

Compass Development MarketWatch / Q4 2020

LOS ANGELES CORE HIGHLIGHTS:

+ 3.6%

Total sales volumes in all neighborhoods were **UP 3.6% YOY** in Q4-20, with price points between \$500K-\$1M the driving force of traffic. This price point was up 19% YoY.

\$1.4M

Average sales price netted out at a healthy **\$1.4 MILLION** in Beverly Hills, the highest in any LA Core market, and up 8.5% YoY, with sales volumes between \$1.5M-\$3M up 60% YOY.

+ 18.5%

Total sales volumes in West Hollywood remained very strong, **UP 18.5% YOY**, with lower priced product between \$500K-\$1M driving most of that traffic with this price segments' sales volumes up 21.8% YoY.

+ 65%

Average sales price for Beverly Center-Miracle Mile remained the lowest in any LA Core market, but sales volumes were incredibly strong, **UP 65% YOY** with 33 sales, the most since Q2-19.

68%

The Sunset Strip-Hollywood Hills submarket kept average sales price steady, in part by three \$2M+ sales at Sierra Towers, but **68% OF SALES** in this submarket were in the \$500K-\$1M price range.

+ \$3M

The Century City-Westwood submarket felt the largest decline in sales volume of all the submarkets, but the luxury market over performed in this submarket with **7 SALES OVER \$3M** at the new Century Plaza Hotel, Beverly West and The Century.

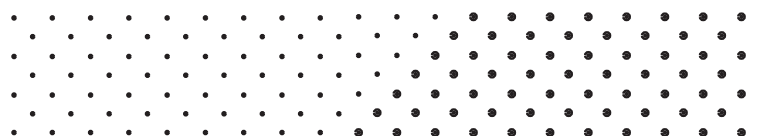
Compass Development Marketing Group's New Development Market Insights report provides an in-depth look at Los Angeles' core neighborhoods of Beverly Hills, West Hollywood, Century City, Westwood, Beverly Center-Miracle Mile, and the Sunset Strip/Hollywood Hills. Published quarterly and highlighting the city's vast condo market, we pull information from a combination of public and proprietary databases that access the most up-to-date closing information for new development properties and resales.

2020 tested the resolve of the condominium market in LA's core, with a trifecta of challenges that, each taken independently, would introduce a level of uncertainty in any regular year. Covid-19, civil demonstrations across the city last summer, and uncertainty leading up to the election are all factors that don't play particularly well in real estate. But we rounded an important corner in the 4th quarter, and enthusiastic buyers poured into the market at 2019 levels, signaling a partial return to normalcy.

Explosive interest in the single-family market, driven initially by the somewhat misleading narrative that condo living was 'less safe', has overflowed into the market for condos, and sales volume jumped 3.6% YoY to 284 closings in Q4 2020. The highest increase in volume occurred in the lowest price segment, where first-time buyers are taking advantage of historically low rates to jump into the game. And while average pricing overall declined as a result, prices in each individual price segment showed great resolve.

During the quarter, 10 \$3M+ condos closed at an average price of \$4.5M – no small feat given where we are in the cycle. The first condos recorded at Century Plaza Residences clocked in north of \$2,600/SF, and we expect to see more of the same in the coming months. If a partial softening in pricing drove initial reluctance in the market, we're now seeing buyers entering the fray, eager to make a deal in what will continue to be a strong market.

For any inquiries regarding our research, please reach out to research.westcoast@compass.com



LOS ANGELES CORE- CONDOS \$500K+
Q4 2020

\$1.1M
AVG. SALE PRICE

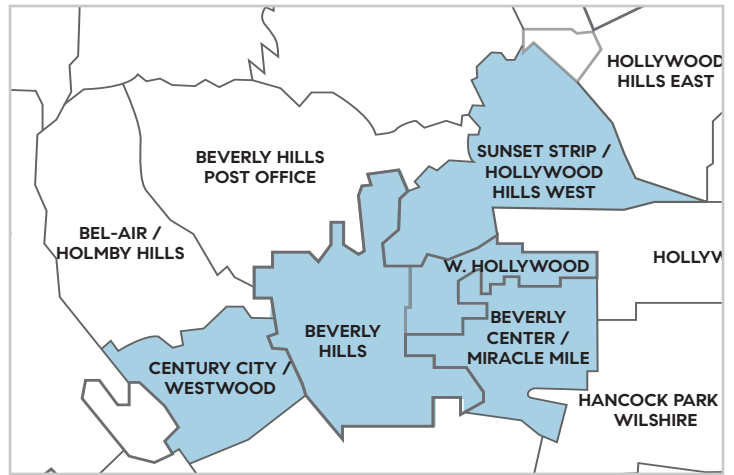
-14.1%
FROM Q4 2019

\$741/SF
ON 284 SALES

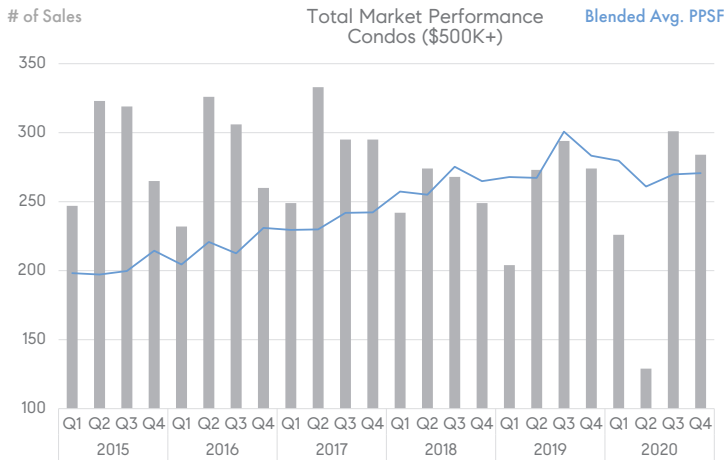
-3.3%
FROM Q4 2019

284
SALES IN Q4 2020

+3.6%
FROM Q4 2019



MARKET PERFORMANCE



CONDO \$500K+	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,099,391	-14.1%	\$1,279,879	3.2%	\$1,064,962
Avg. PPSF	\$741	-3.3%	\$767	0.2%	\$740
Number of Sales	284	3.6%	274	-5.6%	301
DOM	52		60		28
ANNUAL PERFORMANCE	2020	YoY%	2019	YoY%	2018
Avg. Sales Price	\$1,116,859	-11.5%	\$1,262,157	11.3%	\$1,134,248
Avg. PPSF	\$742	-2.6%	\$762	4.9%	\$726
Number of Sales	940	-10.0%	1045	1.2%	1033
DOM	43		55		48

