with average sale price up 54.9% year-over-year to \$1.10M, and average PPSF up 22.5% to \$761/SF.
- We are keeping a close eye on the significant number of new condominium properties currently under construction or approved along the Sunset corridor that will start coming to market at the end of 2017 through 2020.

CONDO \$500K+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$1,100,556	54.9%	\$710,461	30.9%	\$841,005
AVG. PPSF	\$761	22.5%	\$621	17.5%	\$647
MED. SALE PRICE	\$662,500	3.5%	\$640,000	-7.9%	\$719,500
NUMBER OF SALES	18	-14.3%	21	-40.0%	30
DOM	48	-36.9%	76	-26.7%	66

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$844,736	-17.3%	\$1,021,413	-2.7%	\$1,050,197
AVG. PPSF	\$620	-4.8%	\$651	-5.1%	\$686
NUMBER OF SALES	78	39.3%	56	47.4%	38

West Hollywood

- The market in West Hollywood continues to show strength, trading at their highest values on record.
- Average sales price rose sharply by 36.2% year-over-year to \$2.47M, while average PPSF climbed in lockstep, up 24.1% to \$1,117/SF.
- Sales volume increased during the quarter to 37 closed sales, up from 34 during the same period last year.

SINGLE FAMILY \$1M+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$2,467,053	36.2%	\$1,811,168	15.5%	\$2,136,453
AVG. PPSF	\$1,117	24.1%	\$900	9.1%	\$1,024
MED. SALE PRICE	\$1,935,000	28.6%	\$1,505,000	20.9%	\$1,660,000
NUMBER OF SALES	37	8.8%	34	12.1%	33
DOM	52	-7.3%	56	11.0%	47

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$1,869,290	1.3%	\$1,845,990	17.6%	\$1,569,292
AVG. PPSF	\$951	6.9%	\$889	8.5%	\$820
NUMBER OF SALES	123	8.8%	113	25.6%	90

- Despite sales volume decline in West Hollywood, values continued to rise in one of LA's most popular condo markets.
- Average sale price rose 6.5% to \$890K, while valuations edged ahead 5.2% to \$679/SF.
- Several new condo properties are expected to come to market in West Hollywood early in 2018, including Edition West Hollywood and 702 Doheny.

CONDO \$500K+	Q3 2017	YOY%	Q3 2016	QOQ%	Q2 2017
AVG. SALE PRICE	\$890,141	6.5%	\$835,920	9.3%	\$814,413
AVG. PPSF	\$679	5.2%	\$645	6.3%	\$638
MED. SALE PRICE	\$744,500	-1.5%	\$756,000	-0.7%	\$750,000
NUMBER OF SALES	91	-15.0%	107	-8.1%	99
DOM	48	-26.6%	65	-33.0%	72

Annual Performance	2016	YOY%	2015	YOY%	2014
AVG. SALE PRICE	\$873,139	2.7%	\$849,802	6.3%	\$799,279
AVG. PPSF	\$656	5.2%	\$623	7.4%	\$580
NUMBER OF SALES	396	2.9%	385	29.2%	298



research@compass.com

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