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Q4
2018

Los Angeles Quarterly Market Insights Report

Introducing the Compass

Q4 2018 Los Angeles

Market Insights Report

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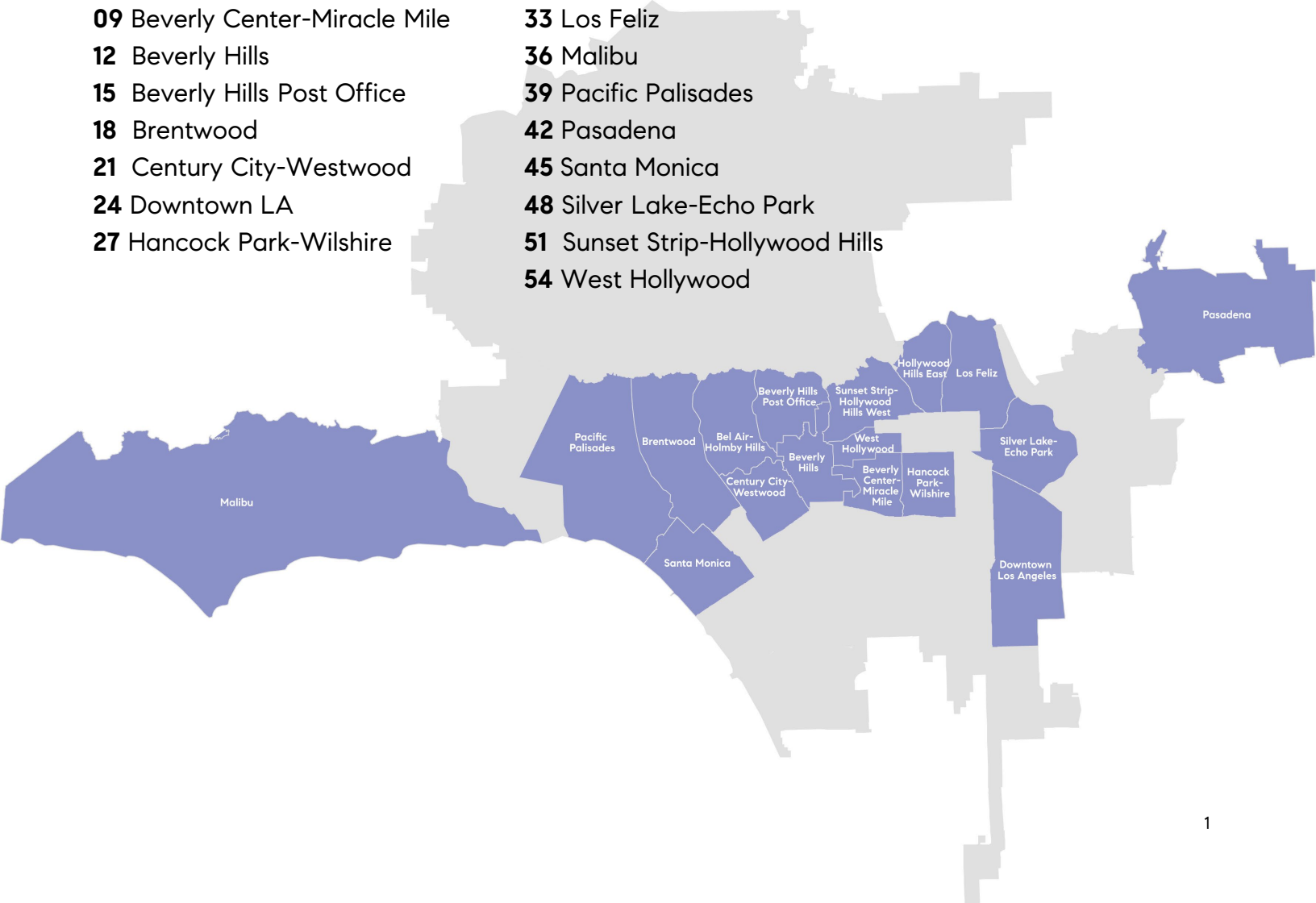
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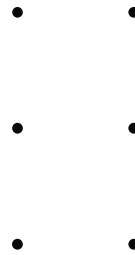
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Executive Summary

Los Angeles Market

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



Single Family

Inventory

Single family inventory levels rose to 1,402 listings as of the close of Q4-2018¹, an 11% increase over Q4-2017 (YoY). The largest proportion of single family inventory is located in Sunset Strip-Hollywood Hills, where 230 homes are currently listed, an increase of 7% YoY. Across the neighborhoods covered in this report, the number of listings increased most substantially in Hancock Park-Wilshire and Santa Monica to 78 and 69 available single family residences, respectively (+66% and +57% YoY), whereas Hollywood Hills East and Malibu saw a drop in inventory levels to 38 and 158 available residences, respectively (-12% and -10% YoY).

Despite an influx of available listings, sellers increased prices 4% YoY on a per-square-foot basis, asking \$982/SF in Q4-2018. Absolute asking prices fell 4%, signaling that available residences are overall slightly smaller YoY. The largest decrease in absolute asking price occurred in Santa Monica, where the median asking price fell 43% YoY to \$2.3M, much of which is due a reduction of nearly 1,200SF in average residence size.

Closings

The Los Angeles single family market was characterized by fewer closings and an increase in days spent on the market in Q4-2018. 628 single family homes closed in Los Angeles this quarter (-11% YoY) at a median price of \$2.1M (+1.6% YoY), a phenomenon that resulted partly from increasing mortgage rates. Most neighborhoods under Compass' universe of coverage experienced decreases in the number of sales, particularly Sunset Strip-Hollywood Hills, where 59 homes closed this quarter, a 34% drop compared to Q4-2017. The number of closings also declined significantly in West Hollywood and Malibu, where 19 and 30 homes closed this quarter (-32% and -30%, respectively).

By neighborhood, there were substantial swings in the median sales price, both positively and negatively year-over-year: prices rose in Malibu (+17% YoY to \$3.2M) and fell in Beverly Hills and Santa Monica (-20% to \$5M and -19% to \$2.8M, respectively). The median valuation (PPSF) in Q4-2018 was \$856/SF, a negligible decrease of 0.6% YoY. Valuations increased substantially in Malibu (+38% to \$1,242/SF) and fell in Beverly Hills (-23% to \$1,258/SF). Single family homes that sold in Q4-2018 spent 41 days on the market, a 14% increase YoY, driven in part by large increases in Century City-Westwood (+148% YoY to 39 days) and Malibu (+105% YoY to 160 days). On average, homes traded for 1.4% less than asking price, an increase in negotiability year-over-year, when the average sales price was 0.5% below asking.

¹ Inventory and closings data as of December 15, 2018.

Executive Summary

Los Angeles Market

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

Condo

Inventory

Although inventory levels climbed sharply in Q4-2018¹ – 593 condo units are currently available (+34% YoY), these rising inventory levels may be a sign of a healthy market adjustment. During the last few years, when supply was historically low, developers began construction of new development condos. Now, many of these projects are beginning to come to market resulting in a market-wide uptick in inventory levels. However, months of supply signals a still undersupplied market at 2.5 months.

Many neighborhoods that saw inventory increases in Q4-2018 had new development come online in recent months. Availability increased dramatically in Beverly Center-Miracle Mile (+525% to 25 listings – although skewed by a small sample size), partially driven by the recent opening of a 14-unit building, One 32 Swall. Inventory levels also rose in Century City-Westwood (+45% YoY to 135 listings) and in West Hollywood (+63% YoY to 65 listings), where The Liddel, a 56-residence building in Century City-Westwood, and 1030 Kings, a 25-residence building in West Hollywood, recently began selling.

The overall median asking price fell slightly YoY to \$1.04M, however many neighborhoods saw large increases in asking price, including Santa Monica (+35% YoY to \$1.9M), Pacific Palisades (+31% YoY to \$800K), and Beverly Center-Miracle Mile (+31% YoY to \$918K). On a per-square-foot basis, the overall asking price was \$784/SF, a 3% increase YoY, demonstrating seller reluctance to reduce prices despite increasing supply.

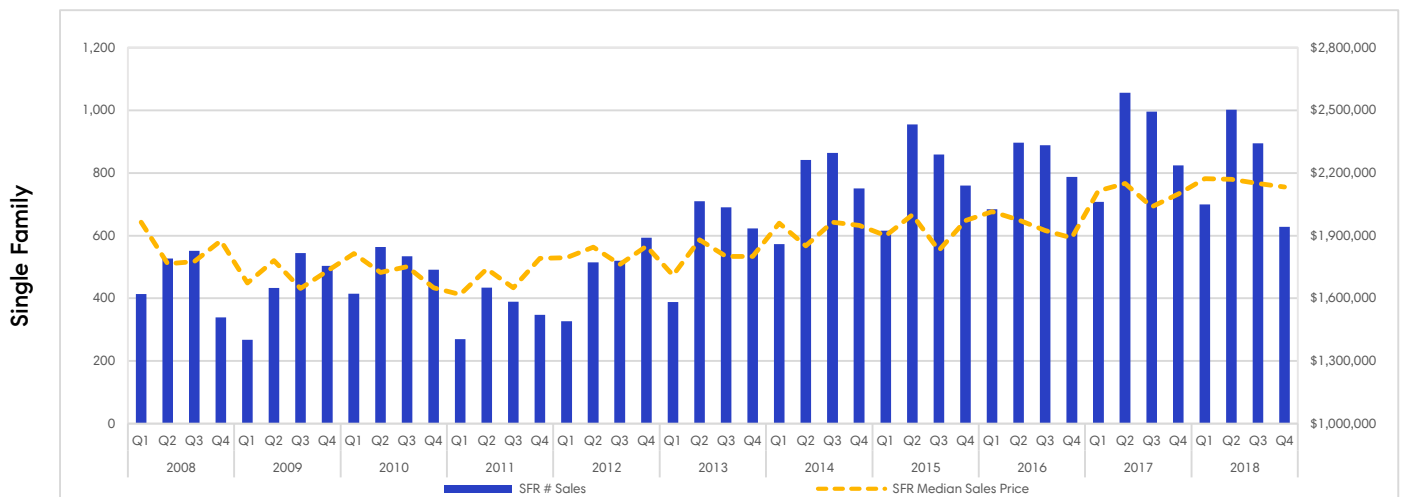
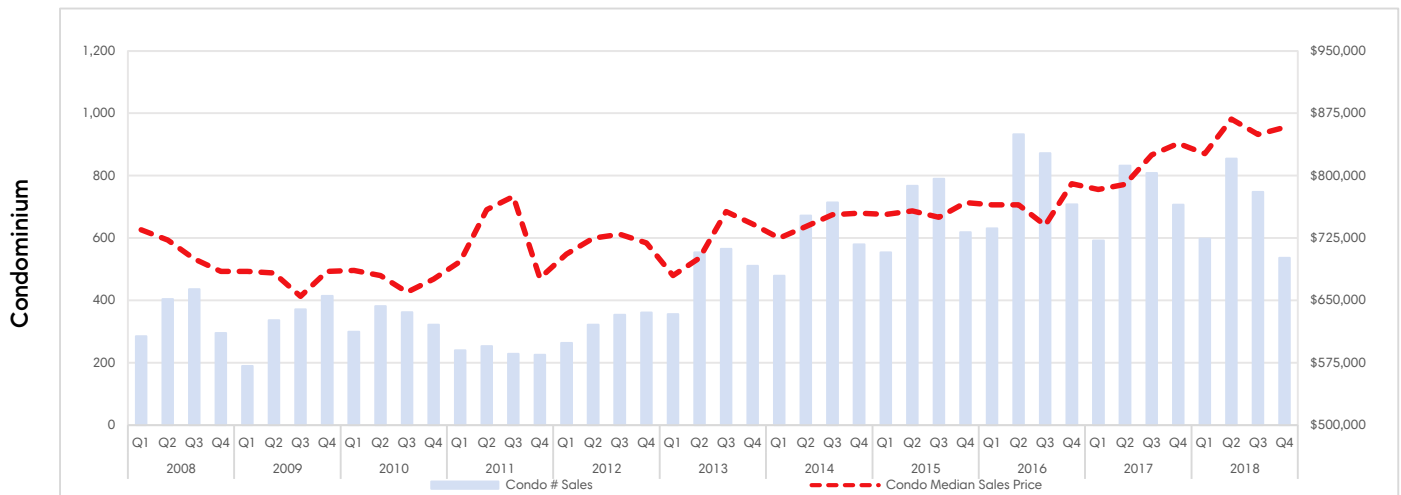
Closings

The number of condo sales in LA was down year-over-year in Q4-2018 with 537 closings, a 9% drop compared to Q4-2017; as would-be buyers are exhibiting patience in the marketplace. However, many neighborhoods with historically high sales activity did not experience major changes in the number of transactions; 99 condos closed in Century City-Westwood (+3% YoY), 89 condos closed in Pasadena (+5% YoY), and 78 condos closed in Santa Monica (-3% YoY). Conversely, closings in Downtown LA and West Hollywood, which also have had historically strong condo sales, were down year-over-year to 51 and 59 residences, respectively (-19% and -23% YoY).

