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Q3
2018

Los Angeles Quarterly Market Insights Report

Introducing the Compass

Q3 2018 Los Angeles

Market Insights Report

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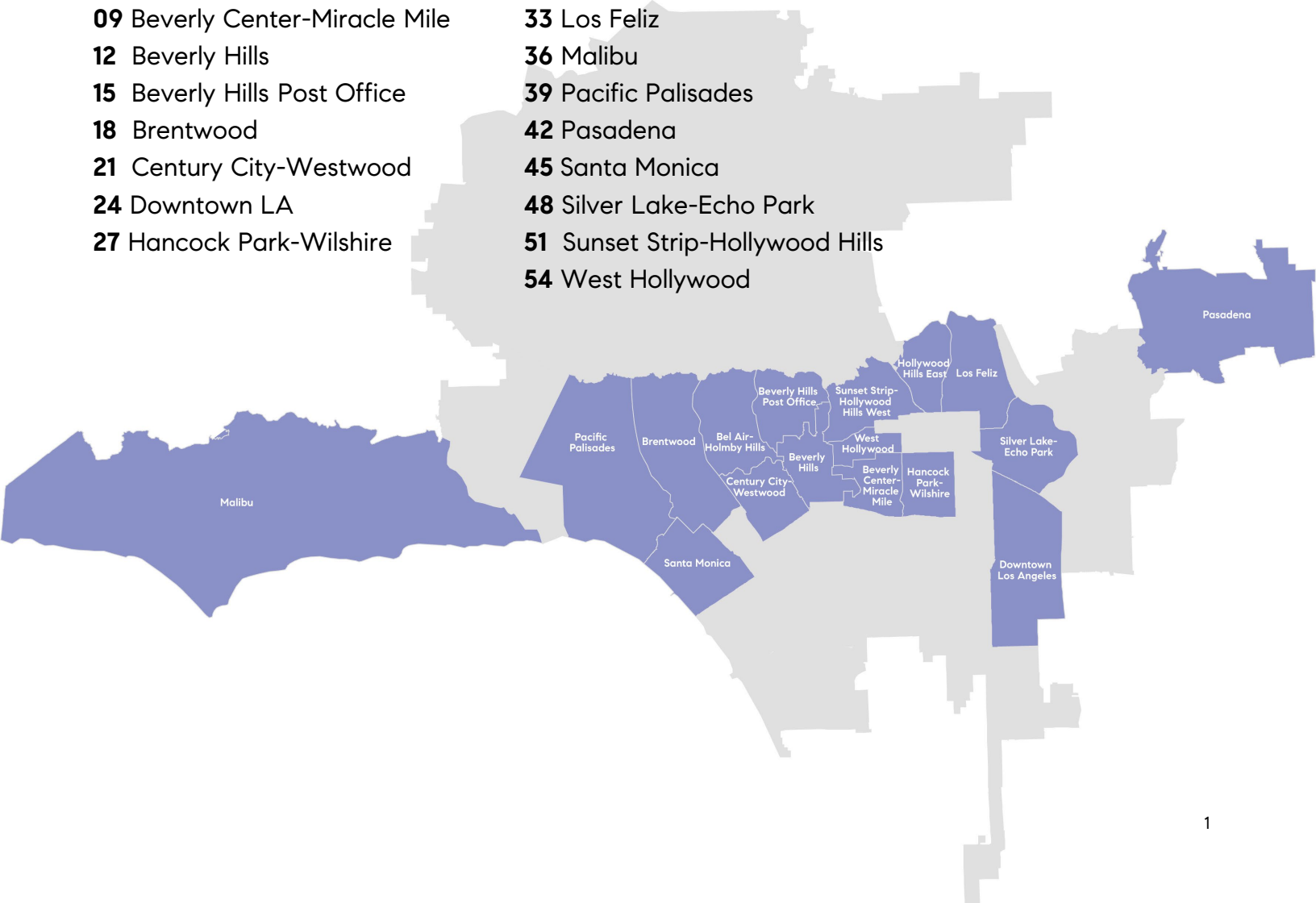
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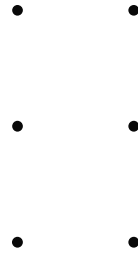
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Executive Summary

Los Angeles Market

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



Active

Single Family

Single family inventory levels in Los Angeles declined 8.9% year-over-year to 1,590 listings in Q3 2018¹. This decrease was driven by strong declines in available inventory in both Pasadena and Sunset-Strip Hollywood Hills, which decreased 30% and 13% to 152 and 239 available residences, respectively. Beverly Center Miracle Mile, Beverly Hills, Century City-Westwood, Hollywood Hills East, and Los Feliz also experienced double digit declines in inventory levels. Conversely, inventory levels rose in Santa Monica and in Silver Lake-Echo Park to 75 available homes and 83 available homes, an increase of 23% and 20%, respectively.

In combination with reduced inventory levels, the median asking price for single family homes rose 11% year-over-year to \$3.15M. Asking prices increased in nearly every neighborhood in Compass' universe of coverage, apart from Beverly Center-Miracle Mile, Hancock Park-Wilshire, and Santa Monica. Asking prices increased notably in Pasadena (+32% year-over-year to \$1.45M), which was partly attributable to a shift in supply towards larger, more expensive residences.

Condo

Despite the indication that buyers are moving onto the sidelines as values reach into previously 'unattainable' territory, the overall decline in condo inventory may tell a different story. Condo inventory levels fell in Q3 2018, decreasing 13% to 598 available units compared to Q3 2017. Inventory levels dropped most notably in Century City-Westwood and in Downtown LA, (-17% to 116 units and -23% to 118 units, respectively) which is significant because these two neighborhoods have been characterized by historically high inventory levels. That said, the market has been very inventory-constrained, and with a multitude of new development product expected to come online in the coming year, this inventory decline might only be temporary.

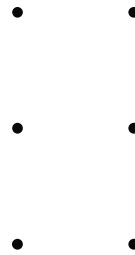
In response to a decline in competitive supply, sellers increased asking prices 17% year-over-year in Q3 2018 to a median of \$1.08M. Asking prices increased over 50% in both Sunset Strip-Hollywood Hills (+50% to \$973K) and Pacific Palisades (+56% to \$1.40M), however that statistic may be skewed by a relatively small number of available units. Marketwide, asking prices increased or remained level in every covered neighborhood excluding Malibu, where the median asking price decreased 8.1% year-over-year to \$1.15M.

¹ Inventory data as of September 15, 2018.

Executive Summary

Los Angeles Market

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



Closings

Marketwide, valuations continue to rise as the number of sales has slowed, a phenomenon with the potential to be exacerbated in the face of decreasing inventory levels.

Single Family

Q3 2018¹ sales volume in the single family market in Los Angeles was down 10% year-over-year to 766 transactions at a median sales price of \$2.16M. Many neighborhoods experienced a decline in the number of transactions, with the exception of Beverly-Center Miracle Mile and Beverly Hills, which saw no change, and Brentwood, where the number of sales increased 17% to 68 closings. The largest absolute decline in the number of sales occurred in Pacific Palisades; there were 24 fewer sales than last year, a decline of 35%, which is historically notable. During the last four years, the average number of third quarter closings was 69, compared to 45 in Q3 2018).

In terms of valuations, market-wide median sales price increased 7.7% year-over-year, indicating that although the number of sales declined, valuations appeared to be holding steady. Median price per square foot rose 8.4% to \$874/SF, driven by strong increases in Los Feliz (+23% to \$856/SF) and Bel-Air-Holmby Hills (+23% to \$867/SF). On average, single family homes in Los Angeles sold for just 1% less than asking price, demonstrating that negotiations are still tight in spite of substantial price increases.

Condo

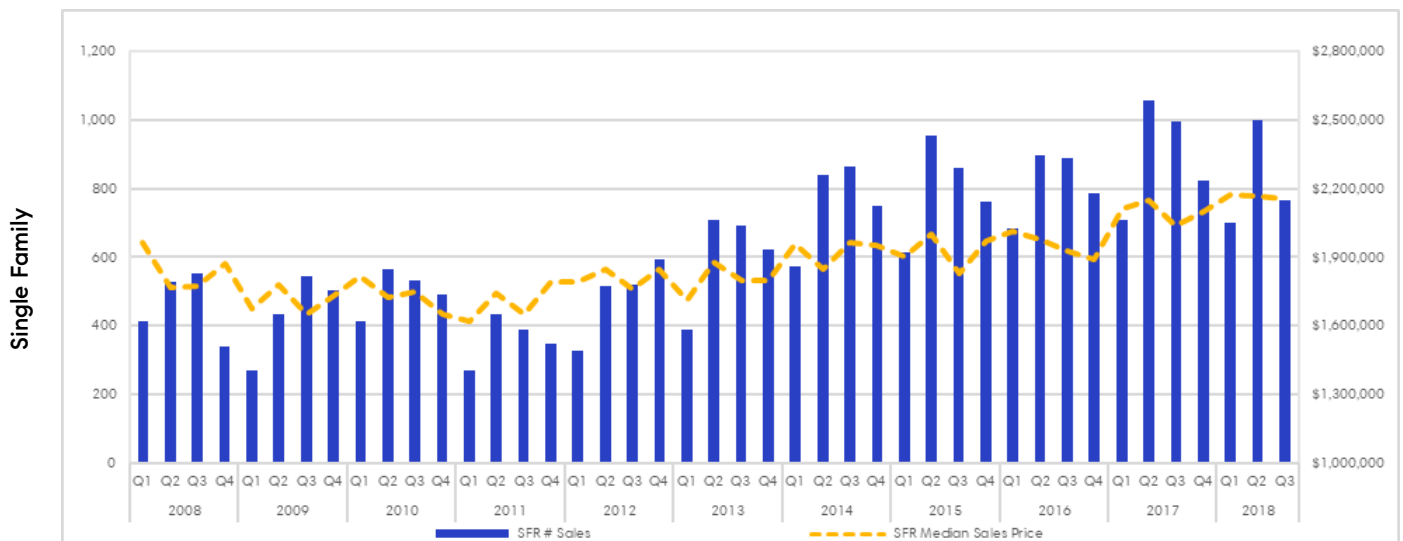
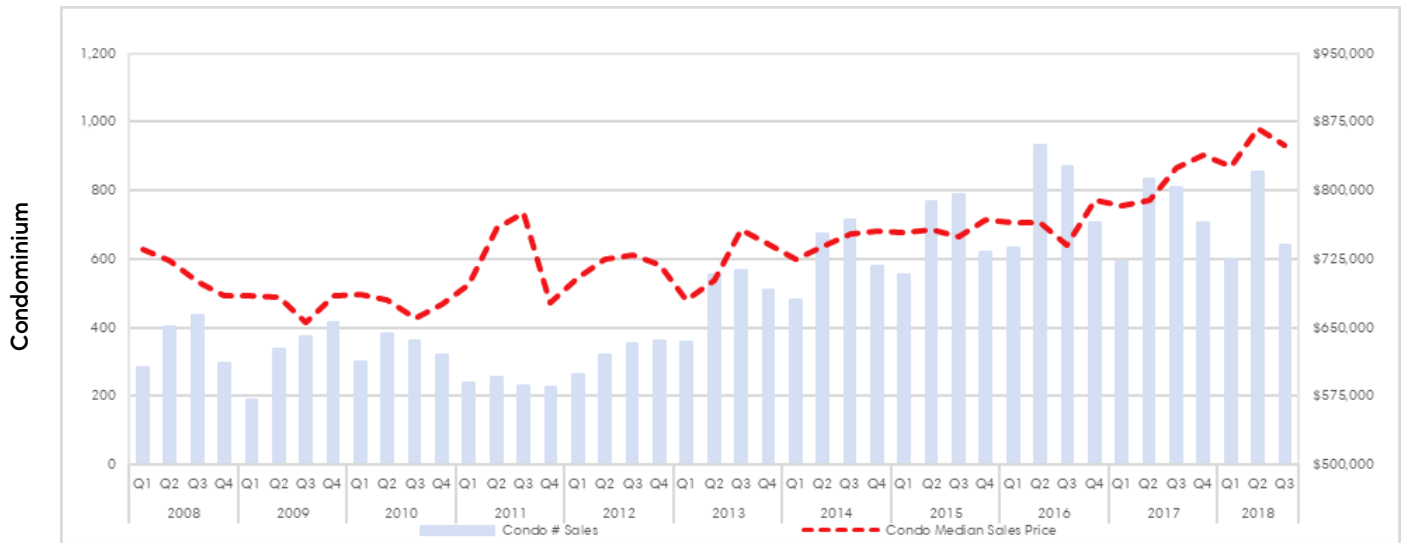
While condominium values continued to appreciate during Q3 2018, total condo sales in Compass' universe of coverage was 641 this quarter, an 11% year-over-year decline from the same period last year. Santa Monica, one of the city's most expensive condo markets with average valuations of \$940/SF in Q3 2018, saw one of the steepest declines in number of sales, with 27% fewer deals than in Q3 2017.

Marketwide, the median sale price rose 3.7% year-over year, while properties spent 34 days on market (a decrease compared to 37 days in Q3 2017) and sellers earned an average +0.7% over asking price, signaling that market activity is responding as expected, with increasing prices in the face of decreasing supply.