SALES BY PRICE POINT

\$500K-\$1M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$755,385	-0.3%	\$757,411	0.9%	\$748,709
Avg. PPSF	\$674	0.2%	\$672	-1.6%	\$685
Number of Sales	181	19.1%	152	-6.2%	193
DOM	44		51		25
\$1M-\$1.5M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,174,445	-3.2%	\$1,213,329	-1.9%	\$1,196,612
Avg. PPSF	\$723	-2.4%	\$741	-1.1%	\$730
Number of Sales	64	-22.9%	83	-22.0%	82
DOM	54		62		26

\$1.5M-\$3M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,903,448	-3.9%	\$1,980,136	-1.2%	\$1,926,325
Avg. PPSF	\$880	-11.1%	\$989	5.0%	\$838
Number of Sales	29	-3.3%	30	70.6%	17
DOM	73		102		39
\$3M+	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$4,513,800	-46.2%	\$8,383,333	-10.1%	\$5,020,333
Avg. PPSF	\$1,687	-9.1%	\$1,856	-7.1%	\$1,816
Number of Sales	10	11.1%	9	11.1%	9
DOM	114		65		76

Note: Data pulled 1/04/2021

BEVERLY HILLS - CONDOS \$500K+
Q4 2020

\$1.4M
AVG. SALE PRICE

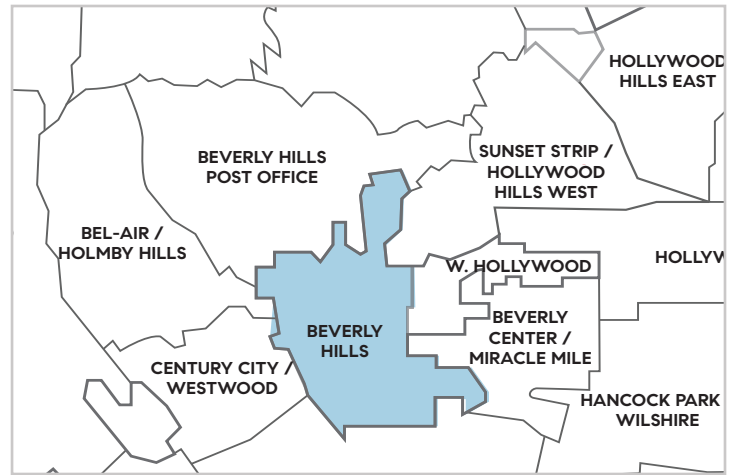
+8.5%
FROM Q4 2019

\$746/SF
ON 20 SALES

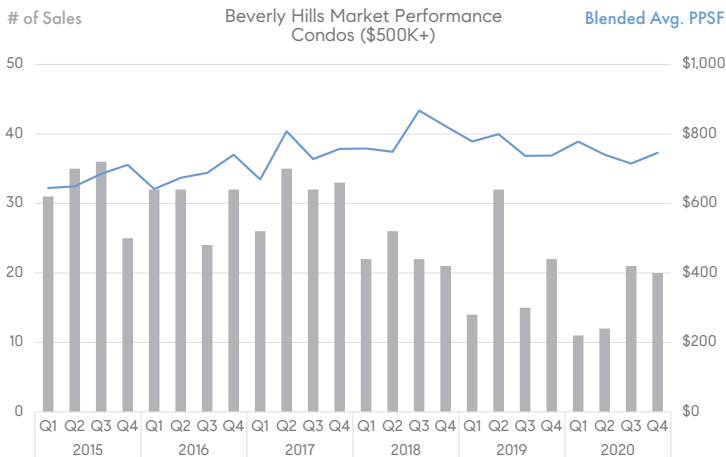
+1.1%
FROM Q4 2019

20
SALES IN Q4 2020

-9.1%
FROM Q4 2019



MARKET PERFORMANCE, BEVERLY HILLS



CONDO \$500K+	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,448,500	8.5%	\$1,334,593	4.5%	\$1,385,571
Avg. PPSF	\$746	1.1%	\$738	4.3%	\$715
Number of Sales	20	-9.1%	22	-4.8%	21
DOM	53		67		31
ANNUAL PERFORMANCE	2020	YoY%	2019	YoY%	2018
Avg. Sales Price	\$1,400,457	-3.5%	\$1,451,005	-2.6%	\$1,489,801
Avg. PPSF	\$740	-3.7%	\$768	-3.6%	\$797
Number of Sales	64	-22.9%	83	-8.8%	91
DOM	46		64		49

SALES BY PRICE POINT

\$500K-\$1M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$865,917	-4.9%	\$910,125	0.3%	\$863,200
Avg. PPSF	\$651	0.1%	\$651	6.8%	\$610
Number of Sales	6	50.0%	4	20.0%	5
DOM	41		58		33
\$1M-\$1.5M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,118,000	-11.4%	\$1,262,504	-11.7%	\$1,266,727
Avg. PPSF	\$676	-9.4%	\$747	-0.6%	\$680
Number of Sales	5	-61.5%	13	-54.5%	11
DOM	62		68		30

\$1.5M-\$3M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,891,813	1.6%	\$1,861,600	16.9%	\$1,618,000
Avg. PPSF	\$838	6.9%	\$784	17.5%	\$713
Number of Sales	8	60.0%	5	100.0%	4
DOM	62		72		35
\$3M+	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$3,050,000	-	-	-30.3%	\$4,375,000
Avg. PPSF	\$923	-	-	-43.3%	\$1,626
Number of Sales	1	-	0	0.0%	1
DOM	6		-		21