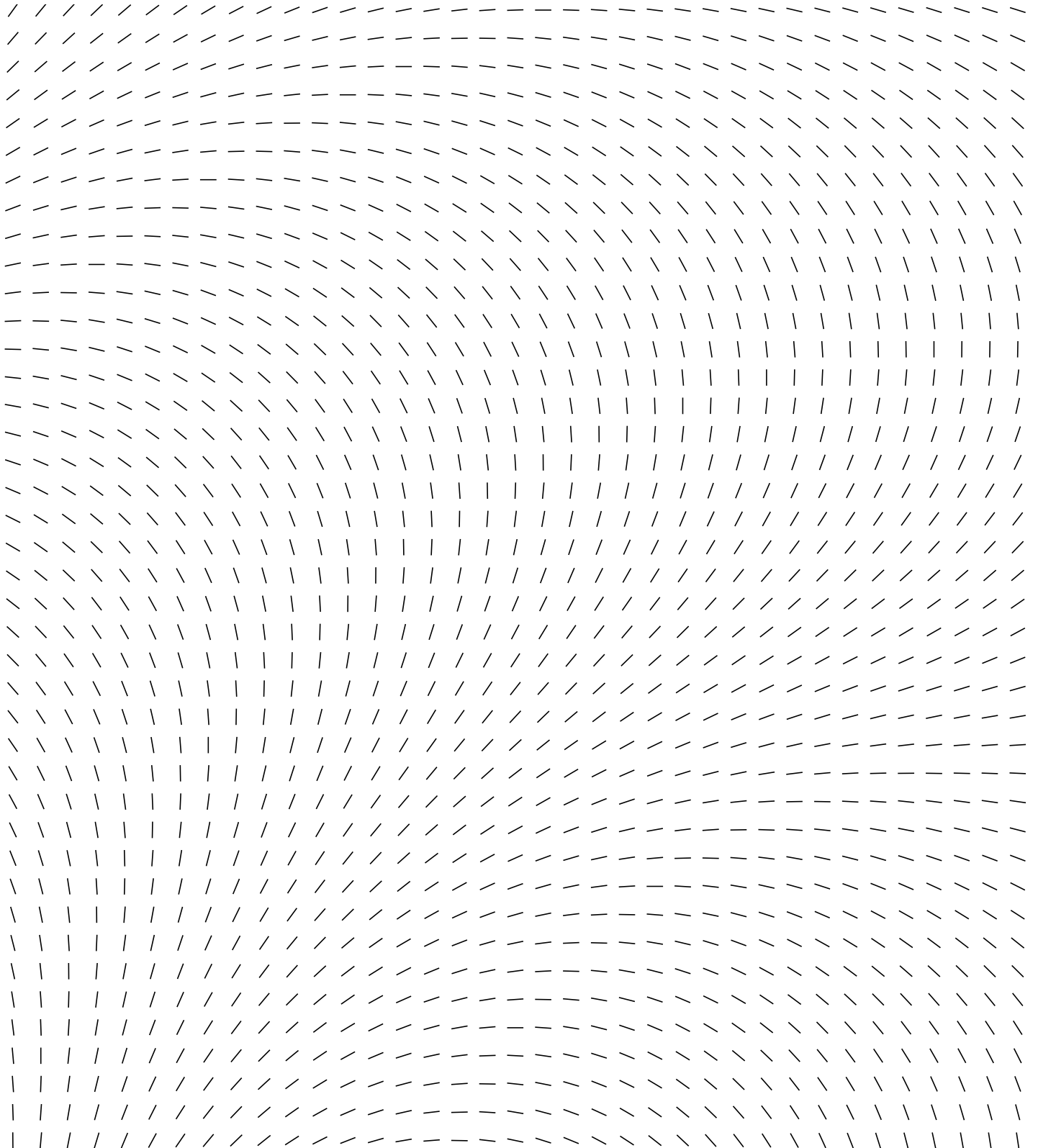
Despite the decline in number of closings, sales prices rose slightly to a median of \$858K and a median price per square foot of \$659/SF (+2.4% and +2.8% respectively, YoY). Most neighborhoods under Compass' universe of coverage saw modest increases in valuations, but Los Feliz and Sunset Strip-Hollywood Hills experienced strong increases, up 30% YoY to \$697/SF and up 22% YoY to \$659/SF. Negotiability slipped in Q4-2019 to -0.4% below asking price, a change from Q4-2017 when condos traded for an average of 1.8% above asking price.

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 12/15/2018.*



Neighborhood Snapshots

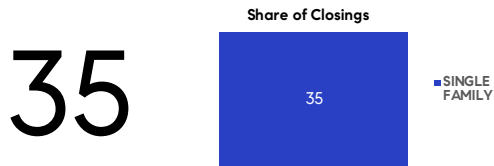


Bel-Air-Holmby Hills

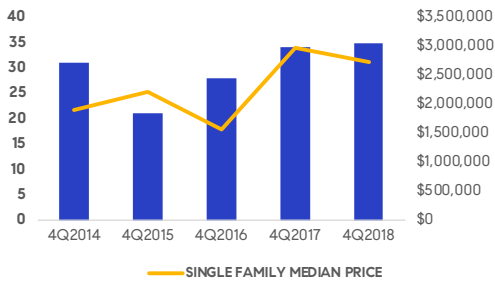
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



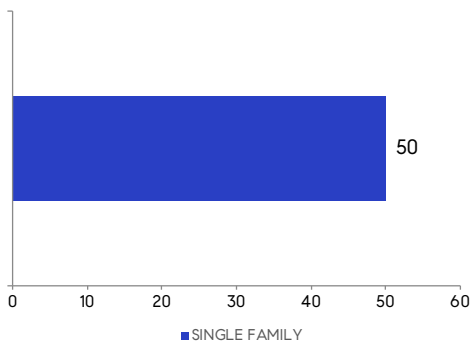
4Q2018 Price Metrics

-
Median Condo Sales Price

\$2,735,000
Median Single Family Sales Price

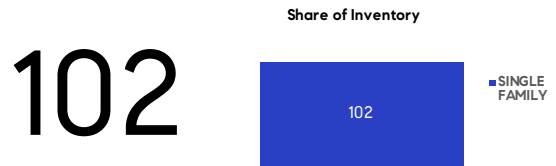
-
Median Condo Sales PPSF

Median Days on Market

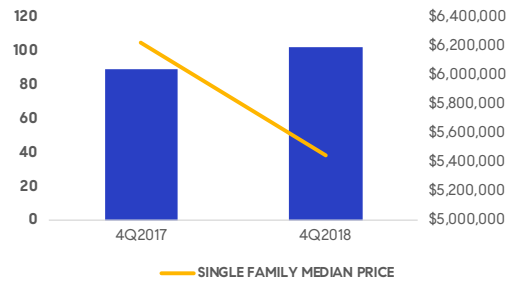


Inventory

Number of Active Listings



Inventory - Year over Year



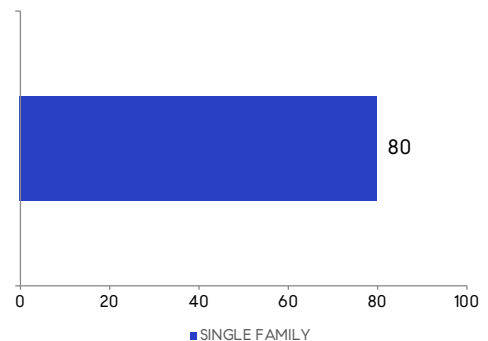
4Q2018 Price Metrics

-
Median Condo Asking Price

\$5,450,000
Median Single Family Asking Price

-
Median Condo Asking PPSF

Median Days on Market



Bel-Air-Holmby Hills

Single Family

Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
SINGLE FAMILY					
Number of Closings	35	34	2.9%	27	29.6%
Median Price	\$2,735,000	\$2,975,000	-8.1%	\$2,850,000	-4.0%
Median Days on Market	50	48	4.2%	48	4.2%
Median Negotiability	-3.0%	-1.8%	-	-3.2%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,110,000	\$1,530,000	-27.5%	\$1,344,000	-17.4%
1,500 - 2,000	\$2,005,000	\$1,711,000	17.2%	\$1,950,000	2.8%
2,000 - 3,000	\$3,150,000	\$3,314,000	-4.9%	\$2,575,000	22.3%
3,000 - 4,000	\$3,500,000	\$3,200,000	9.4%	\$4,590,000	-23.7%
> 4,000	\$8,400,000	\$14,850,000	-43.4%	\$5,700,000	47.4%

Bel-Air-Holmby Hills

Single Family

Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
SINGLE FAMILY					
Number of Active Listings	102	89	14.6%	121	-15.7%
Median Price	\$5,450,000	\$6,229,000	-12.5%	\$5,495,000	-0.8%
Median Days on Market	80	176	-54.5%	89	-10.1%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,324,000	\$1,649,000	-19.7%	\$1,497,000	-11.6%
1,500 - 2,000	\$1,799,000	\$1,995,000	-9.8%	\$2,050,000	-12.2%
2,000 - 3,000	\$3,447,000	\$2,595,000	32.8%	\$2,890,000	19.3%
3,000 - 4,000	\$4,723,000	\$4,244,000	11.3%	\$4,850,000	-2.6%
> 4,000	\$12,525,000	\$11,950,000	4.8%	\$12,950,000	-3.3%

* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	9.1	6.7

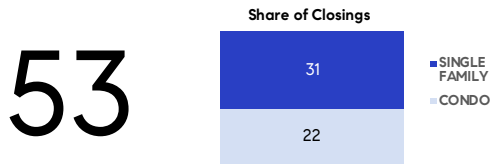
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Beverly Center-Miracle Mile

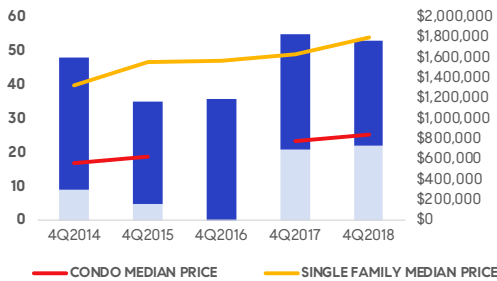
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$845,000

Median Condo Sales Price

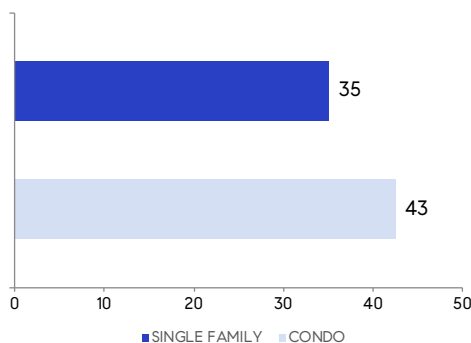
\$1,800,000

Median Single Family Sales Price

\$659

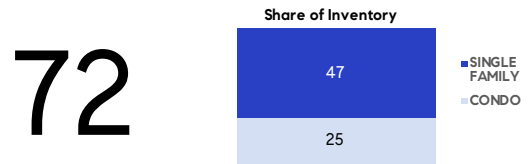
Median Condo Sales PPSF

Median Days on Market

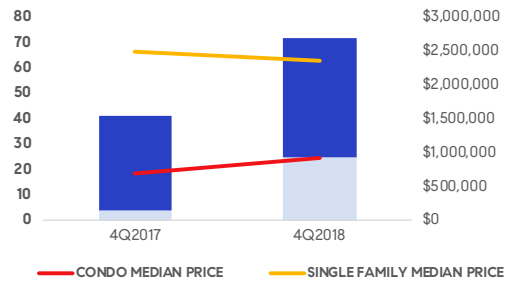


Inventory

Number of Active Listings



Inventory - Year over Year



4Q2018 Price Metrics

\$918,000

Median Condo Asking Price

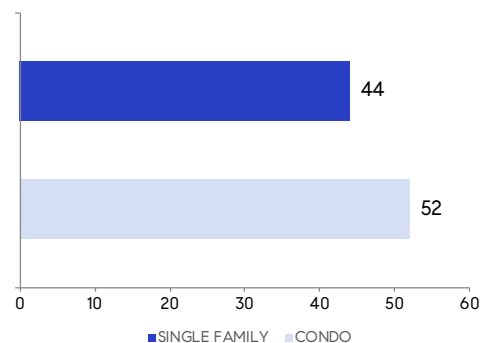
\$2,350,000

Median Single Family Asking Price

\$690

Median Condo Asking PPSF

Median Days on Market



Beverly Center-Miracle Mile Condominium & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	22	21	4.8%	22	0.0%
Median Price	\$845,000	\$779,000	8.5%	\$855,000	-1.2%
Median PPSF	\$659	\$623	5.8%	\$646	2.1%
Median Days on Market	43	32	32.8%	26	63.5%
Median Negotiability	-0.5%	0.6%	-	-0.3%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$603,000	\$590,000	2.2%	\$637,000	-5.3%
2 BR	\$789,000	\$779,000	1.3%	\$835,000	-5.5%
3 BR	\$1,430,000	\$991,000	44.3%	\$1,125,000	27.1%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	31	34	-8.8%	43	-27.9%
Median Price	\$1,800,000	\$1,638,000	9.9%	\$1,652,000	9.0%
Median Days on Market	35	26	37.3%	40	-11.4%
Median Negotiability	-2.4%	-1.9%	-	-1.2%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,542,000	\$1,408,000	9.5%	\$1,491,000	3.4%
1,500 - 2,000	\$1,863,000	\$2,036,000	-8.5%	\$1,888,000	-1.3%
2,000 - 3,000	\$2,865,000	\$2,700,000	6.1%	\$1,780,000	61.0%
3,000 - 4,000	\$1,936,000	\$3,339,000	-42.0%	\$3,849,000	-49.7%
> 4,000	-	\$4,100,000	-	\$3,925,000	-

Beverly Center-Miracle Mile Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	25	4	525.0%	20	25.0%
Median Price	\$918,000	\$700,000	31.1%	\$977,000	-6.0%
Median PPSF	\$690	\$605	14.2%	\$677	2.0%
Median Days on Market	52	43	20.9%	42	25.3%
Median Pricing Analysis by Bedroom Type:					
Studio	\$466,000	-	-	-	-
1 BR	\$585,000	\$575,000	1.7%	\$599,000	-2.3%
2 BR	\$979,000	\$750,000	30.5%	\$978,000	0.1%
3 BR	\$991,000	-	-	\$1,560,000	-36.5%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	47	37	27.0%	33	42.4%
Median Price	\$2,350,000	\$2,500,000	-6.0%	\$1,810,000	29.8%
Median Days on Market	44	109	-59.6%	27	63.0%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,499,000	\$1,695,000	-11.6%	\$1,350,000	11.0%
1,500 - 2,000	\$2,299,000	\$1,745,000	31.7%	\$1,880,000	22.3%
2,000 - 3,000	\$3,448,000	\$3,125,000	10.3%	\$3,150,000	9.5%
3,000 - 4,000	\$4,292,000	\$3,308,000	29.7%	\$3,900,000	10.1%
> 4,000	\$5,195,000	\$4,173,000	24.5%	\$4,250,000	22.2%

* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	3.2	1.8

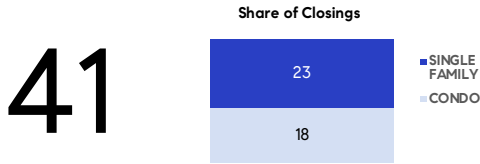
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Beverly Hills

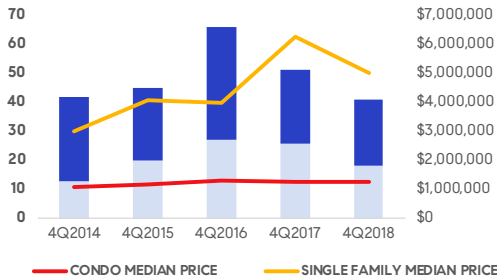
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$1,253,000