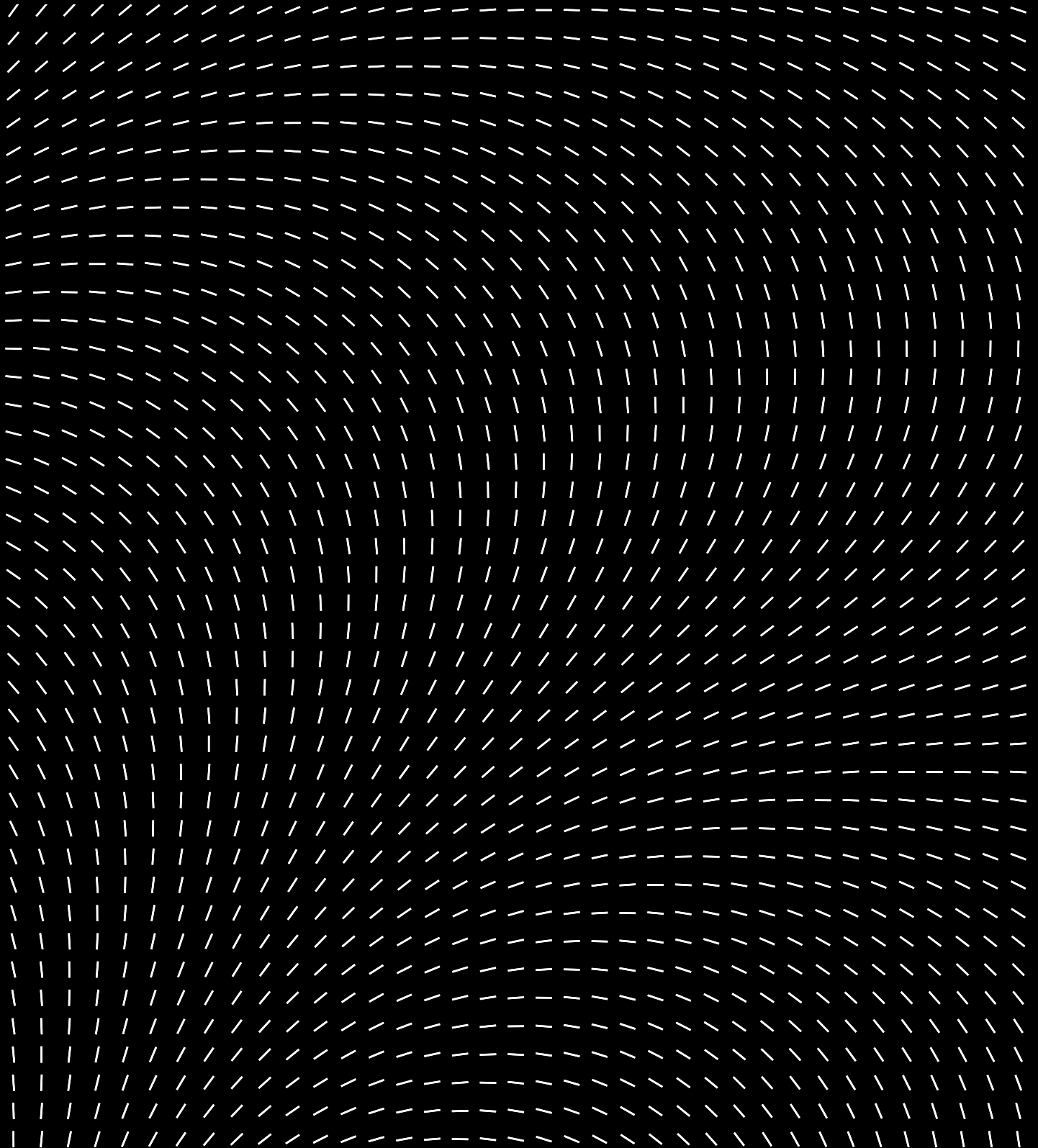
¹Closings data as of September 15, 2018.

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 9/15/2018.*



Neighborhood Snapshots

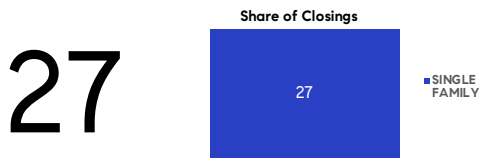


Bel-Air-Holmby Hills

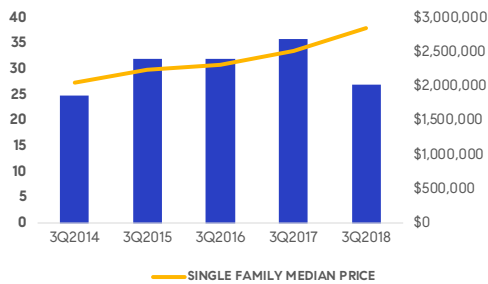
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



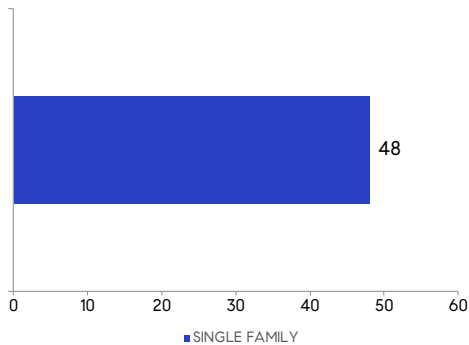
3Q2018 Price Metrics

-
Median Condo Sales Price

\$2,850,000
Median Single Family Sales Price

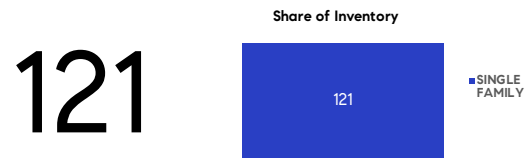
-
Median Condo Sales PPSF

Median Days on Market

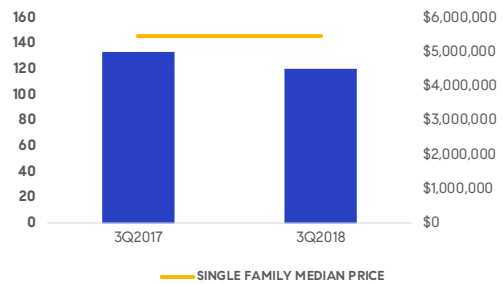


Inventory

Number of Active Listings



Inventory - Year over Year



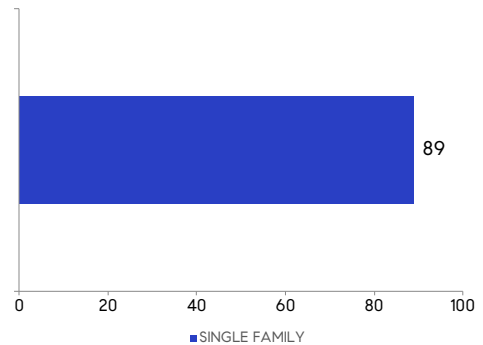
3Q2018 Price Metrics

-
Median Condo Asking Price

\$5,495,000
Median Single Family Asking Price

-
Median Condo Asking PPSF

Median Days on Market



Bel-Air-Holmby Hills

Single Family

Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
SINGLE FAMILY					
Number of Closings	27	36	-25.0%	29	-6.9%
Median Price	\$2,850,000	\$2,518,000	13.2%	\$3,100,000	-8.1%
Median Days on Market	48	74	-34.7%	61	-21.3%
Median Negotiability	-3.2%	-3.5%	-	-5.0%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,344,000	\$2,005,000	-33.0%	-	-
1,500 - 2,000	\$1,898,000	\$1,870,000	1.5%	\$1,675,000	13.3%
2,000 - 3,000	\$2,575,000	\$2,175,000	18.4%	\$3,100,000	-16.9%
3,000 - 4,000	\$4,590,000	\$3,737,000	22.8%	\$5,573,000	-17.6%
> 4,000	\$5,700,000	\$8,300,000	-31.3%	\$7,000,000	-18.6%

Bel-Air-Holmby Hills

Single Family

Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
SINGLE FAMILY					
Number of Active Listings	121	134	-9.7%	131	-7.6%
Median Price	\$5,495,000	\$5,495,000	0.0%	\$6,495,000	-15.4%
Median Days on Market	89	70	28.1%	57	56.1%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,497,000	\$1,499,000	-0.1%	\$1,625,000	-7.9%
1,500 - 2,000	\$2,050,000	\$2,123,000	-3.4%	\$2,273,000	-9.8%
2,000 - 3,000	\$2,890,000	\$2,473,000	16.9%	\$3,537,000	-18.3%
3,000 - 4,000	\$4,850,000	\$3,695,000	31.3%	\$5,250,000	-7.6%
> 4,000	\$12,950,000	\$11,950,000	8.4%	\$10,973,000	18.0%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	10.2	10.6

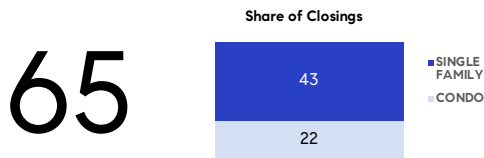
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Beverly Center-Miracle Mile

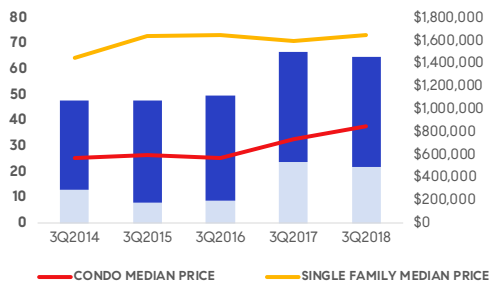
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$855,000

Median Condo Sales Price

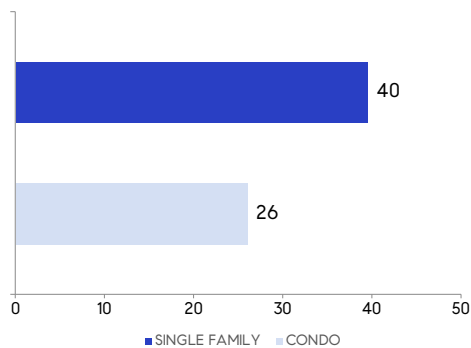
\$1,652,000

Median Single Family Sales Price

\$646

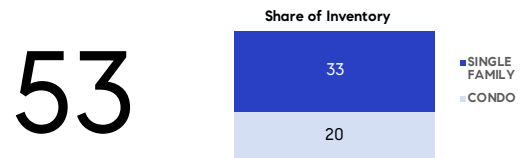
Median Condo Sales PPSF

Median Days on Market

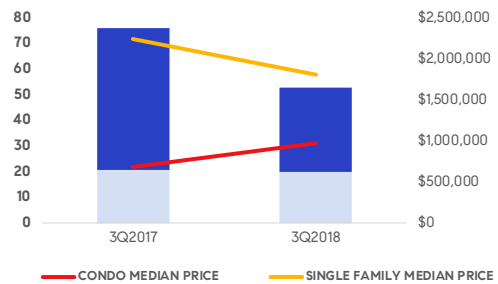


Inventory

Number of Active Listings



Inventory - Year over Year



3Q2018 Price Metrics

\$977,000

Median Condo Asking Price

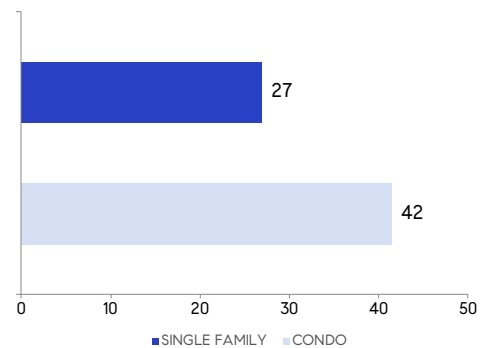
\$1,810,000

Median Single Family Asking Price

\$677

Median Condo Asking PPSF

Median Days on Market



Beverly Center-Miracle Mile Condominium & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	22	24	-8.3%	22	0.0%
Median Price	\$855,000	\$740,000	15.5%	\$839,000	1.9%
Median PPSF	\$646	\$600	7.7%	\$600	7.7%
Median Days on Market	26	35	-24.6%	35	-25.7%
Median Negotiability	-0.3%	0.1%	-	0.5%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$637,000	\$563,000	13.1%	\$1,075,000	-40.7%
2 BR	\$835,000	\$753,000	10.9%	\$775,000	7.7%
3 BR	\$1,125,000	\$917,000	22.7%	\$998,000	12.7%
4 BR+	-	-	-	\$1,010,000	-
SINGLE FAMILY					
Number of Closings	43	43	0.0%	41	4.9%
Median Price	\$1,652,000	\$1,600,000	3.3%	\$1,676,000	-1.4%
Median Days on Market	40	28	41.1%	19	107.9%
Median Negotiability	-1.2%	0.0%	-	0.0%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,491,000	\$1,395,000	6.9%	\$1,350,000	10.4%
1,500 - 2,000	\$1,888,000	\$1,590,000	18.7%	\$1,640,000	15.1%
2,000 - 3,000	\$1,780,000	\$2,335,000	-23.8%	\$2,800,000	-36.4%
3,000 - 4,000	\$3,850,000	\$3,750,000	2.7%	\$4,050,000	-4.9%
> 4,000	\$3,925,000	\$2,620,000	49.8%	\$5,000,000	-21.5%

Beverly Center-Miracle Mile Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	20	21	-4.8%	17	17.6%
Median Price	\$977,000	\$690,000	41.6%	\$849,000	15.1%
Median PPSF	\$677	\$653	3.7%	\$678	-0.2%
Median Days on Market	42	45	-7.8%	14	196.4%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$425,000	-	-	-
1 BR	\$599,000	\$557,000	7.5%	\$674,000	-11.1%
2 BR	\$978,000	\$699,000	39.9%	\$800,000	22.3%
3 BR	\$1,560,000	\$999,000	56.2%	\$1,588,000	-1.8%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	33	55	-40.0%	45	-26.7%
Median Price	\$1,810,000	\$2,249,000	-19.5%	\$1,985,000	-8.8%
Median Days on Market	27	56	-51.8%	32	-15.6%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,350,000	\$1,400,000	-3.6%	\$1,490,000	-9.4%
1,500 - 2,000	\$1,880,000	\$1,995,000	-5.8%	\$1,985,000	-5.3%
2,000 - 3,000	\$3,150,000	\$2,990,000	5.4%	\$3,095,000	1.8%
3,000 - 4,000	\$3,900,000	\$3,390,000	15.0%	\$3,323,000	17.4%
> 4,000	\$4,250,000	\$3,799,000	11.9%	\$4,047,000	5.0%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	2.4	3.6

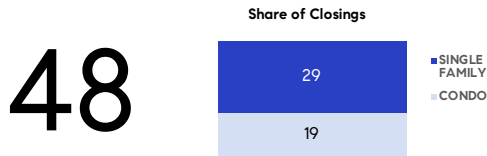
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Beverly Hills

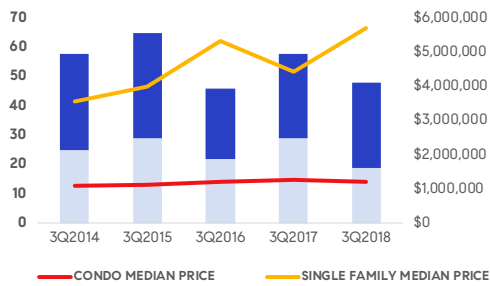
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$1,225,000