Note: Data pulled 1/04/2021

WEST HOLLYWOOD - CONDOS \$500K+
Q4 2020

\$938K
AVG. SALE PRICE

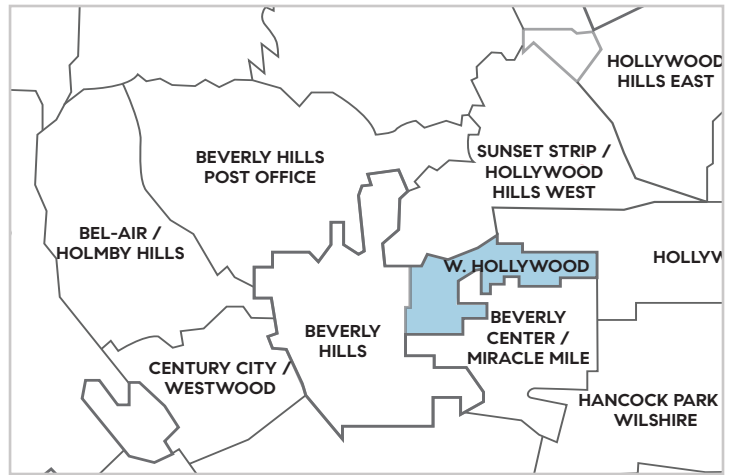
-21.1%
FROM Q4 2019

\$765/SF
ON 96 SALES

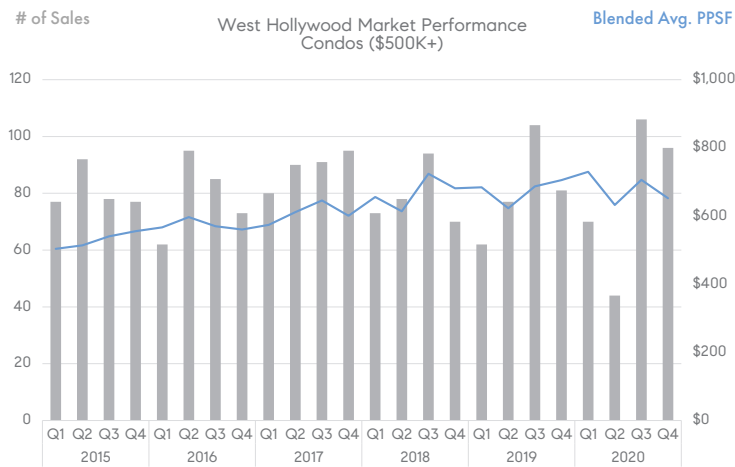
-2.8%
FROM Q4 2019

96
SALES IN Q4 2020

+18.5%
FROM Q4 2019



MARKET PERFORMANCE, WEST HOLLYWOOD



CONDO \$500K+	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$938,373	-21.1%	\$1,188,731	14.6%	\$818,924
Avg. PPSF	\$765	-2.8%	\$787	4.5%	\$732
Number of Sales	96	18.5%	81	-9.4%	106
DOM	46		59		24
ANNUAL PERFORMANCE	2020	YoY%	2019	YoY%	2018
Avg. Sales Price	\$934,027	-27.2%	\$1,283,068	41.8%	\$904,713
Avg. PPSF	\$756	-9.3%	\$833	13.1%	\$737
Number of Sales	316	-2.5%	324	2.9%	315
DOM	38		53		43

SALES BY PRICE POINT

\$500K-\$1M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$746,452	4.6%	\$713,791	5.5%	\$707,639
Avg. PPSF	\$723	3.1%	\$701	2.6%	\$705
Number of Sales	67	21.8%	55	-18.3%	82
DOM	42		46		25
\$1M-\$1.5M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,208,250	0.3%	\$1,204,632	1.9%	\$1,185,413
Avg. PPSF	\$801	1.1%	\$793	-3.0%	\$826
Number of Sales	22	29.4%	17	-4.3%	23
DOM	45		86		24

\$1.5M-\$3M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,927,143	8.4%	\$1,778,571	27.2%	\$1,515,000
Avg. PPSF	\$1,052	12.5%	\$936	28.5%	\$819
Number of Sales	7	0.0%	7	600.0%	1
DOM	81		97		0
\$3M+	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	-	-	\$12,050,000	-	-
Avg. PPSF	-	-	\$2,595	-	-
Number of Sales	0	-	2	-	0
DOM	-		66		-