Median Condo Sales Price

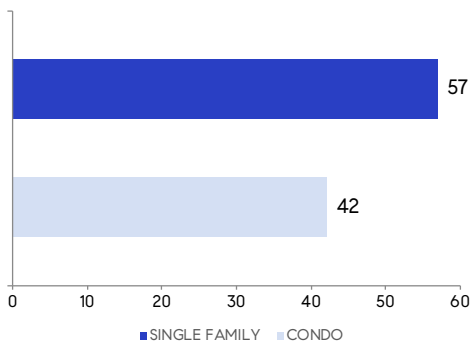
\$5,030,000

Median Single Family Sales Price

\$728

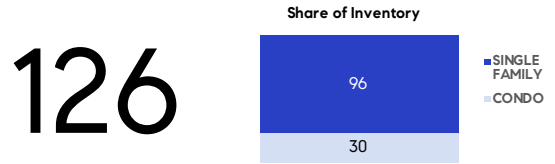
Median Condo Sales PPSF

Median Days on Market

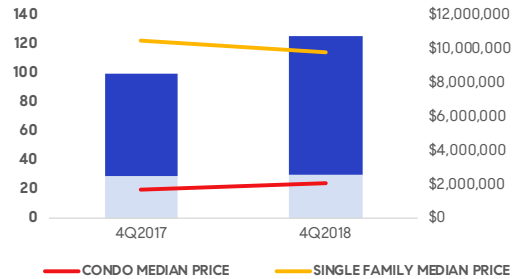


Inventory

Number of Active Listings



Inventory - Year over Year



4Q2018 Price Metrics

\$2,047,000

Median Condo Asking Price

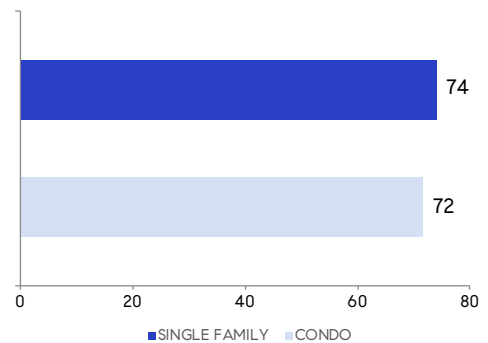
\$9,800,000

Median Single Family Asking Price

\$873

Median Condo Asking PPSF

Median Days on Market



Beverly Hills

Condominium & Single Family

Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	18	26	-30.8%	19	-5.3%
Median Price	\$1,253,000	\$1,255,000	-0.2%	\$1,225,000	2.3%
Median PPSF	\$728	\$711	2.5%	\$765	-4.8%
Median Days on Market	42	44	-4.5%	34	23.5%
Median Negotiability	-2.9%	-2.3%	-	-0.2%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$1,305,000	\$755,000	72.8%	-	-
2 BR	\$1,063,000	\$948,000	12.1%	\$1,025,000	3.7%
3 BR	\$1,905,000	\$2,060,000	-7.5%	\$2,548,000	-25.2%
4 BR+	\$3,300,000	-	-	-	-
SINGLE FAMILY					
Number of Closings	23	25	-8.0%	29	-20.7%
Median Price	\$5,030,000	\$6,250,000	-19.5%	\$5,700,000	-11.8%
Median Days on Market	57	83	-31.3%	61	-6.6%
Median Negotiability	-5.7%	-5.3%	-	-3.3%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,400,000	\$2,140,000	12.1%	\$2,495,000	-3.8%
1,500 - 2,000	\$2,900,000	\$5,300,000	-45.3%	\$2,618,000	10.8%
2,000 - 3,000	\$2,819,000	\$4,926,000	-42.8%	\$6,006,000	-53.1%
3,000 - 4,000	\$6,115,000	\$6,250,000	-2.2%	\$5,725,000	6.8%
> 4,000	\$12,475,000	\$10,642,000	17.2%	\$13,163,000	-5.2%

Beverly Hills Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	30	29	3.4%	34	-11.8%
Median Price	\$2,047,000	\$1,695,000	20.8%	\$1,832,000	11.7%
Median PPSF	\$873	\$883	-1.1%	\$967	-9.6%
Median Days on Market	72	133	-46.2%	67	7.5%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$699,000	-	-	-
1 BR	-	\$1,249,000	-	\$1,495,000	-
2 BR	\$1,575,000	\$1,469,000	7.2%	\$1,462,000	7.7%
3 BR	\$2,970,000	\$3,125,000	-5.0%	\$3,000,000	-1.0%
4 BR+	\$3,895,000	\$6,493,000	-40.0%	\$4,295,000	-9.3%
SINGLE FAMILY					
Number of Active Listings	96	71	35.2%	90	6.7%
Median Price	\$9,800,000	\$10,499,000	-6.7%	\$9,948,000	-1.5%
Median Days on Market	74	171	-56.7%	63	18.4%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,925,000	\$2,475,000	18.2%	\$2,573,000	13.7%
1,500 - 2,000	\$2,949,000	\$3,045,000	-3.2%	\$3,019,000	-2.3%
2,000 - 3,000	\$5,225,000	\$5,990,000	-12.8%	\$4,698,000	11.2%
3,000 - 4,000	\$7,800,000	\$7,923,000	-1.6%	\$7,259,000	7.5%
> 4,000	\$14,500,000	\$17,973,000	-19.3%	\$15,948,000	-9.1%

* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	6.6	4.2

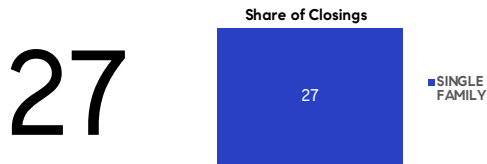
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Beverly Hills Post Office

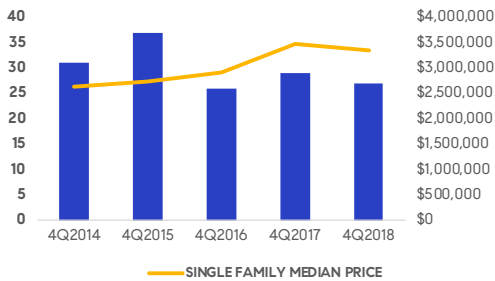
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Closings

Number of Total Closings



Closings - Last Five Years



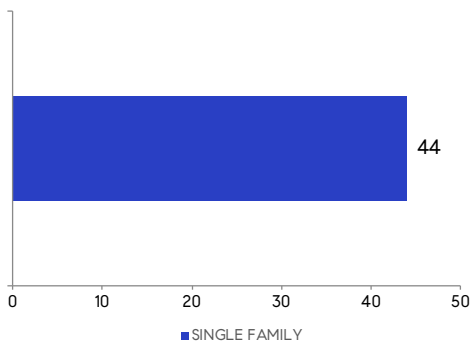
4Q2018 Price Metrics

-
Median Condo Sales Price

\$3,338,000
Median Single Family Sales Price

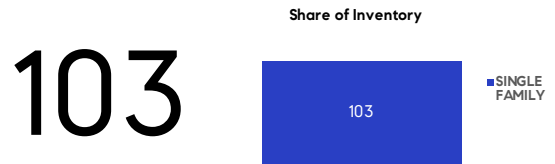
-
Median Condo Sales PPSF

Median Days on Market

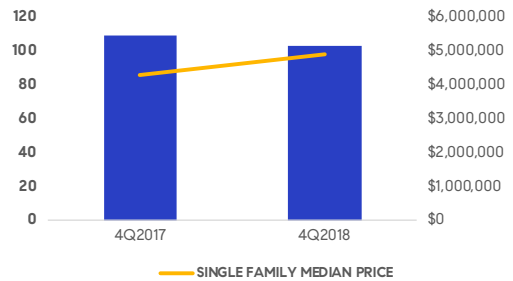


Inventory

Number of Active Listings



Inventory - Year over Year



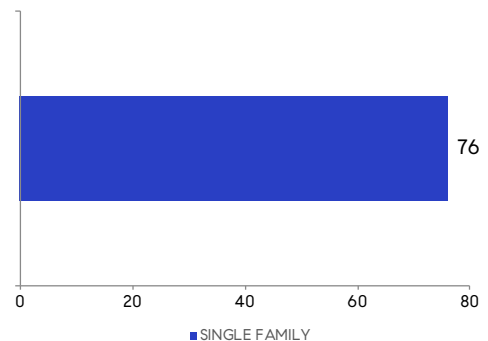
4Q2018 Price Metrics

-
Median Condo Asking Price

\$4,900,000
Median Single Family Asking Price

-
Median Condo Asking PPSF

Median Days on Market



Beverly Hills Post Office

Single Family

Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
SINGLE FAMILY					
Number of Closings	27	29	-6.9%	36	-25.0%
Median Price	\$3,338,000	\$3,475,000	-3.9%	\$2,776,000	20.2%
Median Days on Market	44	55	-20.0%	67	-33.8%
Median Negotiability	-3.9%	-3.9%	-	-4.4%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,356,000	\$1,650,000	-17.8%	\$1,245,000	8.9%
1,500 - 2,000	\$2,513,000	\$2,305,000	9.0%	\$2,250,000	11.7%
2,000 - 3,000	\$3,075,000	\$3,050,000	0.8%	\$3,200,000	-3.9%
3,000 - 4,000	\$4,455,000	\$3,625,000	22.9%	\$3,900,000	14.2%
> 4,000	\$5,773,000	\$6,894,000	-16.3%	\$4,911,000	17.6%

Beverly Hills Post Office Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
SINGLE FAMILY					
Number of Active Listings	103	109	-5.5%	125	-17.6%
Median Price	\$4,900,000	\$4,295,000	14.1%	\$4,595,000	6.6%
Median Days on Market	76	170	-55.3%	61	24.6%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,095,000	\$1,375,000	-20.4%	\$1,390,000	-21.2%
1,500 - 2,000	\$2,395,000	\$2,495,000	-4.0%	\$2,800,000	-14.5%
2,000 - 3,000	\$3,100,000	\$2,922,000	6.1%	\$3,288,000	-5.7%
3,000 - 4,000	\$4,295,000	\$4,195,000	2.4%	\$4,295,000	0.0%
> 4,000	\$8,495,000	\$8,497,000	0.0%	\$9,995,000	-15.0%

* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	8.1	9.2

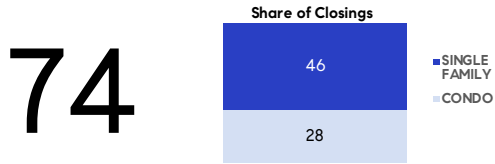
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Brentwood

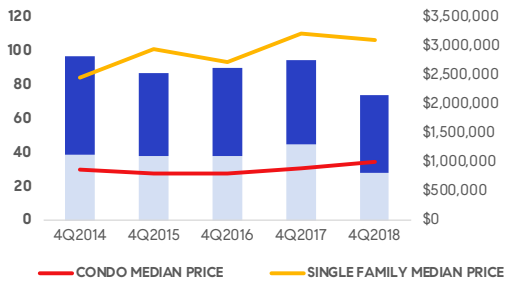
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$1,012,000

Median Condo Sales Price

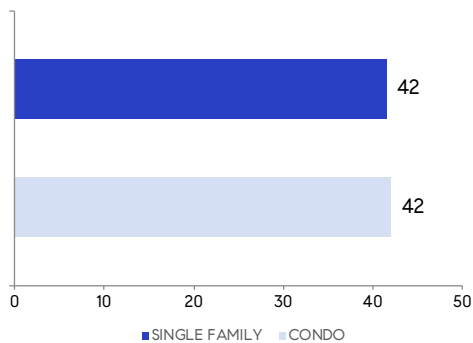
\$3,100,000

Median Single Family Sales Price

\$710

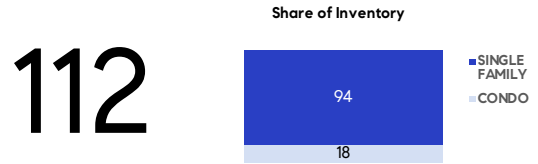
Median Condo Sales PPSF

Median Days on Market

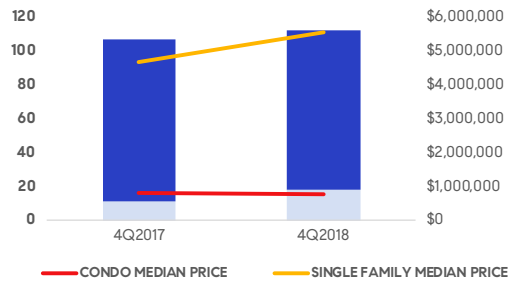


Inventory

Number of Active Listings



Inventory - Year over Year



4Q2018 Price Metrics

\$784,000

Median Condo Asking Price

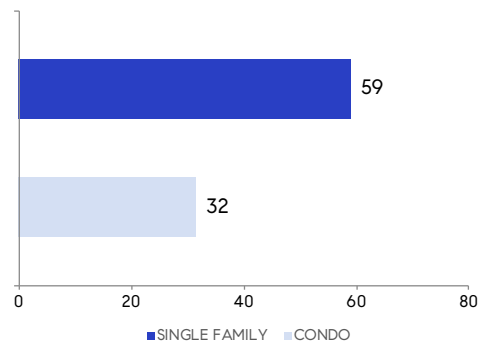
\$5,545,000

Median Single Family Asking Price

\$699

Median Condo Asking PPSF

Median Days on Market



Brentwood

Condominium & Single Family

Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	28	45	-37.8%	46	-39.1%
Median Price	\$1,012,000	\$895,000	13.1%	\$1,054,000	-4.0%
Median PPSF	\$710	\$668	6.3%	\$673	5.6%
Median Days on Market	42	34	25.4%	37	15.1%
Median Negotiability	-0.8%	0.0%	-	0.9%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	\$520,000	-
1 BR	\$620,000	\$622,000	-0.3%	\$665,000	-6.8%
2 BR	\$1,060,000	\$883,000	20.0%	\$1,056,000	0.4%
3 BR	\$1,188,000	\$1,325,000	-10.3%	\$1,330,000	-10.7%
4 BR+	-	-	-	\$2,575,000	-
SINGLE FAMILY					
Number of Closings	46	50	-8.0%	68	-32.4%
Median Price	\$3,100,000	\$3,230,000	-4.0%	\$3,195,000	-3.0%
Median Days on Market	42	26	59.6%	63	-34.1%
Median Negotiability	-3.6%	-1.9%	-	-2.6%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,202,000	\$1,797,000	22.5%	\$2,175,000	1.2%
1,500 - 2,000	\$2,123,000	\$2,681,000	-20.8%	\$2,530,000	-16.1%
2,000 - 3,000	\$2,823,000	\$3,215,000	-12.2%	\$2,945,000	-4.1%
3,000 - 4,000	\$4,250,000	\$3,613,000	17.6%	\$4,738,000	-10.3%
> 4,000	\$6,350,000	\$6,258,000	1.5%	\$6,098,000	4.1%