Median Condo Sales Price

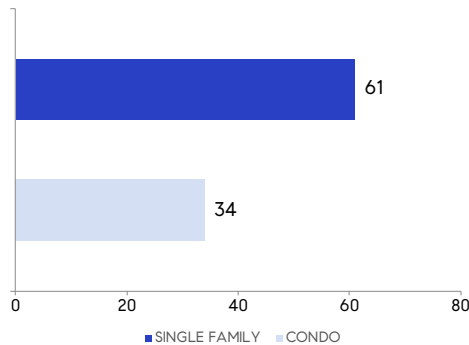
\$5,700,000

Median Single Family Sales Price

\$765

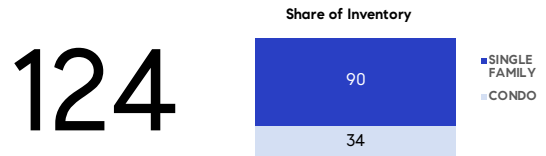
Median Condo Sales PPSF

Median Days on Market

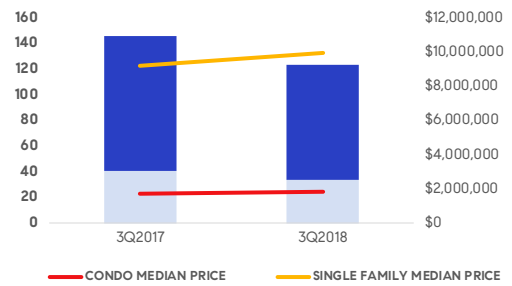


Inventory

Number of Active Listings



Inventory - Year over Year



3Q2018 Price Metrics

\$1,832,000

Median Condo Asking Price

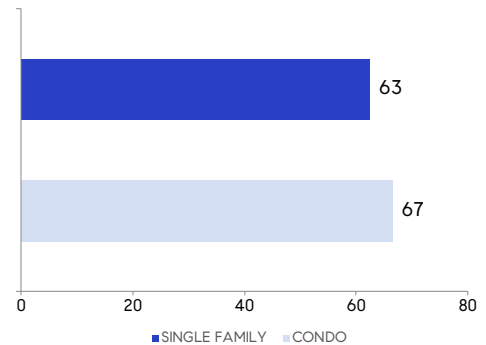
\$9,948,000

Median Single Family Asking Price

\$967

Median Condo Asking PPSF

Median Days on Market



Beverly Hills

Condominium & Single Family

Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	19	29	-34.5%	26	-26.9%
Median Price	\$1,225,000	\$1,285,000	-4.7%	\$1,263,000	-3.0%
Median PPSF	\$765	\$660	15.9%	\$722	6.0%
Median Days on Market	34	48	-29.2%	32	7.9%
Median Negotiability	-0.2%	-2.3%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	\$625,000	-	\$660,000	-
2 BR	\$1,025,000	\$1,075,000	-4.7%	\$1,242,000	-17.5%
3 BR	\$2,548,000	\$1,700,000	49.9%	\$2,163,000	17.8%
4 BR+	-	-	-	\$1,395,000	-
SINGLE FAMILY					
Number of Closings	29	29	0.0%	21	38.1%
Median Price	\$5,700,000	\$4,425,000	28.8%	\$5,685,000	0.3%
Median Days on Market	61	53	15.1%	48	28.4%
Median Negotiability	-3.3%	-1.7%	-	-0.6%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,495,000	\$3,002,000	-16.9%	\$2,300,000	8.5%
1,500 - 2,000	\$2,758,000	\$2,625,000	5.1%	\$2,950,000	-6.5%
2,000 - 3,000	\$6,006,000	\$3,775,000	59.1%	\$4,606,000	30.4%
3,000 - 4,000	\$5,725,000	\$6,600,000	-13.3%	\$6,700,000	-14.6%
> 4,000	\$10,950,000	\$10,225,000	7.1%	\$8,668,000	26.3%

Beverly Hills Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	34	41	-17.1%	35	-2.9%
Median Price	\$1,832,000	\$1,739,000	5.3%	\$1,895,000	-3.3%
Median PPSF	\$967	\$833	16.1%	\$963	0.4%
Median Days on Market	67	67	-0.7%	39	70.5%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$1,495,000	\$1,750,000	-14.6%	\$1,824,000	-18.0%
2 BR	\$1,462,000	\$1,329,000	10.0%	\$1,500,000	-2.5%
3 BR	\$3,000,000	\$3,125,000	-4.0%	\$3,000,000	0.0%
4 BR+	\$4,295,000	\$2,993,000	43.5%	\$9,995,000	-57.0%
SINGLE FAMILY					
Number of Active Listings	90	105	-14.3%	97	-7.2%
Median Price	\$9,948,000	\$9,250,000	7.5%	\$9,950,000	0.0%
Median Days on Market	63	67	-6.7%	49	27.6%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,573,000	\$2,575,000	-0.1%	\$2,550,000	0.9%
1,500 - 2,000	\$3,019,000	\$2,873,000	5.1%	\$3,097,000	-2.5%
2,000 - 3,000	\$4,698,000	\$5,990,000	-21.6%	\$6,995,000	-32.8%
3,000 - 4,000	\$7,259,000	\$8,550,000	-15.1%	\$6,890,000	5.4%
> 4,000	\$15,948,000	\$13,995,000	14.0%	\$16,500,000	-3.3%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	6.5	6.3

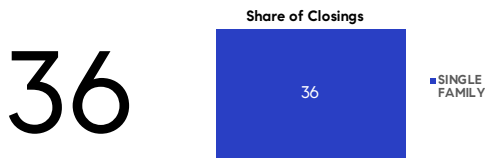
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Beverly Hills Post Office

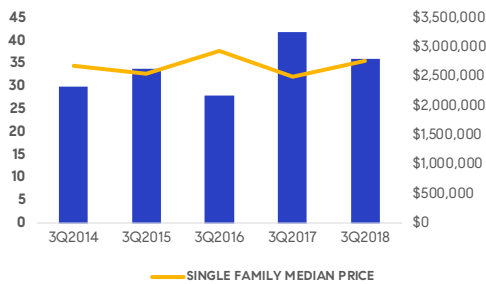
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



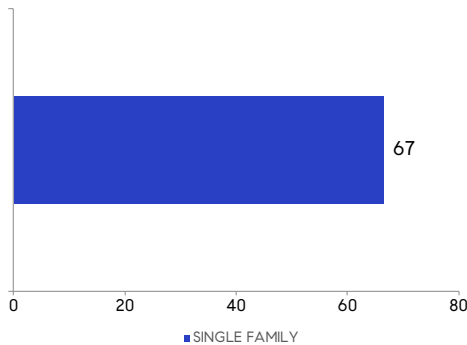
3Q2018 Price Metrics

-
Median Condo Sales Price

\$2,776,000
Median Single Family Sales Price

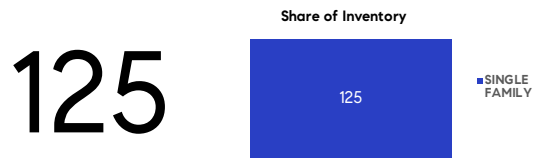
-
Median Condo Sales PPSF

Median Days on Market

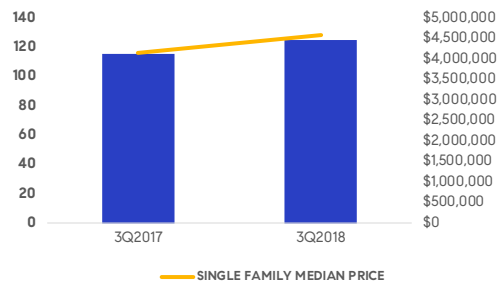


Inventory

Number of Active Listings



Inventory - Year over Year



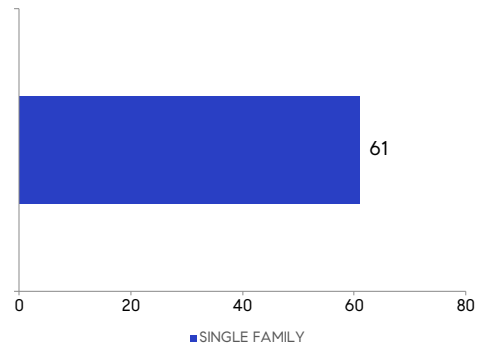
3Q2018 Price Metrics

-
Median Condo Asking Price

\$4,595,000
Median Single Family Asking Price

-
Median Condo Asking PPSF

Median Days on Market



Beverly Hills Post Office

Single Family

Closings

CLOSINGS	3Q2018	3Q2017	<i>Y-o-Y % Change</i>	2Q2018	<i>Q-o-Q % Change</i>
SINGLE FAMILY					
Number of Closings	36	42	-14.3%	36	0.0%
Median Price	\$2,776,000	\$2,500,000	11.0%	\$2,803,000	-1.0%
Median Days on Market	67	73	-8.9%	50	34.3%
Median Negotiability	-4.4%	-5.5%	-	-3.8%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,245,000	\$1,373,000	-9.3%	\$1,295,000	-3.9%
1,500 - 2,000	\$2,275,000	\$1,800,000	26.4%	\$2,025,000	12.3%
2,000 - 3,000	\$3,765,000	\$3,275,000	15.0%	\$2,708,000	39.0%
3,000 - 4,000	\$4,386,000	\$3,554,000	23.4%	\$3,325,000	31.9%
> 4,000	\$4,911,000	\$5,850,000	-16.1%	\$12,900,000	-61.9%

Beverly Hills Post Office Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
SINGLE FAMILY					
Number of Active Listings	125	116	7.8%	135	-7.4%
Median Price	\$4,595,000	\$4,145,000	10.9%	\$4,500,000	2.1%
Median Days on Market	61	63	-2.4%	59	3.4%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,390,000	\$1,795,000	-22.6%	\$1,700,000	-18.2%
1,500 - 2,000	\$2,800,000	\$2,495,000	12.2%	\$2,573,000	8.8%
2,000 - 3,000	\$3,288,000	\$2,799,000	17.5%	\$3,350,000	-1.9%
3,000 - 4,000	\$4,295,000	\$4,999,000	-14.1%	\$4,395,000	-2.3%
> 4,000	\$9,995,000	\$8,995,000	11.1%	\$8,773,000	13.9%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	10.1	10.6

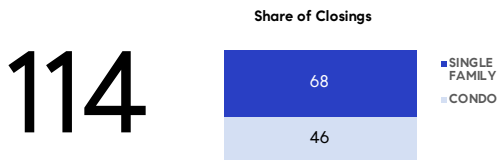
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Brentwood

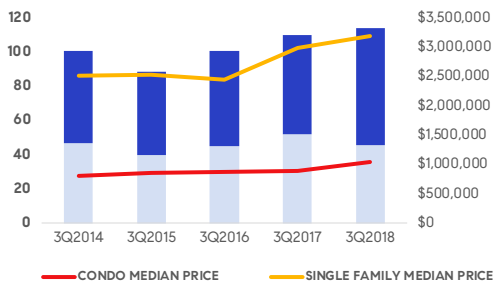
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$1,054,000

Median Condo Sales Price

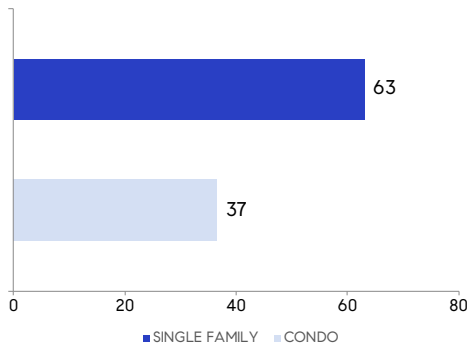
\$3,195,000

Median Single Family Sales Price

\$673

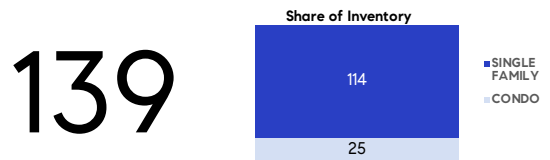
Median Condo Sales PPSF

Median Days on Market

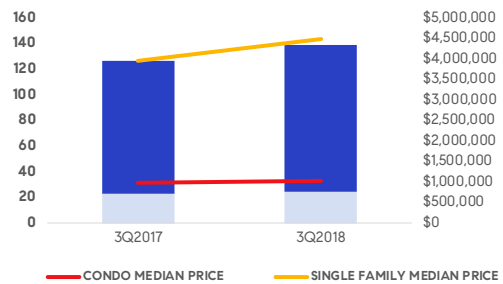


Inventory

Number of Active Listings



Inventory - Year over Year



3Q2018 Price Metrics

\$1,045,000

Median Condo Asking Price

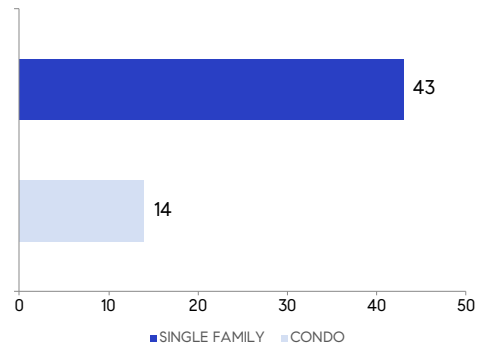
\$4,485,000

Median Single Family Asking Price

\$705

Median Condo Asking PPSF

Median Days on Market



Brentwood

Condominium & Single Family

Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	46	52	-11.5%	38	21.1%
Median Price	\$1,054,000	\$900,000	17.1%	\$990,000	6.5%
Median PPSF	\$673	\$639	5.3%	\$654	2.9%
Median Days on Market	37	29	25.9%	25	49.0%
Median Negotiability	0.9%	0.4%	-	1.4%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$520,000	-	-	-	-
1 BR	\$665,000	\$535,000	24.3%	\$583,000	14.1%
2 BR	\$1,056,000	\$900,000	17.3%	\$924,000	14.3%
3 BR	\$1,330,000	\$1,201,000	10.7%	\$1,220,000	9.0%
4 BR+	\$2,575,000	\$2,199,000	17.1%	\$1,350,000	90.7%
SINGLE FAMILY					
Number of Closings	68	58	17.2%	44	54.5%
Median Price	\$3,195,000	\$2,998,000	6.6%	\$3,085,000	3.6%
Median Days on Market	63	50	26.0%	29	121.1%
Median Negotiability	-2.6%	-1.8%	-	0.0%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,175,000	\$2,050,000	6.1%	\$1,949,000	11.6%
1,500 - 2,000	\$2,575,000	\$2,200,000	17.0%	\$2,362,000	9.0%
2,000 - 3,000	\$2,975,000	\$3,460,000	-14.0%	\$3,083,000	-3.5%
3,000 - 4,000	\$4,925,000	\$4,086,000	20.5%	\$3,420,000	44.0%
> 4,000	\$6,098,000	\$7,004,000	-12.9%	\$10,900,000	-44.1%