Note: Data pulled 1/04/2021

BEVERLY CENTER - MIRACLE MILE - CONDOS \$500K+ Q4 2020

\$857K
AVG. SALE PRICE

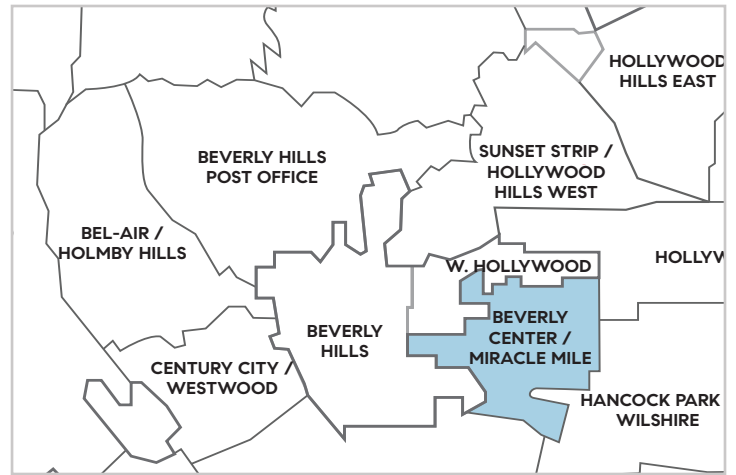
-10.7%
FROM Q4 2019

\$652/SF
ON 33 SALES

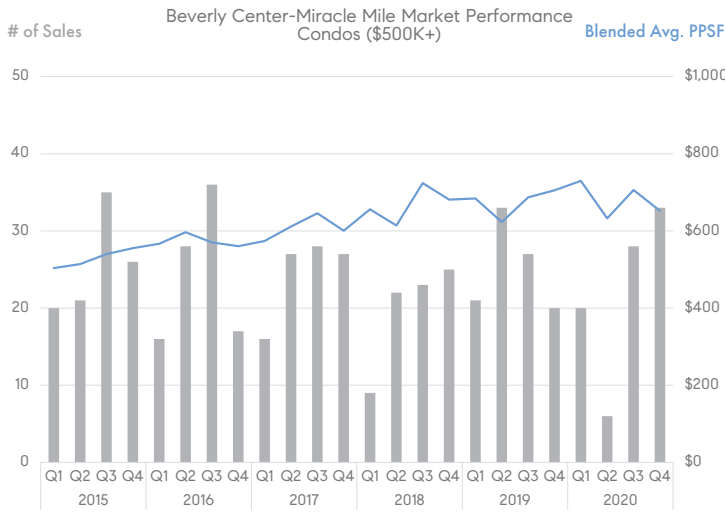
-7.6%
FROM Q4 2019

33
SALES IN Q4 2020

+65.0%
FROM Q4 2019



MARKET PERFORMANCE, BEVERLY CENTER - MIRACLE MILE



CONDO \$500K+	Q4-20	YoY%	Q4-19	QoQ%	Q3-20	
Avg. Sales Price	\$857,091	-10.7%	\$959,266	-4.8%	\$900,285	
Avg. PPSF	\$652	-7.6%	\$705	-7.6%	\$706	
Number of Sales	33	65.0%	20	17.9%	28	
DOM	48		55		20	
ANNUAL PERFORMANCE		2020	YoY%	2019	YoY%	2018
Avg. Sales Price	\$927,470	1.8%	\$911,368	0.1%	\$910,234	
Avg. PPSF	\$686	2.4%	\$670	-0.4%	\$672	
Number of Sales	87	-13.9%	101	27.8%	79	
DOM	38		57		40	

SALES BY PRICE POINT

\$500K-\$1M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$746,087	2.3%	\$729,545	-3.2%	\$770,577
Avg. PPSF	\$636	2.2%	\$622	-8.8%	\$698
Number of Sales	23	109.1%	11	21.1%	19
DOM	46		69		22
\$1M-\$1.5M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,112,400	-10.3%	\$1,240,036	-5.3%	\$1,174,111
Avg. PPSF	\$689	-14.6%	\$807	-4.7%	\$723
Number of Sales	10	11.1%	9	11.1%	9
DOM	54		38		15

\$1.5M-\$3M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	-	-	-	-	-
Avg. PPSF	-	-	-	-	-
Number of Sales	0	-	0	-	0
DOM	-		-		-
\$3M+	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	-	-	-	-	-
Avg. PPSF	-	-	-	-	-
Number of Sales	0	-	0	-	0
DOM	-		-		-

Note: Data pulled 1/04/2021

SUNSET STRIP - HOLLYWOOD HILLS -
CONDOS \$500K+ Q4 2020

\$1.1M
AVG. SALE PRICE

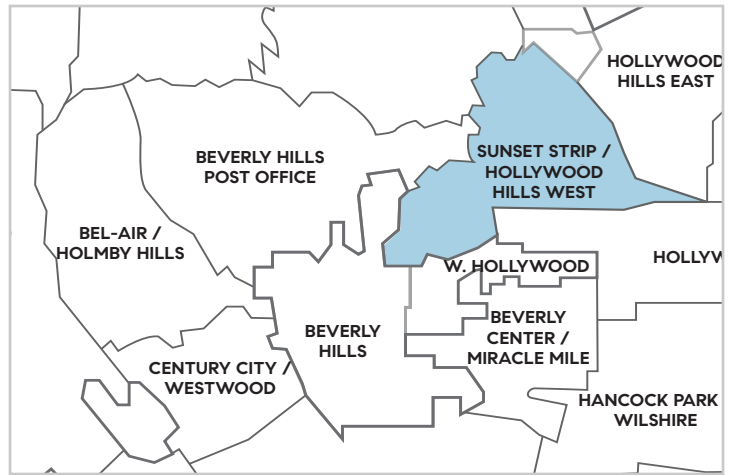
+1.9%
FROM Q4 2019

\$805/SF
ON 22 SALES

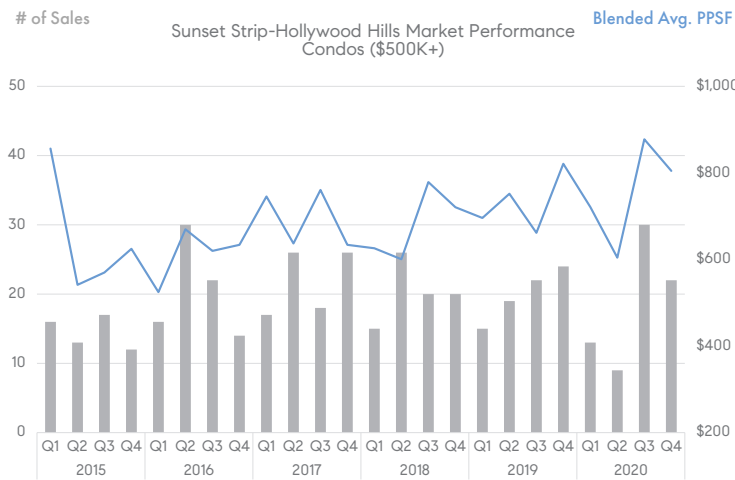
-2.0%
FROM Q4 2019

22
SALES IN Q4 2020

-8.3%
FROM Q4 2019



MARKET PERFORMANCE, SUNSET STRIP - HOLLYWOOD HILLS



CONDO \$500K+	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,082,900	1.9%	\$1,062,835	-17.0%	\$1,280,236
Avg. PPSF	\$805	-2.0%	\$821	-6.5%	\$878
Number of Sales	22	-8.3%	24	-20.0%	30
DOM	47		66		25
ANNUAL PERFORMANCE	2020	YoY%	2019	YoY%	2018
Avg. Sales Price	\$1,092,012	8.5%	\$1,006,581	14.6%	\$878,113
Avg. PPSF	\$795	7.9%	\$737	8.6%	\$679
Number of Sales	74	-7.5%	80	-1.2%	81
DOM	36		52		50

SALES BY PRICE POINT

\$500K-\$1M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$688,253	-7.0%	\$740,160	-3.9%	\$716,326
Avg. PPSF	\$645	8.6%	\$593	-2.2%	\$659
Number of Sales	15	-21.1%	19	-34.8%	23
DOM	31		45		19
\$1M-\$1.5M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,118,750	-1.9%	\$1,140,000	-8.3%	\$1,220,394
Avg. PPSF	\$684	-13.4%	\$790	-7.2%	\$737
Number of Sales	4	300.0%	1	0.0%	4
DOM	53		55		12

\$1.5M-\$3M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$2,325,000	4.8%	\$2,218,333	-	-
Avg. PPSF	\$1,787	-3.5%	\$1,853	-	-
Number of Sales	1	-66.7%	3	-	0
DOM	60		201		-
\$3M+	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$3,350,000	-63.8%	\$9,250,000	-41.1%	\$5,683,333
Avg. PPSF	\$1,757	-27.6%	\$2,425	-35.9%	\$2,742
Number of Sales	2	-33.3%	3	-33.3%	3
DOM	157		64		117