Brentwood Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	18	11	63.6%	25	-28.0%
Median Price	\$784,000	\$795,000	-1.4%	\$1,045,000	-25.0%
Median PPSF	\$699	\$629	11.1%	\$705	-0.9%
Median Days on Market	32	87	-63.8%	14	125.0%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$589,000	\$584,000	0.9%	\$537,000	9.7%
2 BR	\$975,000	\$795,000	22.6%	\$942,000	3.5%
3 BR	\$1,397,000	-	-	\$1,175,000	18.9%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	94	96	-2.1%	114	-17.5%
Median Price	\$5,545,000	\$4,693,000	18.2%	\$4,485,000	23.6%
Median Days on Market	59	120	-50.8%	43	37.2%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,453,000	\$1,895,000	29.4%	\$2,115,000	16.0%
1,500 - 2,000	\$2,475,000	\$2,674,000	-7.4%	\$2,897,000	-14.6%
2,000 - 3,000	\$3,450,000	\$2,995,000	15.2%	\$3,345,000	3.1%
3,000 - 4,000	\$4,247,000	\$4,690,000	-9.4%	\$3,900,000	8.9%
> 4,000	\$7,995,000	\$7,298,000	9.6%	\$7,145,000	11.9%

* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	3.0	2.8

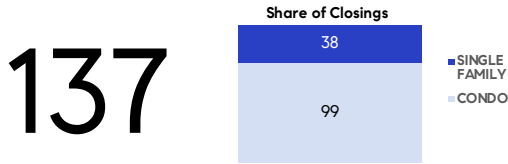
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Century City-Westwood

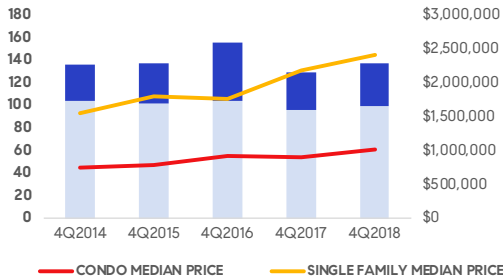
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$1,014,000

Median Condo Sales Price

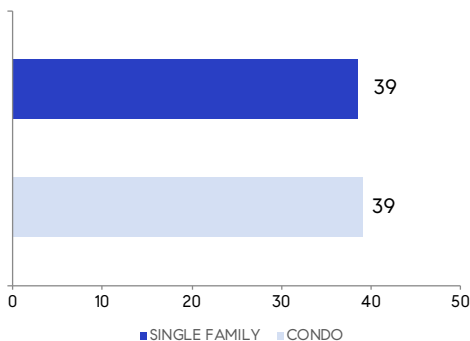
\$2,421,000

Median Single Family Sales Price

\$656

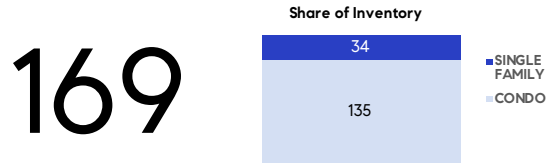
Median Condo Sales PPSF

Median Days on Market

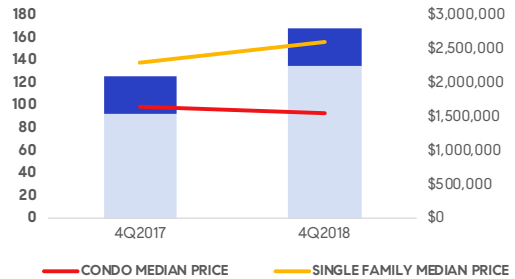


Inventory

Number of Active Listings



Inventory - Year over Year



4Q2018 Price Metrics

\$1,550,000

Median Condo Asking Price

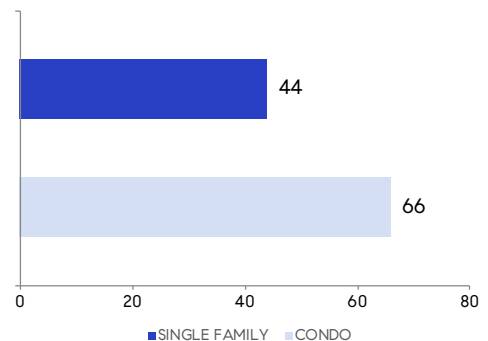
\$2,599,000

Median Single Family Asking Price

\$849

Median Condo Asking PPSF

Median Days on Market



Century City-Westwood Condominium & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	99	96	3.1%	109	-9.2%
Median Price	\$1,014,000	\$913,000	11.1%	\$950,000	6.7%
Median PPSF	\$656	\$605	8.3%	\$653	0.4%
Median Days on Market	39	41	-4.9%	28	39.3%
Median Negotiability	-0.4%	-0.9%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	\$520,000	-
1 BR	\$740,000	\$615,000	20.3%	\$610,000	21.3%
2 BR	\$937,000	\$904,000	3.7%	\$898,000	4.3%
3 BR	\$1,265,000	\$1,146,000	10.4%	\$1,388,000	-8.9%
4 BR+	\$1,100,000	\$7,848,000	-86.0%	\$2,100,000	-47.6%
SINGLE FAMILY					
Number of Closings	38	33	15.2%	28	35.7%
Median Price	\$2,421,000	\$2,176,000	11.3%	\$2,128,000	13.8%
Median Days on Market	39	16	148.4%	30	28.3%
Median Negotiability	-0.5%	0.1%	-	0.0%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,673,000	\$1,650,000	1.4%	\$1,694,000	-1.2%
1,500 - 2,000	\$2,421,000	\$2,075,000	16.7%	\$2,073,000	16.8%
2,000 - 3,000	\$2,803,000	\$2,818,000	-0.5%	\$2,824,000	-0.7%
3,000 - 4,000	\$2,814,000	\$3,910,000	-28.0%	\$5,440,000	-48.3%
> 4,000	\$5,200,000	\$5,050,000	3.0%	\$5,375,000	-3.3%

Century City-Westwood Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	135	93	45.2%	116	16.4%
Median Price	\$1,550,000	\$1,650,000	-6.1%	\$1,562,000	-0.8%
Median PPSF	\$849	\$814	4.4%	\$865	-1.8%
Median Days on Market	66	135	-51.1%	47	40.4%
Median Pricing Analysis by Bedroom Type:					
Studio	\$447,000	-	-	\$462,000	-3.2%
1 BR	\$724,000	\$670,000	8.1%	\$795,000	-8.9%
2 BR	\$1,495,000	\$1,438,000	4.0%	\$1,550,000	-3.5%
3 BR	\$2,983,000	\$5,595,000	-46.7%	\$2,300,000	29.7%
4 BR+	\$8,948,000	\$2,295,000	289.9%	\$6,495,000	37.8%
SINGLE FAMILY					
Number of Active Listings	34	33	3.0%	35	-2.9%
Median Price	\$2,599,000	\$2,295,000	13.2%	\$2,795,000	-7.0%
Median Days on Market	44	93	-52.7%	26	69.2%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,587,000	\$1,595,000	-0.5%	\$1,697,000	-6.5%
1,500 - 2,000	\$2,250,000	\$1,595,000	41.1%	\$2,147,000	4.8%
2,000 - 3,000	\$3,648,000	\$2,495,000	46.2%	\$3,345,000	9.1%
3,000 - 4,000	\$4,545,000	\$4,195,000	8.3%	\$3,982,000	14.1%
> 4,000	\$5,850,000	\$5,495,000	6.5%	\$5,850,000	0.0%

* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	3.2	2.1

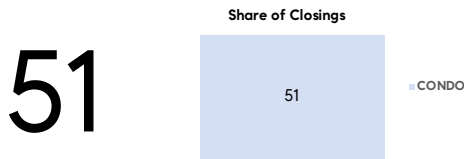
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Downtown LA

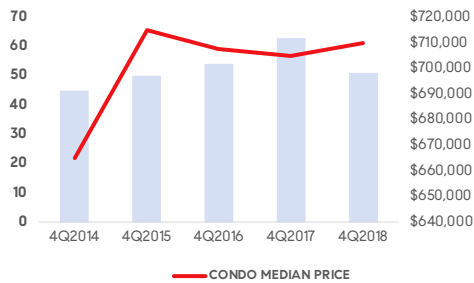
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$710,000

Median Condo Sales Price

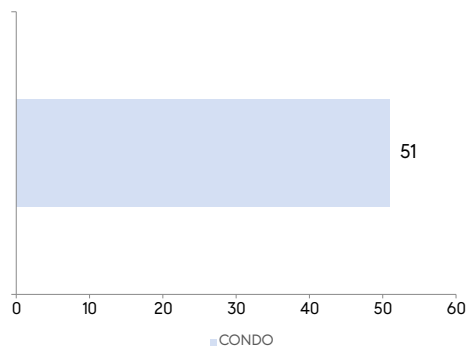
-

Median Single Family Sales Price

\$691

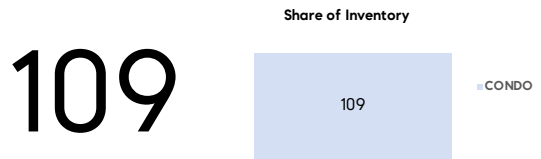
Median Condo Sales PPSF

Median Days on Market

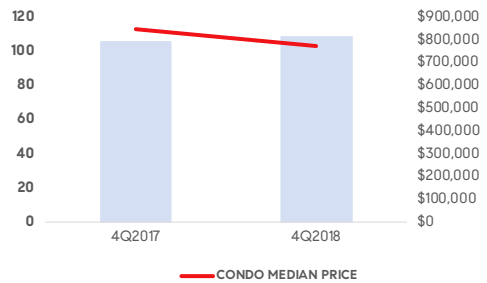


Inventory

Number of Active Listings



Inventory - Year over Year



4Q2018 Price Metrics

\$775,000

Median Condo Asking Price

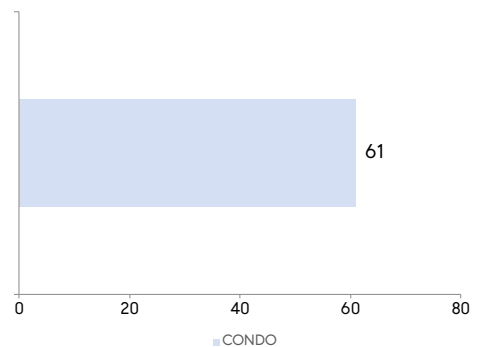
-

Median Single Family Asking Price

\$758

Median Condo Asking PPSF

Median Days on Market



Downtown LA Condominium Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	51	63	-19.0%	73	-30.1%
Median Price	\$710,000	\$705,000	0.7%	\$715,000	-0.7%
Median PPSF	\$691	\$661	4.5%	\$681	1.4%
Median Days on Market	51	51	0.0%	59	-13.6%
Median Negotiability	-2.1%	-1.5%	-	-1.2%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$523,000	\$625,000	-16.3%	\$688,000	-24.0%
1 BR	\$602,000	\$690,000	-12.8%	\$660,000	-8.8%
2 BR	\$1,050,000	\$834,000	25.9%	\$862,000	21.8%
3 BR	\$1,160,000	\$2,838,000	-59.1%	\$1,080,000	7.4%
4 BR+	-	-	-	\$540,000	-

Downtown LA Condominium Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	109	106	2.8%	118	-7.6%
Median Price	\$775,000	\$849,000	-8.7%	\$839,000	-7.6%
Median PPSF	\$758	\$762	-0.4%	\$760	-0.2%
Median Days on Market	61	117	-47.6%	48	27.1%
Median Pricing Analysis by Bedroom Type:					
Studio	\$590,000	\$644,000	-8.4%	\$590,000	0.0%
1 BR	\$710,000	\$620,000	14.5%	\$729,000	-2.6%
2 BR	\$883,000	\$1,320,000	-33.1%	\$1,050,000	-15.9%
3 BR	\$5,894,000	\$4,074,000	44.7%	\$3,896,000	51.3%
4 BR+	-	-	-	-	-

* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	3.9	4.1

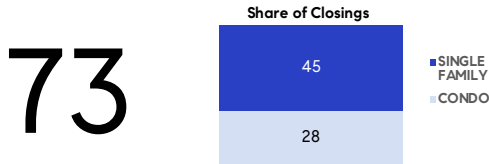
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Hancock Park-Wilshire

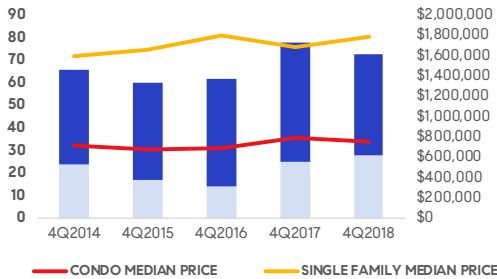
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$755,000

Median Condo Sales Price

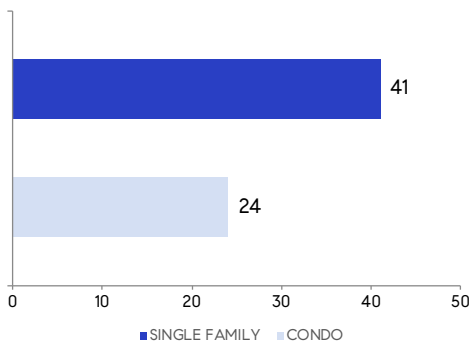
\$1,785,000

Median Single Family Sales Price

\$493

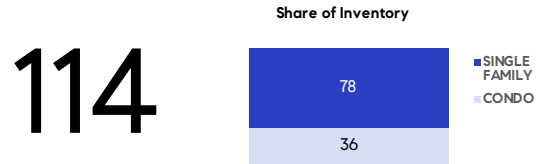
Median Condo Sales PPSF

Median Days on Market

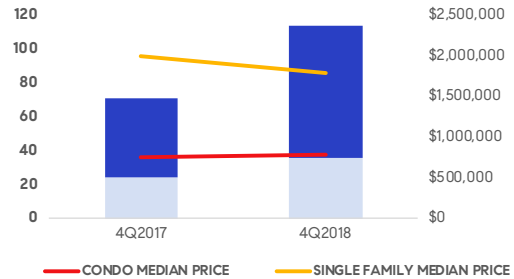


Inventory

Number of Active Listings



Inventory - Year over Year



4Q2018 Price Metrics

\$783,000

Median Condo Asking Price

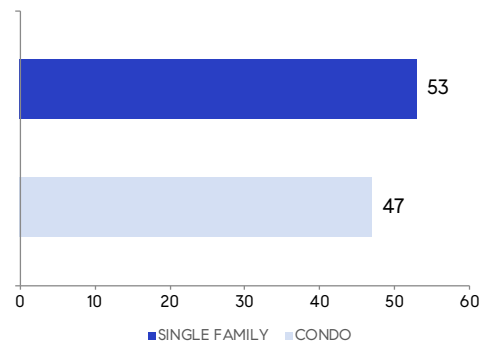
\$1,797,000

Median Single Family Asking Price

\$517

Median Condo Asking PPSF

Median Days on Market



Hancock Park-Wilshire Condominium & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	28	25	12.0%	30	-6.7%
Median Price	\$755,000	\$790,000	-4.4%	\$700,000	7.9%
Median PPSF	\$493	\$471	4.7%	\$539	-8.6%
Median Days on Market	24	43	-43.5%	26	-5.9%
Median Negotiability	0.0%	-0.8%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$681,000	\$690,000	-1.3%	-	-
2 BR	\$750,000	\$623,000	20.4%	\$610,000	23.0%
3 BR	\$828,000	\$893,000	-7.3%	\$797,000	3.9%
4 BR+	\$1,225,000	\$955,000	28.3%	-	-
SINGLE FAMILY					
Number of Closings	45	53	-15.1%	55	-18.2%
Median Price	\$1,785,000	\$1,690,000	5.6%	\$1,930,000	-7.5%
Median Days on Market	41	29	41.4%	22	86.4%
Median Negotiability	-1.5%	-2.1%	-	-0.7%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,350,000	\$1,412,000	-4.4%	\$1,340,000	0.7%
1,500 - 2,000	\$1,785,000	\$1,645,000	8.5%	\$1,812,000	-1.5%
2,000 - 3,000	\$2,500,000	\$2,485,000	0.6%	\$3,038,000	-17.7%
3,000 - 4,000	\$3,095,000	\$3,200,000	-3.3%	\$3,510,000	-11.8%
> 4,000	\$5,450,000	\$6,075,000	-10.3%	\$7,000,000	-22.1%