Brentwood Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	25	23	8.7%	38	-34.2%
Median Price	\$1,045,000	\$979,000	6.7%	\$1,179,000	-11.4%
Median PPSF	\$705	\$653	8.0%	\$674	4.6%
Median Days on Market	14	18	-22.2%	31	-54.1%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	\$540,000	-
1 BR	\$537,000	\$575,000	-6.6%	\$599,000	-10.4%
2 BR	\$942,000	\$915,000	3.0%	\$1,099,000	-14.3%
3 BR	\$1,175,000	\$1,299,000	-9.5%	\$1,460,000	-19.5%
4 BR+	-	-	-	\$3,074,000	-
SINGLE FAMILY					
Number of Active Listings	114	104	9.6%	125	-8.8%
Median Price	\$4,485,000	\$3,972,000	12.9%	\$4,300,000	4.3%
Median Days on Market	43	58	-25.9%	42	2.4%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,115,000	\$2,023,000	4.5%	\$1,989,000	6.3%
1,500 - 2,000	\$2,897,000	\$2,595,000	11.6%	\$2,695,000	7.5%
2,000 - 3,000	\$3,345,000	\$3,150,000	6.2%	\$3,249,000	3.0%
3,000 - 4,000	\$3,900,000	\$3,949,000	-1.2%	\$4,690,000	-16.8%
> 4,000	\$7,145,000	\$7,399,000	-3.4%	\$6,789,000	5.2%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	4.1	3.4

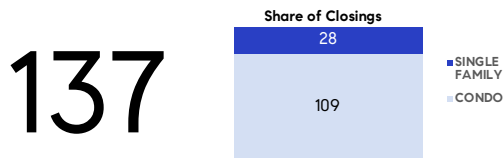
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Century City-Westwood

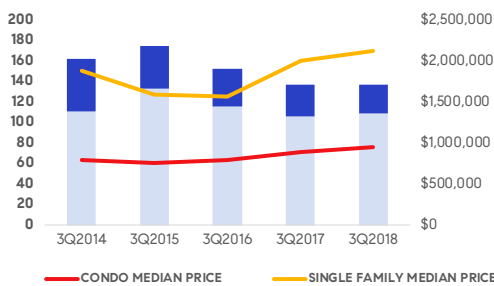
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$950,000

Median Condo Sales Price

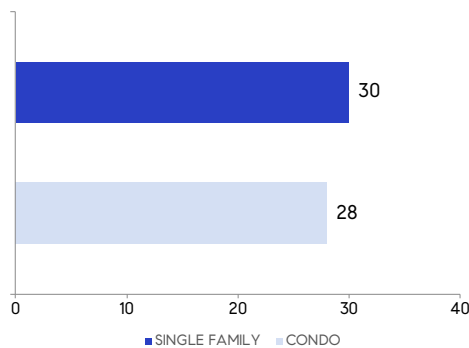
\$2,128,000

Median Single Family Sales Price

\$653

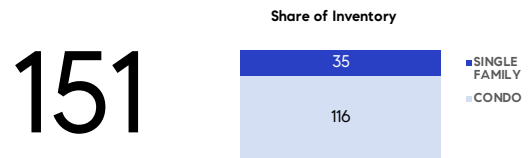
Median Condo Sales PPSF

Median Days on Market

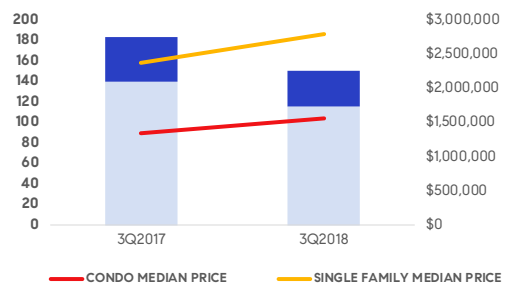


Inventory

Number of Active Listings



Inventory - Year over Year



3Q2018 Price Metrics

\$1,562,000

Median Condo Asking Price

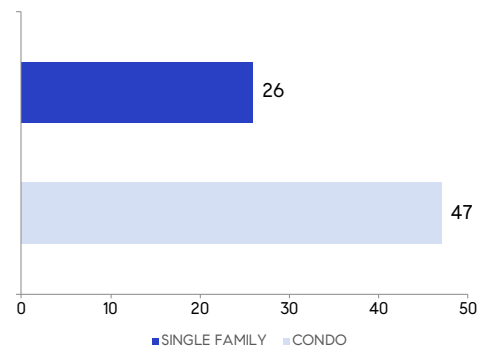
\$2,795,000

Median Single Family Asking Price

\$865

Median Condo Asking PPSF

Median Days on Market



Century City-Westwood Condominium & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	109	106	2.8%	122	-10.7%
Median Price	\$950,000	\$898,000	5.8%	\$989,000	-3.9%
Median PPSF	\$653	\$626	4.3%	\$669	-2.4%
Median Days on Market	28	35	-18.8%	29	-3.4%
Median Negotiability	0.0%	-0.3%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$520,000	-	-	-	-
1 BR	\$610,000	\$578,000	5.5%	\$568,000	7.4%
2 BR	\$898,000	\$895,000	0.3%	\$993,000	-9.6%
3 BR	\$1,388,000	\$1,150,000	20.7%	\$1,213,000	14.4%
4 BR+	\$2,100,000	\$2,043,000	2.8%	\$1,160,000	81.0%
SINGLE FAMILY					
Number of Closings	28	31	-9.7%	38	-26.3%
Median Price	\$2,128,000	\$2,005,000	6.1%	\$2,273,000	-6.4%
Median Days on Market	30	27	11.1%	18	66.7%
Median Negotiability	0.0%	0.0%	-	0.7%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,694,000	\$1,450,000	16.8%	\$1,625,000	4.2%
1,500 - 2,000	\$2,166,000	\$2,005,000	8.0%	\$2,275,000	-4.8%
2,000 - 3,000	\$2,998,000	\$2,988,000	0.3%	\$2,610,000	14.9%
3,000 - 4,000	\$5,685,000	\$3,875,000	46.7%	\$4,825,000	17.8%
> 4,000	\$5,913,000	-	-	\$4,095,000	44.4%

Century City-Westwood Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	116	140	-17.1%	133	-12.8%
Median Price	\$1,562,000	\$1,349,000	15.8%	\$1,530,000	2.1%
Median PPSF	\$865	\$767	12.9%	\$797	8.6%
Median Days on Market	47	59	-19.7%	42	11.9%
Median Pricing Analysis by Bedroom Type:					
Studio	\$462,000	\$295,000	56.6%	-	-
1 BR	\$795,000	\$689,000	15.4%	\$795,000	0.0%
2 BR	\$1,550,000	\$1,349,000	14.9%	\$1,348,000	15.0%
3 BR	\$2,300,000	\$3,800,000	-39.5%	\$2,800,000	-17.9%
4 BR+	\$6,495,000	\$2,490,000	160.8%	\$2,450,000	165.1%
SINGLE FAMILY					
Number of Active Listings	35	44	-20.5%	36	-2.8%
Median Price	\$2,795,000	\$2,373,000	17.8%	\$2,597,000	7.6%
Median Days on Market	26	41	-35.8%	25	6.1%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,697,000	\$1,890,000	-10.2%	\$1,845,000	-8.0%
1,500 - 2,000	\$2,147,000	\$1,593,000	34.8%	\$2,495,000	-13.9%
2,000 - 3,000	\$3,345,000	\$2,895,000	15.5%	\$2,845,000	17.6%
3,000 - 4,000	\$3,982,000	\$4,347,000	-8.4%	\$5,487,000	-27.4%
> 4,000	\$5,850,000	\$4,892,000	19.6%	\$5,545,000	5.5%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	2.9	3.0

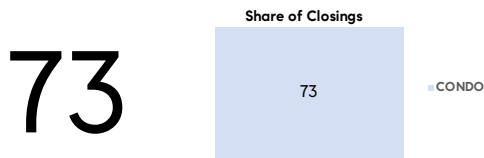
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Downtown LA

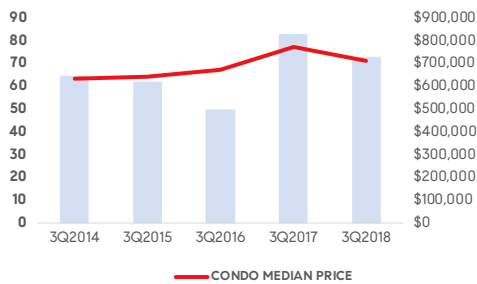
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$715,000

Median Condo Sales Price

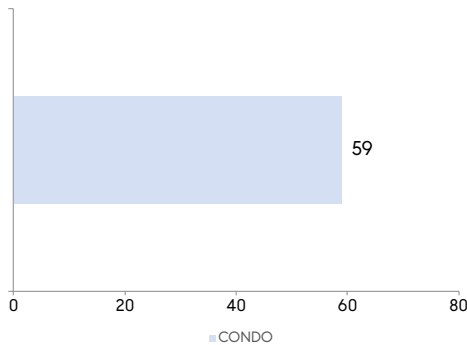
-

Median Single Family Sales Price

\$681

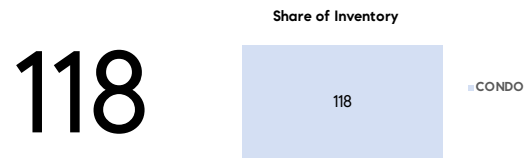
Median Condo Sales PPSF

Median Days on Market

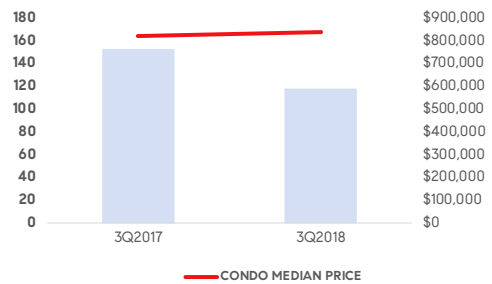


Inventory

Number of Active Listings



Inventory - Year over Year



3Q2018 Price Metrics

\$839,000

Median Condo Asking Price

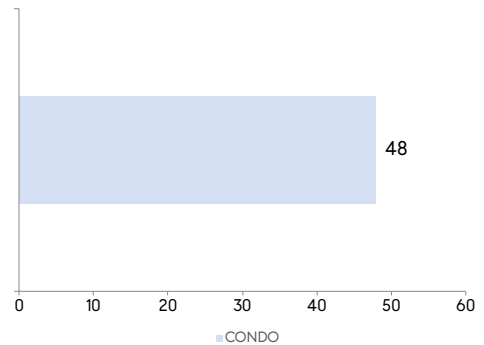
-

Median Single Family Asking Price

\$760

Median Condo Asking PPSF

Median Days on Market



Downtown LA Condominium Closings

CLOSINGS	3Q2018	3Q2017	<i>Y-o-Y % Change</i>	2Q2018	<i>Q-o-Q % Change</i>
CONDO					
Number of Closings	73	83	-12.0%	83	-12.0%
Median Price	\$715,000	\$775,000	-7.7%	\$705,000	1.4%
Median PPSF	\$681	\$701	-2.9%	\$668	2.0%
Median Days on Market	59	59	0.0%	32	84.4%
Median Negotiability	-1.2%	-0.8%	-	-1.2%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$688,000	-	-	\$643,000	7.0%
1 BR	\$660,000	\$680,000	-2.9%	\$634,000	4.1%
2 BR	\$862,000	\$1,012,000	-14.8%	\$809,000	6.6%
3 BR	\$1,080,000	\$674,000	60.2%	\$711,000	51.9%
4 BR+	\$540,000	-	-	-	-

Downtown LA Condominium Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	118	153	-22.9%	111	6.3%
Median Price	\$839,000	\$822,000	2.1%	\$925,000	-9.3%
Median PPSF	\$760	\$745	1.9%	\$788	-3.6%
Median Days on Market	48	87	-44.8%	56	-14.3%
Median Pricing Analysis by Bedroom Type:					
Studio	\$590,000	\$500,000	18.0%	\$724,000	-18.5%
1 BR	\$729,000	\$689,000	5.8%	\$730,000	-0.1%
2 BR	\$1,050,000	\$1,135,000	-7.5%	\$1,445,000	-27.3%
3 BR	\$3,896,000	\$2,000,000	94.8%	\$3,274,000	19.0%
4 BR+	-	-	-	-	-

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	4.2	6.7

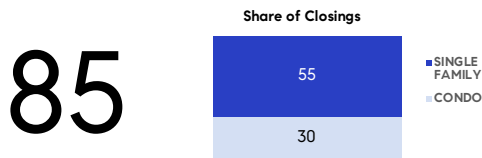
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Hancock Park-Wilshire

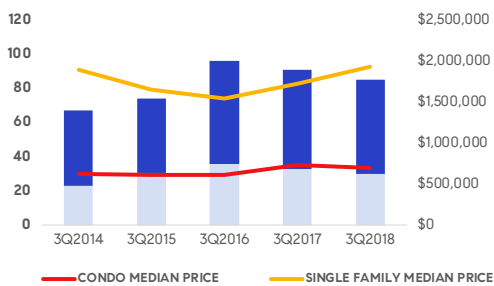
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$700,000