Note: Data pulled 1/04/2021

CENTURY CITY - WESTWOOD -
CONDOS \$500K+ Q4 2020

\$1.2M
AVG. SALE PRICE

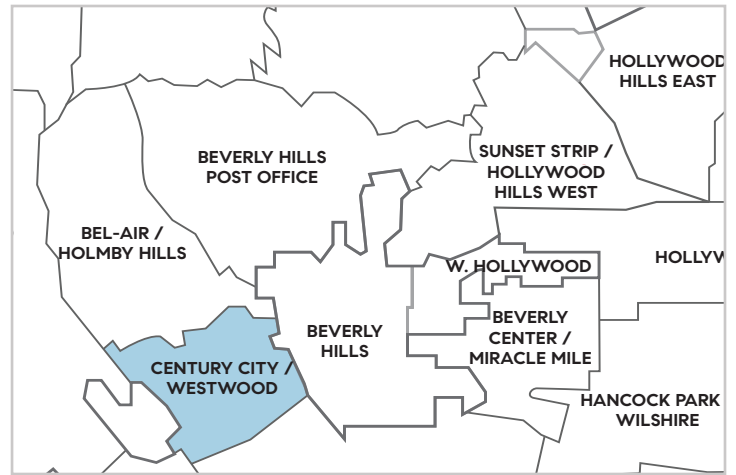
-12.1%
FROM Q4 2019

\$734/SF
ON 113 SALES

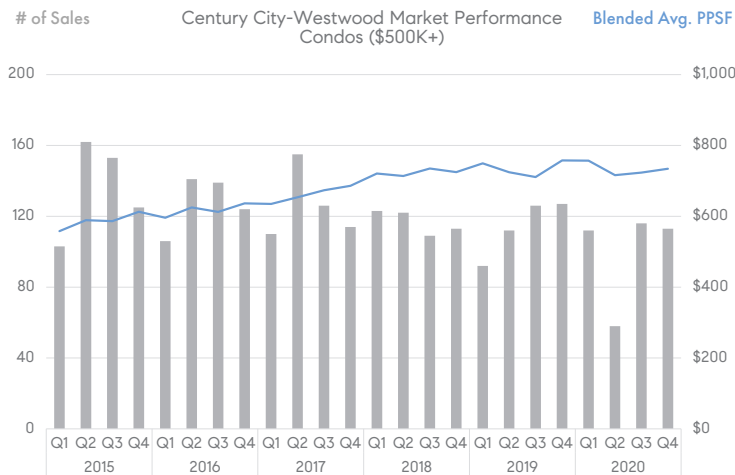
-3.1%
FROM Q4 2019

113
SALES IN Q4 2020

-11.0%
FROM Q4 2019



MARKET PERFORMANCE, CENTURY CITY - WESTWOOD



CONDO \$500K+	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,248,368	-12.1%	\$1,420,041	2.7%	\$1,215,825
Avg. PPSF	\$734	-3.1%	\$758	1.5%	\$723
Number of Sales	113	-11.0%	127	-2.6%	116
DOM	59		60		33
ANNUAL PERFORMANCE	2020	YoY%	2019	YoY%	2018
Avg. Sales Price	\$1,262,074	-5.5%	\$1,335,299	2.5%	\$1,302,111
Avg. PPSF	\$735	0.0%	\$735	1.6%	\$723
Number of Sales	399	-12.7%	457	-2.1%	467
DOM	49		55		52

SALES BY PRICE POINT

\$500K-\$1M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$771,901	-3.0%	\$795,863	-3.2%	\$797,531
Avg. PPSF	\$647	-5.1%	\$682	-3.5%	\$670
Number of Sales	70	11.1%	63	9.4%	64
DOM	49		54		29
\$1M-\$1.5M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,191,043	-0.6%	\$1,198,016	0.5%	\$1,185,004
Avg. PPSF	\$679	-3.4%	\$703	-0.8%	\$684
Number of Sales	23	-46.5%	43	-34.3%	35
DOM	62		56		30

\$1.5M-\$3M	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$1,865,423	-9.7%	\$2,066,072	-9.6%	\$2,063,377
Avg. PPSF	\$742	-18.4%	\$909	-15.7%	\$881
Number of Sales	13	-13.3%	15	8.3%	12
DOM	76		94		44
\$3M+	Q4-20	YoY%	Q4-19	QoQ%	Q3-20
Avg. Sales Price	\$5,055,429	-36.4%	\$7,950,000	6.4%	\$4,751,600
Avg. PPSF	\$1,777	13.1%	\$1,571	36.8%	\$1,298
Number of Sales	7	16.7%	6	40.0%	5
DOM	117		65		71

Note: Data pulled 1/04/2021

LEADING LUXURY CONDOMINIUM PROPERTIES IN LOS ANGELES CORE



**EDITION
RESIDENCES**

Recent Sales (2019-Present)			
Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	1	\$4,050,000	\$2,456
2-BR	7	\$5,836,714	\$2,756
3-BR	7	\$10,292,857	\$2,702
4-BR	2	\$16,525,000	\$2,996
Total	17	\$9,176,143	\$2,727

Current Inventory			
Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	1	\$6,995,000	\$3,653
3-BR	2	\$16,675,000	\$4,327
4-BR	0	-	-
Total	3	\$11,835,000	\$3,990



**THE
MONTAGE**

Recent Sales (2019-Present)			
Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	1	\$6,950,000	\$3,677
3-BR	0	-	-
4-BR	0	-	-
Total	1	\$6,950,000	\$3,677

Current Inventory			
Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	0	-	-
4-BR	0	-	-
Total	0	-	-



**CENTURY
PLAZA
TOWERS**

Recent Sales (2019-Present)			
Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	0	-	-
4-BR	0	-	-
Total	0	-	-

Current Inventory			
Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	1	\$1,850,000	\$1,903
2-BR	10	\$4,810,000	\$2,166
3-BR	2	\$10,550,000	\$2,864
4-BR	0	-	-
Total	13	\$5,736,667	\$2,311