Hancock Park-Wilshire Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	36	24	50.0%	26	38.5%
Median Price	\$783,000	\$754,000	3.8%	\$783,000	0.0%
Median PPSF	\$517	\$494	4.5%	\$565	-8.5%
Median Days on Market	47	95	-50.3%	38	25.3%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$487,000	\$519,000	-6.2%	\$540,000	-9.8%
2 BR	\$679,000	\$674,000	0.7%	\$785,000	-13.5%
3 BR	\$899,000	\$812,000	10.7%	\$898,000	0.1%
4 BR+	\$925,000	\$1,699,000	-45.6%	-	-
SINGLE FAMILY					
Number of Active Listings	78	47	66.0%	67	16.4%
Median Price	\$1,797,000	\$1,999,000	-10.1%	\$1,700,000	5.7%
Median Days on Market	53	114	-53.5%	35	51.4%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,327,000	\$1,200,000	10.6%	\$1,354,000	-2.0%
1,500 - 2,000	\$1,720,000	\$1,380,000	24.6%	\$1,757,000	-2.1%
2,000 - 3,000	\$2,300,000	\$2,449,000	-6.1%	\$2,150,000	7.0%
3,000 - 4,000	\$3,399,000	\$2,595,000	31.0%	\$3,399,000	0.0%
> 4,000	\$8,350,000	\$7,295,000	14.5%	\$8,695,000	-4.0%

* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	3.7	2.1

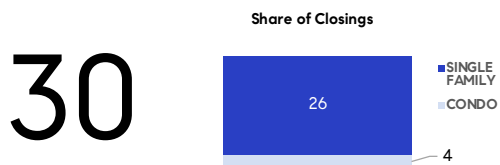
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Hollywood Hills East

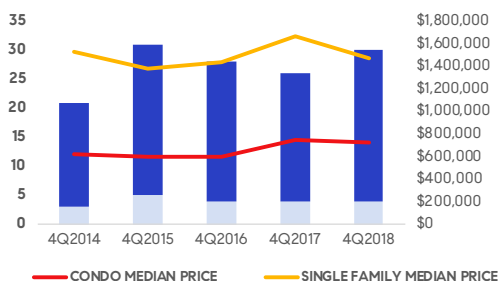
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$725,000

Median Condo Sales Price

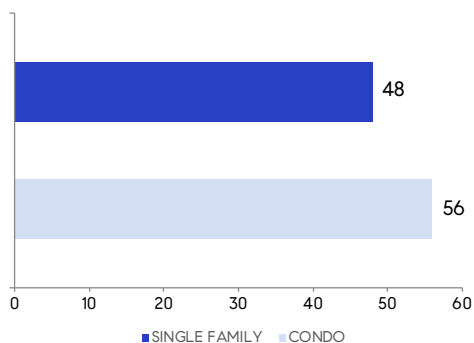
\$1,470,000

Median Single Family Sales Price

\$426

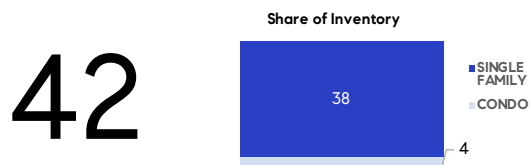
Median Condo Sales PPSF

Median Days on Market

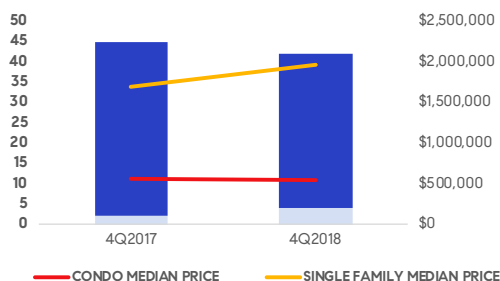


Inventory

Number of Active Listings



Inventory - Year over Year



4Q2018 Price Metrics

\$560,000

Median Condo Asking Price

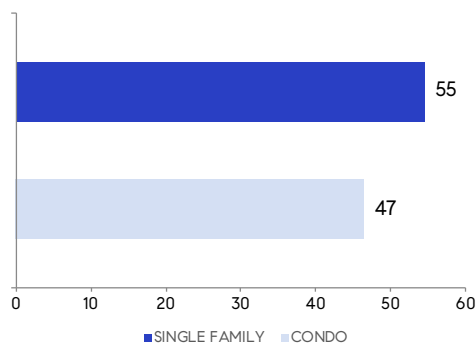
\$1,973,000

Median Single Family Asking Price

\$552

Median Condo Asking PPSF

Median Days on Market



Hollywood Hills East Condominium & Single Family Closings

CLOSINGS	4Q2018	4Q2017	<i>Y-o-Y % Change</i>	3Q2018	<i>Q-o-Q % Change</i>
CONDO					
Number of Closings	4	4	0.0%	7	-42.9%
Median Price	\$725,000	\$751,000	-3.5%	\$563,000	28.8%
Median PPSF	\$426	\$476	-10.6%	\$551	-22.8%
Median Days on Market	56	26	115.4%	44	27.3%
Median Negotiability	-1.4%	2.9%	-	1.1%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	-	-	-	-
2 BR	\$675,000	\$682,000	-1.0%	\$563,000	19.9%
3 BR	\$625,000	\$951,000	-34.3%	-	-
4 BR+	\$1,230,000	-	-	-	-
SINGLE FAMILY					
Number of Closings	26	22	18.2%	30	-13.3%
Median Price	\$1,470,000	\$1,663,000	-11.6%	\$1,437,000	2.3%
Median Days on Market	48	67	-27.8%	32	50.0%
Median Negotiability	0.0%	-2.6%	-	-0.5%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,350,000	\$1,350,000	0.0%	\$1,268,000	6.5%
1,500 - 2,000	\$1,499,000	\$1,670,000	-10.2%	\$1,634,000	-8.3%
2,000 - 3,000	\$2,900,000	\$1,740,000	66.7%	\$1,888,000	53.6%
3,000 - 4,000	\$2,100,000	\$1,655,000	26.9%	-	-
> 4,000	-	\$5,045,000	-	\$2,770,000	-

Hollywood Hills East Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	4	2	100.0%	3	33.3%
Median Price	\$560,000	\$564,000	-0.7%	\$739,000	-24.2%
Median PPSF	\$552	\$499	10.6%	\$503	9.8%
Median Days on Market	47	68	-31.1%	25	86.0%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$428,000	\$399,000	7.3%	-	-
2 BR	\$714,000	-	-	\$794,000	-10.1%
3 BR	-	\$730,000	-	\$735,000	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	38	43	-11.6%	42	-9.5%
Median Price	\$1,973,000	\$1,695,000	16.4%	\$1,817,000	8.6%
Median Days on Market	55	109	-50.0%	33	65.2%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,145,000	\$1,195,000	-4.2%	\$1,149,000	-0.3%
1,500 - 2,000	\$1,775,000	\$1,485,000	19.5%	\$1,699,000	4.5%
2,000 - 3,000	\$2,195,000	\$2,175,000	0.9%	\$1,895,000	15.8%
3,000 - 4,000	\$2,495,000	\$2,424,000	2.9%	\$2,348,000	6.3%
> 4,000	\$3,497,000	\$2,295,000	52.4%	\$4,495,000	-22.2%

* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	3.3	3.3

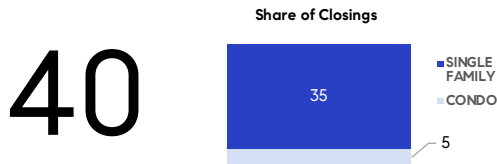
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Los Feliz

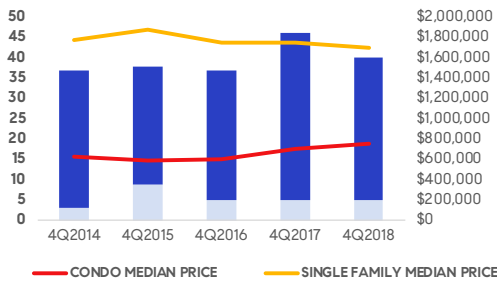
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$750,000

Median Condo Sales Price

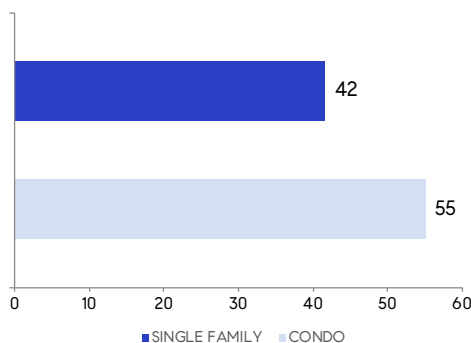
\$1,700,000

Median Single Family Sales Price

\$697

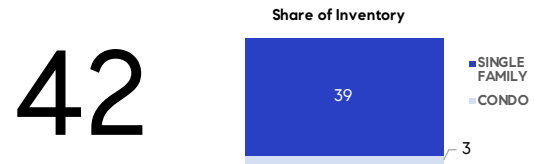
Median Condo Sales PPSF

Median Days on Market

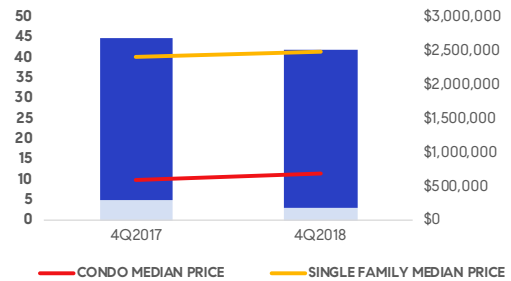


Inventory

Number of Active Listings



Inventory - Year over Year



4Q2018 Price Metrics

\$689,000

Median Condo Asking Price

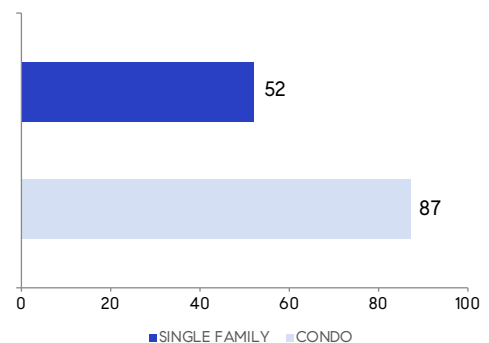
\$2,495,000

Median Single Family Asking Price

\$509

Median Condo Asking PPSF

Median Days on Market



Los Feliz

Condominium & Single Family

Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	5	5	0.0%	8	-37.5%
Median Price	\$750,000	\$706,000	6.2%	\$677,000	10.8%
Median PPSF	\$697	\$535	30.4%	\$552	26.3%
Median Days on Market	55	36	52.8%	25	124.5%
Median Negotiability	-3.0%	3.8%	-	-0.1%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$750,000	-	-	\$643,000	16.6%
2 BR	\$758,000	\$658,000	15.2%	\$648,000	17.0%
3 BR	-	-	-	\$760,000	-
4 BR+	-	\$1,333,000	-	-	-
SINGLE FAMILY					
Number of Closings	35	41	-14.6%	34	2.9%
Median Price	\$1,700,000	\$1,750,000	-2.9%	\$1,934,000	-12.1%
Median Days on Market	42	28	48.2%	40	3.8%
Median Negotiability	3.9%	-2.2%	-	1.0%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,250,000	\$1,200,000	4.2%	\$1,439,000	-13.1%
1,500 - 2,000	\$1,845,000	\$1,755,000	5.1%	\$1,913,000	-3.6%
2,000 - 3,000	\$2,508,000	\$2,938,000	-14.6%	\$2,720,000	-7.8%
3,000 - 4,000	\$3,498,000	\$5,045,000	-30.7%	\$3,950,000	-11.4%
> 4,000	\$8,500,000	\$3,750,000	126.7%	\$9,050,000	-6.1%

Los Feliz Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	3	5	-40.0%	7	-57.1%
Median Price	\$689,000	\$599,000	15.0%	\$699,000	-1.4%
Median PPSF	\$509	\$633	-19.6%	\$737	-31.0%
Median Days on Market	87	139	-37.4%	46	89.1%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$569,000	\$443,000	28.4%	\$644,000	-11.6%
2 BR	\$689,000	\$647,000	6.5%	\$750,000	-8.1%
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	39	40	-2.5%	49	-20.4%
Median Price	\$2,495,000	\$2,425,000	2.9%	\$2,395,000	4.2%
Median Days on Market	52	152	-65.7%	32	62.5%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$999,000	\$975,000	2.5%	\$1,125,000	-11.2%
1,500 - 2,000	\$1,799,000	\$1,900,000	-5.3%	\$1,969,000	-8.6%
2,000 - 3,000	\$3,131,000	\$2,345,000	33.5%	\$2,795,000	12.0%
3,000 - 4,000	\$3,093,000	\$2,795,000	10.7%	\$3,325,000	-7.0%
> 4,000	\$6,700,000	\$3,798,000	76.4%	\$6,700,000	0.0%

* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	2.5	2.6

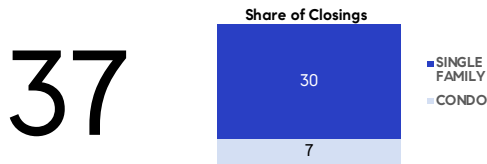
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Malibu

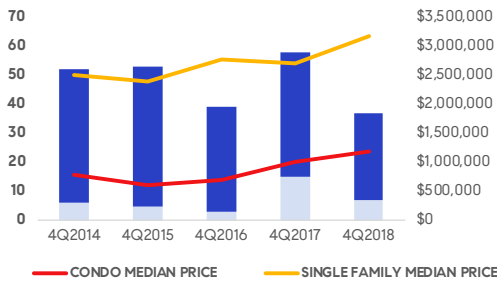
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$1,199,000

Median Condo Sales Price

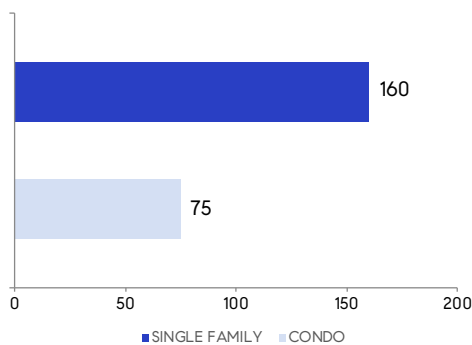
\$3,169,000

Median Single Family Sales Price

\$729

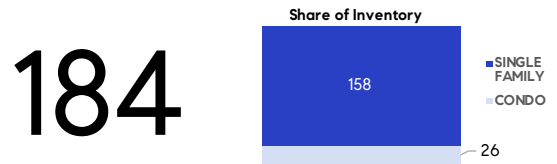
Median Condo Sales PPSF

Median Days on Market

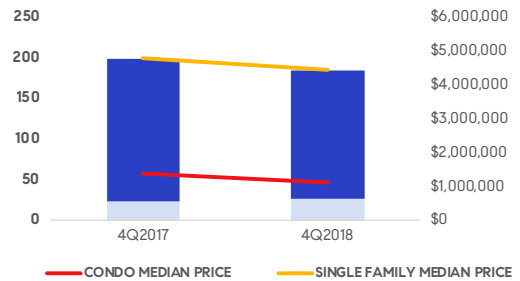


Inventory

Number of Active Listings



Inventory - Year over Year



4Q2018 Price Metrics

\$1,125,000

Median Condo Asking Price

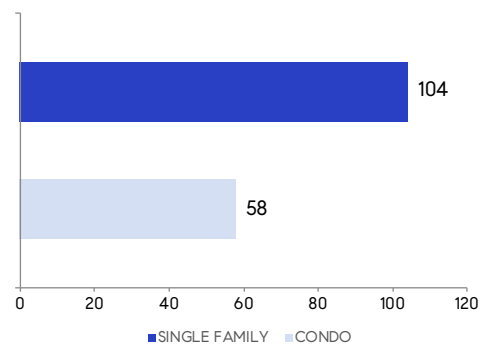
\$4,438,000

Median Single Family Asking Price

\$909

Median Condo Asking PPSF

Median Days on Market



Malibu

Condominium & Single Family

Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	7	15	-53.3%	12	-41.7%
Median Price	\$1,199,000	\$1,005,000	19.3%	\$1,238,000	-3.2%
Median PPSF	\$729	\$733	-0.6%	\$1,099	-33.7%
Median Days on Market	75	104	-27.9%	90	-16.7%
Median Negotiability	-1.0%	-2.8%	-	-2.9%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$1,199,000	\$1,469,000	-18.4%	\$1,200,000	-0.1%
2 BR	\$1,195,000	\$983,000	21.6%	\$1,262,000	-5.3%
3 BR	\$2,343,000	\$1,138,000	105.9%	\$1,583,000	48.0%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	30	43	-30.2%	52	-42.3%
Median Price	\$3,169,000	\$2,700,000	17.4%	\$2,850,000	11.2%
Median Days on Market	160	78	105.1%	77	107.8%
Median Negotiability	-6.4%	-5.3%	-	-4.2%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,313,000	\$1,975,000	17.1%	\$2,275,000	1.7%
1,500 - 2,000	\$3,050,000	\$1,975,000	54.4%	\$2,450,000	24.5%
2,000 - 3,000	\$4,448,000	\$4,800,000	-7.3%	\$2,890,000	53.9%
3,000 - 4,000	\$5,695,000	\$3,500,000	62.7%	\$5,457,000	4.4%
> 4,000	\$13,656,000	\$4,875,000	180.1%	\$5,050,000	170.4%

Malibu Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	26	23	13.0%	25	4.0%
Median Price	\$1,125,000	\$1,395,000	-19.4%	\$1,149,000	-2.1%
Median PPSF	\$909	\$909	0.0%	\$901	0.8%
Median Days on Market	58	184	-68.5%	43	34.9%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$1,123,000	\$1,275,000	-11.9%	\$1,149,000	-2.3%
2 BR	\$1,045,000	\$1,240,000	-15.7%	\$759,000	37.7%
3 BR	\$1,538,000	\$1,774,000	-13.3%	\$1,535,000	0.2%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	158	176	-10.2%	231	-31.6%
Median Price	\$4,438,000	\$4,798,000	-7.5%	\$4,985,000	-11.0%
Median Days on Market	104	232	-55.2%	88	18.2%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,688,000	\$2,973,000	-43.2%	\$2,395,000	-29.5%
1,500 - 2,000	\$3,248,000	\$3,599,000	-9.8%	\$3,485,000	-6.8%
2,000 - 3,000	\$4,400,000	\$4,495,000	-2.1%	\$3,995,000	10.1%
3,000 - 4,000	\$7,123,000	\$8,948,000	-20.4%	\$8,145,000	-12.5%
> 4,000	\$7,500,000	\$7,400,000	1.4%	\$6,923,000	8.3%

* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	7.8	9.4

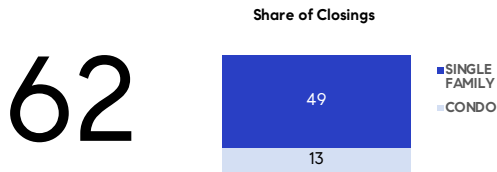
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Pacific Palisades

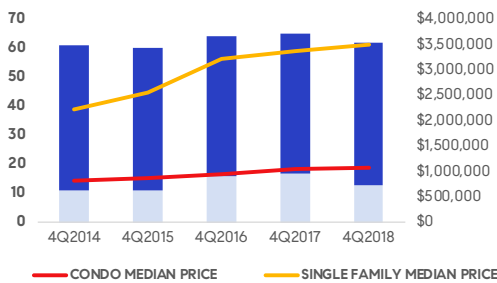
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$1,065,000

Median Condo Sales Price

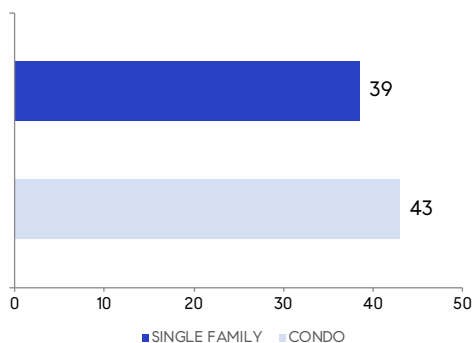
\$3,500,000

Median Single Family Sales Price

\$632

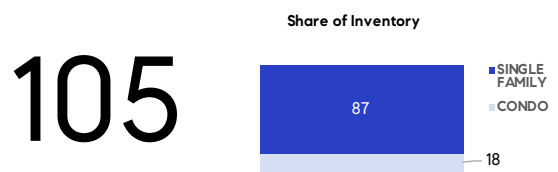
Median Condo Sales PPSF

Median Days on Market

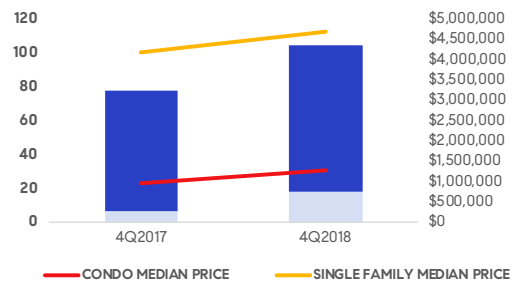


Inventory

Number of Active Listings



Inventory - Year over Year



4Q2018 Price Metrics

\$1,272,000

Median Condo Asking Price

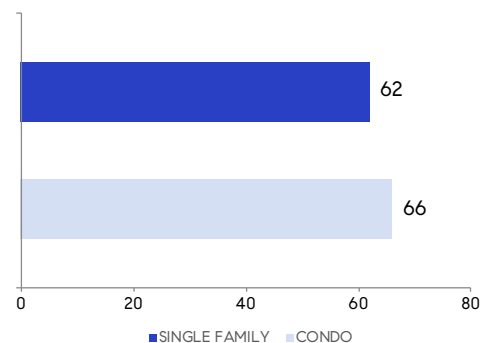
\$4,695,000

Median Single Family Asking Price

\$934

Median Condo Asking PPSF

Median Days on Market



Pacific Palisades

Condominium & Single Family

Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	13	17	-23.5%	12	8.3%
Median Price	\$1,065,000	\$1,050,000	1.4%	\$1,218,000	-12.6%
Median PPSF	\$632	\$643	-1.7%	\$685	-7.7%
Median Days on Market	43	25	75.5%	38	14.7%
Median Negotiability	-0.9%	0.0%	-	-2.4%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	\$560,000	-	\$699,000	-
2 BR	\$925,000	\$950,000	-2.6%	\$1,013,000	-8.7%
3 BR	\$1,169,000	\$1,325,000	-11.8%	\$1,449,000	-19.3%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	49	48	2.1%	45	8.9%
Median Price	\$3,500,000	\$3,380,000	3.6%	\$3,000,000	16.7%
Median Days on Market	39	22	75.0%	28	37.5%
Median Negotiability	-2.4%	-0.4%	-	-1.0%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,225,000	\$2,215,000	0.5%	\$2,188,000	1.7%
1,500 - 2,000	\$2,635,000	\$2,800,000	-5.9%	\$2,710,000	-2.8%
2,000 - 3,000	\$3,639,000	\$3,650,000	-0.3%	\$3,853,000	-5.6%
3,000 - 4,000	\$4,425,000	\$2,775,000	59.5%	\$5,000,000	-11.5%
> 4,000	\$6,188,000	\$5,275,000	17.3%	\$7,083,000	-12.6%

Pacific Palisades Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	18	7	157.1%	13	38.5%
Median Price	\$1,272,000	\$969,000	31.3%	\$1,395,000	-8.8%
Median PPSF	\$934	\$965	-3.2%	\$989	-5.5%
Median Days on Market	66	143	-53.8%	48	37.5%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$849,000	\$884,000	-4.0%	\$959,000	-11.5%
2 BR	\$1,475,000	\$1,247,000	18.3%	\$1,500,000	-1.7%
3 BR	-	-	-	\$1,267,000	-
4 BR+	-	\$1,675,000	-	-	-
SINGLE FAMILY					
Number of Active Listings	87	71	22.5%	88	-1.1%
Median Price	\$4,695,000	\$4,199,000	11.8%	\$4,497,000	4.4%
Median Days on Market	62	122	-49.2%	50	25.3%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$2,495,000	\$3,195,000	-21.9%	\$2,090,000	19.4%
1,500 - 2,000	\$3,004,000	\$2,850,000	5.4%	\$3,150,000	-4.6%
2,000 - 3,000	\$4,495,000	\$3,800,000	18.3%	\$3,935,000	14.2%
3,000 - 4,000	\$4,650,000	\$4,347,000	7.0%	\$4,895,000	-5.0%
> 4,000	\$7,247,000	\$6,750,000	7.4%	\$6,995,000	3.6%

* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	4.4	2.7

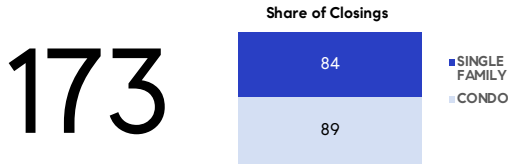
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Pasadena

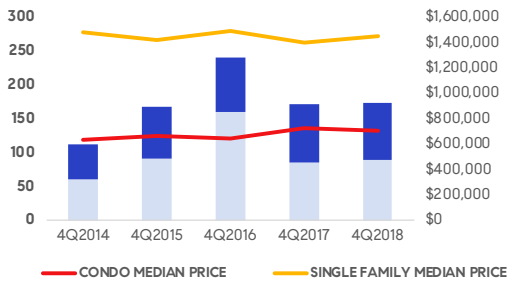
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$705,000

Median Condo Sales Price

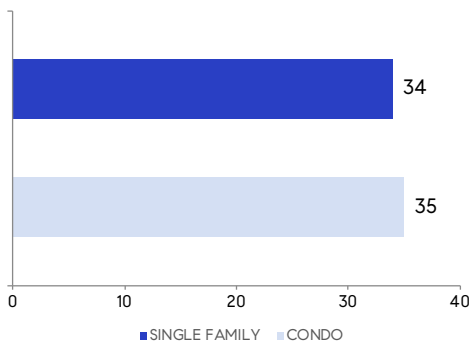
\$1,450,000

Median Single Family Sales Price

\$533

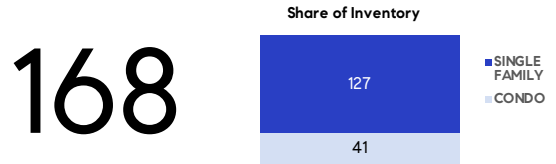
Median Condo Sales PPSF

Median Days on Market

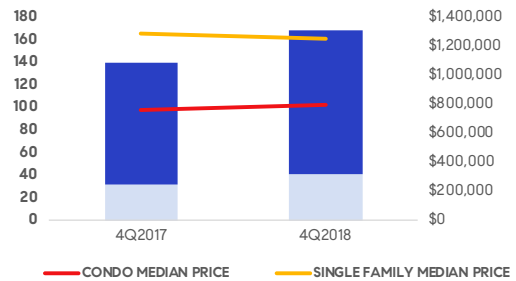


Inventory

Number of Active Listings



Inventory - Year over Year



4Q2018 Price Metrics

\$800,000

Median Condo Asking Price

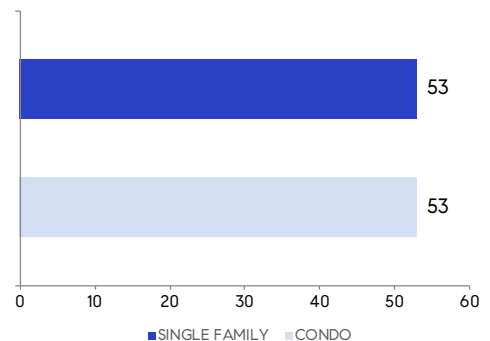
\$1,250,000

Median Single Family Asking Price

\$609

Median Condo Asking PPSF

Median Days on Market



Pasadena

Condominium & Single Family

Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	89	85	4.7%	112	-20.5%
Median Price	\$705,000	\$724,000	-2.6%	\$698,000	1.0%
Median PPSF	\$533	\$517	3.1%	\$529	0.7%
Median Days on Market	35	34	4.5%	26	37.3%
Median Negotiability	0.0%	0.0%	-	0.8%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$580,000	\$593,000	-2.2%	\$592,000	-2.0%
2 BR	\$652,000	\$662,000	-1.5%	\$660,000	-1.2%
3 BR	\$896,000	\$770,000	16.4%	\$793,000	13.0%
4 BR+	\$2,582,000	\$935,000	176.1%	\$845,000	205.6%
SINGLE FAMILY					
Number of Closings	84	86	-2.3%	123	-31.7%
Median Price	\$1,450,000	\$1,400,000	3.6%	\$1,450,000	0.0%
Median Days on Market	34	32	6.3%	29	17.2%
Median Negotiability	-0.3%	0.5%	-	0.1%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,099,000	\$1,217,000	-9.7%	\$1,150,000	-4.4%
1,500 - 2,000	\$1,363,000	\$1,382,000	-1.4%	\$1,355,000	0.6%
2,000 - 3,000	\$2,066,000	\$2,275,000	-9.2%	\$2,000,000	3.3%
3,000 - 4,000	\$2,584,000	\$2,925,000	-11.7%	\$2,630,000	-1.7%
> 4,000	\$4,198,000	\$3,725,000	12.7%	\$3,524,000	19.1%