Median Condo Sales Price

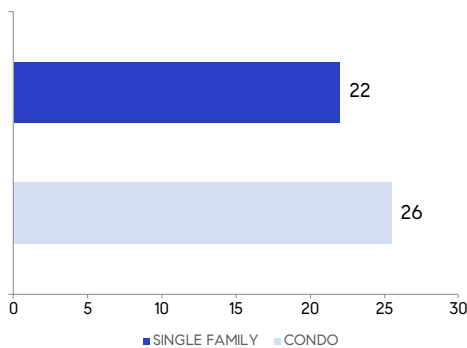
\$1,930,000

Median Single Family Sales Price

\$539

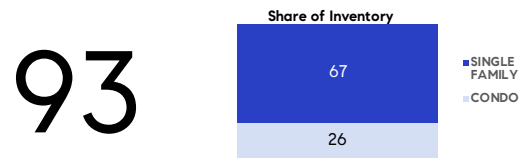
Median Condo Sales PPSF

Median Days on Market

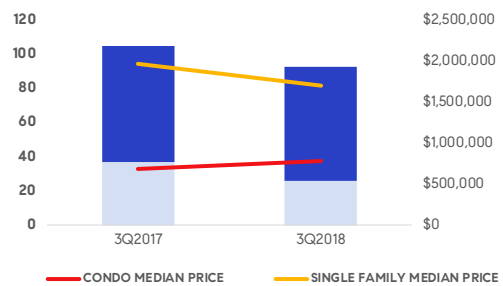


Inventory

Number of Active Listings



Inventory - Year over Year



3Q2018 Price Metrics

\$783,000

Median Condo Asking Price

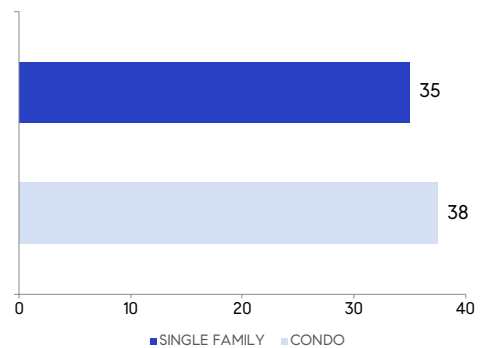
\$1,700,000

Median Single Family Asking Price

\$565

Median Condo Asking PPSF

Median Days on Market



Hancock Park-Wilshire Condominium & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	30	33	-9.1%	31	-3.2%
Median Price	\$700,000	\$735,000	-4.8%	\$701,000	-0.1%
Median PPSF	\$539	\$476	13.4%	\$505	6.9%
Median Days on Market	26	51	-50.0%	27	-5.6%
Median Negotiability	0.0%	-0.6%	-	-1.1%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	\$920,000	-	\$665,000	-
2 BR	\$610,000	\$675,000	-9.6%	\$665,000	-8.3%
3 BR	\$797,000	\$837,000	-4.8%	\$822,000	-3.0%
4 BR+	-	\$2,875,000	-	-	-
SINGLE FAMILY					
Number of Closings	55	58	-5.2%	59	-6.8%
Median Price	\$1,930,000	\$1,725,000	11.9%	\$1,750,000	10.3%
Median Days on Market	22	37	-39.7%	51	-56.9%
Median Negotiability	-0.7%	-0.4%	-	-1.6%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,340,000	\$1,428,000	-6.2%	\$1,320,000	1.5%
1,500 - 2,000	\$1,812,000	\$1,576,000	15.0%	\$2,065,000	-12.3%
2,000 - 3,000	\$3,182,000	\$2,508,000	26.9%	\$2,350,000	35.4%
3,000 - 4,000	\$3,328,000	\$2,650,000	25.6%	\$3,967,000	-16.1%
> 4,000	\$7,000,000	\$5,910,000	18.4%	\$5,450,000	28.4%

Hancock Park-Wilshire Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	26	37	-29.7%	22	18.2%
Median Price	\$783,000	\$690,000	13.5%	\$799,000	-2.0%
Median PPSF	\$565	\$516	9.4%	\$508	11.1%
Median Days on Market	38	45	-16.7%	27	38.9%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$540,000	\$589,000	-8.3%	\$560,000	-3.6%
2 BR	\$785,000	\$599,000	31.1%	\$875,000	-10.3%
3 BR	\$898,000	\$920,000	-2.4%	\$804,000	11.7%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	67	68	-1.5%	76	-11.8%
Median Price	\$1,700,000	\$1,965,000	-13.5%	\$1,899,000	-10.5%
Median Days on Market	35	56	-36.9%	34	4.5%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,354,000	\$1,149,000	17.8%	\$1,394,000	-2.9%
1,500 - 2,000	\$1,757,000	\$1,675,000	4.9%	\$1,774,000	-1.0%
2,000 - 3,000	\$2,150,000	\$2,494,000	-13.8%	\$2,388,000	-10.0%
3,000 - 4,000	\$3,399,000	\$2,299,000	47.8%	\$4,000,000	-15.0%
> 4,000	\$8,695,000	\$7,495,000	16.0%	\$7,197,000	20.8%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	3.1	3.1

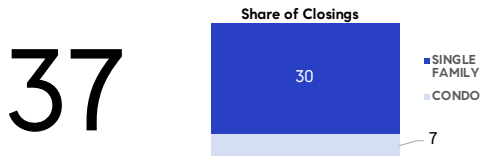
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Hollywood Hills East

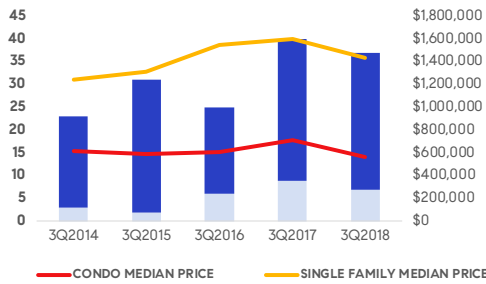
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings

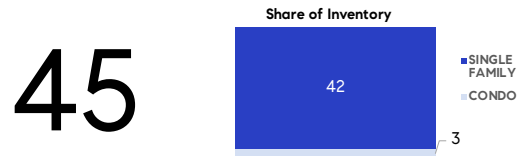


Closings - Last Five Years

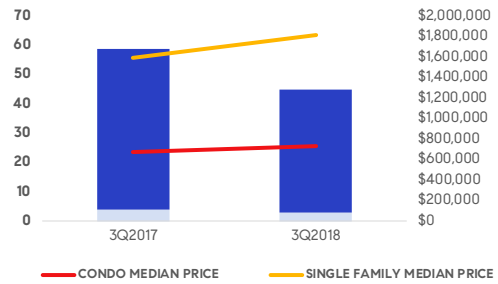


Inventory

Number of Active Listings



Inventory - Year over Year



3Q2018 Price Metrics

\$563,000

Median Condo Sales Price

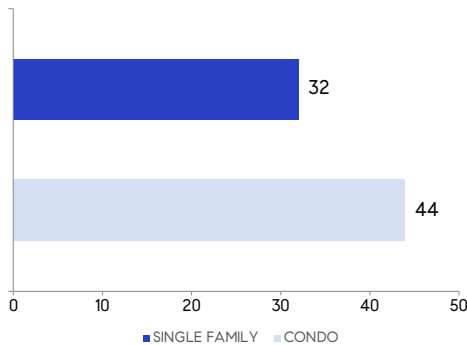
\$1,437,000

Median Single Family Sales Price

\$551

Median Condo Sales PPSF

Median Days on Market



3Q2018 Price Metrics

\$739,000

Median Condo Asking Price

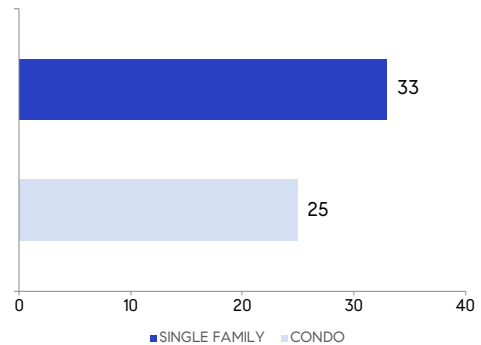
\$1,817,000

Median Single Family Asking Price

\$503

Median Condo Asking PPSF

Median Days on Market



Hollywood Hills East Condominium & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	7	9	-22.2%	4	75.0%
Median Price	\$563,000	\$710,000	-20.7%	\$687,000	-18.0%
Median PPSF	\$551	\$511	7.8%	\$548	0.6%
Median Days on Market	44	42	4.8%	10	340.0%
Median Negotiability	1.1%	0.1%	-	0.4%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	-	-	-	-
2 BR	\$563,000	\$634,000	-11.2%	\$687,000	-18.0%
3 BR	-	\$710,000	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	30	31	-3.2%	34	-11.8%
Median Price	\$1,437,000	\$1,597,000	-10.0%	\$1,488,000	-3.4%
Median Days on Market	32	70	-54.3%	33	-1.5%
Median Negotiability	-0.5%	-1.1%	-	-1.8%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,268,000	\$1,392,000	-8.9%	\$1,200,000	5.7%
1,500 - 2,000	\$1,650,000	\$1,530,000	7.8%	\$1,548,000	6.6%
2,000 - 3,000	\$1,575,000	\$1,763,000	-10.7%	\$2,584,000	-39.0%
3,000 - 4,000	-	\$2,100,000	-	\$2,250,000	-
> 4,000	\$2,770,000	-	-	-	-

Hollywood Hills East Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	3	4	-25.0%	3	0.0%
Median Price	\$739,000	\$674,000	9.6%	\$589,000	25.5%
Median PPSF	\$503	\$467	7.7%	\$492	2.1%
Median Days on Market	25	30	-15.3%	30	-16.7%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	-	-	-	-
2 BR	\$794,000	\$674,000	17.8%	\$589,000	34.8%
3 BR	\$735,000	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	42	55	-23.6%	56	-25.0%
Median Price	\$1,817,000	\$1,599,000	13.6%	\$1,797,000	1.1%
Median Days on Market	33	54	-38.9%	31	6.5%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,149,000	\$899,000	27.8%	\$1,300,000	-11.6%
1,500 - 2,000	\$1,699,000	\$1,474,000	15.3%	\$1,695,000	0.2%
2,000 - 3,000	\$1,895,000	\$1,814,000	4.5%	\$2,195,000	-13.7%
3,000 - 4,000	\$2,348,000	\$2,295,000	2.3%	\$2,575,000	-8.8%
> 4,000	\$4,495,000	\$10,200,000	-55.9%	\$4,495,000	0.0%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	3.6	4.9

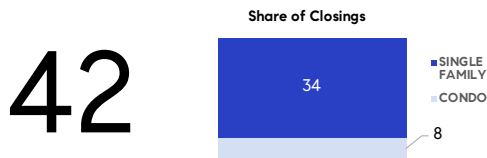
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Los Feliz

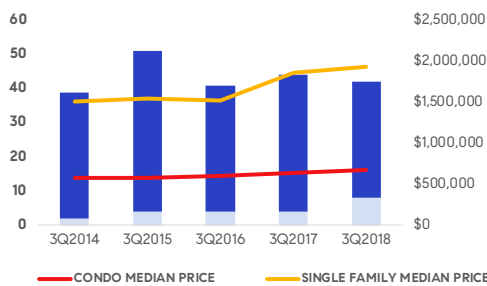
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$677,000

Median Condo Sales Price

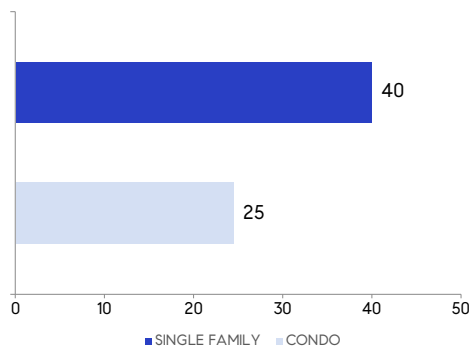
\$1,934,000

Median Single Family Sales Price

\$552

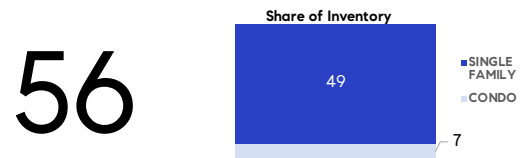
Median Condo Sales PPSF

Median Days on Market

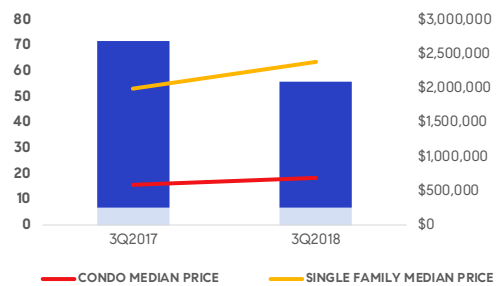


Inventory

Number of Active Listings



Inventory - Year over Year



3Q2018 Price Metrics

\$699,000

Median Condo Asking Price

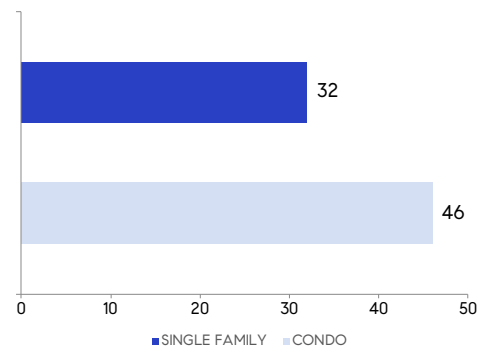
\$2,395,000

Median Single Family Asking Price

\$737

Median Condo Asking PPSF

Median Days on Market



Los Feliz

Condominium & Single Family

Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	8	4	100.0%	2	300.0%
Median Price	\$677,000	\$640,000	5.8%	\$763,000	-11.3%
Median PPSF	\$552	\$559	-1.3%	\$693	-20.3%
Median Days on Market	25	41	-40.2%	25	0.0%
Median Negotiability	-0.1%	3.0%	-	12.4%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$643,000	-	-	-	-
2 BR	\$648,000	\$640,000	1.3%	\$763,000	-15.1%
3 BR	\$760,000	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	34	40	-15.0%	44	-22.7%
Median Price	\$1,934,000	\$1,860,000	4.0%	\$1,903,000	1.6%
Median Days on Market	40	43	-7.0%	33	21.2%
Median Negotiability	1.0%	-0.4%	-	0.2%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,439,000	\$1,155,000	24.6%	\$1,203,000	19.6%
1,500 - 2,000	\$1,985,000	\$1,667,000	19.1%	\$1,715,000	15.7%
2,000 - 3,000	\$2,720,000	\$2,175,000	25.1%	\$2,425,000	12.2%
3,000 - 4,000	\$3,950,000	\$3,585,000	10.2%	\$3,695,000	6.9%
> 4,000	\$9,050,000	\$2,763,000	227.5%	\$4,199,000	115.5%

Los Feliz

Condominium & Single Family

Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	7	7	0.0%	4	75.0%
Median Price	\$699,000	\$600,000	16.5%	\$707,000	-1.1%
Median PPSF	\$737	\$493	49.6%	\$566	30.3%
Median Days on Market	46	29	58.6%	4	1050.0%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$644,000	\$590,000	9.2%	\$670,000	-3.9%
2 BR	\$750,000	\$600,000	25.0%	\$707,000	6.1%
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	49	65	-24.6%	45	8.9%
Median Price	\$2,395,000	\$1,998,000	19.9%	\$2,195,000	9.1%
Median Days on Market	32	63	-49.2%	39	-17.9%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,125,000	\$1,165,000	-3.4%	\$1,350,000	-16.7%
1,500 - 2,000	\$1,969,000	\$1,790,000	10.0%	\$1,894,000	4.0%
2,000 - 3,000	\$2,795,000	\$2,285,000	22.3%	\$2,195,000	27.3%
3,000 - 4,000	\$3,325,000	\$2,750,000	20.9%	\$2,850,000	16.7%
> 4,000	\$6,700,000	\$3,873,000	73.0%	\$6,850,000	-2.2%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	3.4	4.2

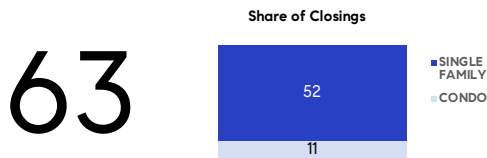
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Malibu