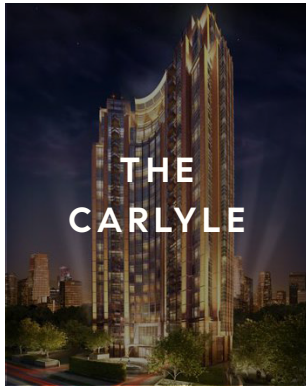
**CENTURY
PLAZA HOTEL**

Recent Sales (2019-Present)			
Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	2	\$4,937,500	\$2,723
3-BR	0	-	-
4-BR	0	-	-
Total	0	-	-

Current Inventory			
Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	1	\$2,160,000	\$2,160
2-BR	2	\$4,387,500	\$2,382
3-BR	1	\$5,330,000	\$2,176
4-BR	0	-	-
Total	4	\$3,959,167	\$2,239

Note: Data pulled 1/04/2021

LEADING LUXURY CONDOMINIUM PROPERTIES IN LOS ANGELES CORE



Recent Sales (2019-Present)			
Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	2	\$3,125,000	\$1,143
3-BR	2	\$4,610,000	\$1,304
4-BR	0	-	-
Total	4	\$3,867,500	\$1,223

Current Inventory			
Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	2	\$2,949,000	\$1,065
3-BR	1	\$4,995,000	\$1,474
4-BR	0	-	-
Total	3	\$3,972,000	\$1,270



Recent Sales (2019-Present)			
Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	1	\$2,295,000	\$1,319
3-BR	5	\$7,380,000	\$1,823
4-BR	1	\$21,000,000	\$2,642
Total	7	\$10,225,000	\$1,928

Current Inventory			
Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	2	\$5,384,000	\$1,912
3-BR	3	\$13,451,333	\$2,421
4-BR	0	-	-
Total	5	\$9,417,667	\$2,167



Recent Sales (2019-Present)			
Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	3	\$3,071,000	\$1,190
3-BR	5	\$6,639,000	\$1,789
4-BR	4	\$7,562,500	\$1,534
Total	12	\$5,757,500	\$1,504

Current Inventory			
Listings	# Listings	Avg. Listing Price	Avg. \$/SF
2-BR	0	-	-
3-BR	0	-	-
4-BR	1	\$3,999,000	\$1,632
5-BR	5	\$7,920,000	\$1,931
6-BR	0	-	-
Total	6	\$5,959,500	\$1,782



Recent Sales (2019-Present)			
Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	6	\$2,463,333	\$1,861
2-BR	4	\$3,036,500	\$1,693
3-BR	0	-	-
4-BR+	0	-	-
Total	10	\$2,749,917	\$1,777

Current Inventory			
Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	2	\$2,095,000	\$1,820
2-BR	2	\$4,624,500	\$2,230
3-BR	0	-	-
4-BR+	0	-	-
Total	4	\$3,359,750	\$2,025

Note: Data pulled 1/04/2021

LEADING LUXURY CONDOMINIUM PROPERTIES IN LOS ANGELES CORE



Recent Sales (2019-Present)			
Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	2	\$2,601,250	\$1,288
3-BR	2	\$3,700,000	\$1,449
4-BR	0	-	-
Total	4	\$3,150,625	\$1,368

Current Inventory			
Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	1	\$1,995,000	\$1,003
4-BR	0	-	-
Total	1	\$1,995,000	\$1,003



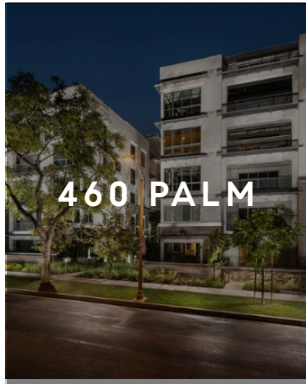
Recent Sales (2019-Present)			
Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	15	\$1,355,467	\$1,082
2-BR	20	\$1,727,737	\$1,107
3-BR	3	\$3,626,000	\$1,368
4-BR	0	-	-
Total	38	\$2,236,401	\$1,185

Current Inventory			
Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	5	\$1,381,800	\$1,219
2-BR	2	\$1,665,750	\$971
3-BR	1	\$3,288,000	\$1,298
4-BR	0	-	-
Total	8	\$2,111,850	\$1,162



Recent Sales (2019-Present)			
Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	19	\$1,279,421	\$1,140
3-BR	0	-	-
4-BR	0	-	-
Total	19	\$1,279,421	\$1,140

Current Inventory			
Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	0	-	-
4-BR	0	-	-
Total	0	-	-

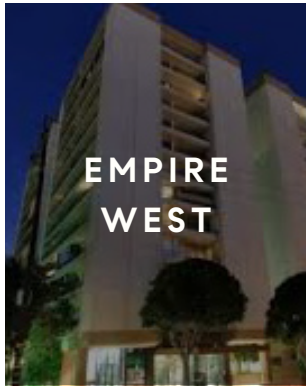


Recent Sales (2019-Present)			
Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	2	\$2,175,000	\$1,044
3-BR	1	\$3,140,000	\$1,256
4-BR	0	-	-
Total	3	\$2,657,500	\$1,150

Current Inventory			
Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	2	\$3,345,000	\$1,101
4-BR	0	-	-
Total	2	\$3,345,000	\$1,101

Note: Data pulled 1/04/2021

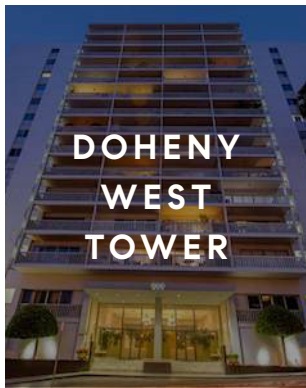
LEADING LUXURY CONDOMINIUM PROPERTIES IN LOS ANGELES CORE



EMPIRE WEST

Recent Sales (2019-Present)			
Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	1	\$1,290,000	\$803
2-BR	5	\$2,409,000	\$1,202
3-BR	0	-	-
4-BR	1	\$4,600,000	\$1,125
Total	7	\$2,766,333	\$1,043

Current Inventory			
Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	3	\$3,080,000	\$1,321
3-BR	0	-	-
4-BR	0	-	-
Total	3	\$3,080,000	\$1,321



DOHENY WEST TOWER

Recent Sales (2019-Present)			
Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	5	\$734,500	\$865
2-BR	4	\$1,337,250	\$1,111
3-BR	0	-	-
4-BR	0	-	-
Total	9	\$1,035,875	\$988