Pasadena Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	41	32	28.1%	53	-22.6%
Median Price	\$800,000	\$762,000	5.0%	\$829,000	-3.5%
Median PPSF	\$609	\$565	7.7%	\$576	5.6%
Median Days on Market	53	89	-40.4%	40	32.5%
Median Pricing Analysis by Bedroom Type:					
Studio	\$338,000	-	-	\$488,000	-30.7%
1 BR	\$647,000	\$452,000	43.1%	\$438,000	47.7%
2 BR	\$774,000	\$849,000	-8.8%	\$839,000	-7.7%
3 BR	\$1,299,000	\$1,299,000	0.0%	\$1,218,000	6.7%
4 BR+	\$1,918,000	\$1,918,000	0.0%	\$1,918,000	0.0%
SINGLE FAMILY					
Number of Active Listings	127	108	17.6%	152	-16.4%
Median Price	\$1,250,000	\$1,292,000	-3.3%	\$1,448,000	-13.7%
Median Days on Market	53	83	-36.1%	35	53.6%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$810,000	\$699,000	15.9%	\$825,000	-1.8%
1,500 - 2,000	\$1,298,000	\$1,226,000	5.9%	\$1,399,000	-7.2%
2,000 - 3,000	\$2,599,000	\$2,221,000	17.0%	\$2,484,000	4.6%
3,000 - 4,000	\$2,695,000	\$2,488,000	8.3%	\$3,398,000	-20.7%
> 4,000	\$5,200,000	\$5,500,000	-5.5%	\$4,443,000	17.0%

* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	2.1	1.6

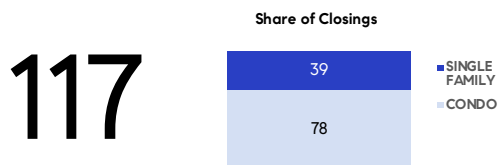
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Santa Monica

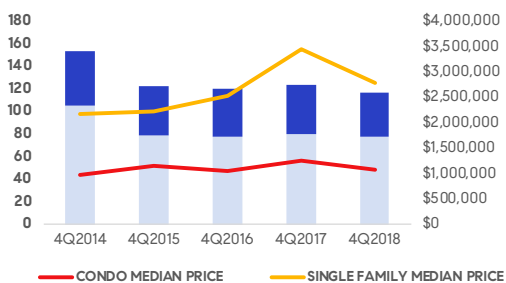
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$1,065,000

Median Condo Sales Price

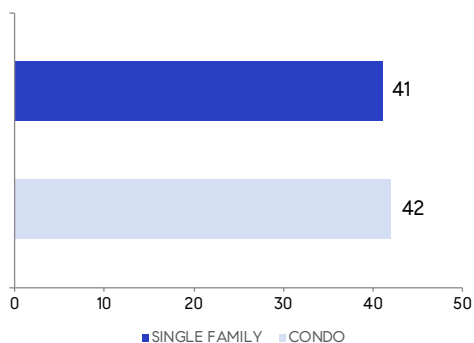
\$2,795,000

Median Single Family Sales Price

\$897

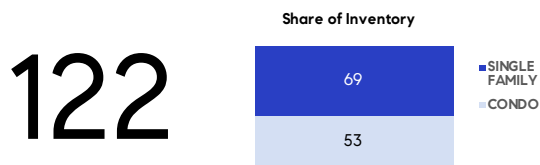
Median Condo Sales PPSF

Median Days on Market

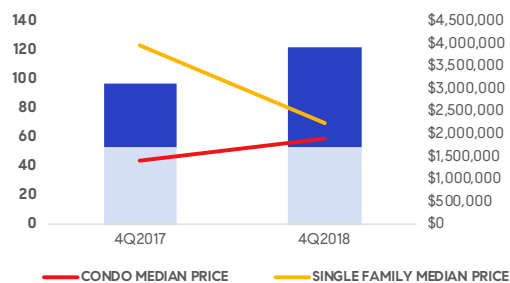


Inventory

Number of Active Listings



Inventory - Year over Year



4Q2018 Price Metrics

\$1,895,000

Median Condo Asking Price

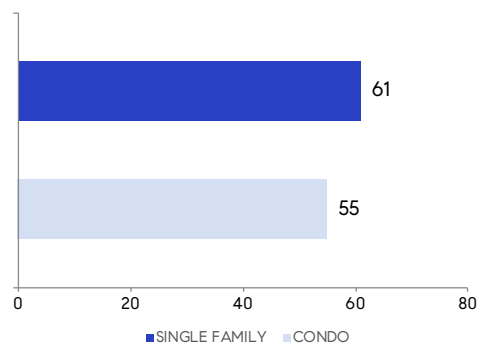
\$2,250,000

Median Single Family Asking Price

\$1,260

Median Condo Asking PPSF

Median Days on Market



Santa Monica Condominium & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	78	80	-2.5%	77	1.3%
Median Price	\$1,065,000	\$1,252,000	-14.9%	\$1,175,000	-9.4%
Median PPSF	\$897	\$909	-1.3%	\$940	-4.5%
Median Days on Market	42	19	127.0%	19	127.0%
Median Negotiability	-0.5%	0.4%	-	0.3%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$645,000	\$645,000	0.0%	\$745,000	-13.4%
2 BR	\$1,088,000	\$1,180,000	-7.8%	\$1,198,000	-9.2%
3 BR	\$1,375,000	\$1,500,000	-8.3%	\$1,321,000	4.1%
4 BR+	\$8,175,000	\$1,290,000	533.7%	\$3,825,000	113.7%
SINGLE FAMILY					
Number of Closings	39	44	-11.4%	41	-4.9%
Median Price	\$2,795,000	\$3,451,000	-19.0%	\$3,005,000	-7.0%
Median Days on Market	41	26	60.8%	45	-8.9%
Median Negotiability	-2.2%	-2.2%	-	-2.2%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,650,000	\$2,028,000	-18.6%	\$2,139,000	-22.9%
1,500 - 2,000	\$3,018,000	\$3,250,000	-7.1%	\$2,775,000	8.8%
2,000 - 3,000	\$4,188,000	\$3,920,000	6.8%	\$4,095,000	2.3%
3,000 - 4,000	\$4,830,000	\$4,325,000	11.7%	\$4,900,000	-1.4%
> 4,000	\$6,713,000	\$5,753,000	16.7%	\$7,000,000	-4.1%

Santa Monica Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	53	53	0.0%	63	-15.9%
Median Price	\$1,895,000	\$1,400,000	35.4%	\$1,495,000	26.8%
Median PPSF	\$1,260	\$1,126	11.9%	\$1,194	5.5%
Median Days on Market	55	110	-50.0%	48	14.6%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	\$648,000	-
1 BR	\$849,000	\$1,228,000	-30.9%	\$1,022,000	-16.9%
2 BR	\$1,962,000	\$1,299,000	51.0%	\$1,722,000	13.9%
3 BR	\$2,599,000	\$2,019,000	28.7%	\$2,150,000	20.9%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	69	44	56.8%	75	-8.0%
Median Price	\$2,250,000	\$3,974,000	-43.4%	\$2,669,000	-15.7%
Median Days on Market	61	118	-48.3%	27	125.9%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,590,000	\$1,925,000	-17.4%	\$1,699,000	-6.4%
1,500 - 2,000	\$2,678,000	\$3,125,000	-14.3%	\$2,990,000	-10.4%
2,000 - 3,000	\$4,995,000	\$5,995,000	-16.7%	\$5,250,000	-4.9%
3,000 - 4,000	\$4,023,000	\$5,098,000	-21.1%	\$4,375,000	-8.0%
> 4,000	\$8,645,000	\$6,492,000	33.2%	\$7,495,000	15.3%

* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	2.5	1.9

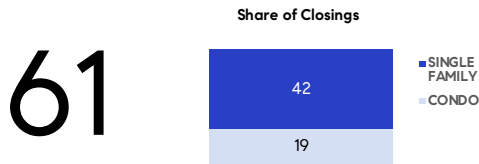
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Silver Lake-Echo Park

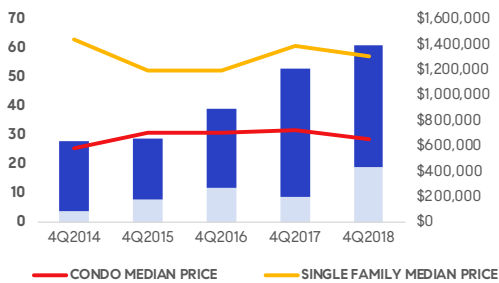
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$651,000

Median Condo Sales Price

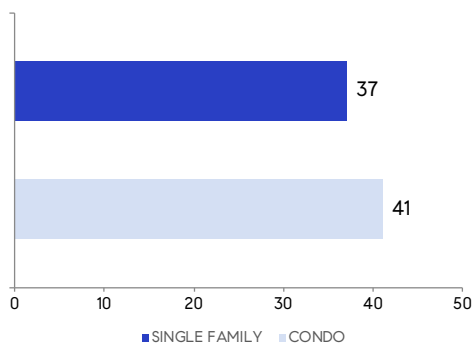
\$1,304,000

Median Single Family Sales Price

\$567

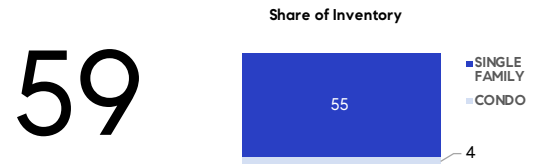
Median Condo Sales PPSF

Median Days on Market

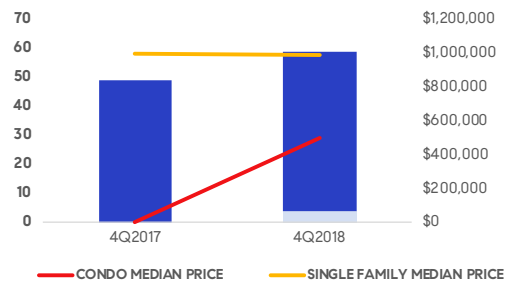


Inventory

Number of Active Listings



Inventory - Year over Year



4Q2018 Price Metrics

\$499,000

Median Condo Asking Price

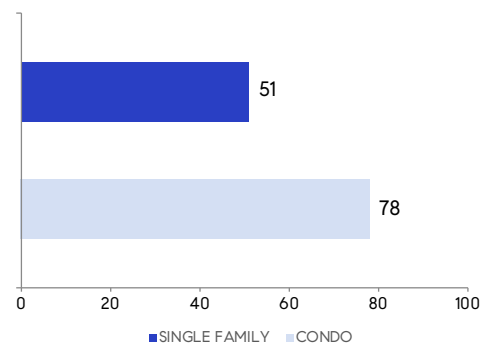
\$998,000

Median Single Family Asking Price

\$455

Median Condo Asking PPSF

Median Days on Market



Silver Lake-Echo Park Condominium & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	19	9	111.1%	17	11.8%
Median Price	\$651,000	\$729,000	-10.7%	\$730,000	-10.8%
Median PPSF	\$567	\$590	-3.9%	\$538	5.5%
Median Days on Market	41	19	115.8%	29	41.4%
Median Negotiability	3.0%	2.6%	-	0.1%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	-	-	\$503,000	-
2 BR	\$651,000	\$728,000	-10.6%	\$664,000	-2.0%
3 BR	\$659,000	\$1,045,000	-36.9%	\$970,000	-32.1%
4 BR+	-	-	-	\$1,070,000	-
SINGLE FAMILY					
Number of Closings	42	44	-4.5%	46	-8.7%
Median Price	\$1,304,000	\$1,386,000	-5.9%	\$1,410,000	-7.5%
Median Days on Market	37	23	64.4%	32	17.5%
Median Negotiability	0.9%	4.6%	-	0.1%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,251,000	\$1,200,000	4.3%	\$1,300,000	-3.8%
1,500 - 2,000	\$1,587,000	\$1,638,000	-3.1%	\$1,443,000	10.0%
2,000 - 3,000	\$1,705,000	\$1,602,000	6.4%	-	-
3,000 - 4,000	\$1,710,000	-	-	\$2,105,000	-18.8%
> 4,000	-	-	-	-	-

Silver Lake-Echo Park Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	4	0	-	9	-55.6%
Median Price	\$499,000	-	-	\$649,000	-23.1%
Median PPSF	\$455	-	-	\$493	-7.7%
Median Days on Market	78	-	-	9	766.7%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	-	-	-	-
2 BR	\$825,000	-	-	\$679,000	21.5%
3 BR	\$499,000	-	-	\$587,000	-15.0%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	55	49	12.2%	83	-33.7%
Median Price	\$998,000	\$999,000	-0.1%	\$1,125,000	-11.3%
Median Days on Market	51	98	-48.0%	29	75.9%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$969,000	\$959,000	1.0%	\$1,000,000	-3.1%
1,500 - 2,000	\$1,222,000	\$1,543,000	-20.8%	\$1,325,000	-7.8%
2,000 - 3,000	\$2,447,000	\$1,882,000	30.0%	\$2,750,000	-11.0%
3,000 - 4,000	-	\$1,499,000	-	\$1,780,000	-
> 4,000	-	-	-	-	-

* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	2.6	2.4

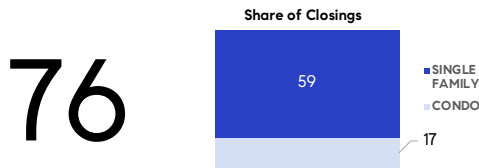
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Sunset Strip-Hollywood Hills

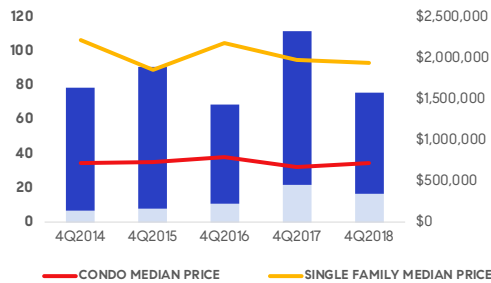
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$720,000

Median Condo Sales Price

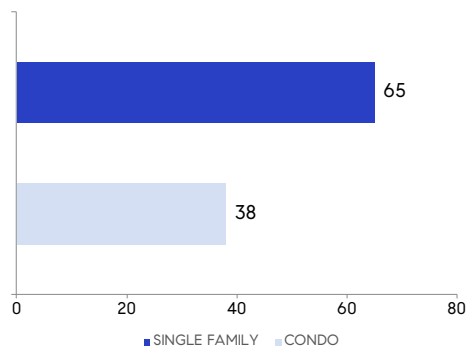
\$1,950,000

Median Single Family Sales Price

\$659

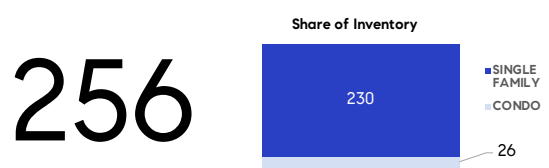
Median Condo Sales PPSF

Median Days on Market

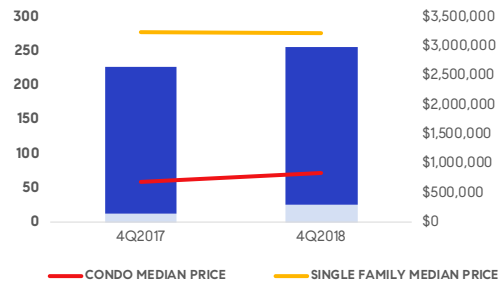


Inventory

Number of Active Listings



Inventory - Year over Year



4Q2018 Price Metrics

\$849,000

Median Condo Asking Price

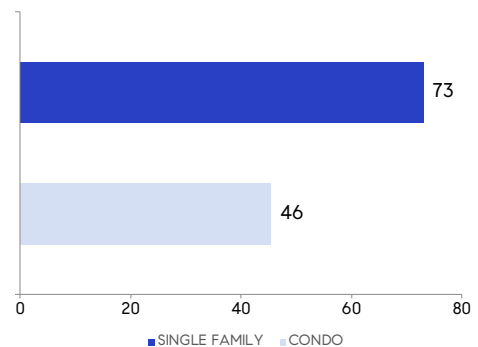
\$3,225,000

Median Single Family Asking Price

\$782

Median Condo Asking PPSF

Median Days on Market



Sunset Strip-Hollywood Hills Condominium & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	17	22	-22.7%	16	6.3%
Median Price	\$720,000	\$679,000	6.0%	\$703,000	2.4%
Median PPSF	\$659	\$541	21.7%	\$548	20.2%
Median Days on Market	38	45	-14.6%	50	-24.0%
Median Negotiability	0.0%	-0.6%	-	-2.6%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$575,000	\$670,000	-14.2%	\$575,000	0.0%
2 BR	\$772,000	\$688,000	12.2%	\$725,000	6.5%
3 BR	\$817,000	-	-	\$750,000	8.9%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	59	90	-34.4%	86	-31.4%
Median Price	\$1,950,000	\$1,985,000	-1.8%	\$2,125,000	-8.2%
Median Days on Market	65	44	47.7%	56	16.1%
Median Negotiability	-2.8%	-2.2%	-	-3.5%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,335,000	\$1,417,000	-5.8%	\$1,343,000	-0.6%
1,500 - 2,000	\$1,840,000	\$1,915,000	-3.9%	\$2,000,000	-8.0%
2,000 - 3,000	\$2,700,000	\$2,700,000	0.0%	\$2,825,000	-4.4%
3,000 - 4,000	\$4,026,000	\$3,674,000	9.6%	\$3,850,000	4.6%
> 4,000	\$4,100,000	\$4,493,000	-8.7%	\$5,223,000	-21.5%

Sunset Strip-Hollywood Hills Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	26	13	100.0%	18	44.4%
Median Price	\$849,000	\$699,000	21.5%	\$973,000	-12.7%
Median PPSF	\$782	\$682	14.7%	\$811	-3.7%
Median Days on Market	46	100	-54.5%	41	12.3%
Median Pricing Analysis by Bedroom Type:					
Studio	\$385,000	\$340,000	13.2%	\$515,000	-25.2%
1 BR	\$1,592,000	-	-	\$2,495,000	-36.2%
2 BR	\$797,000	\$699,000	14.0%	\$950,000	-16.1%
3 BR	\$1,445,000	\$1,150,000	25.7%	\$923,000	56.6%
4 BR+	\$3,150,000	-	-	\$3,295,000	-4.4%
SINGLE FAMILY					
Number of Active Listings	230	215	7.0%	239	-3.8%
Median Price	\$3,225,000	\$3,249,000	-0.7%	\$3,149,000	2.4%
Median Days on Market	73	140	-47.9%	53	37.7%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,250,000	\$1,395,000	-10.4%	\$1,295,000	-3.5%
1,500 - 2,000	\$2,424,000	\$1,907,000	27.1%	\$2,272,000	6.7%
2,000 - 3,000	\$3,350,000	\$3,272,000	2.4%	\$3,195,000	4.9%
3,000 - 4,000	\$4,798,000	\$4,750,000	1.0%	\$3,750,000	27.9%
> 4,000	\$9,599,000	\$7,995,000	20.1%	\$8,998,000	6.7%

* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	6.3	5.9

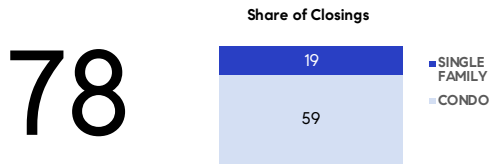
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

West Hollywood

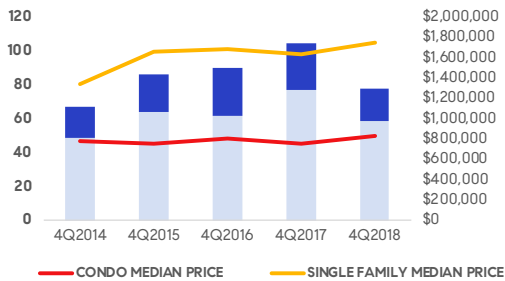
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$829,000

Median Condo Sales Price

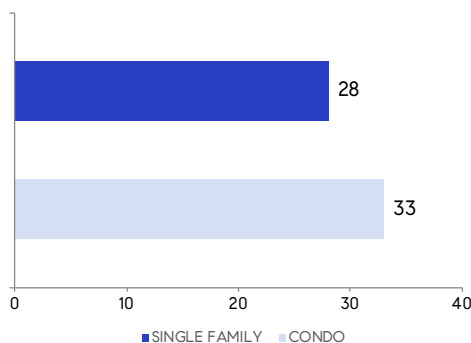
\$1,750,000

Median Single Family Sales Price

\$697

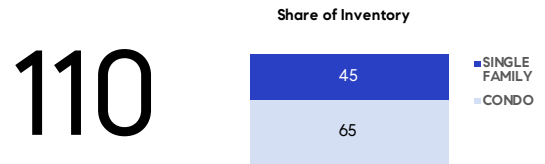
Median Condo Sales PPSF

Median Days on Market

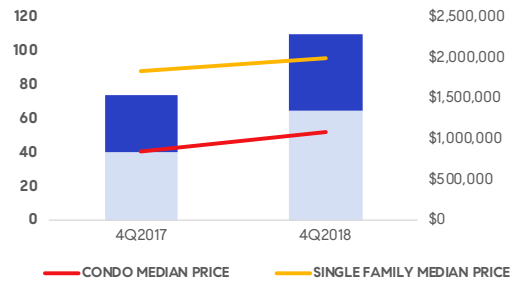


Inventory

Number of Active Listings



Inventory - Year over Year



4Q2018 Price Metrics

\$1,095,000

Median Condo Asking Price

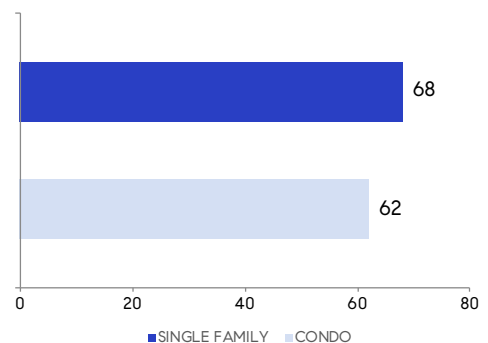
\$1,997,000

Median Single Family Asking Price

\$867

Median Condo Asking PPSF

Median Days on Market



West Hollywood Condominium & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	59	77	-23.4%	82	-28.0%
Median Price	\$829,000	\$750,000	10.5%	\$805,000	3.0%
Median PPSF	\$697	\$684	2.0%	\$725	-3.8%
Median Days on Market	33	41	-19.5%	36	-8.3%
Median Negotiability	0.0%	-1.2%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$610,000	-	\$700,000	-
1 BR	\$573,000	\$618,000	-7.3%	\$589,000	-2.7%
2 BR	\$838,000	\$818,000	2.4%	\$903,000	-7.2%
3 BR	\$1,150,000	\$910,000	26.4%	\$1,590,000	-27.7%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	19	28	-32.1%	25	-24.0%
Median Price	\$1,750,000	\$1,637,000	6.9%	\$1,800,000	-2.8%
Median Days on Market	28	37	-23.3%	21	36.6%
Median Negotiability	-3.6%	-1.0%	-	-0.2%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,645,000	\$1,580,000	4.1%	\$1,628,000	1.0%
1,500 - 2,000	\$3,230,000	\$2,078,000	55.4%	\$1,900,000	70.0%
2,000 - 3,000	\$2,410,000	-	-	\$3,750,000	-35.7%
3,000 - 4,000	\$4,325,000	\$3,135,000	38.0%	\$3,495,000	23.7%
> 4,000	-	\$4,100,000	-	\$4,150,000	-

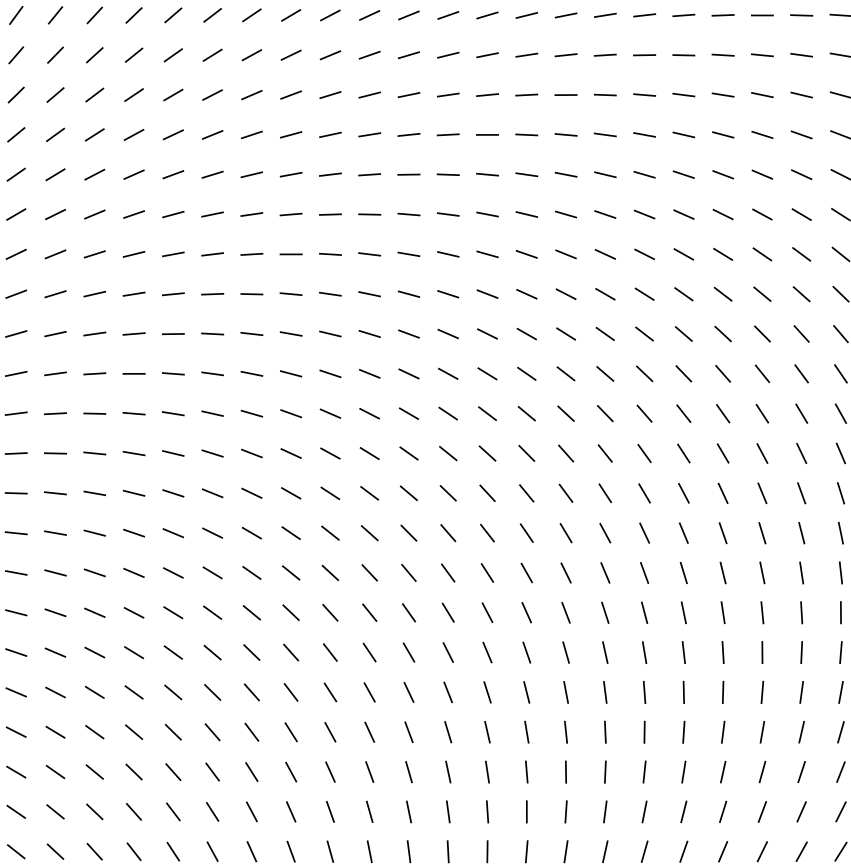
West Hollywood Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	65	40	62.5%	68	-4.4%
Median Price	\$1,095,000	\$850,000	28.8%	\$1,238,000	-11.6%
Median PPSF	\$867	\$723	20.0%	\$814	6.5%
Median Days on Market	62	99	-37.1%	33	87.9%
Median Pricing Analysis by Bedroom Type:					
Studio	\$539,000	\$415,000	29.9%	-	-
1 BR	\$874,000	\$646,000	35.3%	\$764,000	14.4%
2 BR	\$1,125,000	\$899,000	25.1%	\$1,304,000	-13.7%
3 BR	\$1,424,000	\$1,147,000	24.1%	\$1,549,000	-8.1%
4 BR+	\$1,624,000	-	-	\$1,749,000	-7.1%
SINGLE FAMILY					
Number of Active Listings	45	34	32.4%	46	-2.2%
Median Price	\$1,997,000	\$1,845,000	8.2%	\$1,948,000	2.5%
Median Days on Market	68	111	-38.5%	32	112.5%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,585,000	\$1,488,000	6.5%	\$1,575,000	0.6%
1,500 - 2,000	\$2,095,000	\$2,095,000	0.0%	\$2,395,000	-12.5%
2,000 - 3,000	\$2,895,000	\$2,575,000	12.4%	\$3,195,000	-9.4%
3,000 - 4,000	-	\$3,890,000	-	\$3,847,000	-
> 4,000	\$4,300,000	\$4,250,000	1.2%	\$4,323,000	-0.5%

* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	2.8	1.9

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



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