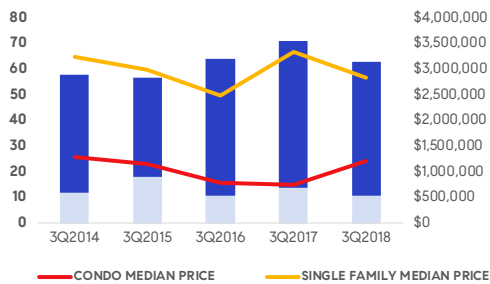
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$1,215,000

Median Condo Sales Price

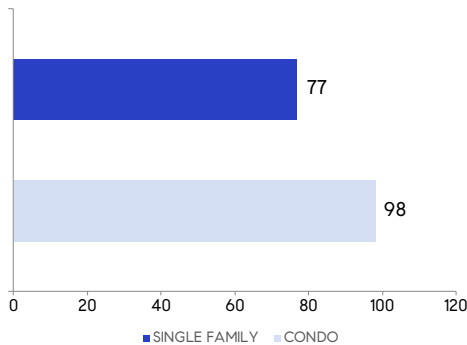
\$2,850,000

Median Single Family Sales Price

\$1,009

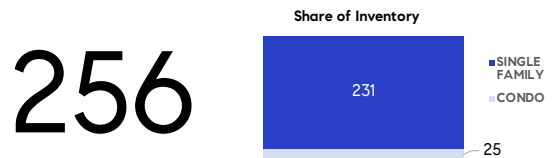
Median Condo Sales PPSF

Median Days on Market

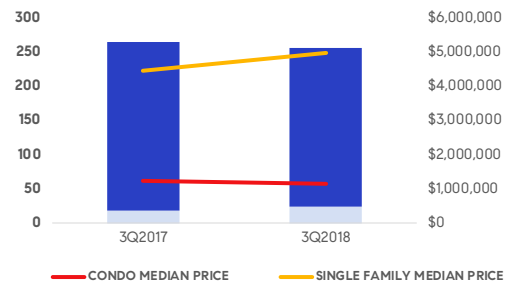


Inventory

Number of Active Listings



Inventory - Year over Year



3Q2018 Price Metrics

\$1,149,000

Median Condo Asking Price

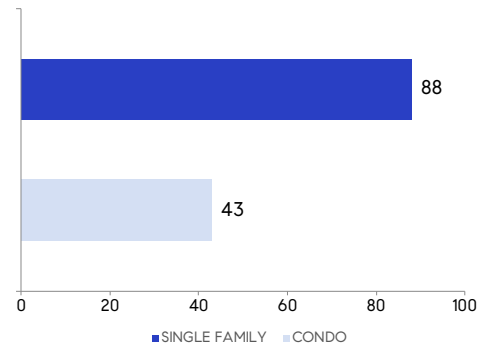
\$4,985,000

Median Single Family Asking Price

\$901

Median Condo Asking PPSF

Median Days on Market



Malibu

Condominium & Single Family

Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	11	14	-21.4%	12	-8.3%
Median Price	\$1,215,000	\$763,000	59.2%	\$966,000	25.8%
Median PPSF	\$1,009	\$670	50.7%	\$855	18.0%
Median Days on Market	98	63	55.6%	79	24.1%
Median Negotiability	-3.0%	-0.7%	-	-2.2%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$1,200,000	\$1,500,000	-20.0%	\$945,000	27.0%
2 BR	\$1,262,000	\$675,000	87.0%	\$1,055,000	19.6%
3 BR	\$1,215,000	\$1,075,000	13.0%	\$860,000	41.3%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	52	57	-8.8%	50	4.0%
Median Price	\$2,850,000	\$3,350,000	-14.9%	\$3,605,000	-20.9%
Median Days on Market	77	116	-33.6%	63	22.2%
Median Negotiability	-4.2%	-5.9%	-	-5.6%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,275,000	\$2,675,000	-15.0%	\$2,575,000	-11.7%
1,500 - 2,000	\$2,375,000	\$2,083,000	14.0%	\$3,145,000	-24.5%
2,000 - 3,000	\$3,080,000	\$4,506,000	-31.6%	\$3,425,000	-10.1%
3,000 - 4,000	\$3,903,000	\$4,524,000	-13.7%	\$4,788,000	-18.5%
> 4,000	\$5,400,000	\$6,982,000	-22.7%	\$6,450,000	-16.3%

Malibu Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	25	19	31.6%	29	-13.8%
Median Price	\$1,149,000	\$1,250,000	-8.1%	\$1,350,000	-14.9%
Median PPSF	\$901	\$851	5.9%	\$924	-2.4%
Median Days on Market	43	56	-23.2%	60	-28.3%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$1,149,000	\$1,150,000	-0.1%	\$1,308,000	-12.2%
2 BR	\$759,000	\$1,335,000	-43.1%	\$1,325,000	-42.7%
3 BR	\$1,535,000	\$1,340,000	14.6%	\$1,380,000	11.2%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	231	246	-6.1%	250	-7.6%
Median Price	\$4,985,000	\$4,463,000	11.7%	\$4,950,000	0.7%
Median Days on Market	88	116	-24.1%	70	25.7%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,395,000	\$1,625,000	47.4%	\$2,700,000	-11.3%
1,500 - 2,000	\$3,485,000	\$2,530,000	37.7%	\$2,957,000	17.9%
2,000 - 3,000	\$3,995,000	\$4,650,000	-14.1%	\$3,992,000	0.1%
3,000 - 4,000	\$8,145,000	\$7,623,000	6.8%	\$7,995,000	1.9%
> 4,000	\$6,923,000	\$7,625,000	-9.2%	\$6,923,000	0.0%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	11.2	12.6

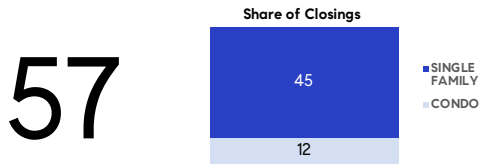
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Pacific Palisades

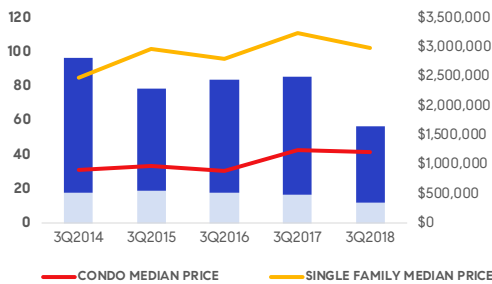
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$1,218,000

Median Condo Sales Price

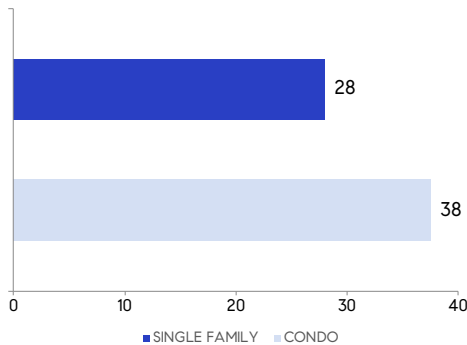
\$3,000,000

Median Single Family Sales Price

\$685

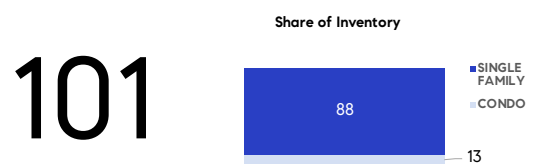
Median Condo Sales PPSF

Median Days on Market

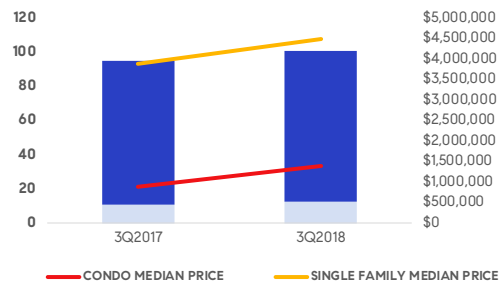


Inventory

Number of Active Listings



Inventory - Year over Year



3Q2018 Price Metrics

\$1,395,000

Median Condo Asking Price

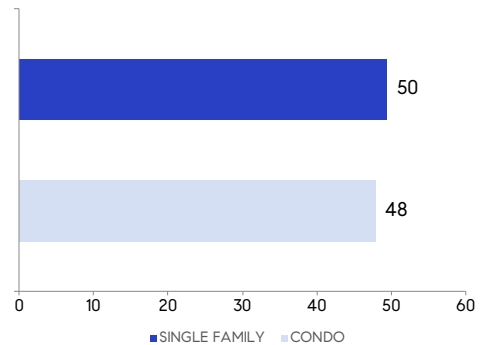
\$4,497,000

Median Single Family Asking Price

\$989

Median Condo Asking PPSF

Median Days on Market



Pacific Palisades

Condominium & Single Family

Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	12	17	-29.4%	18	-33.3%
Median Price	\$1,218,000	\$1,245,000	-2.2%	\$1,265,000	-3.7%
Median PPSF	\$685	\$611	12.0%	\$670	2.1%
Median Days on Market	38	22	70.5%	20	87.5%
Median Negotiability	-2.4%	0.0%	-	0.3%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$699,000	\$577,000	21.1%	\$1,022,000	-31.6%
2 BR	\$1,013,000	\$1,130,000	-10.4%	\$1,255,000	-19.3%
3 BR	\$1,449,000	\$1,310,000	10.6%	\$1,445,000	0.3%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	45	69	-34.8%	55	-18.2%
Median Price	\$3,000,000	\$3,250,000	-7.7%	\$3,340,000	-10.2%
Median Days on Market	28	50	-44.0%	40	-30.0%
Median Negotiability	-1.0%	-2.3%	-	-1.3%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,188,000	\$2,057,000	6.4%	\$2,126,000	2.9%
1,500 - 2,000	\$2,718,000	\$2,650,000	2.6%	\$2,835,000	-4.1%
2,000 - 3,000	\$3,810,000	\$3,475,000	9.6%	\$4,394,000	-13.3%
3,000 - 4,000	\$4,000,000	\$4,370,000	-8.5%	\$4,125,000	-3.0%
> 4,000	\$8,420,000	\$6,148,000	37.0%	\$6,850,000	22.9%

Pacific Palisades Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	13	11	18.2%	11	18.2%
Median Price	\$1,395,000	\$895,000	55.9%	\$1,099,000	26.9%
Median PPSF	\$989	\$862	14.8%	\$774	27.7%
Median Days on Market	48	40	20.0%	49	-2.0%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$959,000	\$589,000	62.8%	\$1,049,000	-8.6%
2 BR	\$1,500,000	\$1,265,000	18.6%	\$1,169,000	28.3%
3 BR	\$1,267,000	-	-	\$1,094,000	15.8%
4 BR+	-	\$1,649,000	-	-	-
SINGLE FAMILY					
Number of Active Listings	88	84	4.8%	83	6.0%
Median Price	\$4,497,000	\$3,900,000	15.3%	\$3,795,000	18.5%
Median Days on Market	50	44	13.8%	37	33.8%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,090,000	\$2,249,000	-7.1%	\$2,235,000	-6.5%
1,500 - 2,000	\$3,150,000	\$2,745,000	14.8%	\$2,875,000	9.6%
2,000 - 3,000	\$3,935,000	\$3,850,000	2.2%	\$3,795,000	3.7%
3,000 - 4,000	\$4,895,000	\$4,097,000	19.5%	\$4,498,000	8.8%
> 4,000	\$6,995,000	\$6,249,000	11.9%	\$7,050,000	-0.8%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	4.0	3.3

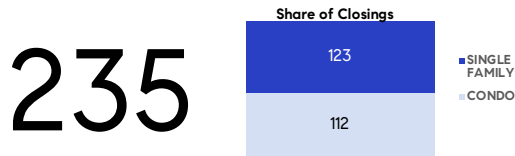
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Pasadena

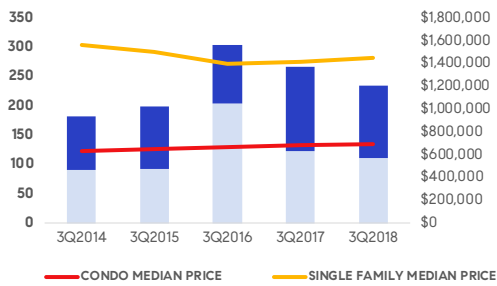
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$698,000

Median Condo Sales Price

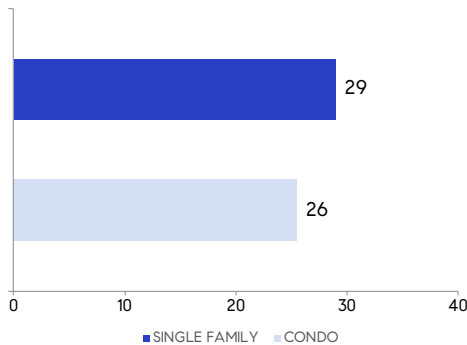
\$1,450,000

Median Single Family Sales Price

\$529

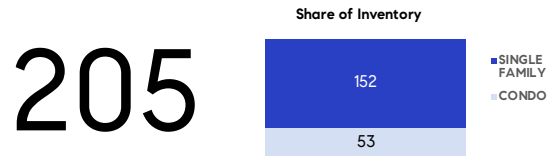
Median Condo Sales PPSF

Median Days on Market

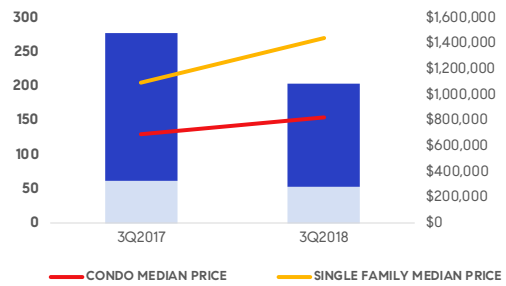


Inventory

Number of Active Listings



Inventory - Year over Year



3Q2018 Price Metrics

\$829,000

Median Condo Asking Price

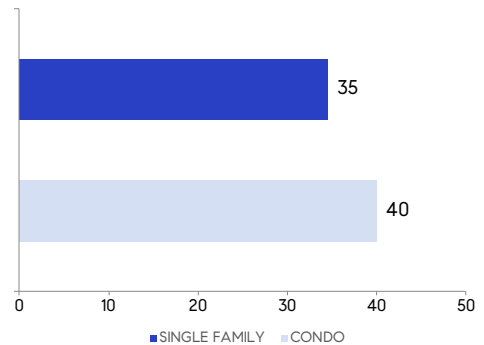
\$1,448,000

Median Single Family Asking Price

\$576

Median Condo Asking PPSF

Median Days on Market



Pasadena

Condominium & Single Family

Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	112	124	-9.7%	136	-17.6%
Median Price	\$698,000	\$683,000	2.2%	\$690,000	1.2%
Median PPSF	\$529	\$498	6.2%	\$536	-1.3%
Median Days on Market	26	27	-5.6%	26	-1.9%
Median Negotiability	0.8%	0.7%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$592,000	\$545,000	8.6%	\$609,000	-2.8%
2 BR	\$660,000	\$657,000	0.5%	\$646,000	2.2%
3 BR	\$793,000	\$745,000	6.4%	\$868,000	-8.6%
4 BR+	\$845,000	\$1,180,000	-28.4%	\$1,270,000	-33.5%
SINGLE FAMILY					
Number of Closings	123	144	-14.6%	108	13.9%
Median Price	\$1,450,000	\$1,420,000	2.1%	\$1,425,000	1.8%
Median Days on Market	29	33	-12.1%	29	0.0%
Median Negotiability	0.1%	0.0%	-	1.5%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,150,000	\$1,160,000	-0.9%	\$1,109,000	3.7%
1,500 - 2,000	\$1,424,000	\$1,360,000	4.7%	\$1,425,000	-0.1%
2,000 - 3,000	\$1,950,000	\$1,888,000	3.3%	\$2,045,000	-4.6%
3,000 - 4,000	\$2,630,000	\$2,530,000	4.0%	\$3,045,000	-13.6%
> 4,000	\$3,524,000	\$4,180,000	-15.7%	\$3,540,000	-0.5%