Current Inventory			
Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	1	\$549,000	\$809
1-BR	2	\$867,000	\$1,107
2-BR	1	\$2,495,000	\$1,418
3-BR	0	-	-
4-BR	0	-	-
Total	4	\$1,303,667	\$1,111



THE HARLAND

Recent Sales (2019-Present)			
Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	0	-	-
4-BR	0	-	-
Total	0	-	-

Current Inventory			
Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	1	\$1,495,000	\$995
2-BR	1	\$2,850,000	\$1,489
3-BR	2	\$3,135,000	\$1,194
4-BR	0	-	-
Total	4	\$2,493,333	\$1,226



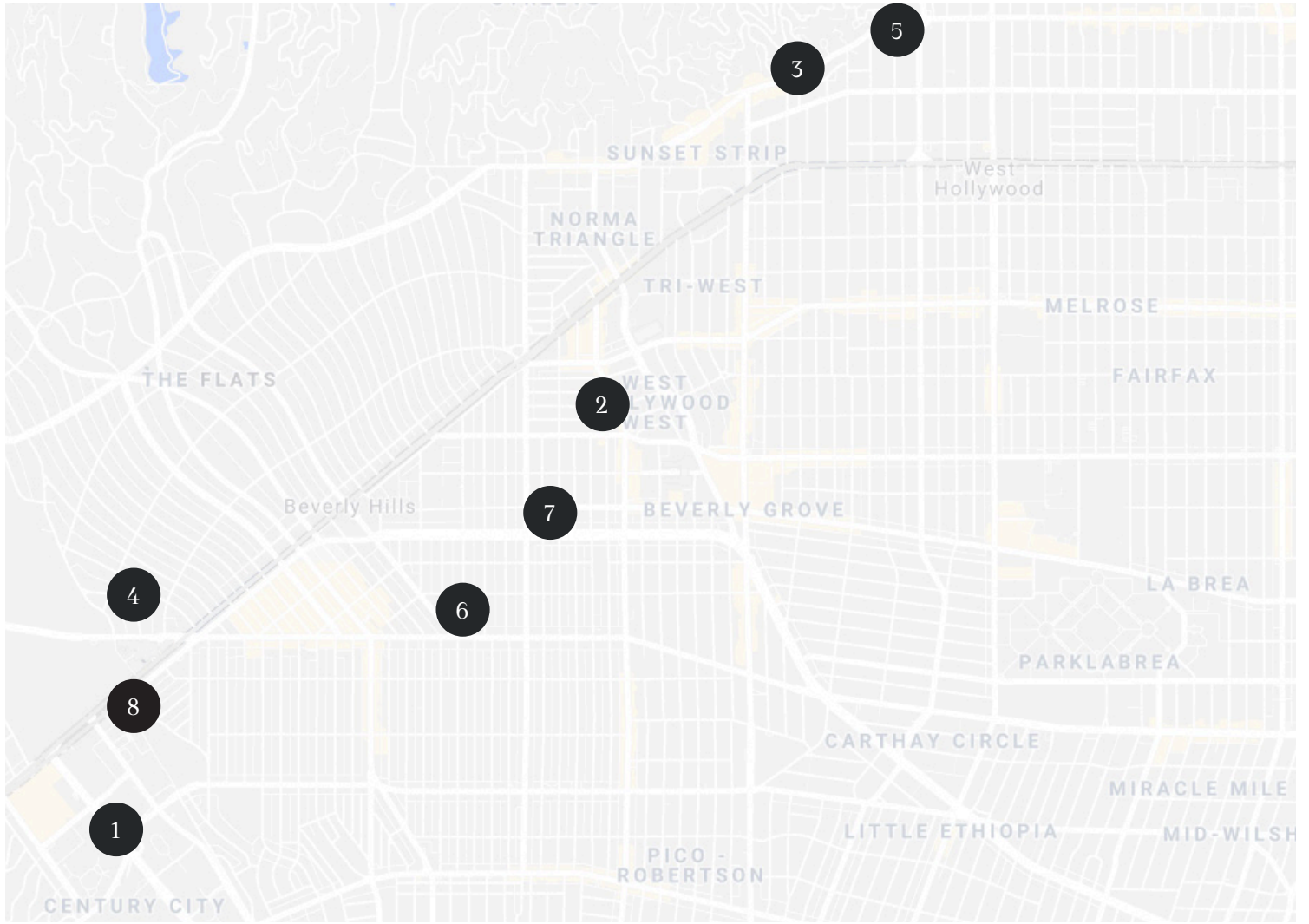
GARDEN HOUSE

Recent Sales (2019-Present)			
Unit Type	# Sales	Avg. Sales Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	0	-	-
4-BR	0	-	-
Total	0	-	-

Current Inventory			
Listings	# Listings	Avg. Listing Price	Avg. \$/SF
Studio	0	-	-
1-BR	0	-	-
2-BR	0	-	-
3-BR	4	\$4,913,000	\$1,792
4-BR	0	-	-
Total	4	\$4,913,000	\$1,792

Note: Data pulled 1/04/2021

LOS ANGELES CORE PIPELINE OVERVIEW



1 Century Plaza



2 8899 Beverly



3 Pendry West Hollywood



4 One Beverly Hills



5 8150 Sunset



6 9200 Wilshire



7 Four Seasons



8 9988 Santa Monica

LOS ANGELES CORE PIPELINE PROJECTS



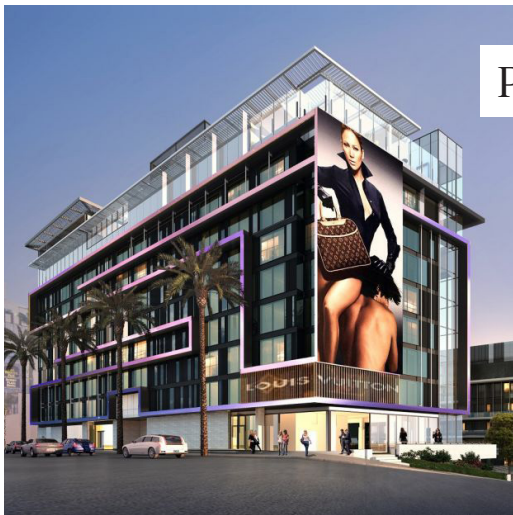
Century Plaza 2025 AVENUE OF THE STARS

NEIGHBORHOOD	Century City - Westwood
DEVELOPER	Woodridge Capital Partners
ARCHITECT	Pei Cobb Freed/Gensler
RESIDENCES & STORIES	363 (300 Unbranded, 63 Branded) Residences & 44/44 Stories
PRICE RANGE	\$1,800/sf - \$2,700/sf
COMPLETION DATE	2020, currently selling
ADDITIONAL INFO	Two rooftop pools, two acres of outdoor space, future metro stop, 63 Fairmont hotel residences