Pasadena Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	53	62	-14.5%	50	6.0%
Median Price	\$829,000	\$699,000	18.6%	\$859,000	-3.5%
Median PPSF	\$576	\$525	9.6%	\$601	-4.2%
Median Days on Market	40	34	19.4%	16	150.0%
Median Pricing Analysis by Bedroom Type:					
Studio	\$488,000	\$425,000	14.8%	-	-
1 BR	\$438,000	\$537,000	-18.4%	\$597,000	-26.6%
2 BR	\$839,000	\$699,000	20.0%	\$825,000	1.7%
3 BR	\$1,218,000	\$1,479,000	-17.6%	\$1,080,000	12.8%
4 BR+	\$1,918,000	\$1,679,000	14.2%	\$1,918,000	0.0%
SINGLE FAMILY					
Number of Active Listings	152	217	-30.0%	104	46.2%
Median Price	\$1,448,000	\$1,099,000	31.8%	\$2,100,000	-31.0%
Median Days on Market	35	40	-13.8%	30	15.0%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$825,000	\$732,000	12.7%	\$1,238,000	-33.4%
1,500 - 2,000	\$1,399,000	\$1,249,000	12.0%	\$1,448,000	-3.4%
2,000 - 3,000	\$2,484,000	\$2,198,000	13.0%	\$2,576,000	-3.6%
3,000 - 4,000	\$3,398,000	\$2,488,000	36.6%	\$2,599,000	30.7%
> 4,000	\$4,443,000	\$5,500,000	-19.2%	\$4,259,000	4.3%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	2.6	3.0

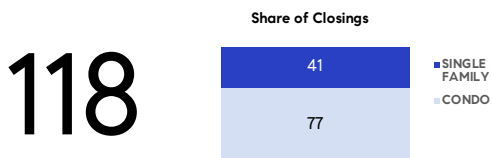
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Santa Monica

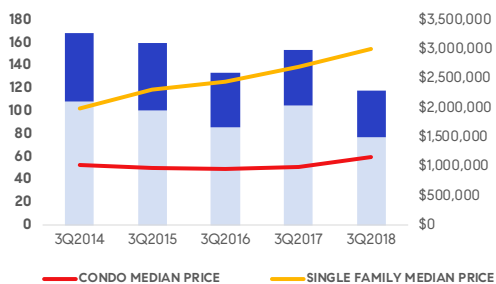
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$1,175,000

Median Condo Sales Price

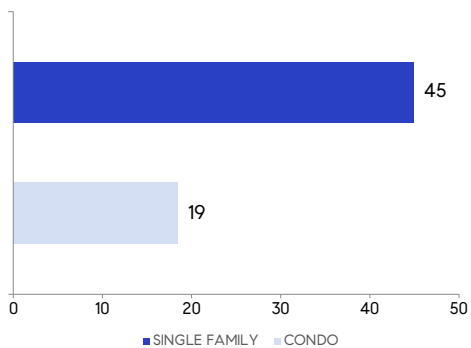
\$3,005,000

Median Single Family Sales Price

\$940

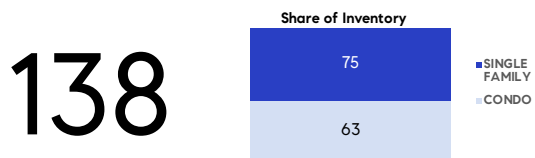
Median Condo Sales PPSF

Median Days on Market

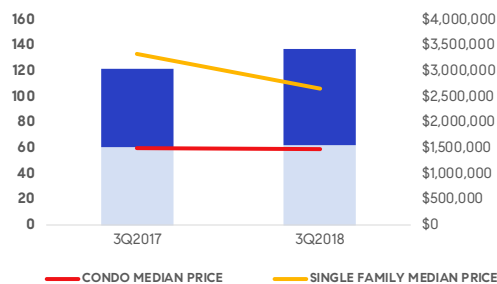


Inventory

Number of Active Listings



Inventory - Year over Year



3Q2018 Price Metrics

\$1,495,000

Median Condo Asking Price

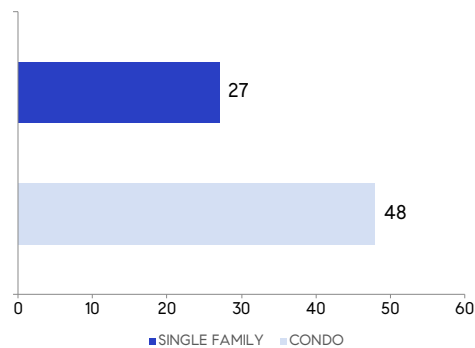
\$2,669,000

Median Single Family Asking Price

\$1,194

Median Condo Asking PPSF

Median Days on Market



Santa Monica Condominium & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	77	105	-26.7%	94	-18.1%
Median Price	\$1,175,000	\$1,001,000	17.4%	\$1,071,000	9.7%
Median PPSF	\$940	\$834	12.6%	\$914	2.8%
Median Days on Market	19	22	-15.9%	29	-36.2%
Median Negotiability	0.3%	1.7%	-	1.2%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$745,000	\$629,000	18.4%	\$720,000	3.5%
2 BR	\$1,198,000	\$978,000	22.5%	\$1,235,000	-3.0%
3 BR	\$1,321,000	\$1,360,000	-2.9%	\$1,160,000	13.9%
4 BR+	\$3,825,000	-	-	\$3,653,000	4.7%
SINGLE FAMILY					
Number of Closings	41	49	-16.3%	50	-18.0%
Median Price	\$3,005,000	\$2,705,000	11.1%	\$3,063,000	-1.9%
Median Days on Market	45	25	80.0%	39	15.4%
Median Negotiability	-2.2%	-0.6%	-	-0.7%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,139,000	\$1,900,000	12.6%	\$1,799,000	18.9%
1,500 - 2,000	\$2,813,000	\$2,750,000	2.3%	\$3,323,000	-15.3%
2,000 - 3,000	\$3,940,000	\$3,735,000	5.5%	\$3,869,000	1.8%
3,000 - 4,000	\$4,900,000	\$5,200,000	-5.8%	\$4,900,000	0.0%
> 4,000	\$6,813,000	\$6,074,000	12.2%	\$9,337,000	-27.0%

Santa Monica Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	63	61	3.3%	81	-22.2%
Median Price	\$1,495,000	\$1,499,000	-0.3%	\$1,348,000	10.9%
Median PPSF	\$1,194	\$1,145	4.3%	\$1,064	12.2%
Median Days on Market	48	55	-12.7%	39	23.1%
Median Pricing Analysis by Bedroom Type:					
Studio	\$648,000	-	-	\$785,000	-17.5%
1 BR	\$1,022,000	\$1,095,000	-6.7%	\$1,027,000	-0.5%
2 BR	\$1,722,000	\$1,499,000	14.9%	\$1,548,000	11.2%
3 BR	\$2,150,000	\$2,100,000	2.4%	\$1,859,000	15.7%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	75	61	23.0%	86	-12.8%
Median Price	\$2,669,000	\$3,350,000	-20.3%	\$2,860,000	-6.7%
Median Days on Market	27	35	-22.9%	38	-28.9%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,699,000	\$1,800,000	-5.6%	\$1,699,000	0.0%
1,500 - 2,000	\$2,990,000	\$2,800,000	6.8%	\$3,050,000	-2.0%
2,000 - 3,000	\$5,250,000	\$3,775,000	39.1%	\$4,713,000	11.4%
3,000 - 4,000	\$4,375,000	\$4,495,000	-2.7%	\$5,098,000	-14.2%
> 4,000	\$7,495,000	\$6,495,000	15.4%	\$7,295,000	2.7%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	2.8	2.4

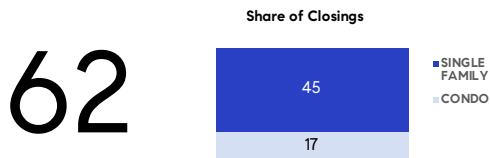
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Silver Lake-Echo Park

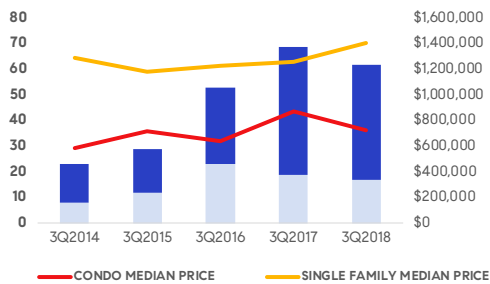
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$730,000

Median Condo Sales Price

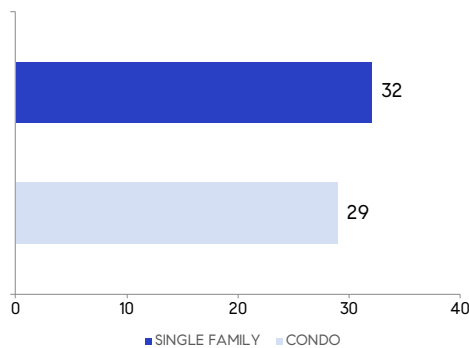
\$1,410,000

Median Single Family Sales Price

\$538

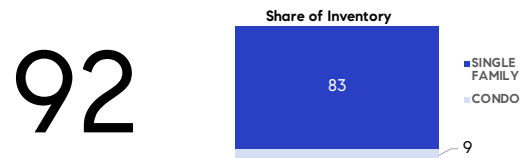
Median Condo Sales PPSF

Median Days on Market

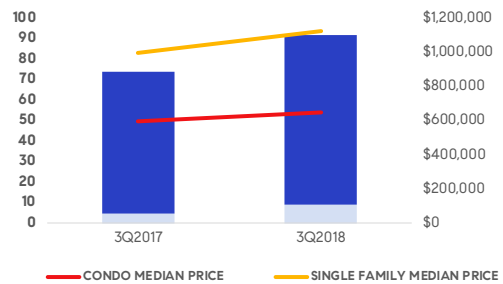


Inventory

Number of Active Listings



Inventory - Year over Year



3Q2018 Price Metrics

\$649,000

Median Condo Asking Price

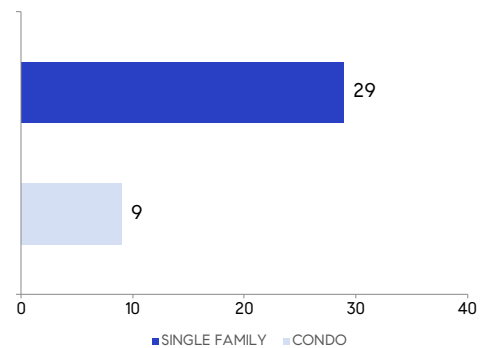
\$1,125,000

Median Single Family Asking Price

\$493

Median Condo Asking PPSF

Median Days on Market



Silver Lake-Echo Park Condominium & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	17	19	-10.5%	30	-43.3%
Median Price	\$730,000	\$874,000	-16.5%	\$900,000	-18.9%
Median PPSF	\$538	\$548	-1.9%	\$539	-0.2%
Median Days on Market	29	62	-53.2%	10	205.3%
Median Negotiability	0.1%	0.4%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$503,000	-	-	-	-
2 BR	\$664,000	\$780,000	-14.9%	\$723,000	-8.2%
3 BR	\$970,000	\$972,000	-0.2%	\$924,000	5.0%
4 BR+	\$1,070,000	\$850,000	25.9%	\$1,410,000	-24.1%
SINGLE FAMILY					
Number of Closings	45	50	-10.0%	34	32.4%
Median Price	\$1,410,000	\$1,258,000	12.1%	\$1,416,000	-0.4%
Median Days on Market	32	25	30.6%	21	52.4%
Median Negotiability	0.1%	0.0%	-	4.3%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,300,000	\$1,163,000	11.8%	\$1,273,000	2.1%
1,500 - 2,000	\$1,465,000	\$1,550,000	-5.5%	\$1,801,000	-18.7%
2,000 - 3,000	-	\$2,023,000	-	\$1,858,000	-
3,000 - 4,000	\$2,105,000	\$1,575,000	33.7%	\$2,380,000	-11.6%
> 4,000	-	-	-	-	-

Silver Lake-Echo Park Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	9	5	80.0%	8	12.5%
Median Price	\$649,000	\$599,000	8.3%	\$575,000	12.9%
Median PPSF	\$493	\$539	-8.5%	\$524	-5.9%
Median Days on Market	9	12	-25.0%	18	-50.0%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	-	-	\$600,000	-
2 BR	\$679,000	\$599,000	13.4%	\$707,000	-4.0%
3 BR	\$587,000	-	-	\$550,000	6.7%
4 BR+	-	\$1,175,000	-	-	-
SINGLE FAMILY					
Number of Active Listings	83	69	20.3%	45	84.4%
Median Price	\$1,125,000	\$999,000	12.6%	\$1,250,000	-10.0%
Median Days on Market	29	41	-29.3%	24	20.8%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,000,000	\$895,000	11.7%	\$1,197,000	-16.5%
1,500 - 2,000	\$1,325,000	\$1,419,000	-6.6%	\$1,499,000	-11.6%
2,000 - 3,000	\$2,750,000	\$1,699,000	61.9%	\$3,195,000	-13.9%
3,000 - 4,000	\$1,780,000	\$1,899,000	-6.3%	\$1,799,000	-1.1%
> 4,000	-	-	-	-	-

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	4.3	3.8

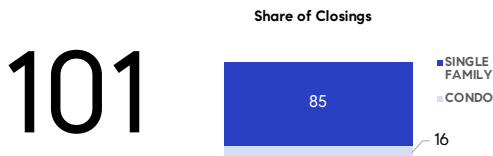
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Sunset Strip-Hollywood Hills

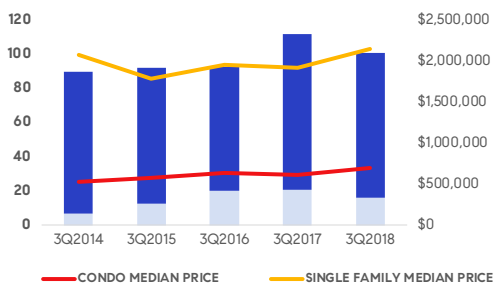
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$703,000

Median Condo Sales Price

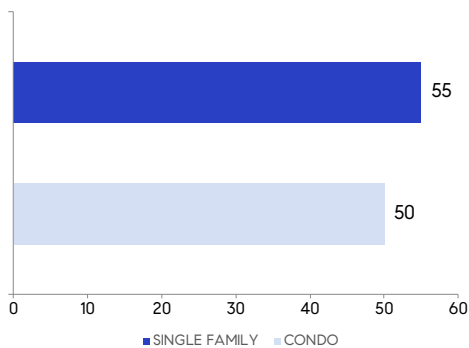
\$2,150,000

Median Single Family Sales Price

\$548

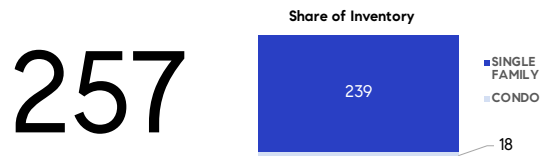
Median Condo Sales PPSF

Median Days on Market

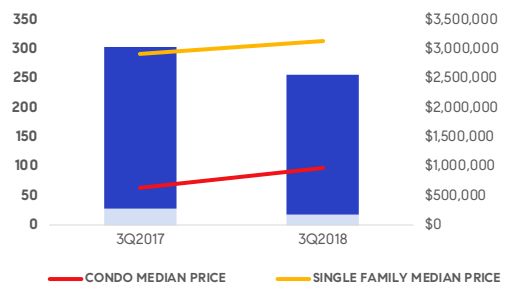


Inventory

Number of Active Listings



Inventory - Year over Year



3Q2018 Price Metrics

\$973,000

Median Condo Asking Price

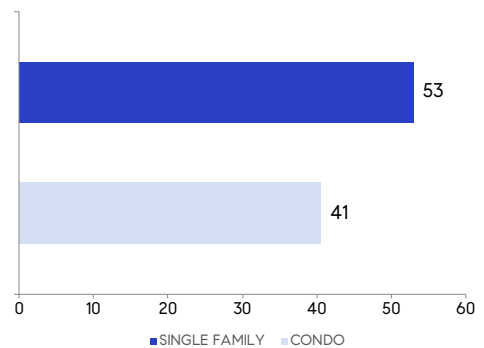
\$3,149,000

Median Single Family Asking Price

\$811

Median Condo Asking PPSF

Median Days on Market



Sunset Strip-Hollywood Hills Condominium & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	16	21	-23.8%	26	-38.5%
Median Price	\$703,000	\$620,000	13.4%	\$694,000	1.3%
Median PPSF	\$548	\$703	-22.1%	\$553	-1.0%
Median Days on Market	50	35	42.9%	22	132.6%
Median Negotiability	-2.6%	-0.2%	-	1.1%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	\$599,000	-
1 BR	\$575,000	\$752,000	-23.5%	\$525,000	9.5%
2 BR	\$725,000	\$620,000	16.9%	\$714,000	1.5%
3 BR	\$750,000	-	-	\$963,000	-22.1%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	85	91	-6.6%	92	-7.6%
Median Price	\$2,150,000	\$1,925,000	11.7%	\$1,910,000	12.6%
Median Days on Market	55	52	5.8%	49	12.2%
Median Negotiability	-3.4%	-2.9%	-	-1.8%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,350,000	\$1,295,000	4.2%	\$1,280,000	5.5%
1,500 - 2,000	\$2,090,000	\$1,797,000	16.3%	\$2,000,000	4.5%
2,000 - 3,000	\$2,685,000	\$2,525,000	6.3%	\$2,627,000	2.2%
3,000 - 4,000	\$3,775,000	\$3,658,000	3.2%	\$3,358,000	12.4%
> 4,000	\$5,445,000	\$5,000,000	8.9%	\$6,478,000	-15.9%

Sunset Strip-Hollywood Hills Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	18	28	-35.7%	15	20.0%
Median Price	\$973,000	\$647,000	50.4%	\$699,000	39.2%
Median PPSF	\$811	\$579	40.1%	\$642	26.4%
Median Days on Market	41	40	2.5%	49	-17.3%
Median Pricing Analysis by Bedroom Type:					
Studio	\$515,000	\$350,000	47.1%	-	-
1 BR	\$2,495,000	\$645,000	286.8%	\$620,000	302.4%
2 BR	\$950,000	\$639,000	48.7%	\$742,000	28.0%
3 BR	\$923,000	\$1,150,000	-19.7%	\$1,249,000	-26.1%
4 BR+	\$3,295,000	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	239	276	-13.4%	268	-10.8%
Median Price	\$3,149,000	\$2,925,000	7.7%	\$2,993,000	5.2%
Median Days on Market	53	70	-24.3%	61	-13.1%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,295,000	\$1,385,000	-6.5%	\$1,500,000	-13.7%
1,500 - 2,000	\$2,272,000	\$2,145,000	5.9%	\$2,447,000	-7.2%
2,000 - 3,000	\$3,195,000	\$3,000,000	6.5%	\$3,047,000	4.9%
3,000 - 4,000	\$3,750,000	\$4,545,000	-17.5%	\$4,675,000	-19.8%
> 4,000	\$8,998,000	\$7,500,000	20.0%	\$8,073,000	11.5%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	6.6	8.1

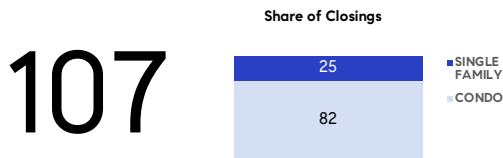
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

West Hollywood

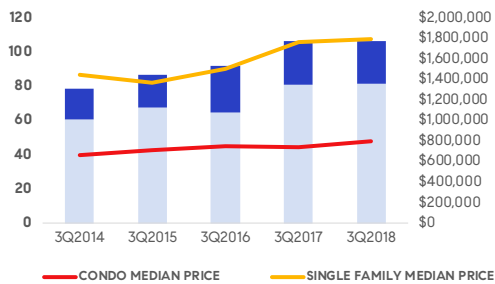
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$805,000

Median Condo Sales Price

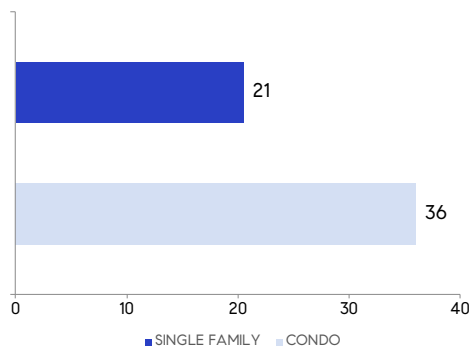
\$1,800,000

Median Single Family Sales Price

\$725

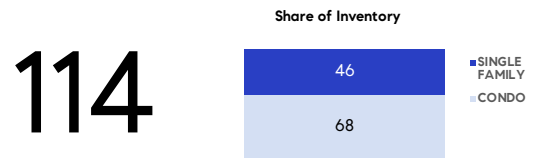
Median Condo Sales PPSF

Median Days on Market

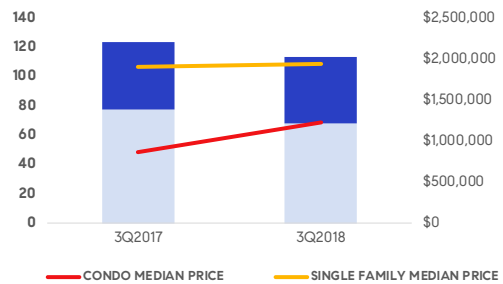


Inventory

Number of Active Listings



Inventory - Year over Year



3Q2018 Price Metrics

\$1,238,000

Median Condo Asking Price

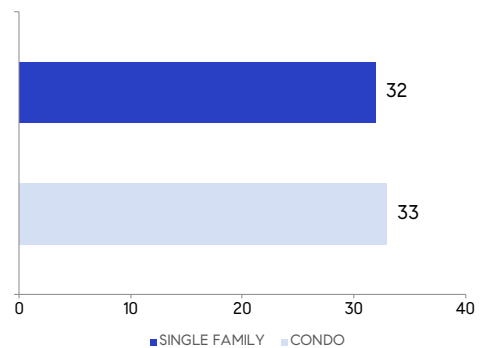
\$1,948,000

Median Single Family Asking Price

\$814

Median Condo Asking PPSF

Median Days on Market



West Hollywood Condominium & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	82	81	1.2%	78	5.1%
Median Price	\$805,000	\$745,000	8.1%	\$852,000	-5.5%
Median PPSF	\$725	\$663	9.2%	\$727	-0.3%
Median Days on Market	36	49	-26.5%	32	12.5%
Median Negotiability	0.0%	0.0%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$700,000	-	-	-	-
1 BR	\$589,000	\$560,000	5.2%	\$595,000	-1.0%
2 BR	\$903,000	\$827,000	9.2%	\$900,000	0.3%
3 BR	\$1,590,000	\$1,488,000	6.9%	\$1,296,000	22.7%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	25	26	-3.8%	30	-16.7%
Median Price	\$1,800,000	\$1,770,000	1.7%	\$1,617,000	11.3%
Median Days on Market	21	42	-51.2%	35	-40.6%
Median Negotiability	-0.2%	-2.0%	-	0.0%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,628,000	\$1,418,000	14.8%	\$1,485,000	9.6%
1,500 - 2,000	\$2,155,000	\$2,750,000	-21.6%	\$1,700,000	26.8%
2,000 - 3,000	\$3,750,000	\$4,027,000	-6.9%	-	-
3,000 - 4,000	\$3,200,000	\$2,915,000	9.8%	-	-
> 4,000	\$4,150,000	\$3,898,000	6.5%	\$4,140,000	0.2%

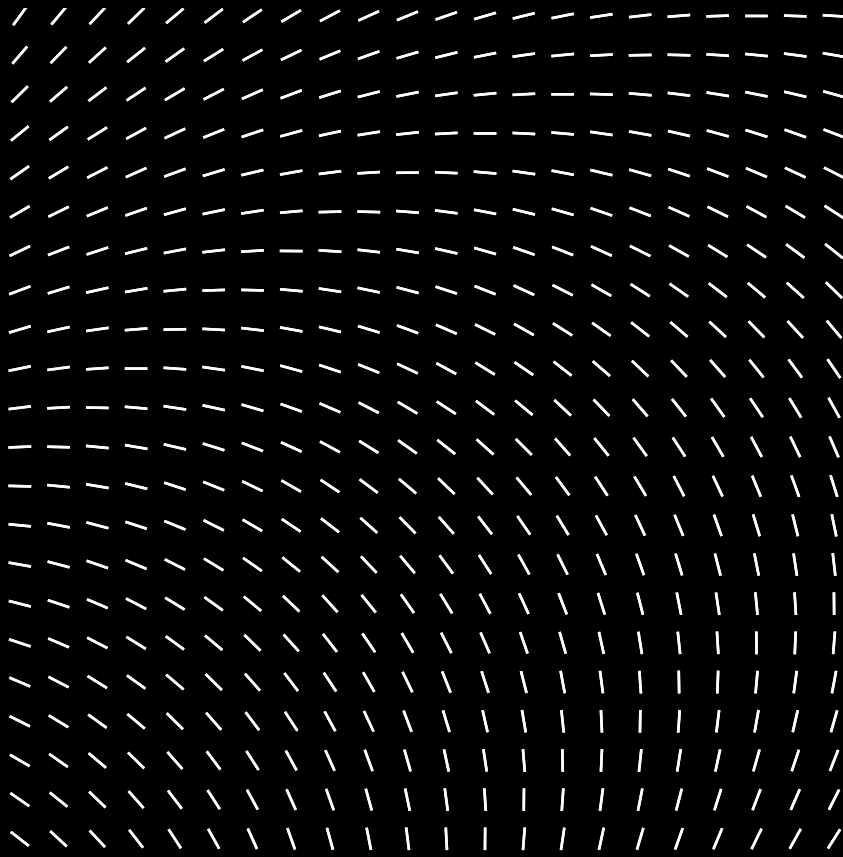
West Hollywood Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	68	78	-12.8%	71	-4.2%
Median Price	\$1,238,000	\$872,000	42.0%	\$929,000	33.3%
Median PPSF	\$814	\$731	11.4%	\$752	8.3%
Median Days on Market	33	37	-9.6%	29	13.8%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$415,000	-	\$799,000	-
1 BR	\$764,000	\$609,000	25.5%	\$585,000	30.6%
2 BR	\$1,304,000	\$900,000	44.9%	\$934,000	39.6%
3 BR	\$1,549,000	\$1,224,000	26.6%	\$1,597,000	-3.0%
4 BR+	\$1,749,000	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	46	46	0.0%	47	-2.1%
Median Price	\$1,948,000	\$1,913,000	1.8%	\$2,088,000	-6.7%
Median Days on Market	32	42	-23.8%	42	-23.8%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,585,000	\$1,595,000	-0.6%	\$1,738,000	-8.8%
1,500 - 2,000	\$2,395,000	\$2,374,000	0.9%	\$2,548,000	-6.0%
2,000 - 3,000	\$2,895,000	\$3,399,000	-14.8%	\$3,074,000	-5.8%
3,000 - 4,000	\$3,847,000	\$2,895,000	32.9%	\$3,933,000	-2.2%
> 4,000	\$4,323,000	\$4,250,000	1.7%	\$5,710,000	-24.3%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	2.9	3.3

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.



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