8899 Beverly 8899 BEVERLY BLVD

NEIGHBORHOOD	West Hollywood
DEVELOPER	Townscape Partners
ARCHITECT	Olsen Kundig
RESIDENCES & STORIES	61 Residences & 10 Stories
PRICE RANGE	\$2,900/sf - \$3,500/sf Penthouses starting at \$4,900 - \$5,100/sf
COMPLETION DATE	2019-2020
ADDITIONAL INFO	Fitness center, lap pool, spa, yoga and Pilates studios, outdoor fireplace and entertaining space



Pendry West Hollywood 8439 SUNSET BLVD

NEIGHBORHOOD	Sunset Strip - Hollywood Hills
DEVELOPER	Combined Properties / AECOM
ARCHITECT	Ehrlich Architects
RESIDENCES & STORIES	40 Residences & 9 Stories
PRICE RANGE	\$1,200/SF-3,900/SF
COMPLETION DATE	Currently in pre-sale
ADDITIONAL INFO	Valet, full service hotel amenities, pool and lounges, landscaped terraces

LOS ANGELES CORE PIPELINE PROJECTS



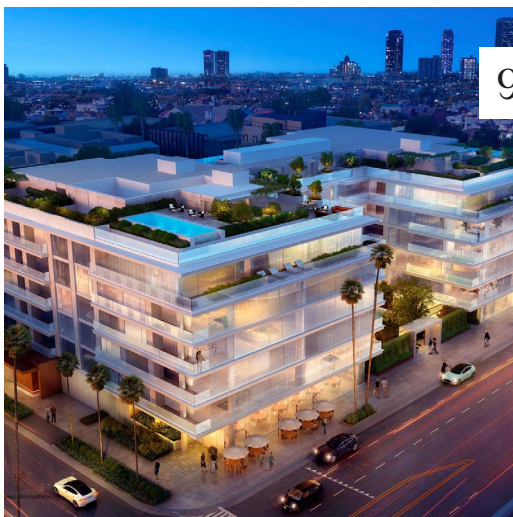
One Beverly Hills 900 WILSHIRE BLVD

NEIGHBORHOOD	Beverly Hills
DEVELOPER	Alagem Capital Group & Cain International
ARCHITECT	Foster & Partners
RESIDENCES & STORIES	Two Towers, 28 and 32 story towers, 303 Condos & 37 Hotel Branded Condos
PRICE RANGE	PPSF estimate \$4,000+
COMPLETION DATE	TBD
ADDITIONAL INFO	24/7 concierge, full hotel amenities, private pool, outdoor terrace, lounge, private chefs, gym, screening room



8150 Sunset 8150 SUNSET BLVD

NEIGHBORHOOD	West Hollywood - Sunset Strip
DEVELOPER	Townscape Partners
ARCHITECT	Frank Gehry
RESIDENCES & STORIES	30 Condos, 219 Apartments
PRICE RANGE	N/A
COMPLETION DATE	TBD, Construction expected to start by April 2020
ADDITIONAL INFO	Plans include 65,000 SF of retail, 25,000 SF supermarket, 23,000 SF of restaurant space



9200 Wilshire 9200 WILSHIRE BLVD

NEIGHBORHOOD	Golden Triangle - Beverly Hills
DEVELOPER	Bilgili Group and SHVO
ARCHITECT	MVE + Partners
RESIDENCES & STORIES	7 Stories, 54 Condos
PRICE RANGE	N/A
COMPLETION DATE	2021
ADDITIONAL INFO	Rooftop pool with panoramic views

Compass makes no representations or warranties, express or implied, with respect to future market conditions or prices of residential product at the time the subject property or any competitive property is complete and ready for occupancy or with respect to any report, study, finding, recommendation or other information provided by Compass herein. Moreover, no warranty, express or implied, is made or should be assumed regarding the accuracy, adequacy, completeness, legality, reliability, merchantability or fitness for a particular purpose of any information, in part or whole, contained herein. All material is presented with the understanding that Compass shall not be deemed to provide legal, accounting or other professional services. This is not intended to solicit the purchase or sale of any property. Any and all such warranties are hereby expressly disclaimed. Equal Housing Opportunity.

[c] Compass. All Rights Reserved. This information may not be copied, used or distributed without Compass' consent.

LOS ANGELES CORE PIPELINE PROJECTS



Four Seasons Private Residences 9900 WEST THIRD STREET

NEIGHBORHOOD	Beverly Hills Adjacent
DEVELOPER	Genton Property Group
ARCHITECT	CallisonRTKL
RESIDENCES & STORIES	12 Stories, 59 Condos
PRICE RANGE	Starting at \$1,500/sf for podium units, \$2,700/sf in tower units
COMPLETION DATE	Currently in pre-sale
ADDITIONAL INFO	Interiors by Martyn Lawrence Bullard



9908 Santa Monica 9908 S. SANTA MONICA

NEIGHBORHOOD	Beverly Hills
DEVELOPER	Goldstein Planting
ARCHITECT	Thomas Juul-Hansen
RESIDENCES & STORIES	27 Residences, 4 Stories
PRICE RANGE	N/A
COMPLETION DATE	TBD
ADDITIONAL INFO	Currently undergoing approval process with the city.

Compass makes no representations or warranties, express or implied, with respect to future market conditions or prices of residential product at the time the subject property or any competitive property is complete and ready for occupancy or with respect to any report, study, finding, recommendation or other information provided by Compass herein. Moreover, no warranty, express or implied, is made or should be assumed regarding the accuracy, adequacy, completeness, legality, reliability, merchantability or fitness for a particular purpose of any information, in part or whole, contained herein. All material is presented with the understanding that Compass shall not be deemed to provide legal, accounting or other professional services. This is not intended to solicit the purchase or sale of any property. Any and all such warranties are hereby expressly disclaimed. Equal Housing Opportunity.

(c) Compass. All Rights Reserved. This information may not be copied, used or distributed without Compass' consent.